



Josh Knight <josh@farmdirection.com>

GOOD MORNING: Van Trump Report 8-2-19

1 message

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

Fri, Aug 2, 2019 at 5:31 AM

Reply-To: Jordan <reply-fecb17727c66067f-1142_HTML-68584704-100003450-8@vantrumpreport-email.com>

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



"Middle age is when a narrow waist and a broad mind begin to change places." -

Joseph Cossman

Friday, August 02, 2019

[Printable Copy](#) or [Audio Version](#)

Morning Summary: Stock bulls backpedal in response to President Trump announcement of another round of tariffs. This time it's a 10% tariff on the remaining \$300 billion or so of Chinese goods that aren't already being targeted. With the U.S. dollar near multi-year highs many argue that the new tariffs don't really amount to much for the Chinese, but others worry the move could create a greater psychological barrier and push the ongoing trade dispute between the two countries to a new level. It's uncertain at this point if the delegation from China

will honor its scheduled trip to the U.S. to continue talks next month? There's also some worry because almost 70% of the remaining goods being tariffed in this latest round are consumer goods and autos/parts, with more potential for immediate negative impact on the economy. Some insiders believe the new tariffs will work to raise domestic inflation but at the same time lower disposable income for the U.S. consumer. I should note, in yesterday's economic data we digested weaker than expected manufacturing data, and back-to-back negative months in construction spending, which has many bulls thinking another rate cut is almost guaranteed. As uncertainties and worries about global unfolded, U.S. crude oil recorded its biggest drop since 2015, losing nearly -8%, and bond prices soared as investors headed for safer grounds. As for today, traders will be chewing on earnings from Exxon and Chevron. The trade will also be digesting the Monthly Jobs Report, with most sources looking for around 165K to +175k new jobs being created in July. Looking to next week, there's some talk that the Huawei rulings could be handed down from the Commerce Department. The market will be very interested in seeing how China interprets that move. If the U.S. and Chinese trade differences further deepen, I suspect to see stock market bulls become more uncertain and more nervous.

Jeff Bezos Sells \$1.8 Billion Worth of Amazon Stock in Three Days:

*Amazon's CEO, Jeff Bezos sold about \$1.8 billion worth of stock in the company over the final three days of July, which breaks down to more than 900,000 shares at a price of about \$1,900 per share. This sale appears to be Bezos' largest ever over a period of time this short. I should note, Bezos told reporters in 2017 that he plans to sell about \$1 billion in Amazon stock each year to fund his space exploration company, Blue Origin. In addition, this sale marked Bezos' first since October of last year when he sold \$33 million worth of stock, according to forms filed with the Securities and Exchange Commission. Remember, Bezos still owns 58.1 million shares in Amazon and *Forbe's* estimated his net worth to be about \$115 billion.*

Oil Supply Growing More Than Demand: *"Growth in oil supply is forecast to accelerate next year in a global wave of production, keeping crude prices mired in a bear market and possibly lowering fuel prices for consumers. The*

U.S. is expected to continue driving much of the surge in output, and increases by smaller producers such as Brazil and Norway will contribute to excess supply, investors say. Citigroup and JPMorgan Chase analysts currently project supply will grow roughly one million barrels a day more than demand in 2020, resulting in a surplus each quarter of next year." (Source: MarketWatch; DataTrek; The Wall Street Journal)

\$2.7 Trillion Budget Deal Passes: *Senators voted 67-28 to pass a \$2.7 trillion budget deal yesterday, that suspends the debt ceiling through 2021, now the package goes to President Trump's desk for his signature following the House passage last week. Keep in mind, the Congressional Budget Office projected that the national debt would reach "unprecedented levels" in the next 30 years, if current laws remain the same. National debt exceeded \$22 trillion in February, and the federal deficit has grown 23% this fiscal year. It's worth mentioning, the budget includes a number of notable provisions, including a \$2.5 billion for the 2020 Census to ensure all are counted, and a \$22 billion increase in military spending for 2020. Read more [HERE](#).*

Only 7 Candidates Have Qualified for the Next Democratic Debate: *The Democratic National Committee has set stricter criteria for the third set of debates, which will be held on Sept. 12 and Sept. 13 in Houston. If 10 or fewer candidates qualify, the debate will take place on only one night. Candidates will need to have 130,000 unique donors and register at least 2% support in four polls, which they will have until August 28th to reach those benchmarks. The seven candidates that meet both qualifications include Former Vice President Joseph R. Biden Jr., Senator Cory Booker of NJ, Mayor Pete Buttigieg of South Bend, Senator Kamala Harris of CA, Former Representative Beto O'Rourke of TX, Senator Bernie Sanders of VT, and Senator Elizabeth Warren of MA. In addition, I included some interesting data from the last round of debates below! (Source: NY Times)*

TOP SEARCHED DEMOCRATIC CANDIDATES

during the second Detroit debate

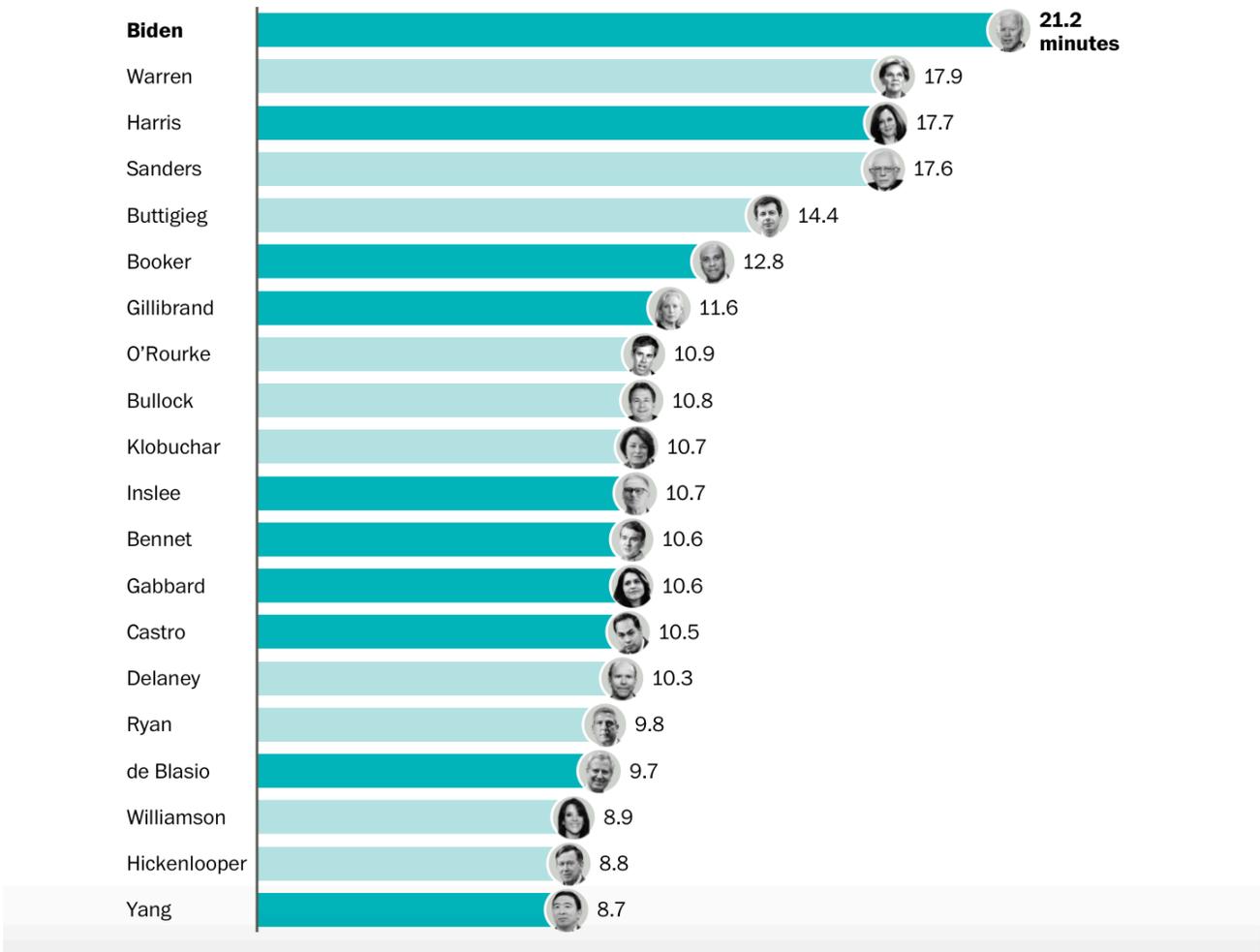


1	Tulsi Gabbard	6	Kirsten Gillibrand
2	Kamala Harris	7	Jay Inslee
3	Cory Booker	8	Bill de Blasio
4	Joe Biden	9	Julián Castro
5	Andrew Yang	10	Michael Bennet

