



FARMCON &lt;josh@farmdirection.com&gt;

**Fwd: GOOD MORNING: The Van Trump Report 9-23-19**

1 message

**Mark Hendershott** <mark@farmdirection.com>  
To: Drew Durham <josh@farmdirection.com>

Mon, Sep 23, 2019 at 8:15 AM

----- Forwarded message -----

From: **The Van Trump Report** <reply@vantrumpreport-email.com>  
Date: Mon, Sep 23, 2019 at 5:30 AM  
Subject: GOOD MORNING: The Van Trump Report 9-23-19  
To: <mark@farmdirection.com>

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"Your inexperience is an asset and will allow you to think in original, unconventional ways. Accept your lack of knowledge and use it as your asset. " -

**Natalie Portman**

**Monday, September 23, 2019**

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

**Morning Summary:** Stocks are a bit stronger this morning as bulls learn that U.S. and Chinese trade negotiations are still progressing. There was some fear late last week when Chinese negotiators canceled a couple of visits to U.S. farms and returned home early that trade talks were breaking up and taking a turn for the

worse. Both China and the United States released statements that they had "constructive" discussions and agreed to keep communicating on related issues and that they would be moving forward with the next round of trade talks in October. From what I understand, the October meeting will include the top trade negotiators from both nations: Chinese Vice Premier Liu He and U.S. Trade Representative Robert Lighthizer and U.S. Treasury Secretary Steven Mnuchin. While the date for next round of trade talks has not been confirmed, there's some talk inside Washington that it might be as soon as October 10 and 11. The big question now is whether progress can be made when Vice Premier Liu He of China comes to Washington. There's been some talk that China wanted to reach at least a "partial deal" that would head off the planned increases in American tariffs on Chinese goods on Oct. 15 and Dec. 15. But President Trump said on Friday that he is looking for a "complete deal" not a partial deal. This comment not only caused stock market bulls to backpedal but also caused headwinds in the U.S. agricultural markets. Bulls hoped that at least a "partial deal" could soon be inked with the Chinese that would include U.S. ag exports. Now we have to wait and see... If nothing comes from the next round of negotiations the U.S. stock market and U.S. ag markets could again be disappointed. Also looming large for investors is the escalating tensions between Saudi Arabia and Iran. If you recall, Iran has been blamed for attacks on Saudi Arabia's oil infrastructure that last weekend interrupted more than half the country's oil output. Houthi rebels in Yemen originally claimed responsibility for the strikes but the U.S. and Saudi Arabia say it was actually carried out by Iran. President Trump has decided to send U.S. troops to Saudi Arabia to help bolster their defenses. The U.S. said it will also accelerate shipments of missile defense equipment to the Saudis and their allies. U.S. Secretary of Defense Mark Esper says the troop deployment is necessary because Iran has engaged in a "significant escalation of violence" in the region. Iran is unhappy about a U.S. troop buildup, which Iranian military leaders are calling an act of aggression. World leaders are meeting in New York this week for the annual United Nations General Assembly which top Iranian officials are expected to attend. Saudi Arabia is expected to present evidence they say proves Iran was behind the September 14 attacks on its oil infrastructure in hopes of building a coalition which will spur the international community to enact more punitive actions against Iran. Let's also keep in mind, President Trump, Turkey's Erdogan, and France's Macron are scheduled to speak tomorrow morning. There's talk that President Trump and Turkey's Erdogan will also be meeting on the sideline to talk about Syria and other issues in the area. A bright spot at the UN meeting may come from the Japan as Prime Minister Shinzo Abe and President Trump are expected to finalize a deal on farm tariffs and digital trade. Economic news due out today includes the Chicago Fed National Activity Index and Flash PMI. Investors will be particularly interested in the mid-month PMI estimate which analysts expect will show manufacturing activity has risen slightly in September. The health of the manufacturing sector is being closely monitored amid the U.S.-China trade war as well as signs of a slowing global economy. Three Fed officials are also

scheduled to deliver speeches today, including New York Fed President John Williams, St. Louis Fed President James Bullard, and San Francisco Fed President Mary Daly. As an investor, I want to remain somewhat cautious during the next 30 to 45-days. From my perspective, this is not a hitters count or a place to be swinging for the fences!



