



Josh Knight &lt;josh@farmdirection.com&gt;

**GOOD MORNING: Van Trump Report 7-8-19**

1 message

**The Van Trump Report** <reply@vantrumpreport-email.com>

Mon, Jul 8, 2019 at 6:31 AM

Reply-To: Jordan &lt;reply-fec4177177630174-1142\_HTML-68584704-100003450-8@vantrumpreport-email.com&gt;

To: josh@farmdirection.com

To view this email as a web page, go [here](#).

"Perfection is achieved, not when there is nothing left to add, but when there is nothing left to take away." - **Antoine de Saint-Exupéry**

**Monday, July 08, 2019**[Printable Copy](#) or [Audio Version](#)

**Morning Summary:** Traders return from the holiday ready to tackle the second-half of 2019. I'm personally recharged after a short break where Michelle and I got to witness an amazing fireworks display out over the Atlantic Ocean. The kids went to Vegas with a bunch of their friends and also had a great time!

The largest United States Flag ever made displayed proudly at Hoover Dam. Each star is over 17 feet high. It takes a crew of 15 to unfurl it. God Bless America!



It's back to work we go... Year-to-Date the S&P 500 is up +19% and the Nasdaq

up +23%. The question now becomes can we add to these impressive gains during the somewhat tumultuous months of August, September and October? There's already some new questions brewing about the Fed's next move and if they will really be as dovish in action as the market has been anticipating? Friday's strong monthly jobs report is raising debate and uncertainty. In case you missed it, data showed the U.S. economy created +224,000 new jobs during the month of June. Which is much stronger than the May jobs report and could provide the Fed with enough reason to pause. I should note however, the Labor Department showed the jobless rate last month ticked slightly higher from its recent 50-year low to 3.7% as more Americans say they are looking for work. Stock market bears continue to point to longer-term data that shows job growth slowing. In 2018, we added an average of +223,000 jobs a month. Whereas the first half of this year, we are adding an average of about +172,000 jobs a month. Roughly the same number of monthly jobs we were creating back in 2016 and 2017. Wage growth continues to show some strength, advancing at about +3.1% compared to last year and the best wage growth we've seen in a decade. The question however is can we continue to grow and expand on these numbers? Can U.S. corporations continue to find new employees to advance efforts in "growth" or will companies have to spend more on keeping their current employees happy, which ultimately squeezes profit margins and slows growth oriented projects? Let's also not forget, lawmakers will be returning to Washington DC this week, and are expected to start more heavily debating legislation and the passage of spending bills needed to avoid a government shutdown. Keep in mind, Congress is only scheduled to be in session for three weeks before their August recess, giving them a limited number of days to find common ground and avoid a government shutdown and media talk that could spark "default" type headlines. Rember, if Congress can somehow agree on spending, it still has to write and pass 12 funding bills before October 1st to keep the government open. As I mentioned earlier, the months of August, September and October could bring about rough sailing. I've personally been trying to make some adjustments into the all-time record highs. I continue to like the thought of reducing my diversification and the number of holdings in my portfolio. In other words, if I had 20 different stocks in my portfolio, I like the thought of trimming to only my top-10. If we continue to push higher I will

continue to work towards narrowing my scope. This week, I'm keeping my eye on headlines surrounding the Fed, ongoing Chinese trade negotiations, and perhaps escalating tensions with Iran.

**Iranian Tensions Worth Paying Close Attention:** *Iran said over the weekend that it would begin making technical changes at its nuclear facilities to start enriching uranium above the 3.67% allowed under the 2015 nuclear pact, and will surpass the limit sometime today. This would mark the second intentional violation of the pact and puts even more pressure on Europe, China and Russia to pick a side. It will be very interesting to see how U.S. leaders respond. I am paying close attention this week! (Source: The Wall Street Journal)*

**U.S. Soccer Wins Women's World Cup:** *Congrats to the U.S. women's soccer team who defeated Netherland, 2-0, to win their fourth Women's World Cup title in 28 years. The Americans also defeated Spain, France and England on the road to the world title.*

**What About Minimum Wage?** *There's continued debate in Washington about minimum wage, with several political insiders talking about a proposed bill that could gradually raise the minimum wage over the next five years to \$15 per hour.*

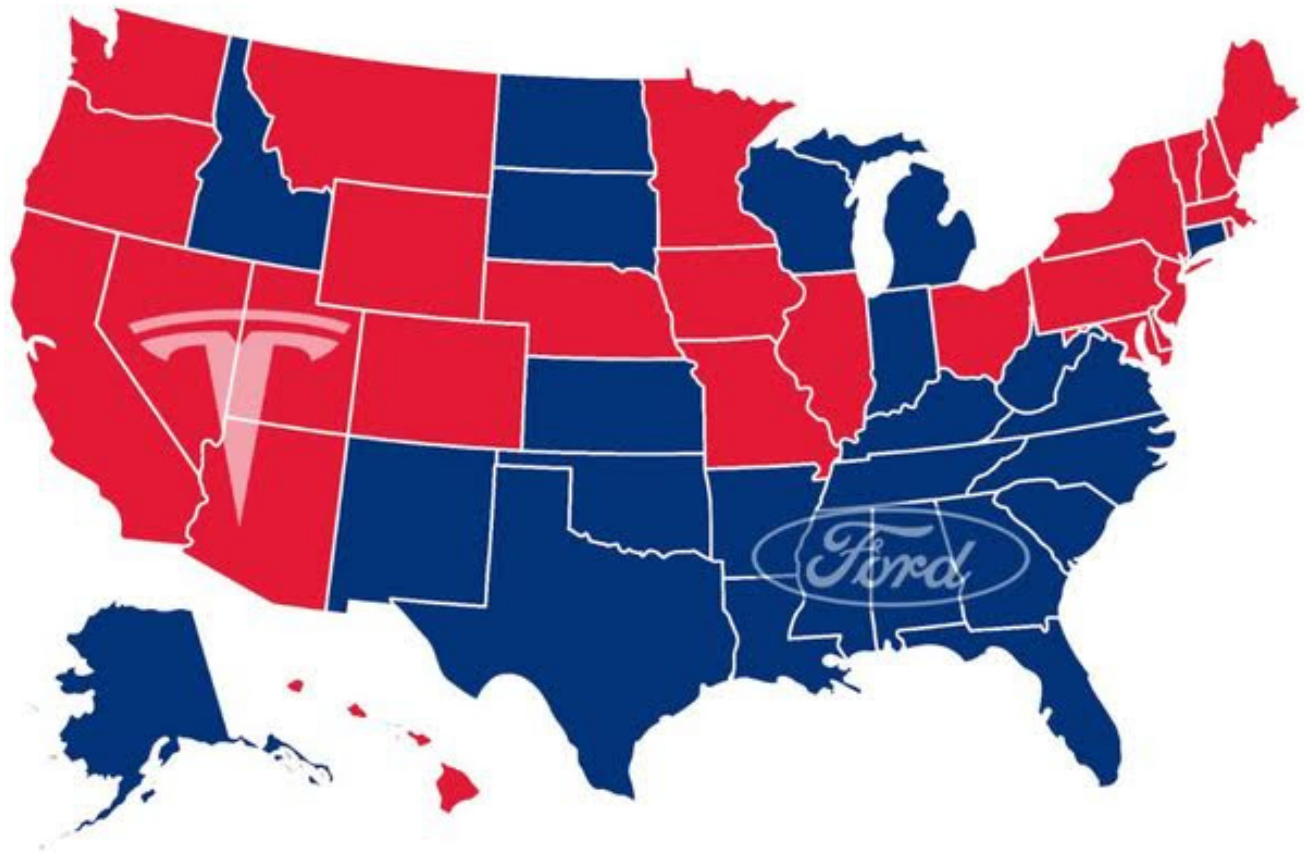
**Gas Prices May be Holding Steady But Gas Taxes Are Not:** *If you traveled by auto this past week, you may have noticed gas prices were higher in certain locations. That's because some state's new gas taxes went into effect across the country last week and residents of Illinois felt the biggest pinch with their's doubling to 38 cents per gallon. Keep in mind, states often change their rates to meet budget gaps and to pay for infrastructure projects, and luckily now, the federal gas rate is still 18.4 cents per gallon, which is the same it has been since 1993. I'm not sure I'd expect that to hold long term with U.S. infrastructure needs. Find out who's paying the most for gas [HERE](#).*