google.com/trends

TOTAL MINUTES SPOKEN

Tuesday Wednesday



FARM TANK

Tweets of the Day



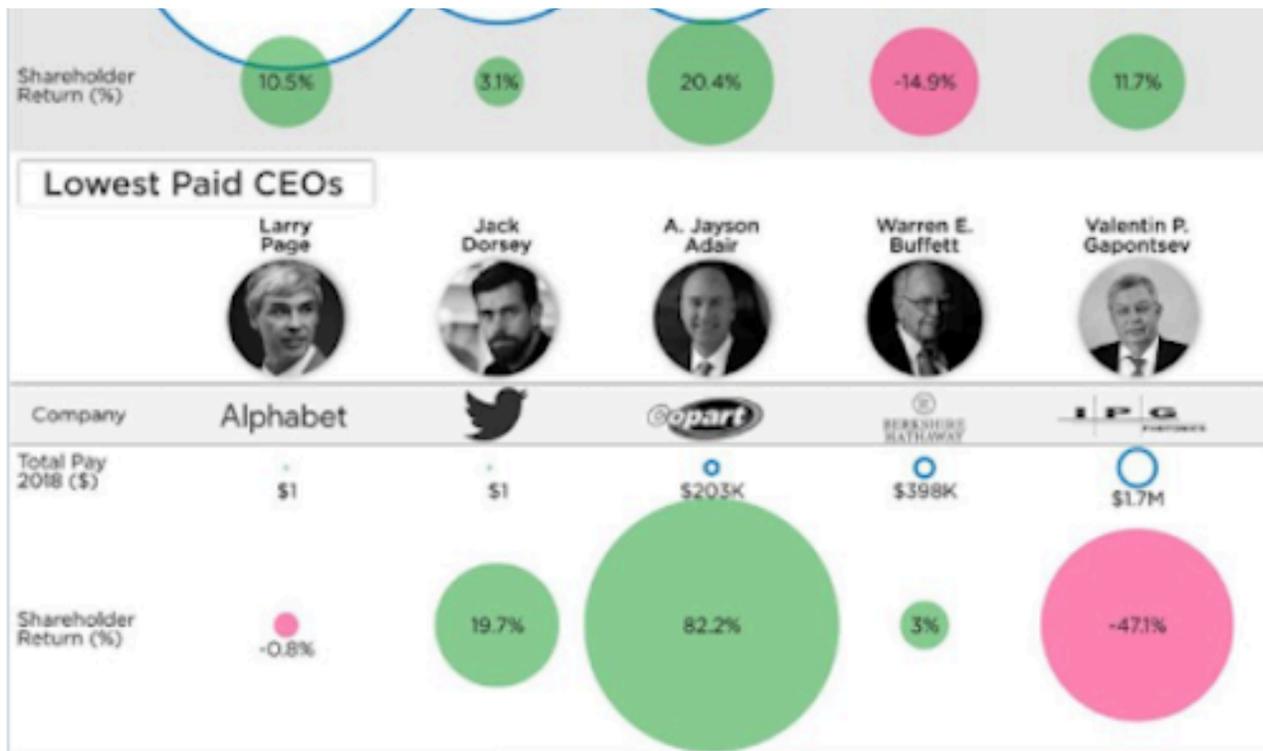
Visual Capitalist ✓
@VisualCap



Infographic: How Much the Top CEOs of S&P 500 Companies Get Paid 💰

visualcapitalist.com/how-much-top-c...





Steve Burns
@SJosephBurns

A Guide To Understanding the Psychology of Trading
newtraderu.com/2019/07/17/a-g...

Trading is a business of skill, based on common sense and patience. There are no secrets or techniques. It requires no great intellect, but it demands unbending self - discipline. It is more to do with accepting and

understanding probability, than successful market research or market analysis. It requires the emotional strength to accept the uncertainty of the markets, but above all else, becoming a successful trader is everything to do with mastering yourself.



Homer Vander Zaag

@HJVanderZaag

Following



Last load of #harvest18 shipped yesterday 🥰
On to #harvest19 soon! 🌿 🍅





LoU!@e
@LouiseCarduner



When you are waiting for combine parts..... 😂

#harvest19 #HoldMyBeer #IMAMountainGoat



Greg Peterson
@MachineryPete



#JeepLife







B/R Betting ✓
@br_betting



Who you putting your money on? 💰

(Odds via @CaesarsPalace)

VIA CAESARS

NFL MVP

ODDS TO WIN

MAHOMES	+400
LUCK	+700
RODGERS	+800
WENTZ	+900
BREES	+1000
WILSON	+1000
BRADY	+1200
MAYFIELD	+1200

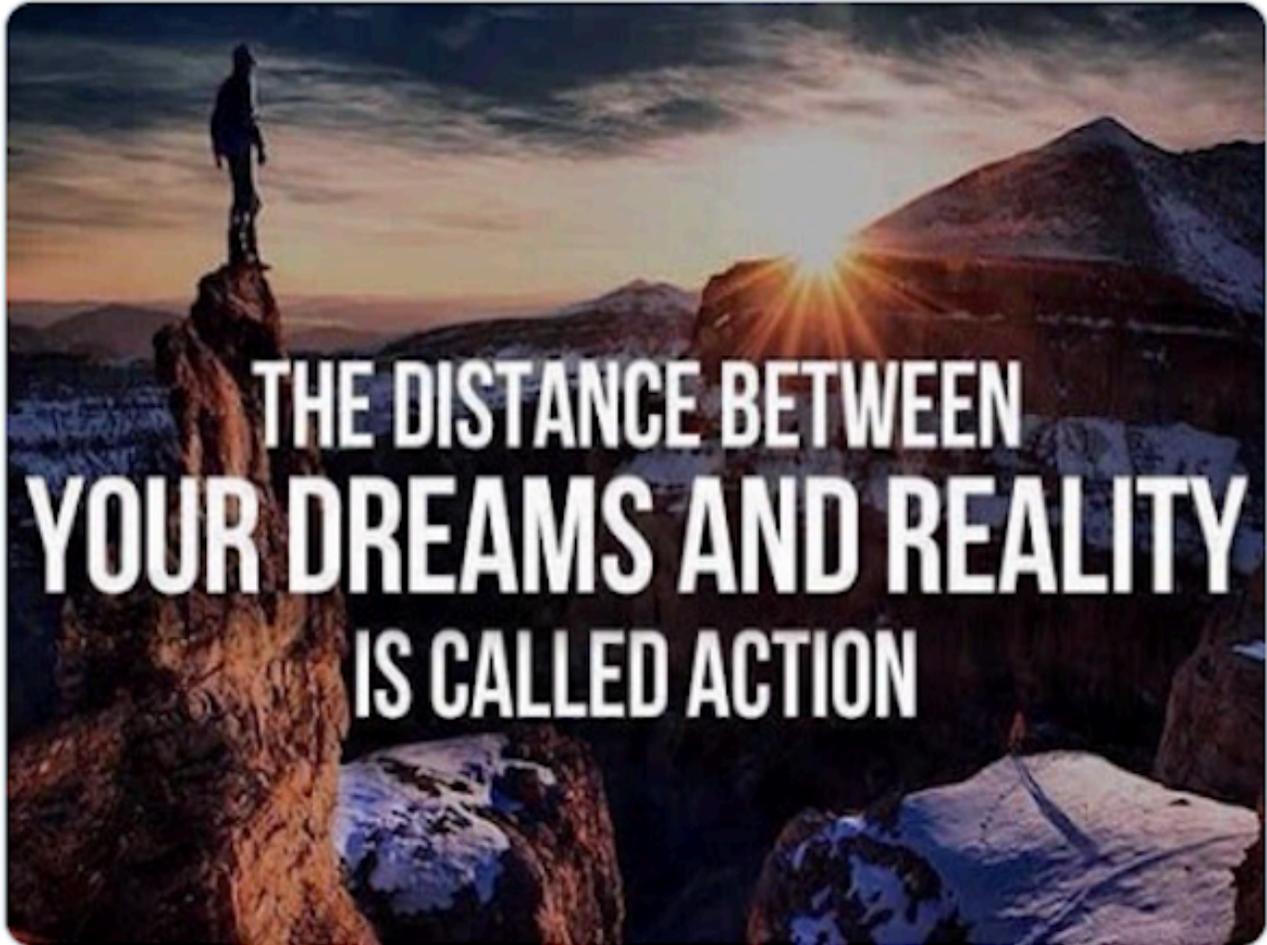
The graphic features a close-up of Patrick Mahomes in a red Kansas City Chiefs jersey, wearing a black headband with the 'KC' logo. The background is a blurred stadium scene. The text and odds are overlaid on the left side of the image.