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**Airbnb IPO?** Executives at Airbnb are saying they intend to go public in 2020, ending much speculation about the timing of one of the most-anticipated IPOs in travel. The news came after Airbnb said last week that they generated revenue of more than +\$1 billion in Q2 of its 2019 financial year — the second time in its history it has passed the figure. The company struggled with investor support early on, but it picked up a \$600,000 seed investment in 2009 and soon after became a quintessential tech “unicorn”. In its third funding round, in 2011, Airbnb raised \$112m from investors that included Amazon’s founder, Jeff Bezos. It picked up another \$1.6bn in venture capital (VC) in 2015 and \$1bn in 2017, raising a total of \$4.4bn in VC investment. In November the company said it planned to venture beyond renting home-sharing. A project called Backyard, building new homes designed to accommodate short-term rentals, is slated to test prototypes later this year. The company is also preparing to launch a new multi-media advertising campaign featuring a number of its hosts across the United States. The company has certainly disrupted travel and leisure. Not bad for a company that was founded by Brian Chesky, a former bodybuilder, with two former roommates in 2008, by renting air mattresses in a room in San Francisco. (Source: CrunchBase: The Guardian)

**Fed's Rosengren Warns Over High Corporate Debt:** U.S. financial account figures from the Federal Reserve released Friday showed the amount of money U.S. companies have borrowed continues to swell. Domestic nonfinancial companies had \$9.95 trillion in debt outstanding in the second quarter, an

increase of \$1.2 trillion from just two years ago. At 47% of gross domestic product, the level of corporate debt in relation to the economy has never been so high. For the sake of comparison, corporated debt during the financial crisis in 2008 peaked at 45%. In a speech delivered Friday, Boston Fed President Eric Rosengren expressed concerns that lower U.S. interest rates may be encouraging businesses to "take on what may be too much leverage." Rosengren was one of three Fed officials who dissented from the Fed's decision to lower rates by a quarter-percentage point last week. Rosengren expressed concerns about how lowering rates in a strong economy can boost risk-taking and borrowing, in turn pushing up asset prices to levels that may not be sustainable. He believes some asset prices, particularly commercial real estate, are already inflated and believes that such "bubbles" could amplify an economic downturn, "should it occur." Economists seem to be more concerned about the issue because of the role debt played in the financial crisis that peaked in 2008. The collapse of Lehman Brothers is now synonymous with the crisis and the dangers of over-leveraging. The bank filed for bankruptcy in 2008 with \$639 billion in assets and \$619 billion in debt with a massive portfolio of risky subprime mortgage-backed securities. Some economists argue that today's economic backdrop is very different and corporate debt has little chance of leading to widespread instability. IHS Markit, for instance, recently released a report that concluded corporate profitability, scant unemployment and low interest rates are just a few of the factors helping to tame risks tied to the boom in corporate borrowing. (Sources: Wall Street Journal, The Guardian, MarketWatch)

**NYSE Owner Launches Bitcoin Futures while CME Plans Bitcoin Options Launch:** Intercontinental Exchange, owner of the New York Stock Exchange, has launched its long-delayed market for bitcoin futures, which is part of a venture called Bakkt (pronounced "backed"), whose ultimate goal is to make cryptocurrencies sufficiently transparent and regulated for individuals to use in retail purchases. Bitcoin has failed to gain traction as a tool for payment, in part because of its extreme volatility. If successful, ICE's futures could make it easier for merchants to protect themselves from swings in bitcoin prices. With the launch, Atlanta-based ICE is challenging its longtime rival, CME Group Inc., which introduced its own bitcoin futures in December 2017. Speaking of which, CME Group has announced that it will offer options on its bitcoin futures contracts starting in the first quarter of next year. More than \$200 million worth of CME's bitcoin futures change hands on an average day. (Sources: Coindesk, Wall Street Journal)