**Tesla's Pickup Overtakes Ford F-150 as Most Talked About:** *Ford's F-*



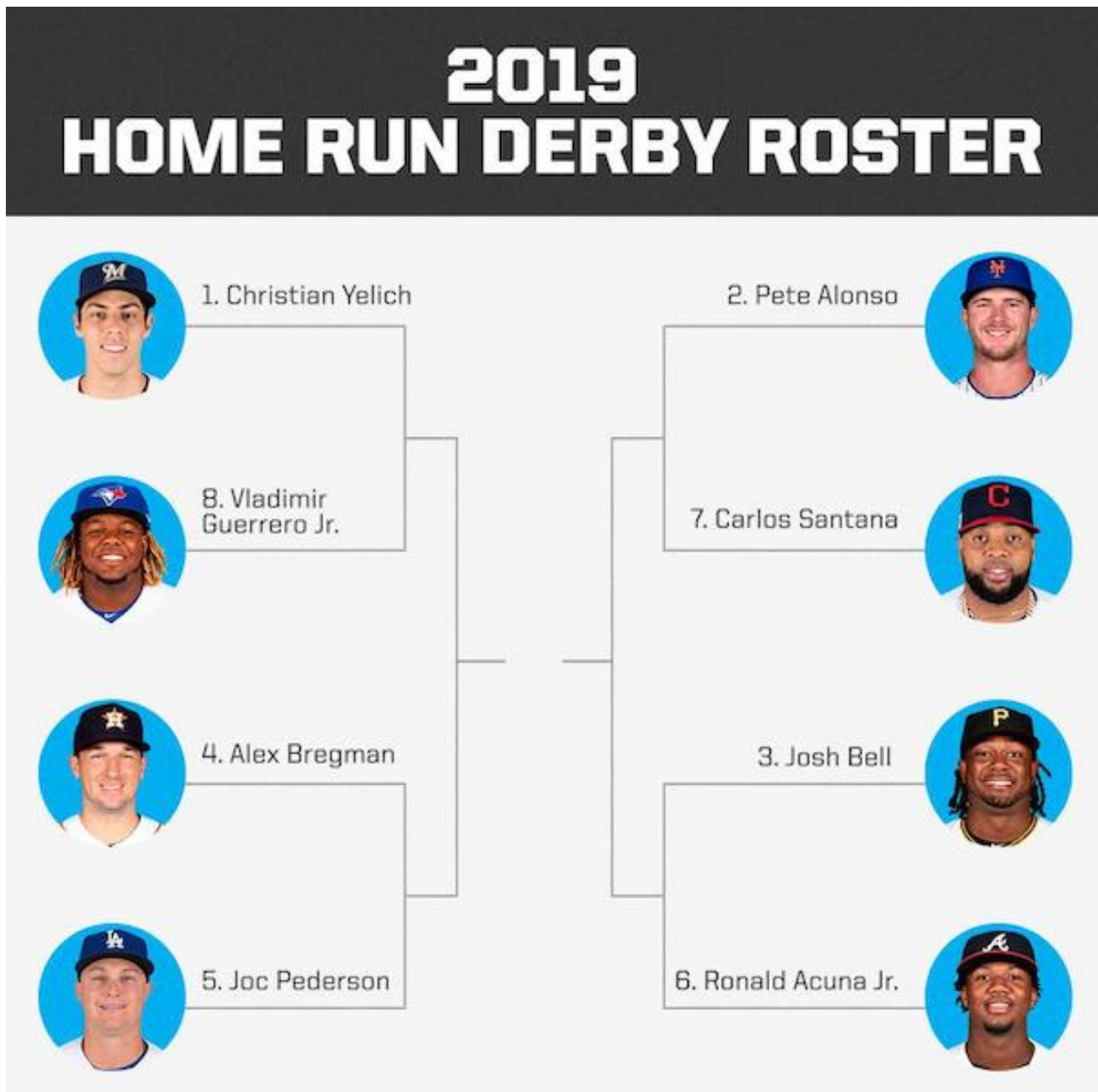
*150 is currently the best-selling truck in the U.S. and was the most talked about, until now. I'm told AutoWise looked into geotagged Twitter data and found that the Tesla Pickup is now a more popular subject than the F150. Keep in mind, that over 100,000 people reserved the Model 3 before even seeing the car. It will be interesting to see how things play out with the truck. Read more [HERE](#).*

### Tesla Pickup vs. Ford F-150 Across The US (Based On Geotagged Twitter Data)



**MLB All-Star Home Run Derby is Tonight:** *The MLB All-Star Home Run Derby will be held at Progressive Field tonight at 7 p.m. CST on ESPN. Participants in this year's Home Run Derby include Christian Yelich with the Milwaukee Brewers (31 home runs), Pete Alonso with the New York Mets (28 home runs), Josh Bell with the Pittsburgh Pirates (26 home runs), Alex Bregman with the Houston Astros (23 home runs), Joc Pederson with the Los Angeles Dodgers (20 home runs), Ronald Acuna Jr. with the Atlanta Braves (20 home runs), Carlos Santana with the Cleveland Indians (19 home runs),*

and Vladimir Guerrero Jr. with the Toronto Blue Jays (8 home runs). Keep in mind, Bell is currently the favorite with 7-2 odds and Christian Yelich isn't far behind with 4-1 odds, but I'm putting my money on Guerrero Jr. tonight, who is sporting 6-1 odds. In addition, the stakes are even higher at this year's contest as the champion will be rewarded with \$1 million for the first time in All-Star history. UPDATE: Christian Yelich has been replaced by the Oakland A's third baseman Matt Chapman. Word on the street is that Yelich has tweaked his back.



# FARM TANK

Tweets of the Day

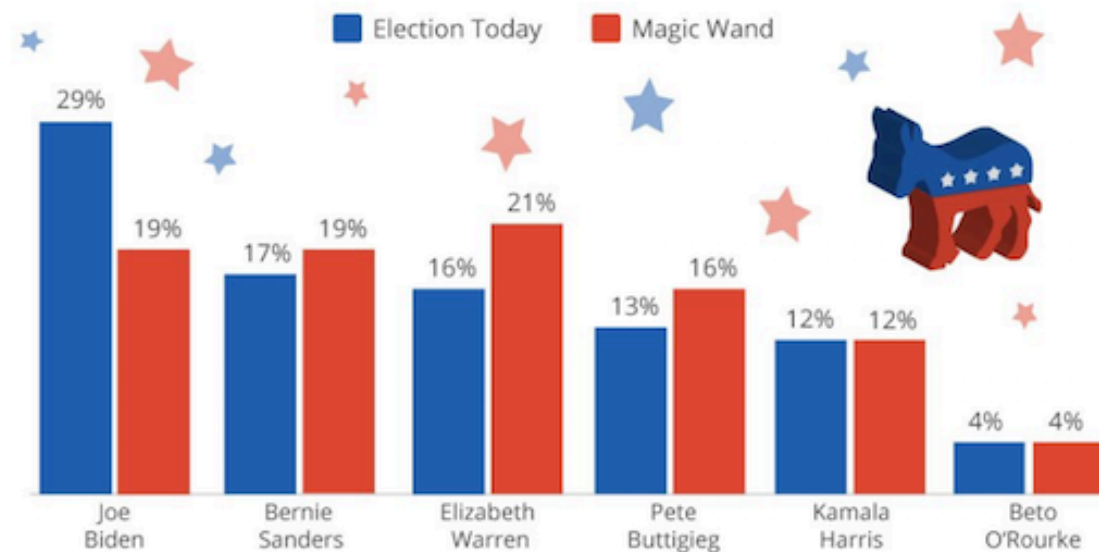


A roughly equal portion of registered #voters would make former Vice President Joe Biden, Senator Elizabeth Warren, and Senator Bernie Sanders president by waving a magic wand if they could #DemocraticDebate

[bit.ly/2YbXZDM](https://bit.ly/2YbXZDM)

### Who Is Considered Electable?

Voter support if the election were today vs. voters magically making a candidate president



Note: 1,817 registered voters were polled for this study between May 31-June 3, 2019.

@StatistaCharts

Source: Avalanche Strategy

statista 




**Visual Capitalist**

@VisualCap

Following



# The World's Most Valuable Bank Brands

[visualcapitalist.com/worlds-most-val...](https://visualcapitalist.com/worlds-most-valuable-bank-brands/)




**Stefanie Boe** 🌵🌽☀️  
@StefanieBoe

Following



The 🌽 here in South Dakota was nowhere near knee high on the 4th of July. It's also raining every day and we saw a major hailstorm yesterday. #plant19 observations.





**Nicole Arts**  
@NicoleArts9

Following



Waist high corn in Strathroy-Caradoc.  
#plant19







**Jordan Beyer**  
@BeyerSeed

Following



We didn't need the rain, but at least there is a little beauty out of it. #plant19





**Bleacher Report**

@BleacherReport

Following



New title favorites after last night 🔥

(via @br\_betting)

**NBA TITLE ODDS**

CLIPPERS:	<b>+275</b>
BUCKS:	<b>+400</b>
LAKERS:	<b>+400</b>
76ERS:	<b>+700</b>
WARRIORS:	<b>+1000</b>
ROCKETS:	<b>+1500</b>