Inspirational Quotes
@QuoteloveU



The distance between your dreams and reality is called action. #Quote



Corn bulls take another combination of punches... better than expected weather, better than expected yield surveys, ongoing demand concerns, a strong U.S. dollar, a fallout in crude oil, massive technical breakdown, long liquidation, new short sellers and another round of tariffs on Chinese goods. Bottom-line, it tough for the funds to get or stay bullish with this type of landscape. Some are saying the margin call gods are starting to wreak havoc and forcing bulls to throw in the towel. Others are saying several crop surveys and estimates are improving almost everyday on cool temps and good moisture. The FCStone August yield estimate

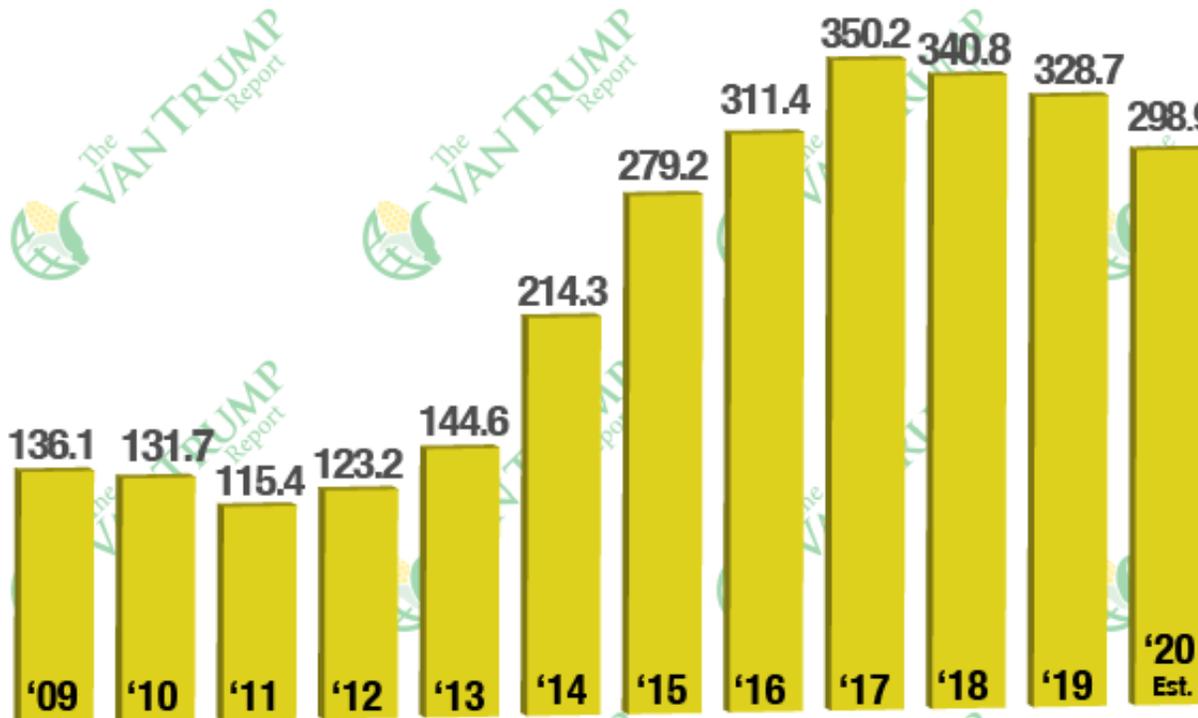
was circulating yesterday and they are forecasting a 167.4 bushel per acre average yield and a total crop of just under 14.0 billion bushels. FCStone is a respected source in the market and could certainly be making many rethink their bullish perspective. I know many of my larger trading friends who are forecasting a total crop of between 12.0 and 13.0 billion bushels are certainly scratching their head. As a spec, I stepped in as a small buyer yesterday on the break in DEC19 below \$4.00. Will probably remain a small scale down buyer. I have now officially given back all of my gains and winnings from the July contract, am no longer playing with house money and certainly worried about longer-term market direction. I still believe my original thought, that this crop is going to run into issues with "time" or should I say lack there of. Even though weather has been much more cooperative in many areas a huge chunk of the crop was planted extremely late and the lack of GDU's and the lack of "time" could ultimately prove problematic. I still want to stick around and see how the cards play out. I'm hoping that calling all bets and staying to see the last several rounds of cards isn't an extremely painful learning experience! As a producer, I'm thankful we moved all of the old crop bushels and priced 50% of our estimated new-crop production. I still however believe there are going to be some opportunities further out on the horizon to price cash bushels at better levels. Trying to stay optimistic into what feels like the dark of night...

GLOBAL

Ending Stocks

CORN

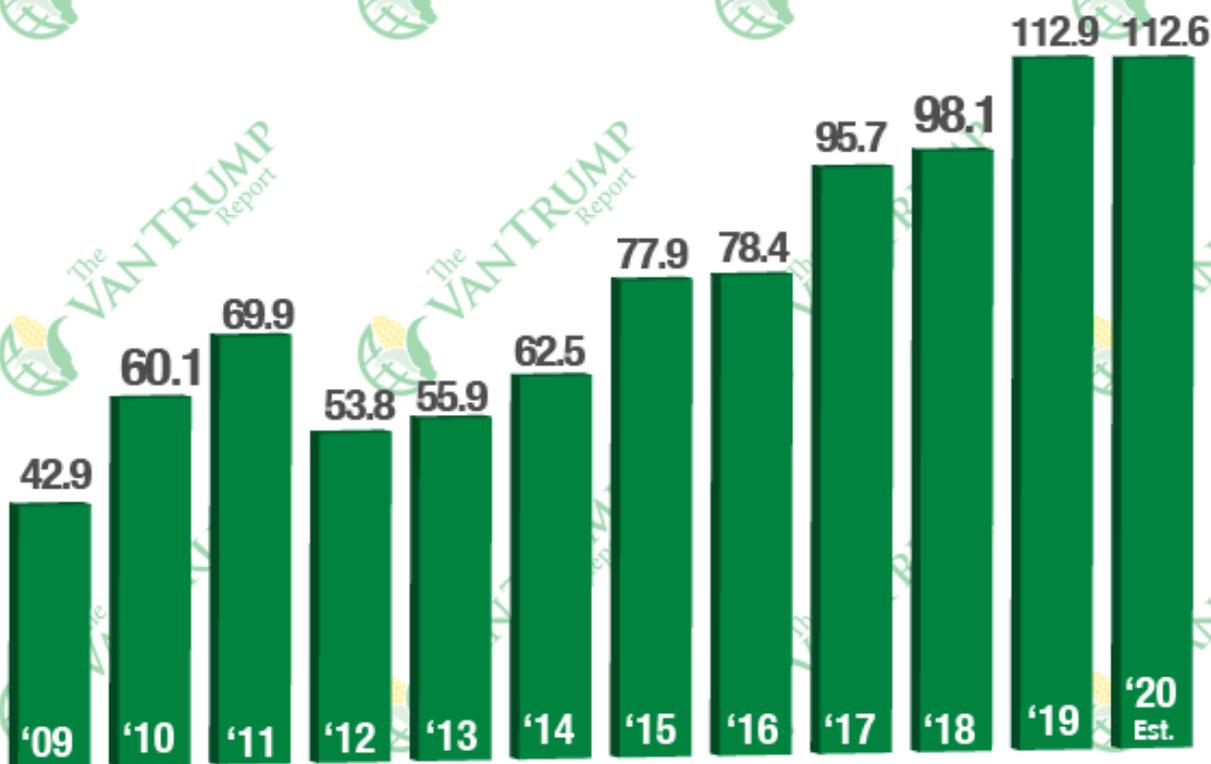
(in Million Metric Tons)