**Inside the Credit Card Numbers:** The latest total outstanding credit card debt was reported at +\$828 billion. It is estimated that the typical U.S. citizen who uses a credit card has almost four in their wallet, with an average of just over \$8,000 per household. U.S. households continue to increase their credit card balances, but the growth is modest and at the lower end of the recent range. The concern is that credit card interest rates are at all-time highs dating back to 1995, at +17% on cards carrying a balance and are now +4 points higher than the period between 2012-2014. Some macro investors are speculating on what the higher rates will mean for U.S. consumer spending and if we see it starting to create a stronger headwind. (Source: FRED; US.Gov; DataTrek)

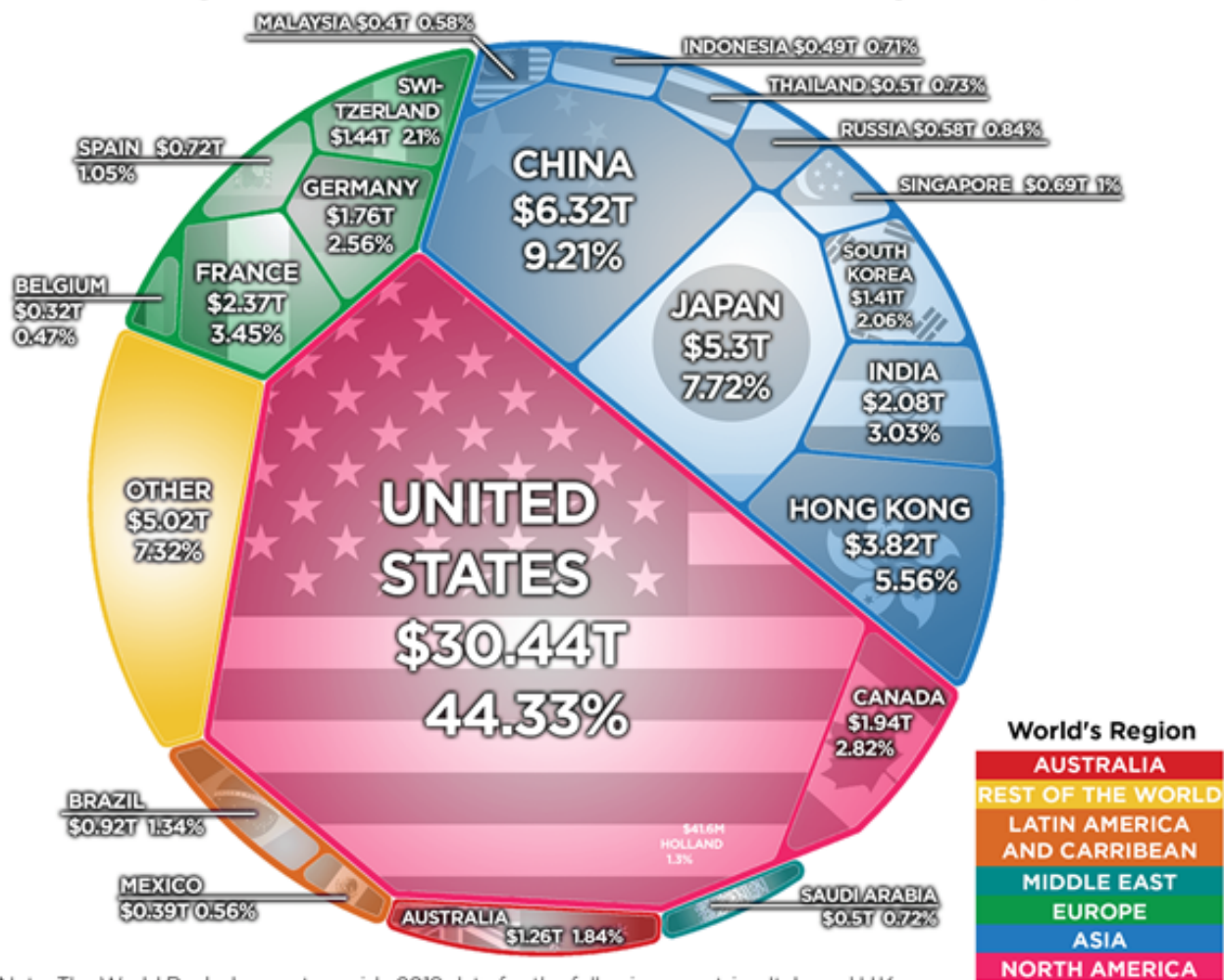
**The U.S. Stock Market is Massive Compared to the Rest of the World:** The global stock markets remain volatile as we get ready to enter October, a historically difficult month for equities. Investors worry about the global trade war and continue to pile into bonds and gold for safety. Central banks continue to drive down interest rates to keep global growth alive. Despite the massive changes in the global landscape, the major players remain the same. The U.S. accounts for nearly half of all the stock