VIA CAESARS

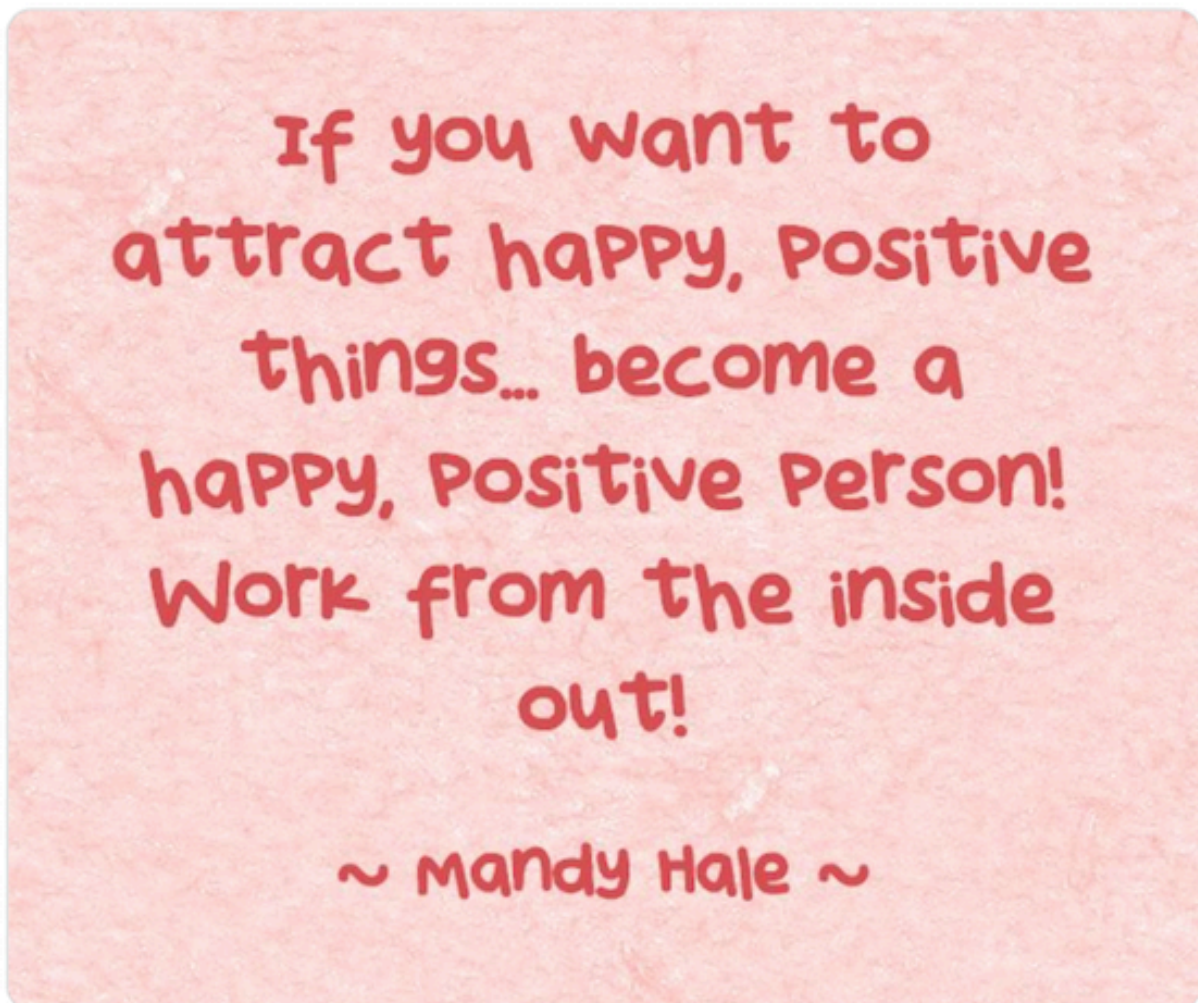


**ActionComplete**  
@ActionComplete

Following

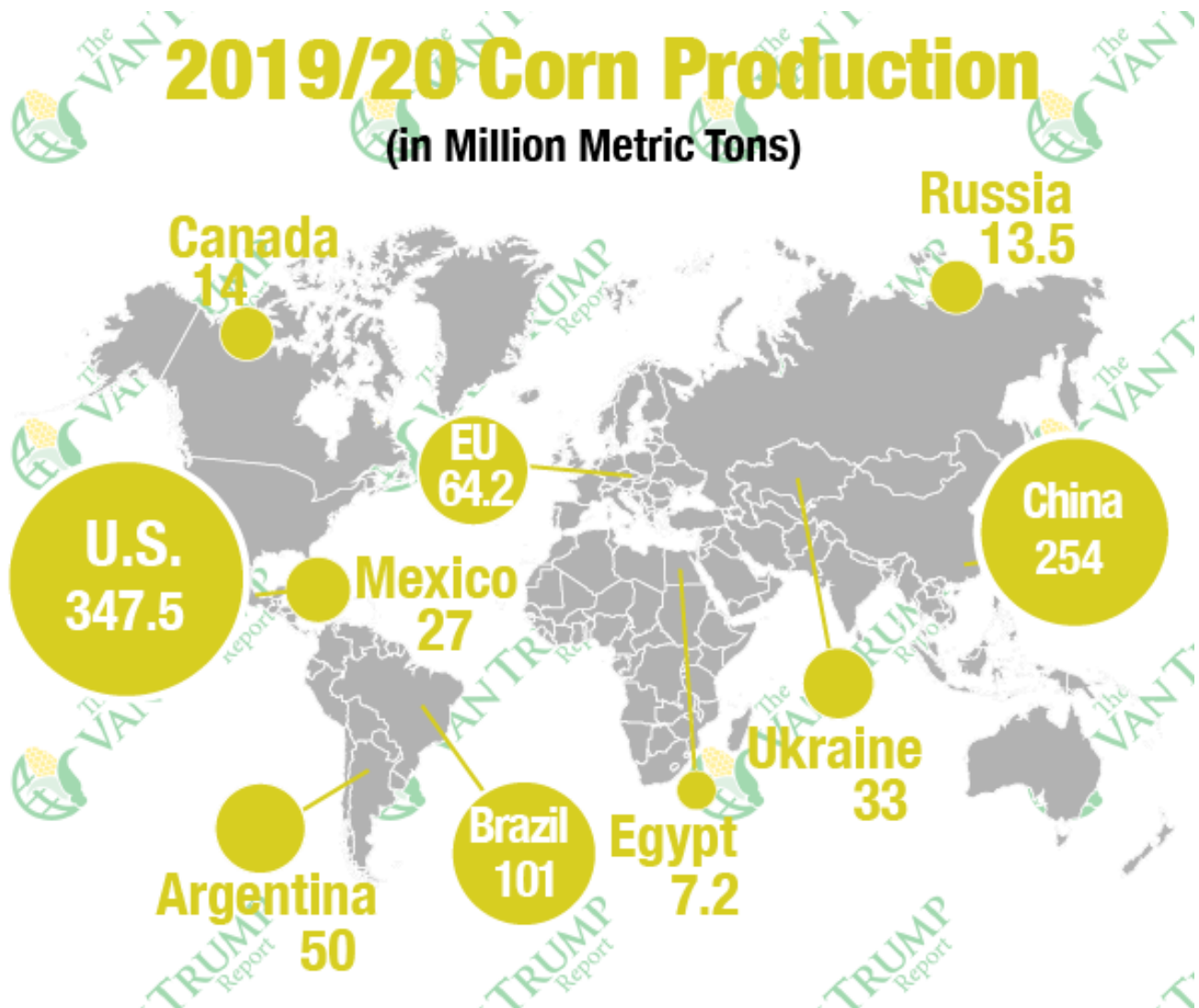


If you want to attract happy, positive things...  
become a happy,...  
~Mandy Hale  
[#quotes](#) [#inspiration](#) [#positivity](#)



**Corn** bulls have been trying to recover and battle back after taking that massive blow by the USDA. Prices have recovered +25 cents from the fallout but still remain below levels enjoyed before the USDA data was released in the end of June Acreage report. A drier U.S. weather forecast is starting to gain more attention and debate. There's some talk that lack of rainfall in some areas might actually

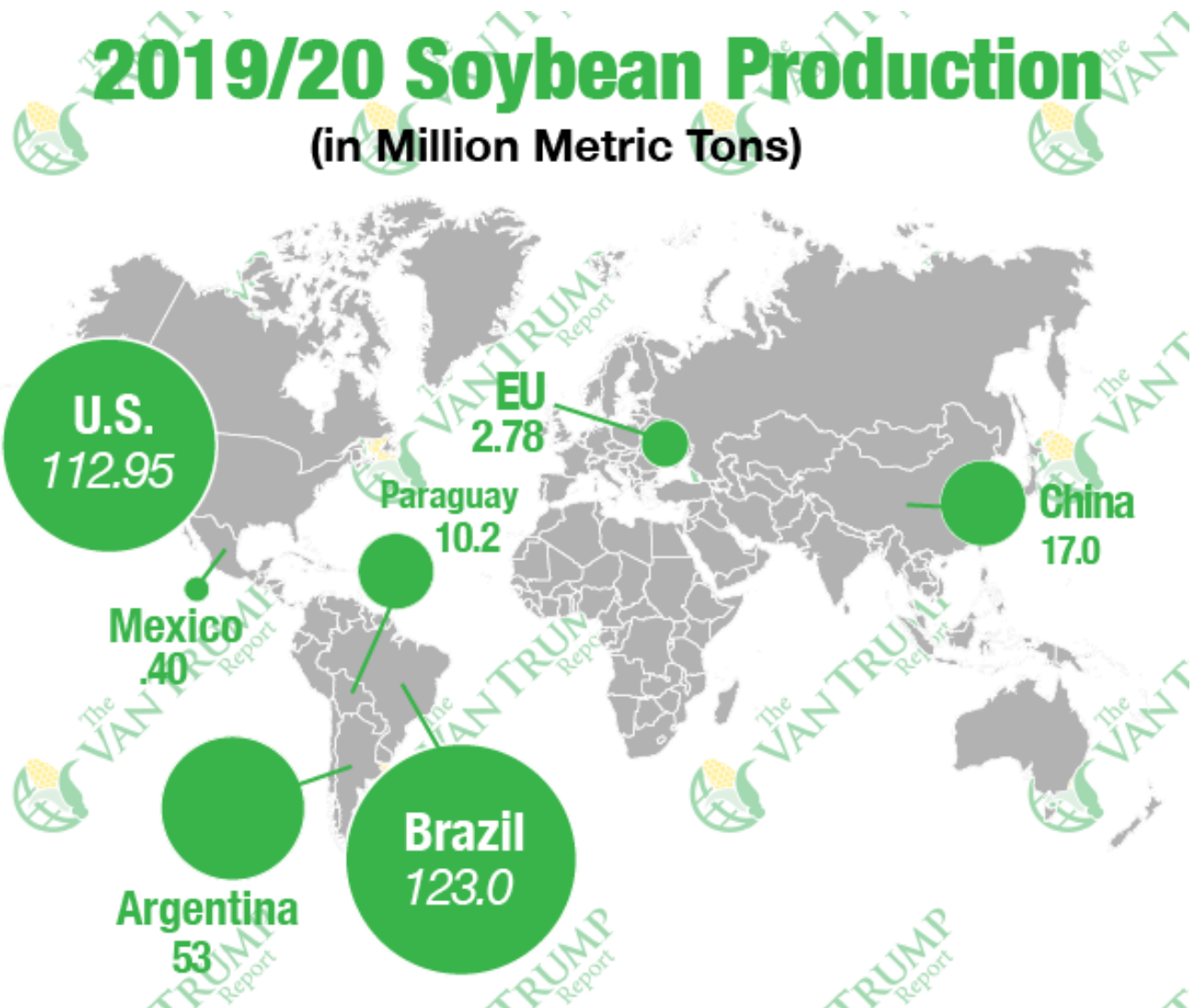
start adding to production uncertainties. Technically, bears are talking about a possible "head-and-shoulders top" forming on the charts. The \$4.50 level in the DEC19 contract seems to be the critical price insiders are most heavily watching. Producers who have very little new-crop sold or still needing to move old-crop bushels should be paying very close attention. Psychologically, if you felt yourself get overly nervous on the last break in price, you should probably reduce some risk exposure on the recovery. From a spec perspective. I remain bullish and holding my longer-term positions. I just don't feel like the bullish story has changed! Yes, for many bulls the USDA threw an unexpected wild-pitch with the acreage number, but was it really that unexpected? Myself and several others have been saying for weeks that the USDA would have an extremely difficult job this year trying to forecast production. The widespread difficulties during planting season is something we've never seen before, at least in this magnitude. This has also been somewhat of a technological equalizer. Meaning the overly wet conditions have created difficulties for all producers regardless of size, technology or perceived strategic advantage. It's going to take time for the USDA and the market to sort out all the variables. Again, the reason I have stressed holding on to bullish positions very loosely. These are the types of markets where you cant allow yourself to get overextended or use too tight of a stop. There are just so many variables and unknowns in play right now. I was always told, if you need a tight stop then you you need to reduce the overall size of your position. You have to give a market like this room to roam. I suspect we will continue to see this market swing around wildly in all directions as it ultimately tries to search for true value and price. Don't forget we have the USDA's July Crop Report scheduled for release this Thursday. I'm hoping for a bullish surprise!