Soybean are facing many of the same headwinds as corn... more cooperative weather in many locations, lack of strong demand, technical breakdown on the charts, more bulls throwing in the towel, and of course President Trump and Washington raising the stakes in the current trade battle with the Chinese who just happen to be the worlds biggest buyer of soybeans. The FCStone estimate for soybeans was for an average yield of 47.2 bushels per acre and total production of 3.743 billion bushels. The USDA is currently forecasting an average yield of 48.5

bushels per acre and a total U.S. crop of 3.845 billion. As a spec, I stepped in as a small buyer of the soybean market on the break in the NOV19 contract to \$8.60 per bushel. I hate trying to catch falling daggers and have paid to learn the lesson several times, but decided to initiate a very small position and dip my tow in the water as a bull. I suspect the market could continue to drift lower nearby, eventually testing the \$8.40 to \$8.50 area, where I will probably be adding my second round of longer-term length. I still see there being a ton of unknowns and a balance sheet that could quickly become less burdensome if a few bullish cards are turned over. I was extremely patient in waiting for the pullback to get in this market and now need to excise the same discipline in maneuvering throw this market. Again, similar to corn, my bullish bet is being made on "time" and the lack there of. The painful irony is the fact I could be sitting through some rough periods of "time" before seeing my concerns turn into a reality.

GLOBAL Ending Stocks SOYBEANS (in Million Metric Tons)



Wheat traders continue to find it easier to move downhill. Trying to string together multiple days of upside momentum remains difficult. The strength of the U.S. dollar and ongoing trade battle with the Chinese is a fairly strong headwind. Yes, there are some global production hiccups in parts of Russia, India, the European Union, Argentina, Canada, etc. but not enough to offset the burdensome global and domestic balance sheet. As a spec, I have been patiently on the sideline for several weeks and thankful I have. I would've certainly been long and wrong. I

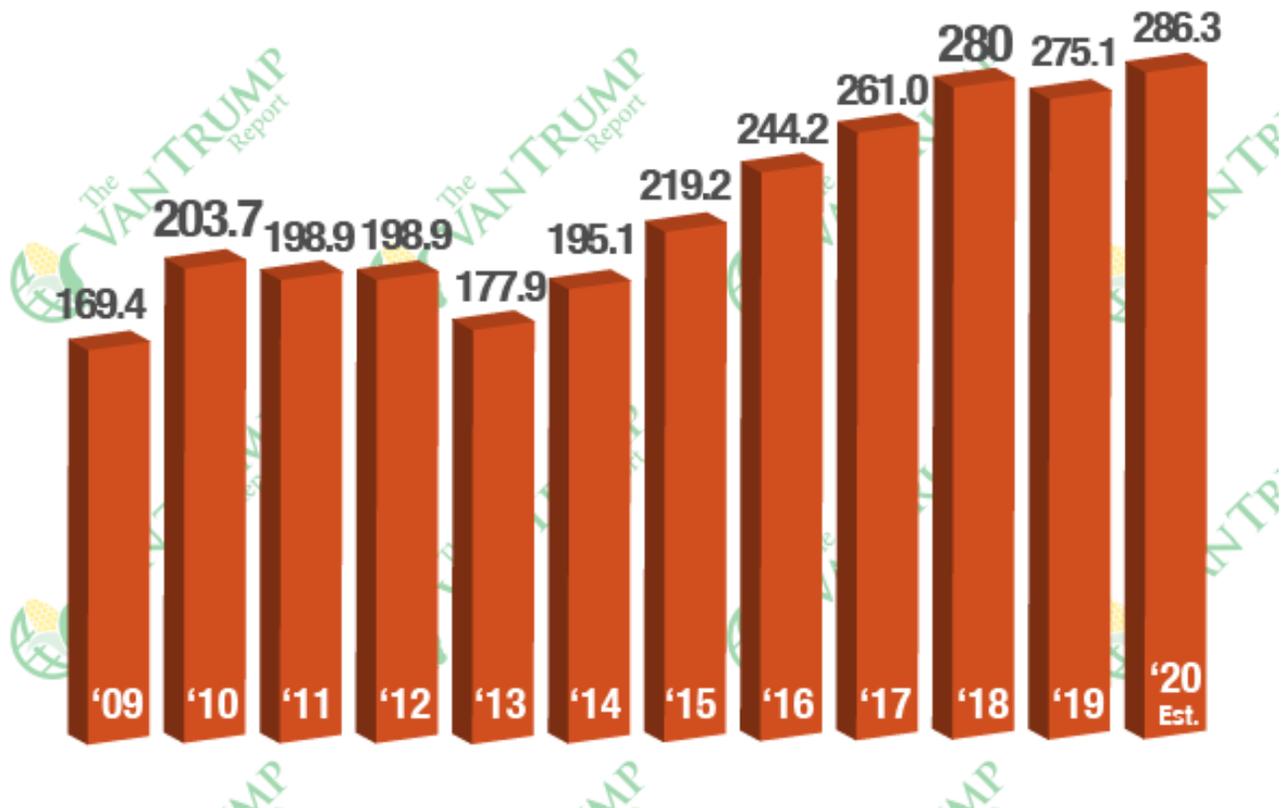
was itching to be a buyer on the breakout back above \$5.00 in the SRW wheat contract. I'm still on the sideline and not in this market. Honestly, it's probably because I have been holding this long corn position and I believe wheat need a rally in corn before it can move aggressively higher. Therefore, I've chosen to just stick with my corn positions. As a producer, I was lucky to reduce all old-crop price risk and 70% of our estimated new-crop price risk at much better price levels. The limited crop risk should allow me to buy a lot more time and stay patient.