market value globally. The closest competitor, China, remains only 1/5th the value of the U.S. The U.S. stock market is 5x the size of the closest competitor. In fact, the U.S. is so large it accounts for just under half of global equity value. The U.S. domination of the global marketplace explains why the U.S. Federal Reserve remains the focus of investors around the globe. Yet, given the size of the U.S. market, if it heads into a recession, how could it not impact the global markets? Trade wars with China add to uncertainty and have already hurt their global equity values. Based on the visualization, we know that the U.S. stock market drives other markets. That greatly helps to create leverage in the trade wars, as well as ties the overall global markets to the United States. Click [HERE](#) for a larger view of the graphic. (Source: HowMuch)

## All Stock's Capitalization Around the World

### Market Capitalization of Listed Domestic Companies (\$) in 2018



Note: The World Bank does not provide 2018 data for the following countries: Italy and U.K.

#### Article and Sources:

<https://howmuch.net/articles/all-stocks-capitalization-around-the-world>  
The World Bank - <https://data.worldbank.org>

**howmuch**.net

# FARM TANK

Tweets of the Day





**Statista**  
@StatistaCharts

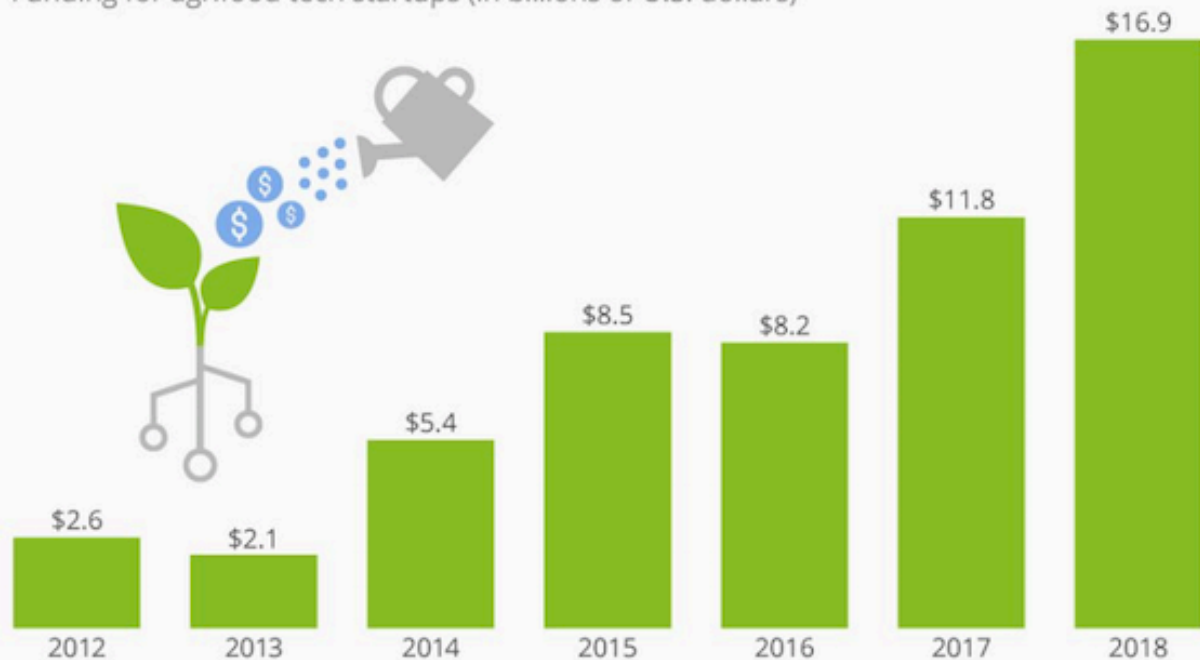


Over the past six years, funding for agrifood tech  
[#startups](#) has grown by 550%, hitting nearly \$17 billion  
last year via [@AgFunder](#)