**Soybean** traders continue to debate U.S. planted acres, weather uncertainties, and Chinese buying. With planting more than +95% complete the question isn't if but rather how many acres were planted in a timely manner? What type of yield drag will we see on the extremely late-planted acres? Will U.S. weather become more cooperative deeper into the growing season? There's also still a ton of questions and unknowns surrounding the Chinese. Not only do we have the uncertainty involving ongoing trade negotiations, but also the continued shifts in dynamics associated with African Swine Fever. I've heard the number of new cases being reported has started to slow, meaning the Chinese hog population might gradually start rebuilding. The problem is it could take many years to rebuild. Most insiders are estimating that 10 million sows and over 100 million pigs in inventory have been reduced in China. Alternative data indicates the slaughter in China has

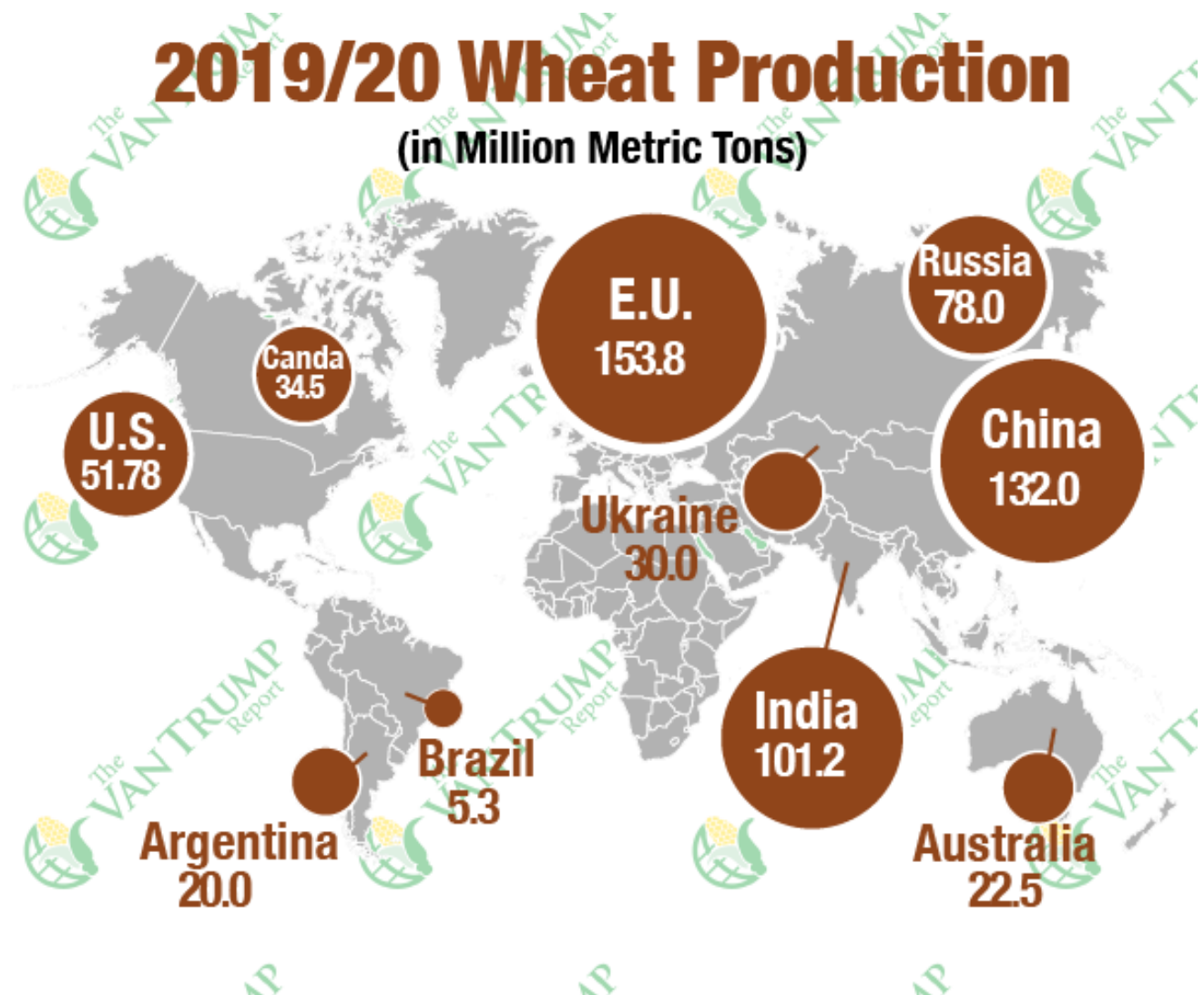


roughly been decreased by -9 million pigs a month. On a brighter note, I have heard some rumors and talk that China might start buying a few more U.S. ag exports as a gesture of good faith during the ongoing negotiations. I don't know any specifics, but we could see few U.S. shipments heading to China. Technically, there's more heavy interest in seeing if the NOV19 contract can hold the \$8.75 to \$8.90 area. There's also a gap further down on the charts between \$8.58 and \$8.64<sup>4</sup> that many traders are keeping an eye on. As both a producer and a spec, I still believe there's more long-term upside potential, but it might take more time to play out than many bulls are currently thinking. In other words, I'm still on the sideline and staying patient. I continue to believe this market is going to respond a lot differently when South American supplies are more heavily depleted. If the lower end of the range starts to be tested, I will be looking to take small bullish bites.



**Wheat** prices continue to chop around as traders look for a new catalyst and the next market moving headline. Bears continue to talk about the glut of global and domestic wheat supply. There's also talk of improved crop conditions here in the U.S. and better than expected production coming out of the fields as the harvest continues to work its way North. Bulls are talking about perhaps further harvest delays in some key growing regions here at home and ongoing weather uncertainties in portions of Western Europe and the Black Sea region. However, I'm still not seeing enough fresh or new in the headlines to give either side a sustained market moving edge. I still see wheat prices mostly chopping around and being heavily dependent on the corn market. As a producer, I have 70% of our new-crop production priced. I'm staying patient with the final 30%. I am keeping a close eye on the JUL20 contract, thinking I might need to reduce a

bit more long-term price risk should the market rebound back to the upside. As a spec, I like the thought of doing absolutely nothing, choosing to wait until I can see a more clear path of direction.





**> China Buys U.S. Rice for the First Time Ever:** *A private importer in China last week bought U.S. rice for the first time ever, according to a rice industry group. I'm told the Chinese importer bought about 40 tonnes, of medium-grain rice from California-based Sun Valley Rice. According to reports, the U.S. rice was milled and packaged into bags for consumer and food service use and follows a sale of 544,000 tons of U.S. soybeans to China confirmed two weeks ago by the U.S. Department of Agriculture, the largest such sale since March.*

**> Argentine Soy Harvest Complete... Up +48% vs. Last Year:** *Argentina's soybean crop was completely harvested as of last week and total production reached 56 MT this year. That reflects a 48% year on year increase and finished with a 19-year high yield of 3.36 mt/hectare. Read more [HERE](#) on how Argentina is creating some competition in the Chinese market.*

**> Small Market Sales Fills Void for Pork:** *Thanks to global marketing efforts that began more than a decade before the U.S-China trade dispute, American hog farmers have been able to avoid the devastating setbacks endured by soybean and sorghum producers. It's worth mentioning that U.S. pork exports only fell 3.9% by volume and 8.4% by value from May 2018 to April 2019, while U.S. soybean*



*exports dropped 13.7% by volume and 19.2% by value during the same period, and total sorghum exports dropped 72.8% by volume and 73.6% by value, according to the USDA. Learn more [HERE](#) who was buying pork.*

**> EPA Proposes Biofuel Mandate Increase:** *Last Friday the EPA proposed refiners increase the volume of biofuels blended into their annual fuel output, but didn't reallocate the waived amounts under the hardship program, drawing ire from powerful corn and biofuel groups as well as Republican senators. From what I understand, the proposal calls for increasing the volume of biofuels refiners must blend into their fuel annually to 20.04 billion gallons in 2020, which is up from 19.92 billion gallons in 2019. Read more [HERE](#) on the continuing struggle to lower small refinery exemptions.*

**> Satellites Will Soon Be Watching You Everywhere All the Time:** Every year, commercially available satellite images are becoming sharper and taken more frequently. In 2008, there were 150 Earth observation satellites in orbit; by now there are 768. Satellite companies don't offer 24-hour real-time surveillance, but if the hype is to be believed, they're getting close. Commercial satellite imagery is currently in a sweet spot: powerful enough to see a car, but not enough to tell the make and model; collected frequently enough for a farmer to keep tabs on crops' health, but not so often that people could track the comings and goings of a neighbor. This anonymity is deliberate. US federal regulations limit images taken by commercial satellites to a resolution of 25 centimeters, or about the length of a man's shoe. (Military spy satellites can capture images far more granular, although just how much more is classified.) Read more details at [MIT Technology Review](#)

**> World Economic Forum Announces Top Emerging Tech Companies:** *The World Economic Forum has announced its 2019 cohort of global emerging tech companies shaping the world and redefining the industry. Each year, the Switzerland based non-profit holds its influential meeting of economic and political leaders in Davos, selecting early stage companies in a variety of sectors and fields, including robotics, food security, climate change, computer vision, and neuroscience. I'm told this year's list is hoping to provide as much application as innovation. Check out the 56 early to growth-stage companies from around the*

world that are pioneering new technologies [HERE](#).

**> Dealing With Employee Burnout:** Compared to European nations, US workers are spending between 200 and 400 extra hours a year at the office and this has led to what some are calling an employee burnout epidemic. According to a 2018 Gallup study of nearly 7,500 full-time employees, it appears that 23% felt burnt out at work very often or always and 44% said they felt burnt out sometimes. Interestingly, the World Health Organization medically legitimized the condition recently by classifying it as a "syndrome." I can certainly understand that there are high stress occupations, but these aren't the ones we are discussing here. As it turns out, more and more companies are offering summer Friday's, which means giving employees half days on Friday to combat the stress and maybe our work model is actually broken as research from ADP shows that 66% of workers taking advantage of the perk say it increases productivity. Learn more [HERE!](#)

**> Casinos Use AI to Pad Profits:** Casinos and gambling websites already extremely skilled at tilting long-term odds in their favor, but getting a leg up from technology to add more certainty into their profit calculations seems to be the future for many in the industry. Historically, pit bosses kept tabs on players and doled out offers by feel. Now, I'm told technology is supercharging marketing and promotions that best influence each individual gambler. Though casinos have marketed to consumers for years with detailed data sets by knowing how much you're in for, how much you play, how long you play, and what types of games you like to play. Keep in mind, experts worry that tweaks nudging gamers to play more — and bet bigger — could propel some toward excess and addiction. Read more [HERE](#) on the attempts to get deeper into your pockets!