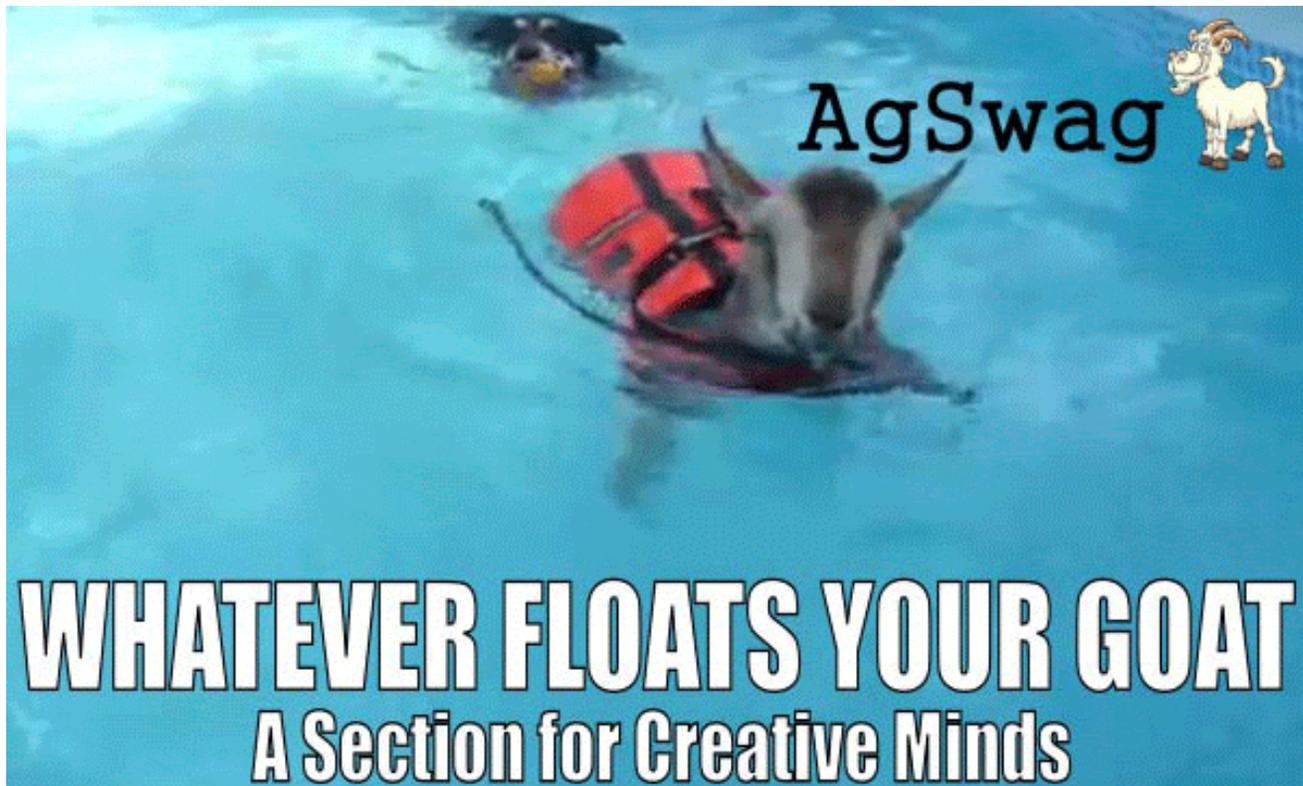
GLOBAL

Ending Stocks

WHEAT

(in Million Metric Tons)





> **Burger King's Plant-Based Impossible Whopper is Launching this Week:** *Burger King is launching the Impossible Whopper in its 7,200 U.S. locations, starting August 8th. Remember, Burger King, the nation's second-largest burger chain, began testing the Impossible Whopper at locations in St. Louis throughout April and the company saw traffic outperform national averages by 18.5% that month, according to a report from inMarket inSights. I should also note, McDonald's, the largest burger chain in the U.S., has yet to offer a plant-based burger in its home market because CEO Steve Easterbrook has said that the chain is waiting to learn more about how the vegan item can drive foot traffic. Click [HERE](#) to read more!*

> **Hopes for China China Hog Demand Growth Sinking:** *Chicago Mercantile Exchange hog futures sank on Thursday, taking hopes of supplying China with them, as U.S. President Donald Trump ratcheted up tensions in a war of tit-for-tat tariffs with China. It's worth mentioning, the most-active contracts touched their lowest price in more than five months. According to Don Roose, president of Iowa-*

based broker U.S. Commodities "it was a market that was fragile with huge supplies, hoping for demand news, and we didn't get the demand news."

> Bayer Keeping Watch on Plant Based Meat Market: *Demand for alternative proteins has been booming in recent years, and Bayer is considering entering the market as provider. I'm told Bob Reiter, Bayer's head of research and development at the company's crop science division, told investors, as a plant-breeding company, this could create opportunities to service those looking to source different types of crops. Read more [HERE](#).*

> Clearbanc Offers Startups New Financing Model: *Founders no longer have to give up a ton of their startup to get financing. In place of demanding stock, Toronto based Clearbanc takes a flat fee on the payback of investments up to \$10 million. It's worth mentioning, in place of pitch meetings and schmoozing, Clearbanc approves or rejects candidates based on an online application. I'm told, they even promise to make money available within three days to approved applicants. Also, it's not the only company to offer such services, but it stands out for its modest payback fees, which are as low as 6%. Read more [HERE](#).*

> So Who Really Has the Lowest Prices: *Amazon has been dominating the e-commerce space for a while now, but Walmart and Target are proving they're not to be forgotten. Each retailer offers free two-day shipping on orders of \$35 or more and you don't even need a membership to get these perks. What's even better is that they both have competitive pricing, so the only way you could really know which brand is the cheapest is if you combed through each site and compared the prices. Fortunately, LendEdu, a company that educates consumers on financial products like loans and credit cards, did that work for you by comparing 50 nearly identical items from Amazon, Walmart, and Target to see how pricing differed at the three retailers. Get the results [HERE](#).*

> New Players Finding New Homes: *As many of you may not know, but the MLB trade deadline recently hit and many players found new homes in postseason hopes. Top trades in the headlines this year included the Astros acquiring Zack Greinke from Diamondbacks, the Phillies acquiring Corey Dickerson from Pirates, Cleveland trading Trevor Bauer to Reds for Yasiel Puig in a three-team trade*

involving Padres, and the Braves acquiring Shane Greene from Tigers and Mark Melancon from Giants. Keep in mind, the Astros now have Greinke, Verlander, and Gerrit Cole in their starting rotation... Pretty scary stuff! Read more on trade winners and losers [HERE](#).

> Woodstock 50 is Officially History: *Vendors and stakeholders were notified yesterday that the beleaguered festival scheduled for August 16 through 18 wouldn't take place. From what I understand, a dispute with the financial partner and resulting legal proceedings sent the festival off course at a critical juncture. Artists initially announced for the Woodstock 50 lineup included The Killers, Imagine Dragons, Halsey, Miley Cyrus, Robert Plant, The Raconteurs, Cage the Elephant and Janelle Monáe as well as several musical acts that had performed at the original 1969 festival such as Dead & Company, John Fogerty, Santana, David Crosby, Melanie, John Sebastian, Hot Tuna, Canned Heat, and Country Joe McDonald. It would have been a great road trip for the books! Read more [HERE](#).*