[bit.ly/31bxj79](https://bit.ly/31bxj79)

### Agrifood Funding Is Growing in the Lab and the Bank

Funding for agrifood tech startups (in billions of U.S. dollars)



@StatistaCharts Source: AgFunder

**statista**





**Jon Erlichman** ✓  
@JonErlichman



First thing purchased online: a pizza from Pizza Hut via PizzaNet in 1994:

Document Title: Welcome to PizzaNet!  
Document URL: <http://www.pizzahut.com/>



## Welcome to PizzaNet!

PizzaNet is Pizza Hut's Electronic Storefront and is brought to you by Pizza Hut® and The Santa Cruz Operation®. You may click on the Pizza Hut log webmaster@Pizzahut.COM

If you would like to order a pizza to be delivered, please provide the following information:

Name:

Street Address:

Voice Phone ###-###-####

(where we can reach you)



**Pattison Agriculture**  
@PattisonAg



#Harvest19  



**George Clayton**

@gwclayton



The Chair @AlbertaWheat @senatrstanford found the harvest moon quite heavy so he texted @TomSteveWHTBLY I presume for advice. Problem solved as he twirled that Harvest Moon like a basketball. @KowalchukFarms @tek2541 couldn't get him back in the combine.





**You Betcha**  
@ohhyoubetcha



And this right here is why the Midwest & Busch Light are the two best things ever 🍺 🌽