**> Millennials Drive Suburban Growth Explosion:** Just four years ago, Apex, North Carolina was named the best place to live in America by a national magazine and now residents are suffering through an overflow of newcomers. This isn't an isolated incident either. In fact, in an echo of the postwar baby boom, many U.S. suburbs are again suffering growing pains: not enough schools, too much traffic for two-lane roads, and scenic farmland plowed under for housing tracts. Following several years of surging urban growth, Apex, NC and suburbs like it now

*account for 14 of the 15 fastest-growing U.S. cities with populations over 50,000, according to the census. Read more [HERE](#) on the quickly changing landscape.*

**> NBA Free Agent Update:** *NBA free agency seems to still be rolling along with excitement after beginning with quite a bang. For everyone who's missed the recent news, Kawhi Leonard has signed with the LA Clippers, Kevin Durant has signed with the Brooklyn Nets along with Kyrie Irving and DeAndre Jordan, Kemba Walker signed with the Boston Celtics, Jimmy Butler signed with the Miami Heat, D'Angelo Russell signed with the Golden State Warriors, DeMarcus Cousins signed with the LA Lakers as well as Danny Green, and Al Horford signed with the 76ers. In addition, Paul George recently got traded from the Thunder to the Clippers. I've also heard Russell Westbrook is demanding a trade. Click [HERE](#) to view the 2019 NBA Free Agent Tracker!*

**Rising Star at Wimbledon... 15 Year Old Coco Gauff:** *American 15-year-old Coco Gauff saved two match points in another astonishing win to extend her dream Wimbledon run into the final 16. I should mention, Gauff is the youngest player to qualify for a Wimbledon Grand Slam match, and before the tournament, Gauff's only dream was to play her tennis idols, Venus and Serena Williams. Last Monday, Gauff got the chance and defeated Williams, the five-time Wimbledon champion, who was on her way to winning her 90th Wimbledon singles match. From what I understand, her exploits this week led to 20-time Grand Slam champion Roger Federer introducing himself to her and Rafael Nadal watching her train, while her mobile phone was - in her words - "banging." Read more [HERE](#) on the youngest player since 1991 to get this far!*

**> More Americans Airbnb-ing Their Home:** *Looking to make some extra cash this year? According to a recent survey of people who own their own home, 54% say they'd consider renting it out through a service like Airbnb and 82% believe this is a good money-making strategy. From what I understand, on average, Airbnb hosts make about \$924 a month, but it's worth mentioning that there are a few realities you need to be aware of. Find out the expert advice [HERE](#), before you dive in.*

**> Astronaut to Attempt Polar Circumnavigation World Record:** *Former*

*astronaut and commander of the International Space Station, Terry Virts, has orbited the planet more than 3,400 times, but wants one more. The veteran of three space flights hopes this last one is good enough to set a new world record for polar circumnavigating the globe. I'm told the current speed record was set in 2008 when a Bombardier Global Express jet made the journey at an average ground speed of 511mph. It's worth mentioning that takeoff is planned for tomorrow at 9:32 am ET, the same time the Saturn V rocket launched from Kennedy Space Center on July 16, 1969, carrying the crew of the Apollo 11 mission. See how Virts plans to do it [HERE](#).*

**> Millions Getting Prepped for Prime Day:** *Amazon Prime Day 2019 just got bigger, running for a full two-days from midnight PT July 15 through July 16. Featuring more than one million deals for Prime members in 18 countries, with United Arab Emirates added this year, Amazon will also offer 30-day free trial Prime memberships to those who haven't ponied up the \$119 annual membership fee yet. Keep in mind, after only four years, Amazon Prime Day has become the biggest shopping event for Amazon after the five-day 2018 Thanksgiving, Black Friday through Cyber Monday holiday kickoff weekend. Last year that weekend generated over 180 million items sold, breaking all company records. Read more [HERE](#) to get ready for the bid day!*





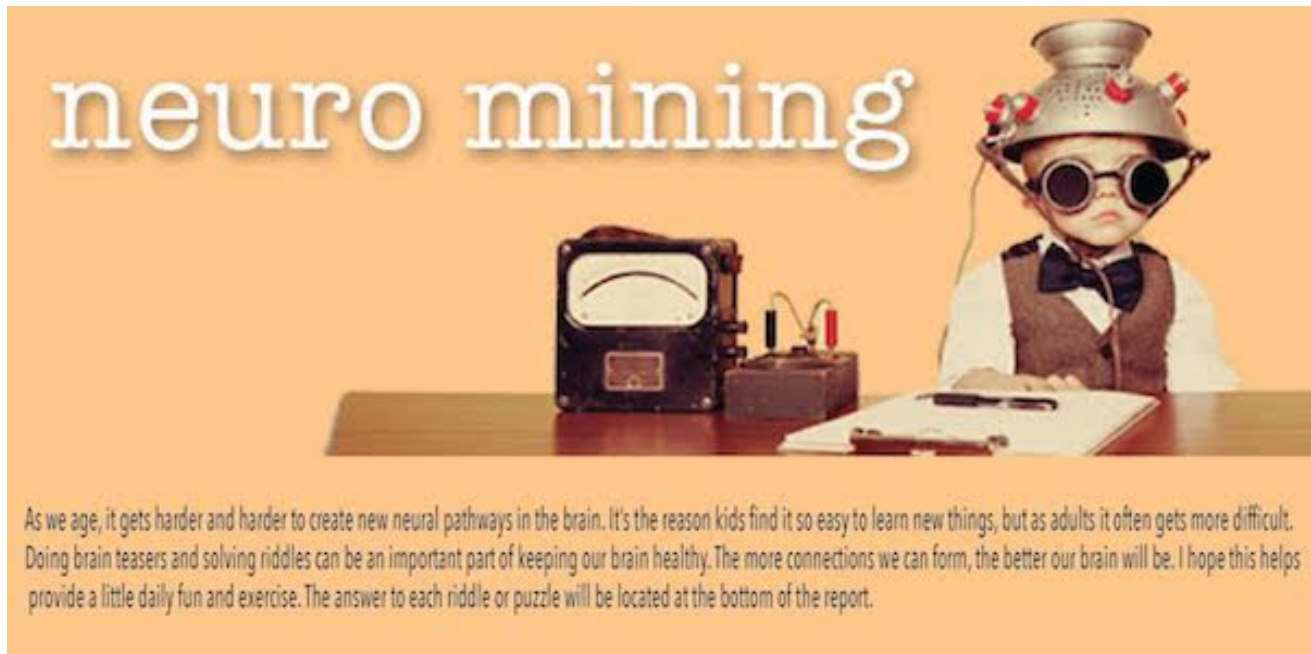


**Southern Manitoba** - *Contrary to the United States, we're dry as a bone. Here in southern Manitoba, near Morden, we're lacking a lot of moisture. The crops are going backward because we still have no subsoil moisture from last year. We had decent snowfall over the winter followed by a nice wet snow and rain towards the end of March. Since then, we've had no rain in April, 1.2 inches in May, 2.1 inches in June, and less than a quarter inch in July. I think the weather station has said we are less than half of our normal rainfall. The plus side is it cools off at night to conserve moisture. Sometimes we get a dew, but that's about it. The wheat is in the kernel filling stage and the bottom leaves are brown and falling off. North of Winnipeg farmers are telling me they have less than 2 inches this year. Bottom line, if we don't start getting rain the crop is going to be very short...we need rain!*

**Central Missouri** - *We're in the midst of wheat harvest. The good news is we haven't needed to put on tracks to get this crop out like fall harvest. The bad news is all the early rain has created a disease issue that was unavoidable no matter how much fungicide you put on. Almost 30 inches of rain in a month just washes any chance of the fungicide working away. The wheat is yielding close to 65-75 bushels per acre at about 12-13% moisture. The warmer dryer weather has improved the way the corn looks, but we're still behind and the stands are even. We are a little worried that if the weather turns hot and dry the shallow roots could be a problem.*

**Northern Minnesota** - *We're dry, but we aren't as dry as 2 years ago. We actually got a nice rain over the weekend that was welcome. All our crops were in by early May, but they sat in the ground for 3-4 weeks because of the cooler*

*weather causing us to be a little behind still. Our corn was almost knee high by the 4th of July. Our wheat looks good and we're hitting it with a second dose of fungicide right before it heads out. Right now, it's looking like we might get 70-90 bushel wheat, but the protein is what makes the difference here. All we need now are some timely rains, and if that happens, then we should raise an average or slightly above average crop across the board.*