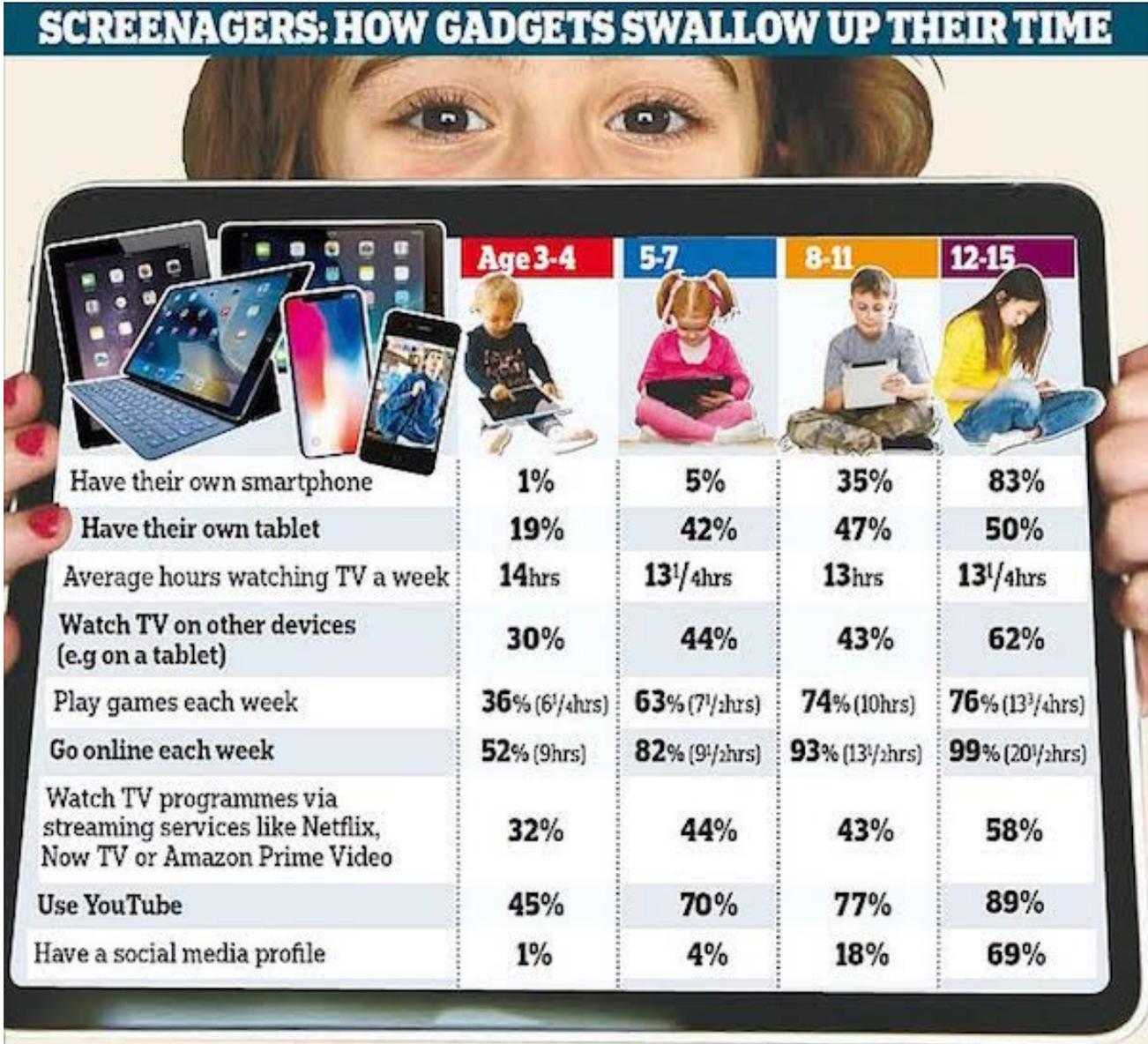
> Don't Want Your Food Eaten During Delivery... Consider Tipping Better: *28% of drivers surveyed say they've eaten food from one of their orders and they also say most customers are lousy tippers. Whether that's the reason for munching your food on the way or not, customers aren't happy with the surprising results from a recent survey. In fact, when asked how angry they would be if their driver snarfed some of their fries, on a scale of 1 to 10 with 1 being "no big deal, the average customer responded with an 8.4. I'm told, \$5 was the average for about one in three customers, but 57% of customers said they tipped less than that, while just 11% said they tipped an average of \$6 or more. Read more [HERE](#).*

> Beer Sales Up in 2019... if You're in the Right Category: *Three segments of the beer sector are seeing increased sales half-way through 2019, according to Chicago firm IRI. From what I understand, imports are +5.9%, flavored malt beverages +27.7%, domestic super premiums sales are up +12.6%, and have achieved nine-figure sales growth through July 14. Interestingly, sales of the two top-selling beers in the U.S., Bud Light and Coors Light, continue to decline. I'm told, year-to-date, Bud Light dollar sales are down 5.4%, which amounts to a decline of more than \$155 million and Coors Light dollar sales are down 2.3%, a*

decline of more than \$27 million. Read more [HERE](#).

> Sealed "Kid Icarus" Could Bring \$10K: *1987 cult-classic videogame "Kid Icarus," looks to be a late Christmas present for a Nevada man who found it in the attic of his childhood home. From what I understand, the boxed game cartridge was still in the bag with the receipt for \$38.45 from J.C. Penney's catalog department and with the date of December 8th. It's believed his mother simply forgot to get it wrapped and under the Christmas tree. I should mention, it's one of the hardest Nintendo titles to find in sealed condition and word on the street is there are fewer than 10 in the hands of vintage game collectors. Read more [HERE](#).*

> Kids are Abandoning Friends For Their Screens: *Children have become such screen addicts they are abandoning their friends and hobbies, according to a major report. Researchers found under-fives spend an hour and 16 minutes a day online and their screen time rises to four hours and 16 minutes when gaming and television are included. I'm told, youngsters aged 12 to 15 average spend nearly three hours a day on the web, plus two more hours watching TV. From what I understand, the study said YouTube was 'a near-permanent feature' of many young lives and seven in ten of those aged 12 to 15 took smartphones to bed. A growing number of parents admitted to researchers that they had lost control of their children's online habits. I would agree! Read more [HERE](#).*



FROM THE FIELD

Northwest Iowa - *I like when you include cattle comments in the morning reports as I farm and raise cattle in northwest Iowa. The corn is very uneven in the good fields this year. From what I've seen, at least 30% of fields haven't*

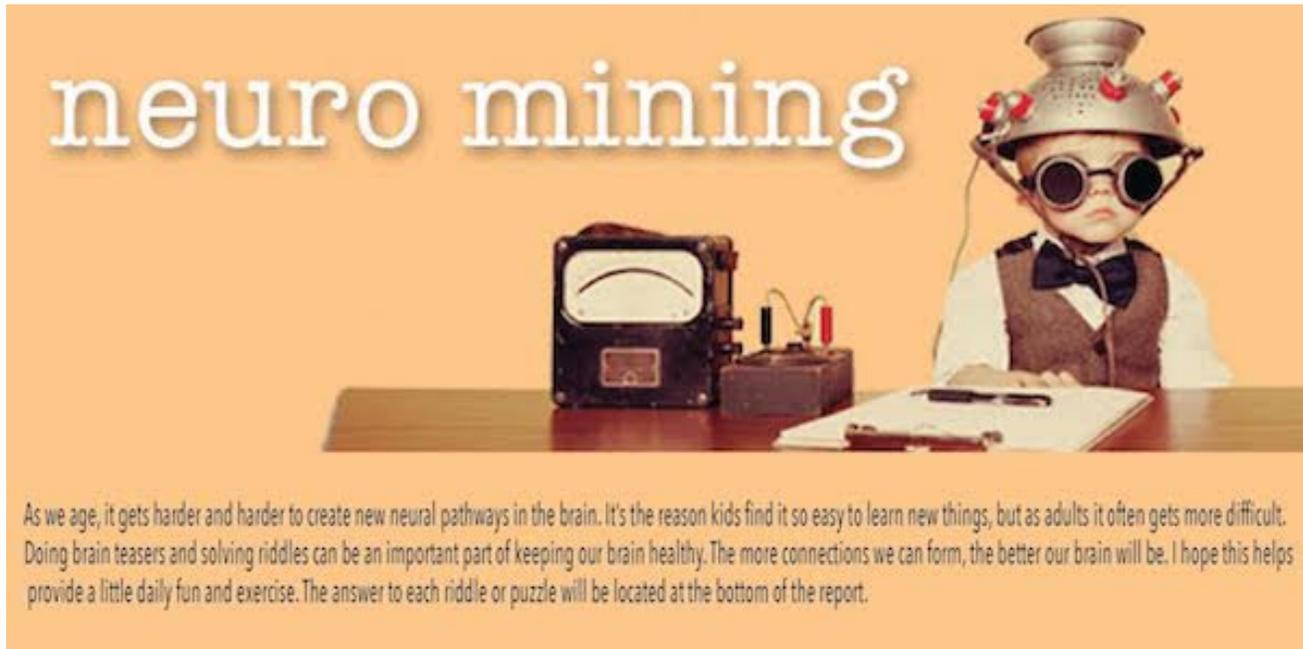
tasseled yet as of August 1st, which is definitely concerning. One thing that I don't think the trade realizes is the "cool pollination weather," which is actually a bad thing this year. It's going to keep pushing us further and further behind on a year that early frost will be a concern. We need heat to push this crop along as quickly as possible and 72 degrees with an overcast isn't going to cut it. For us, a normal frost is going to be questionable to the overall corn yield. I'm looking to be a bull in this, but I'm just not sure where to get in...