**TODAY'S RIDDLE:** What can't be burned in a fire nor drowned in water?



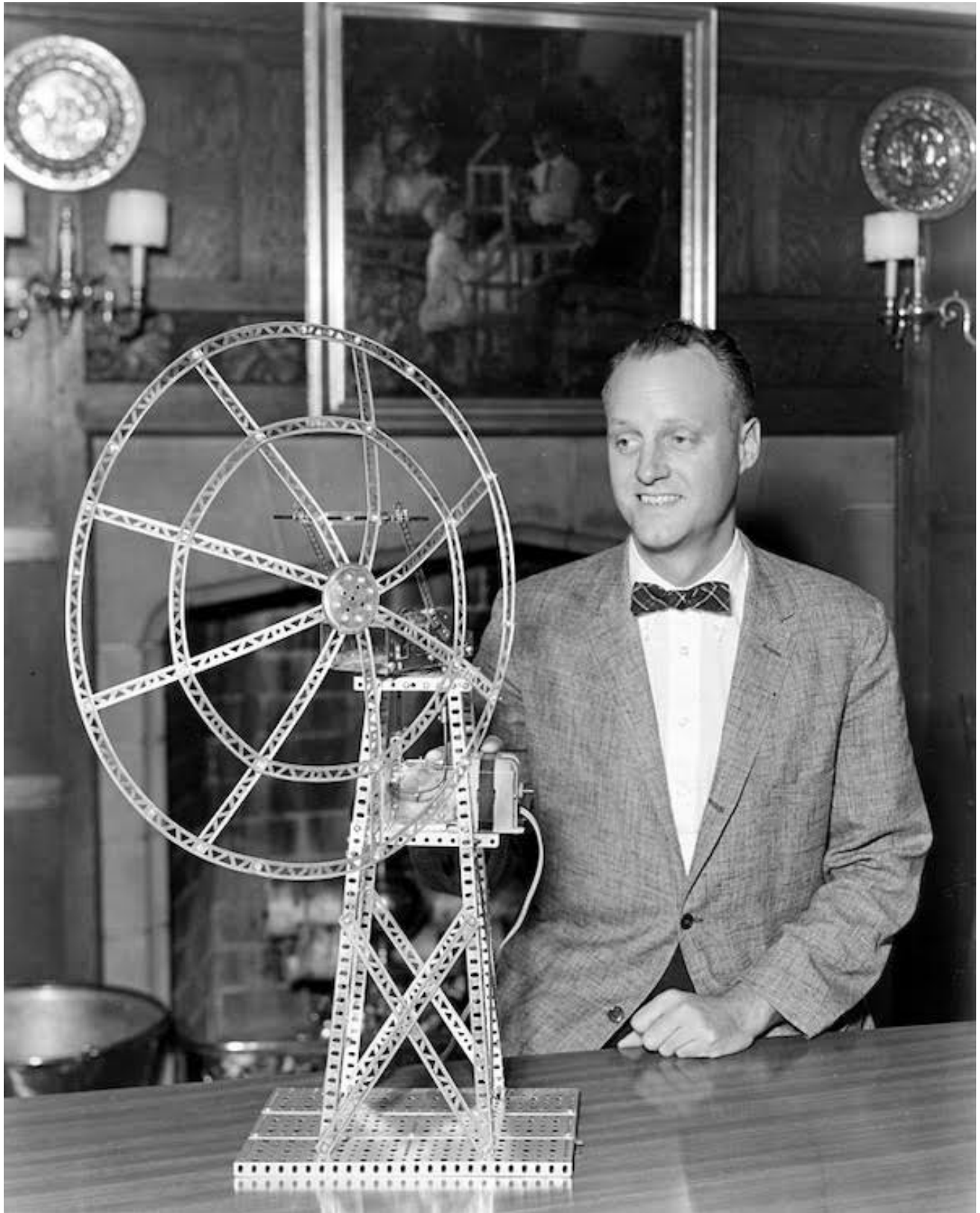
### One of My Favorite Toys

It was on this day back in 1913 that a man by the name of Alfred Carlton Gilbert began selling a metal toy construction kit called "Erector Set." Gilbert first envisioned the Erector Set two years earlier when he was riding a train from New

Haven to New York City. This section of track was being converted to electrical power, and Gilbert watched as steel girders were erected to carry the power lines, which ended up inspiring him to develop the toy. Gilbert was actually a traveling magician by trade, but had recently created and manufactured a few kids magic tricks as well as magic sets and had recently started a company called "Mysto Manufacturing Company." Many didn't know, but Gilbert transferred to Yale University, financing his education by working as a magician and earned one of the first ever degrees in sports medicine. In addition, as an accomplished athlete, he broke the world record for consecutive chin-ups in 1900 and distance record for running long dive in 1902. He invented the pole vault box and set two world records in the pole vault. He tied for gold with fellow American Edward Cook at the 1908 Summer Olympics in London for pole vaulting. The first Erector set was rolled out under the name "The Erector / Structural Steel and Electro-Mechanical Builder," and labeled as "Educational, Instructive and Amusing." The toy was first introduced and sold to the public at the 1913 Toy Fair held at the Broadway Central Hotel in New York City. The Erector Set quickly became the most popular construction toy in the United States. In 1924, the entire Erector system was completely overhauled to include over 70 types of parts. The name was also changed to "The New Erector, The World's Greatest Toy." By 1935, Gilbert had sold more than 30 million of the sets. He also added chemistry sets, microscope sets, and other educational toys to his product line, accumulating more than 150 patents during his 50-year career. In 1938, he acquired the rights to the American Flyer toy train line from W. O. Coleman and moved their production from Chicago to New Haven. At the same time, he adopted a 3/16 scale for this train line while keeping the three-rail O-gauge track now associated with Lionel. Through 1932, Erector was sold in wooden boxes, but 1933 through 1962 the sets would be sold in colorful boxes made of painted steel. Early boxes were colored red, green, or blue; by the 1950s all set boxes were painted red. As the company grew, the area around the Gilbert factory became known as "Erector Square." Gilbert is credited with originating the concept of providing benefits for his employees, co-founded the Toy Manufacturers of the U.S.A. trade association and was its first president. Gilbert retired in 1954 and published his autobiography, "The Man Who Lives in Paradise," the same year. By the end of his life, Gilbert had over 150 patents to his

name, earned his place in sports history, and founded one of the most profitable toy companies in the world while somehow managing to remain a family man. He died in 1961, at the age of 76. Although his company went out of business just a few years after he passed, Gilbert's legacy continues to live on. Today, Erector Sets are sold all over the world, with a mission: "To give today's young minds the tools to become tomorrow's innovators."





# ERECTOR

DEVELOPED AT THE  
GILBERT HALL OF SCIENCE

**THEY WHISTLE**

**THEY'RE ALL-ELECTRIC**

**THEY BUZZ WITH ACTION**

**Hello Boys!**

**LOOK AT THE COLOSSAL ENGINEERING MARVELS YOU CAN BUILD WITH THE NEW SUPER-MECHANIZED ERECTOR.**

Take a good look at that towering Erector army training parachute jump with its four realistic paratroopers. You build it yourself. Piece by piece—with your own hands—you fit the long gleaming girders together. Then you attach the rigging for the four parachutes and install the powerful Erector reversing electric engine. Now for the thrill of your life! Call for action by blowing your Erector whistle . . . throw your engine into gear . . . and your parachutes are hoisted up and up until they strike the release mechanism. Then, like a flash, they plummet down—unhindered—and landy foot to the ground.

Now get a load of that mighty Ferris wheel. It whistles—twinkles with light—operates in either direction at slow and high speed, as you shift gears on your marvelous Erector engine.

You can build hundreds of spectacular mechanical marvels with one Erector set. And how the Erector engine makes them buzz with action. See the new super-mechanized Erectors at your nearest toy store.

**THE A. C. GILBERT COMPANY**  
Erector Square New Haven, Conn.

The fun of building realistic armor models with Erector starts the moment you lift the lid of the big metal box and begin to assemble the fascinating array of girders, wheels, gears and other parts. One shell follows another as you build bridges that open and close—cranes that hoist, swing and pick up metal by electromagnetic power—and dozens of other brilliant, whirling, engine-driven, electrically lighted engineering marvels.

31



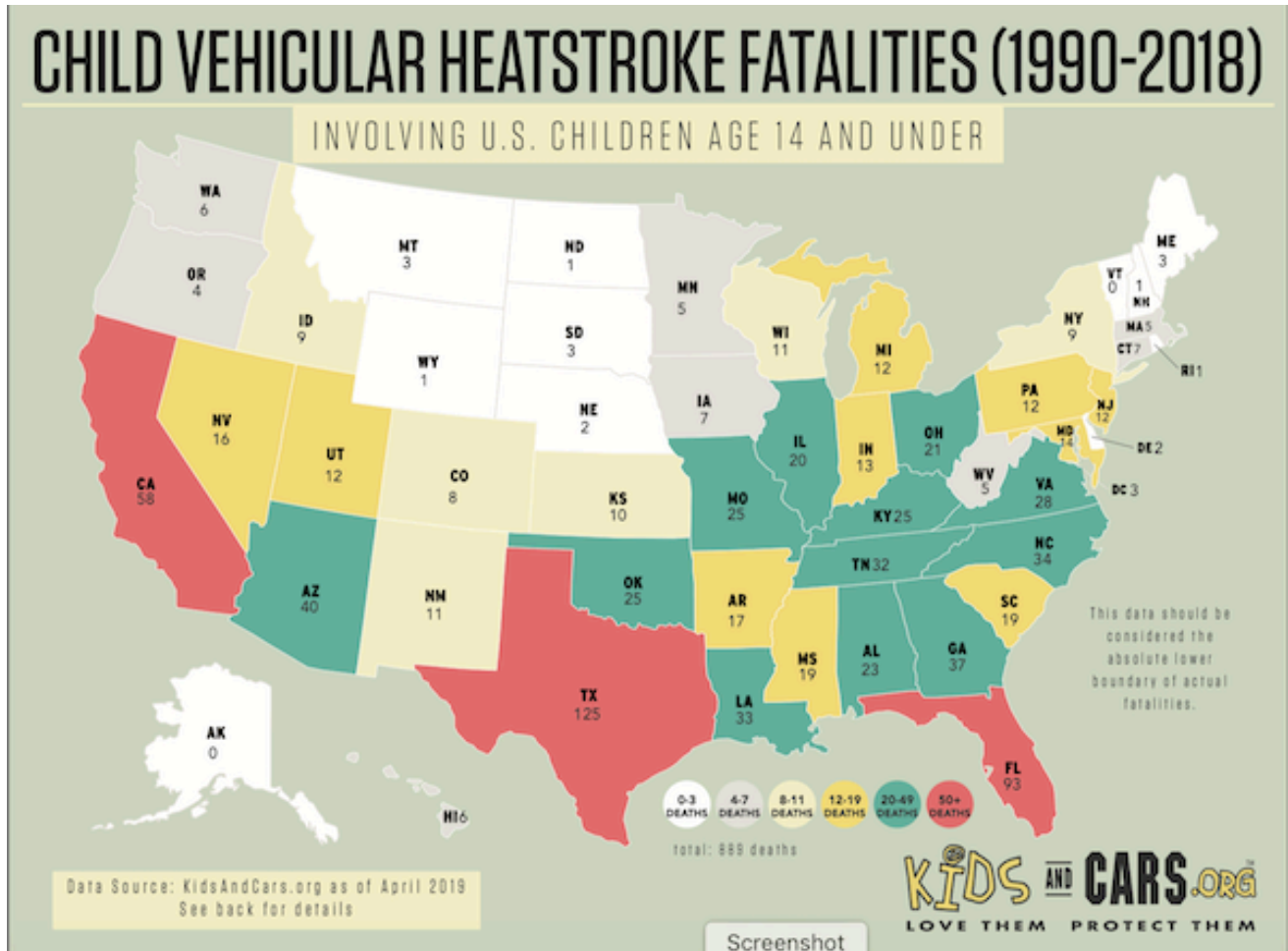
### **It's Not Locked but Unlocked Cars Killing Kids... Summer Safety Reminder!**

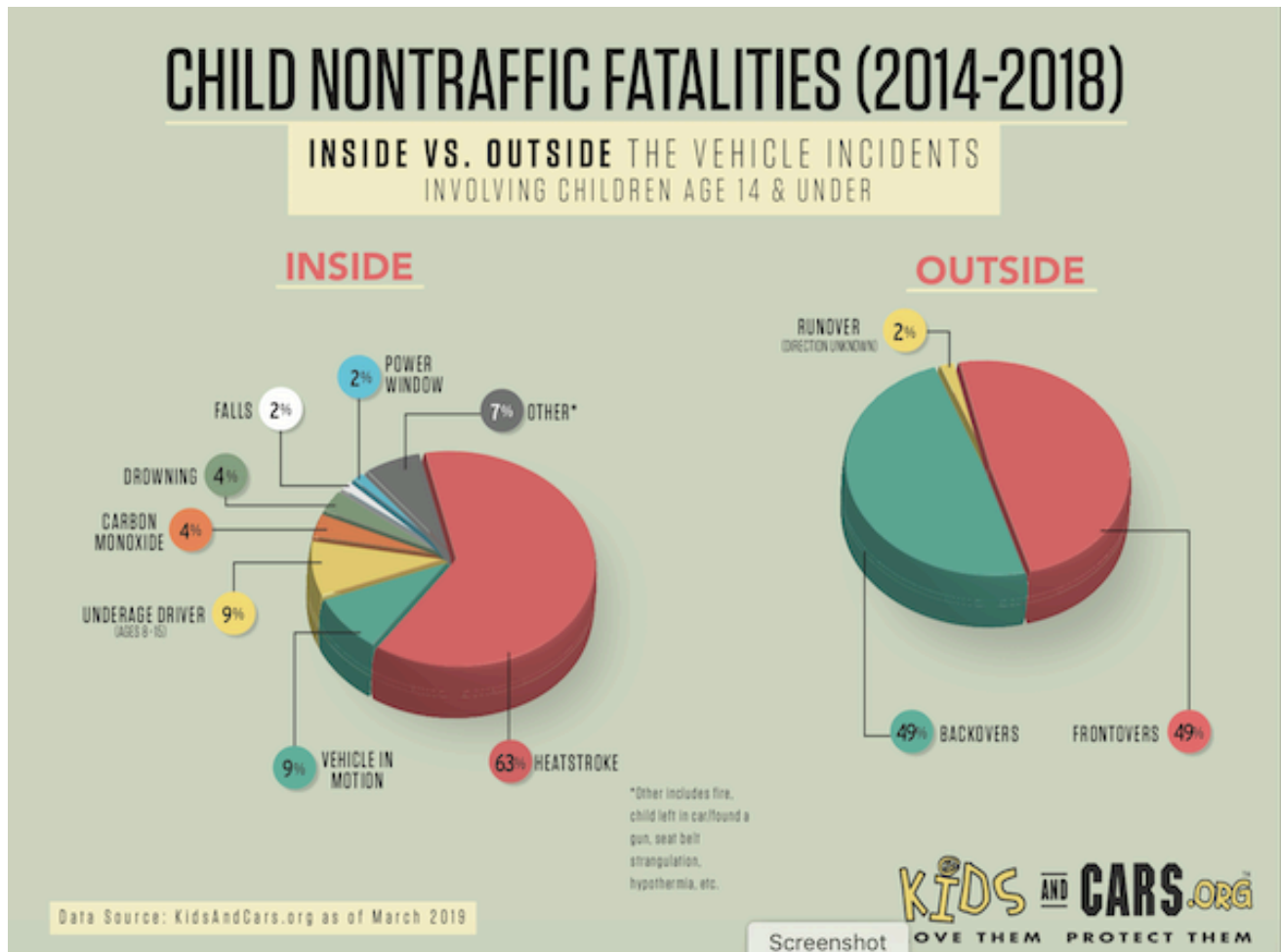
Summer is now fully upon us, unfortunately, it's a time of year accompanied by headlines about the tragic deaths of children left in hot cars. More than 900 children have suffered fatal deaths in hot cars since 1990, including 15 so far this year. The latest hot car death came Thursday evening in Morristown, Tennessee, when a 3-year-old boy was found in a minivan after the temperature had reached 90 degrees. "Officers found the child deceased on the floorboard of a minivan that was parked on the parent's property," the city of Morristown wrote in a statement on Facebook. "Investigators believe, at this time, the child entered the vehicle without anyone knowing and became trapped. " I mention this tragedy so that we all keep a more broad perspective. For some reason, I generally only hear about the deaths where the babies get left in the car seat and the parent or caregiver

have accidentally forgotten about them. Though that's how over half of the heat-related deaths occur, children under the age of two being left in the car seat, it's not how they all occur. In fact, children all the way up to 14 years old have died of heat-related deaths from inside a vehicle. An unlocked car was used as a hiding spot in a game of hide-and-seek, the kid passed out and was later found dead. On average, 38 children under the age of 15 die each year. One thing we have to remember and fully understand is how quickly a car heats up — and how hot it can get. According to “[noheatstroke.org](http://noheatstroke.org)” founder Jan Null, on days when the external air temperature exceeds 86 degrees, the air in a car can reach 154 degrees. The body's natural cooling methods, such as sweating, begin to shut down once the core body temperature reaches 104 degrees. Death can occur at 107 degrees. The air temperature inside a car rises, on average, 40 degrees with 80 percent of that occurring in the first thirty minutes. Most notable, perhaps, is that the air temperature outside the car does not affect how quickly the temperature inside the car rises. And the trick of cracking a window to keep the car cooler? That doesn't seem to make an effective difference. In a recent study of a car with all windows cracked, the temps inside raised on average +3.1 degrees per five-minute interval, rather than 3.4 degrees with the windows closed. Sadly, the annual number of deaths has increased each year since 2016, when 39 children died from heatstroke in hot cars. In 2017, there were 43 deaths, and in 2018, there were 52, the highest ever recorded. I suspect with more and more distracted drivers, some talking on their cell phones, some texting, or some simply looking at social media, more children could be forgotten about. The stories of the kids crawling around and playing in an unlocked vehicle are something we should all definitely think about, especially when visiting the grandkids or others who may have little ones playing outside. Safety experts recommend parents always lock car doors and consider putting something in the back seat, such as a purse, near a child's car seat to help yourself remember. (Sources: Parents, noheatstroke, KidsAndCars)









### What Separates the "AVERAGE" from the "EXCEPTIONAL"

Barbara Corcoran from "Shark Tank" does a great job of explaining, in her opinion, what separates those who make average money from those who make fortunes! Keep in mind, she's a "SELF-MADE" millionaire who's making it happen! I couldn't have summed it all up any better myself... best part she explains it all in about two-minutes time. I've included a couple of the hacks below. To hear her great insight firsthand [Click Here](#)

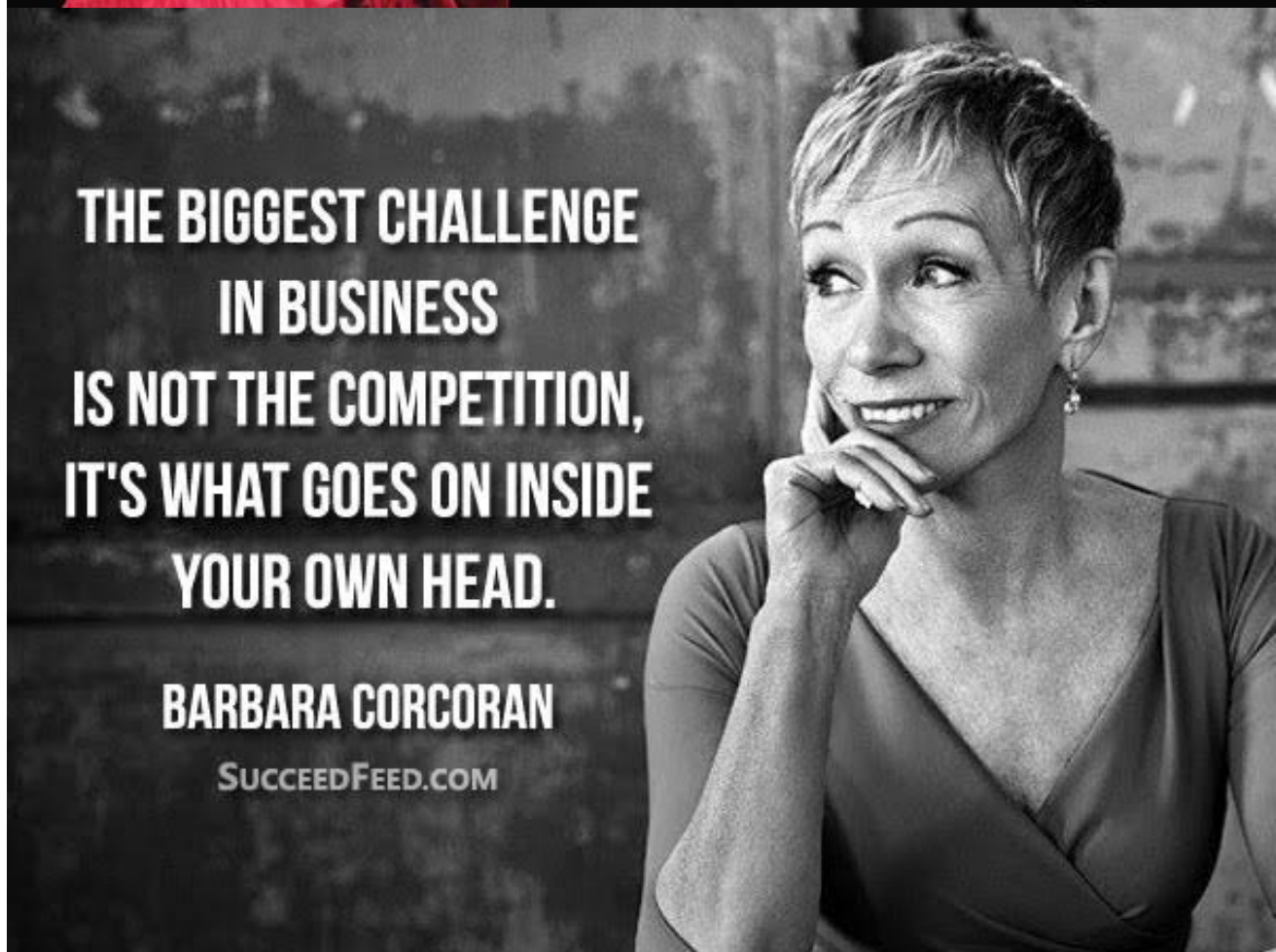
**Be Quick to Discard:** *Something I constantly hear from top business minds and leading investors. You have to be quick on the trigger finger and get rid of the losers fast. You have to have the ability and instinct to discard a "bad trade," "bad hire," "bad idea," etc. very quickly.*