Northern Nebraska – *It was a high of 75 a couple of days ago, which doesn't go very far when it comes to pushing corn into tasseling than pollination. We'll usually see at least one-night drop below freezing the first week of October or before. We're also pretty worried about the corn not making it to full maturity this year. In this area, there wasn't much prevent plant, so guys just got the corn in one way or another. Some of it was into poor conditions, especially towards the end of June. This year remind many of us around here of 2009 when the corn came off extremely wet and the dry couldn't keep up. That was the year harvest ended in April 2010. . . Let's just hope that doesn't happen again.*

Central Illinois – *Soybeans are shorter than normal this year, but they are healthy as you can see from the picture below. It's nearly impossible to estimate yield at this point, but my best guess would be 55-75 bushels per acre vs. 75-95 bushels per acre in 2018. All the May planted soybeans are about 50% podded up. The June planted will start to pod in about 6-10 days from now. We're just starting to hit everything with fungicide.*







TODAY'S RIDDLE: If it's information you seek, come and see me. If it's pairs of letters you need, I have consecutively three. Who am I?



Millennial Farmer Making it Happen Out of the Field

Zach Johnson, who grows corn and soybeans in Minnesota, is also growing his subscriber list on YouTube. Known as MN Millennial Farmer, Johnson at 34, became a video blogger three years ago to advocate for growers and the technology they use. I'm told, Johnson decided one day to do his part to make sure non-farmers were seeing the truth surrounding the production in agriculture, and so began his journey, which today finds him with over 300,000 subscribers, 50 million views, and more importantly a nice additional revenue stream. I'm continually reminded by stories like these of the cool things that can happen when you merely seek to help others out.

Sharing the simple message, like most producers, Johnson's farm uses GMO, pesticides and drainage tiles... Johnson offers real answers as to why they do and does so in an authentic and easy to watch manner. Personally, I find his and his wife Becky's initiative to share their experiences and messages on the state of the rural economy and growing consumer interest in how food is produced an excellent way to be "doing something" positive instead firing back online in an argumentative manner or just sitting around and complaining about the changes it may cause producers to make or how unfair it is.

Youtube will most likely gain traction by the ag crowd in the future and I hope others can keep the ball moving forward, taking away the lessons from Johnson's newfound success. First, there are a million ways to make more money, and second, which I've learned over a lifetime, it always needs to start by figuring out a need that can help someone along the way. Interestingly, only three years ago no one was doing this. What could your life look like three years from now? Click [HERE](#) to see one of Zach's most requested videos with over 700.000 views.





MILLENNIAL F A R M E R



The Dead Man's Hand... "Aces over Eights"

It was on this day in 1876 that one of the most famous gunfighters in the history of the West died while playing poker in Deadwood, South Dakota. The story is...

"Wild Bill" Hickok arrived in the Black Hills in the Spring of 1876 and wound up in the mining town of Deadwood, South Dakota. Anyone who's been to the Sturgis motorcycle rally knows exactly where this town is located as well as it's surrounding beauty. Supposedly, Hickok started becoming a regular at the poker tables at the No. 10 Saloon. On this particular day, August 2nd, 1876, Hickok was playing with his back to the saloon door, something he hated to do, when a young gunslinger named Jack McCall came in and shot him in the back of the head.

History buffs always seem to insinuate that Hickok was somewhat old when he died, but records showed he was only 39 years of age. I suspect his wild lifestyle and many near-death experiences had taken a toll on his appearance.

James Butler Hickok was his real name and he was born and raised on a farm in rural north-central Illinois. He went west at the age 18 as a fugitive from justice, working as a stagecoach driver and later as a lawman in the frontier territories of

Kansas as well as Nebraska. He fought (and spied) for the Union Army during the American Civil War and gained publicity after the war as a scout and marksman.

Farming was his dream and in 1857 Hickok actually claimed a 160-acre tract in Johnson County, Kansas (near present-day Lenexa). Unfortunately, in 1860, he was badly injured in a bear attack while driving a freight team from Independence, Missouri, to Santa Fe, New Mexico. The story is the bear did significant damage to Hickok before he was able to get to his knife and slash its throat. This landed Wild Bill in a hospital for several months in Nebraska.

Traveling back towards the Missouri-Kansas line after recovering from his bear attack Hickok gets in a "quick-draw" duel down near Springfield, Missouri. The story is he shot the other gentleman right in the heart from about 75-yards. He was then offered the position of Deputy United States Marshal at Fort Riley, Kansas in 1865 and also served as a scout for General George A. Custer's 7th Cavalry. Another one of his notable shootouts occurred in 1867 over in Jefferson County, Nebraska with several drunken cowboys inside a saloon. One of them supposedly pushed Wild Bill, causing him to drop his drink. Hickok struck the man and four of his friends rose with guns drawn. Hickok persuaded the men to step outside where he faced all four at 15 feet. The bartender counted down and Hickok killed three of the men with bullets to the head and wounded the fourth in amazing speed.

On a side note, I'm a big "Colt" fan, so I thought it was interesting to learn his favorite guns were a pair of Colt 1851 Navy Model cap-and-ball revolvers. They had ivory grips and silver plating and were ornately engraved with "J.B. Hickok" on the backstrap. He wore his revolvers butt-forward in a belt or sash, seldom ever using holsters. He drew the pistols using a "reverse," "twist" or cavalry style draw!

Summer of 1869, Hickok was elected city marshal of Hays and sheriff of Ellis County, Kansas. Three sheriffs had quit during the previous 18 months because things were just too crazy. During Wild Bill's first month he shot and killed a couple of the local hell raisers and sent a message across the west... "There's a new sheriff in town!"

Hickok got into several more gunfighting confrontations as he drifted from town to town. Ultimately, he joined a wagon train that was headed to seek fortunes in the goldfields of South Dakota. This is also the same wagon train that happened to include his wild female acquaintance Calamity Jane. Somewhat eerily Hickok had told his friends that he had a strange feeling he would be killed while out in Deadwood. According to legend, on the day of his death, Hickok was playing five-card draw. He was holding a pair of black aces and black eights when he died, a combination that has since been known as "The Dead Man's Hand."







Making Me Think...

The message below was sent my way by a Facebook friend and made me think about how I react at times without fully gaining the perspective of others. I hope it makes you stop and think as well. It was penned by a mom named Landra January.

I took the twins to WalMart today for our weekly grocery shopping. An older woman approached me in the cereal aisle, and I instantly sighed in annoyance because I knew the "typical twin questions" were about to start pouring out of her mouth. When I go out in public, I always plan for an additional 20 minutes just for answering questions about twins, and frankly it's become tedious.

She neared my cart and stopped. "Here we go again " I thought. She asked all the typical things, told me how sweet they were, and continued to babble on with the boys. I was antsy, and just ready to go.

I turned to look down the aisle hoping she would take the hint that I was ready to leave, and as I did she put her hand on top of mine that was resting on the cart. "I know you probably hate this and I'm sorry to take up so much of your time. You see, I lost my only grandchild last year, and about the only time I see kids his age is when I do my grocery shopping" she said.

Suddenly, time didn't matter. "Well we are about to go look at the fish, you wanna follow us over there and watch them play for a bit?" Her eyes lit up; "I would love that." We went over and I got the boys out. She spent about 15 minutes watching them bounce around and scream out "FISHY FISHY FISHY" when finally she looked over to me and said "you dont know what I would give to be able to hear my grandson laugh one last time."

I couldn't find any words, so I stood in silence grieving for her. "May I hug your boys?", she asked, I nodded. "Thank you so much for giving me your time, I know your hands are full " she said. "No really, it was my pleasure."

She bent down to hug Darrio, my not as friendly twin, and he reached his arms out and said "LUH YOU!!" She hugged Dheigo and then hugged me, and said "I love all 3 of you too" and headed toward the check out.

Do you know what my point is? My point is how quickly my attitude changed once I connected with her as another human being with feelings.

That woman taking too long in the drop off line in the morning? What if her child has to go to his dads for the weekend and she wont get another hug for 3 long days.

The man driving slow when your in a rush to work? What if he's going slow because he knows he is going to be laid off and is worried about his future. What if he's on his way to take his wife to hospice?