**Surround Yourself with Those that Work Smart vs. Those that Simply Work Hard:** *Barbra says her hardest working people are rarely*

*the ones making the most money. In fact, most often they're the ones making the least amount of money. Remember, it's not about working hard, in today's world it's much more about working smart! If you're looking to hire an overachieving salesperson don't look for simply the hardest working, smoothest talking. Instead, go for the "intangible's," those that take minimal time feeling sorry for themselves, those that can take a hit and bounce back the most quickly, those that play their losing hands better than others.*



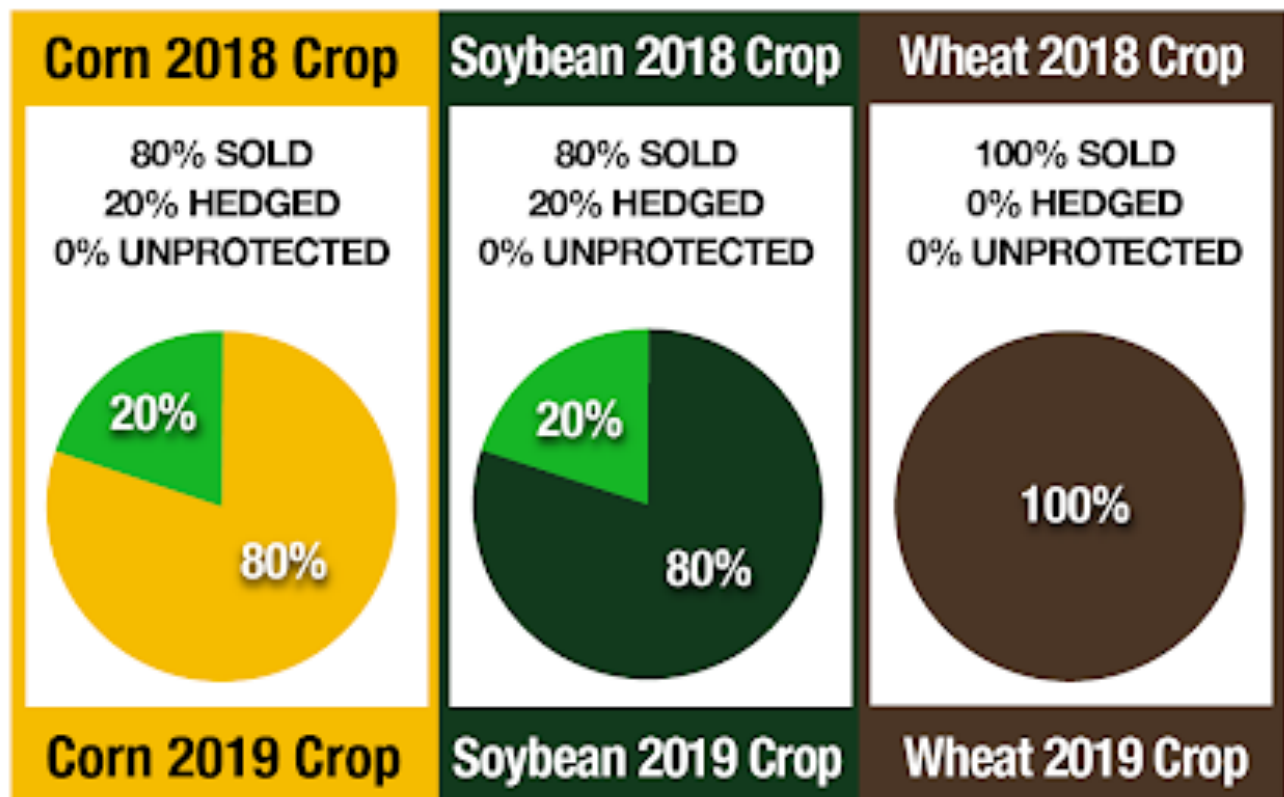


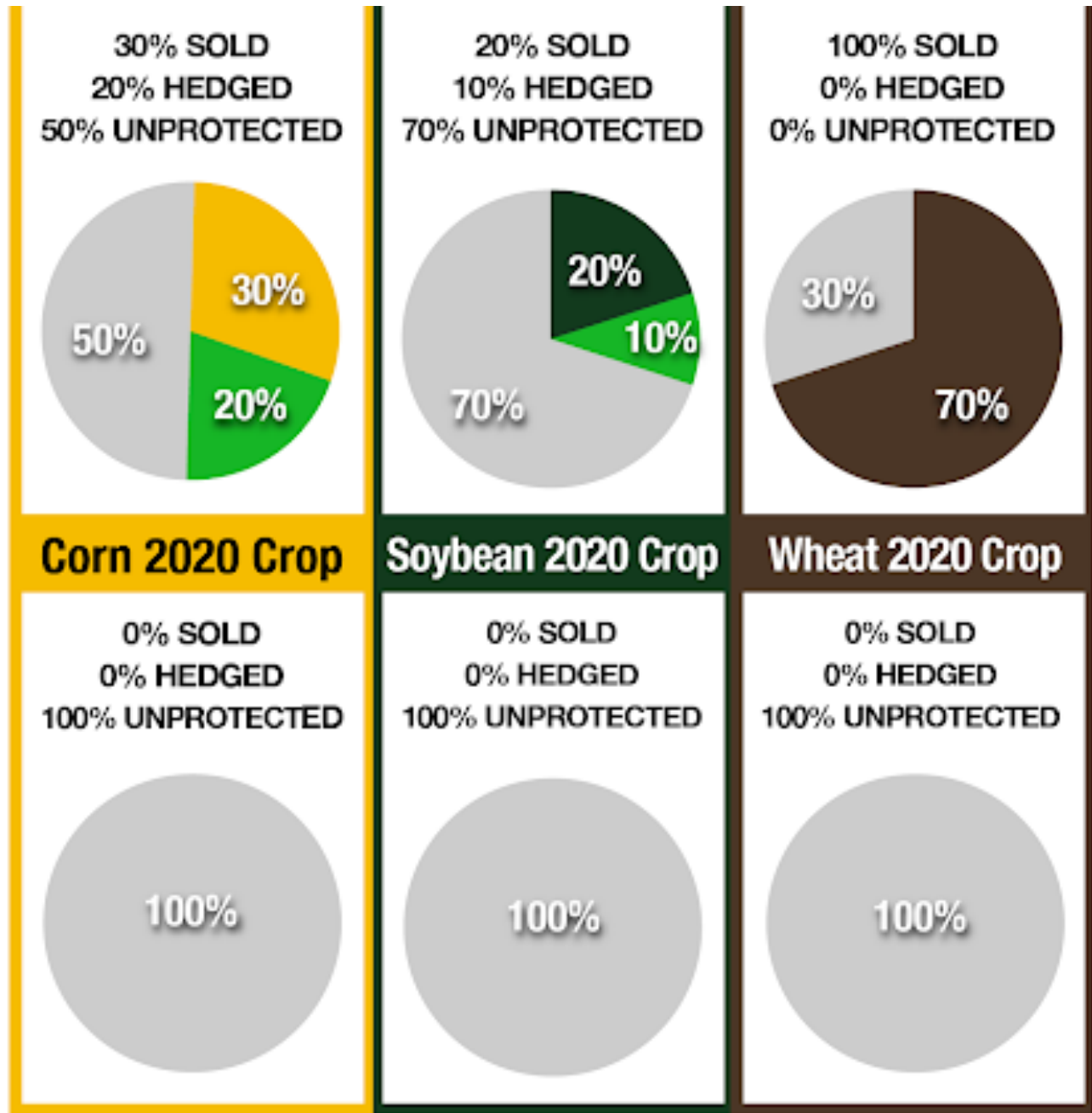


**ANSWER to riddle:** Ice. It melts instead of burning in a fire and it floats in water.

## CASH SALES & HEDGING TOTALS

**PLEASE READ** The Van Trump Report is a publication intended to give analytical research to the Agricultural community. The Van Trump Report is not rendering investment or hedging advice based on individual portfolios or individual business operations. Kevin Van Trump is NOT registered as a stock or commodity advisor in any jurisdiction. You need to consult with your own registered advisor for specific strategies and ideas that are appropriate to your specific portfolio or business entity. Information included in this report is derived from many sources believed to be reliable but no representation is made that it is accurate or complete. This report is not intended, and shall not constitute, or be construed as an offer or recommendation to "buy", "sell" or "invest" in any securities or commodities referred to in this report. Rather, this research is intended to identify issues and macro situations that those invested in the agricultural industry should be aware of to help better assess and improve their own risk management skills. Please read the entire [DISCLAIMER PAGE](#) for full risk-disclosure and copyright laws.





# AgSwag



Your #1 Source for the Coolest Swag in Ag

Sponsored by **AgSwag**

Tired of battling poor customer service, poor quality and lack of premium selection in the swag space?

AgSwag now offers our members the latest fashions and trends from brands such as: Branded Bills, Carhartt, Champion, Cutter & Buck, Drake, Fairway and Greene, Filson, Ice Shaker, Marmot, New Era, Nike, North Face, Pacific Headwear, Under Armour, Yeti... and more

Swag should NOT be considered a “cost” or an expense for business owners. When used properly in a well thought out campaign “corporate swag” can dramatically reduce the cost of new customer acquisition, client churn and retention, expedited development of brand ambassadors, etc. The Van Trump family believes their AgSwag business can deliver on those promises.

AgSwag is not trying to be the lowest cost supplier. We are trying to partner with “best-of-practice” and like-minded businesses to bring a better “return-on-investment” by designing and helping to implement a well thought out corporate swag strategy and campaign. There are hundreds of online companies that offer quick ways to throw a corporate logo on a cheap hat or t-shirt. AgSwag offers the best in selection, design, implementation, and service! Click [HERE](#) to learn more!

Call to order your AgSwag today @ 816-221-SWAG!

## YOUR CUSTOM BUSINESS LOGOS ON THE MOST POPULAR BRANDS







Can't see the images? [View As Webpage](#)

This email was sent to: [josh@farmdirection.com](mailto:josh@farmdirection.com)

Powered by  
 marketing cloud

This email was sent by: Farm Direction  
1020 Pennsylvania Ave Kansas City, MO 64105 US

We respect your right to privacy - [view our policy](#)

[Manage Subscriptions](#) | [Update Profile](#) | [Unsubscribe](#)