That annoying little kid down the road who always bangs on your door? What if he doesn't get attention at home and just wants a friend.

It made me wonder; how much nicer would we all be if we knew one another's perspective and struggles?

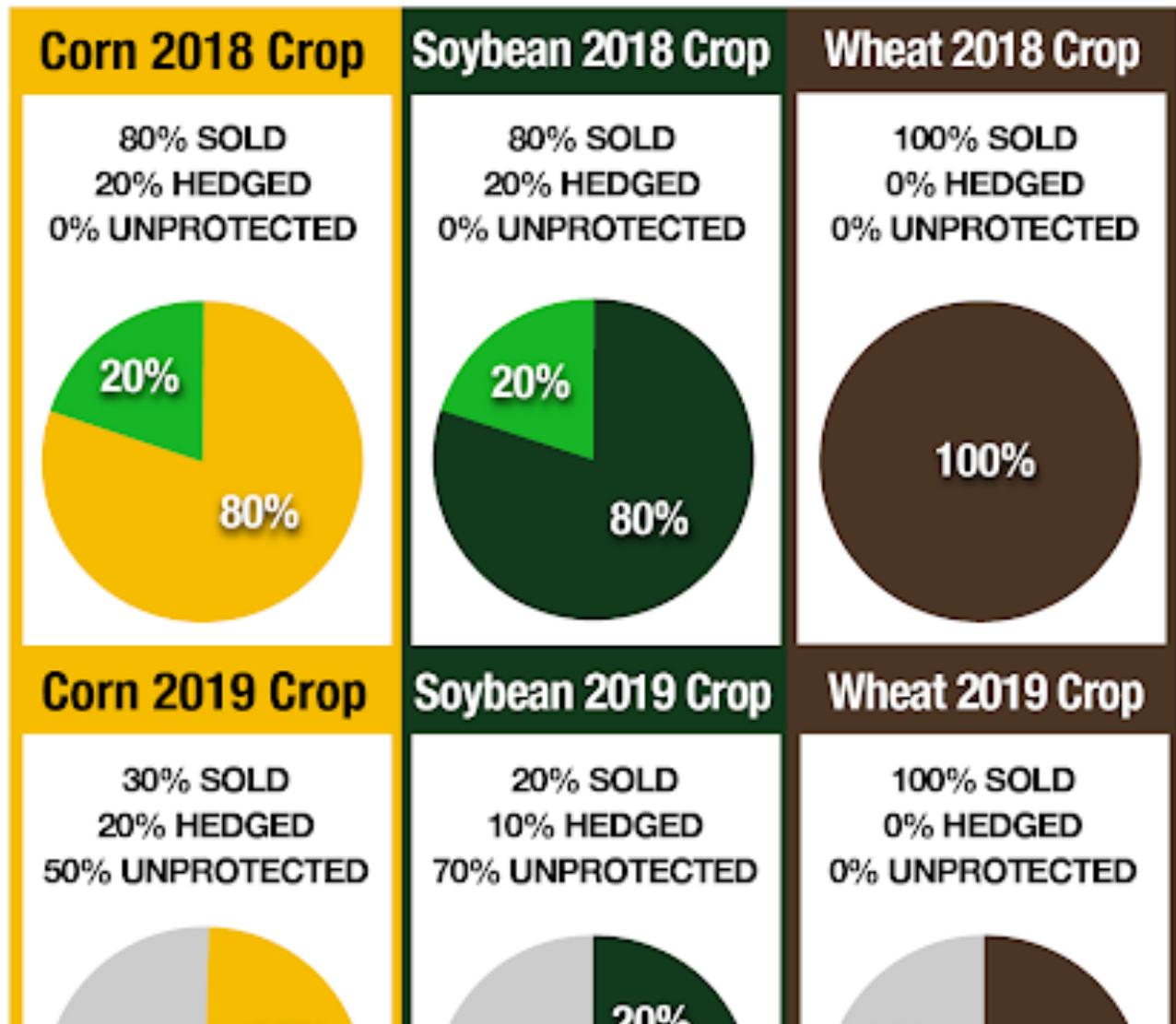
Trying to raise damn good humans!

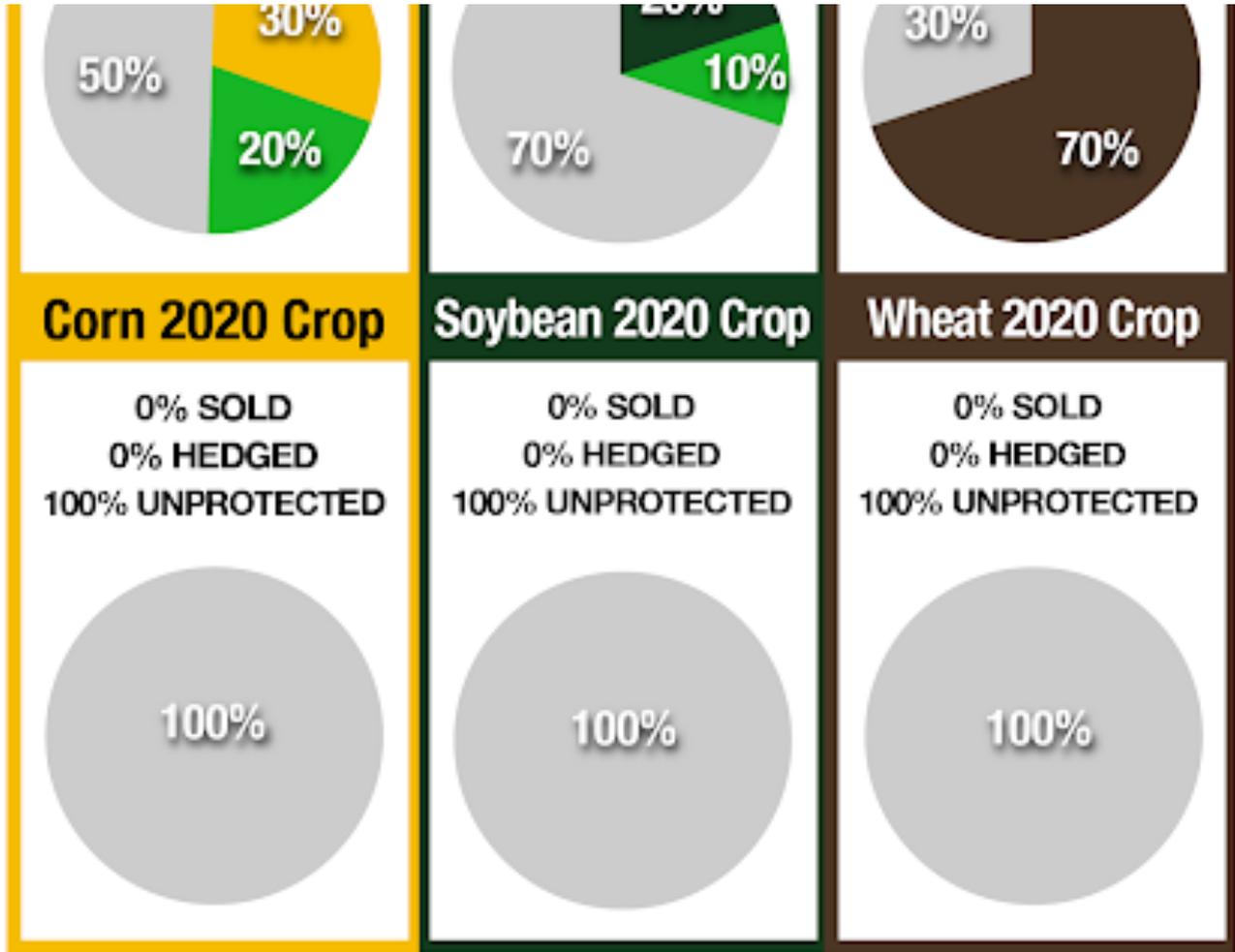


ANSWER to riddle: Bookkeeper.

CASH SALES & HEDGING TOTALS

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