**Mark Laycock**  
@LaycockMark



#harvest19 #gotbuzzed







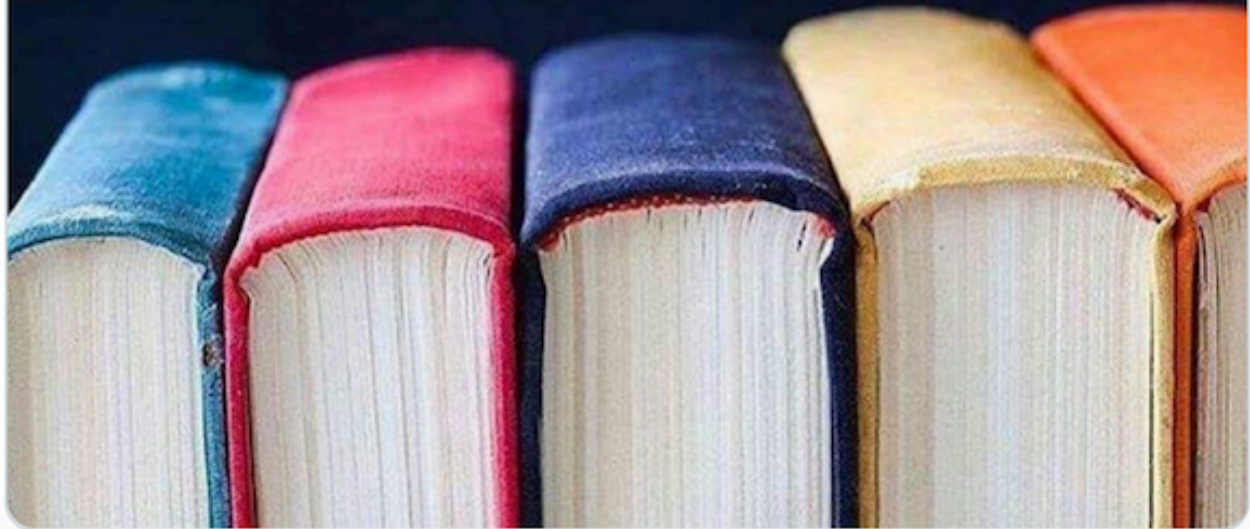
**Steve Burns**  
@SJosephBurns

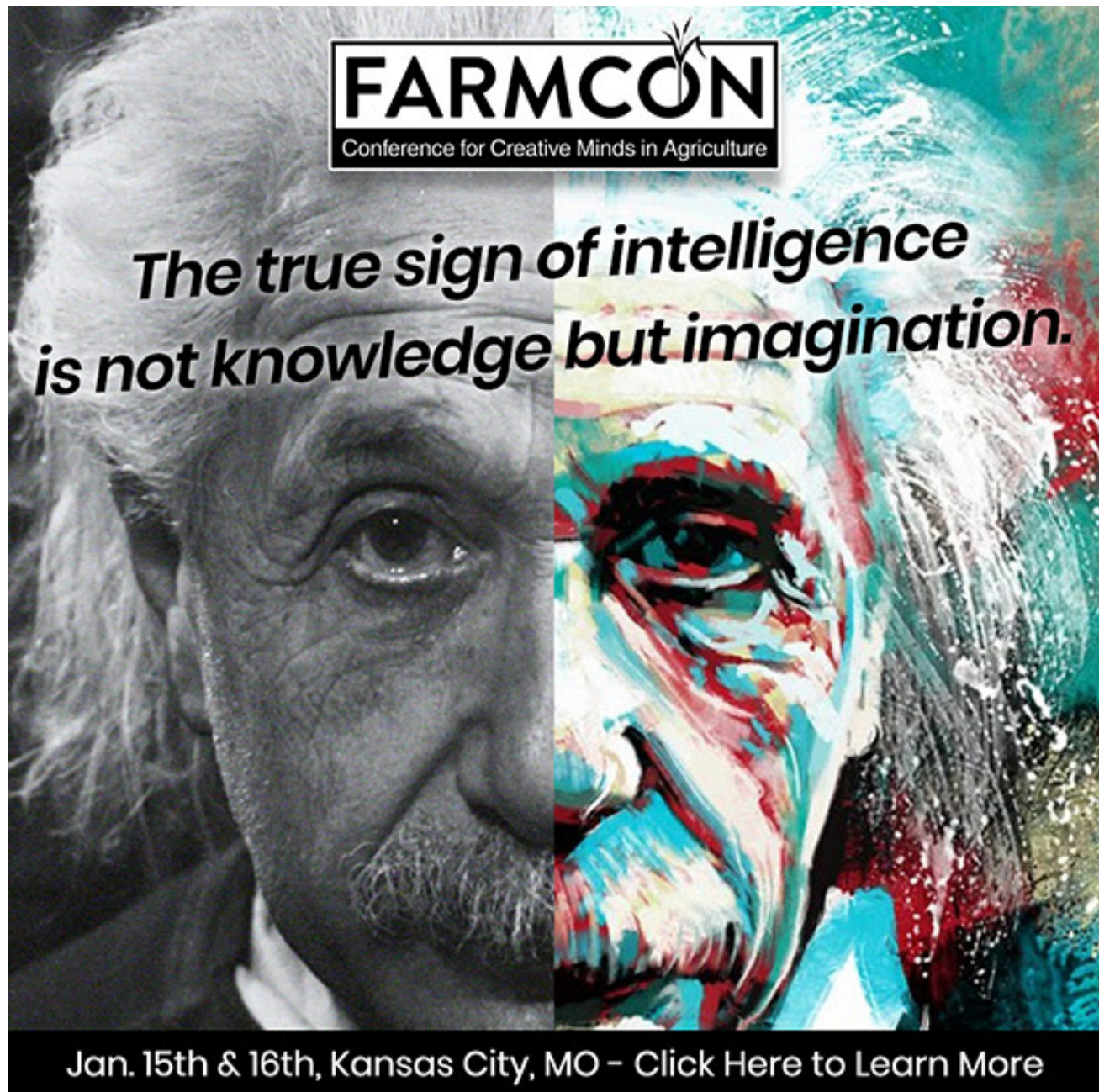


#ThursdayMotivation

THE PERSON YOU WILL BE  
IN FIVE YEARS IS BASED  
ON THE BOOKS YOU READ  
AND THE PEOPLE YOU  
SURROUND YOURSELF  
WITH TODAY.

BUILDYOUREMPIRE





**FARMCON**  
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*The true sign of intelligence  
is not knowledge but imagination.*

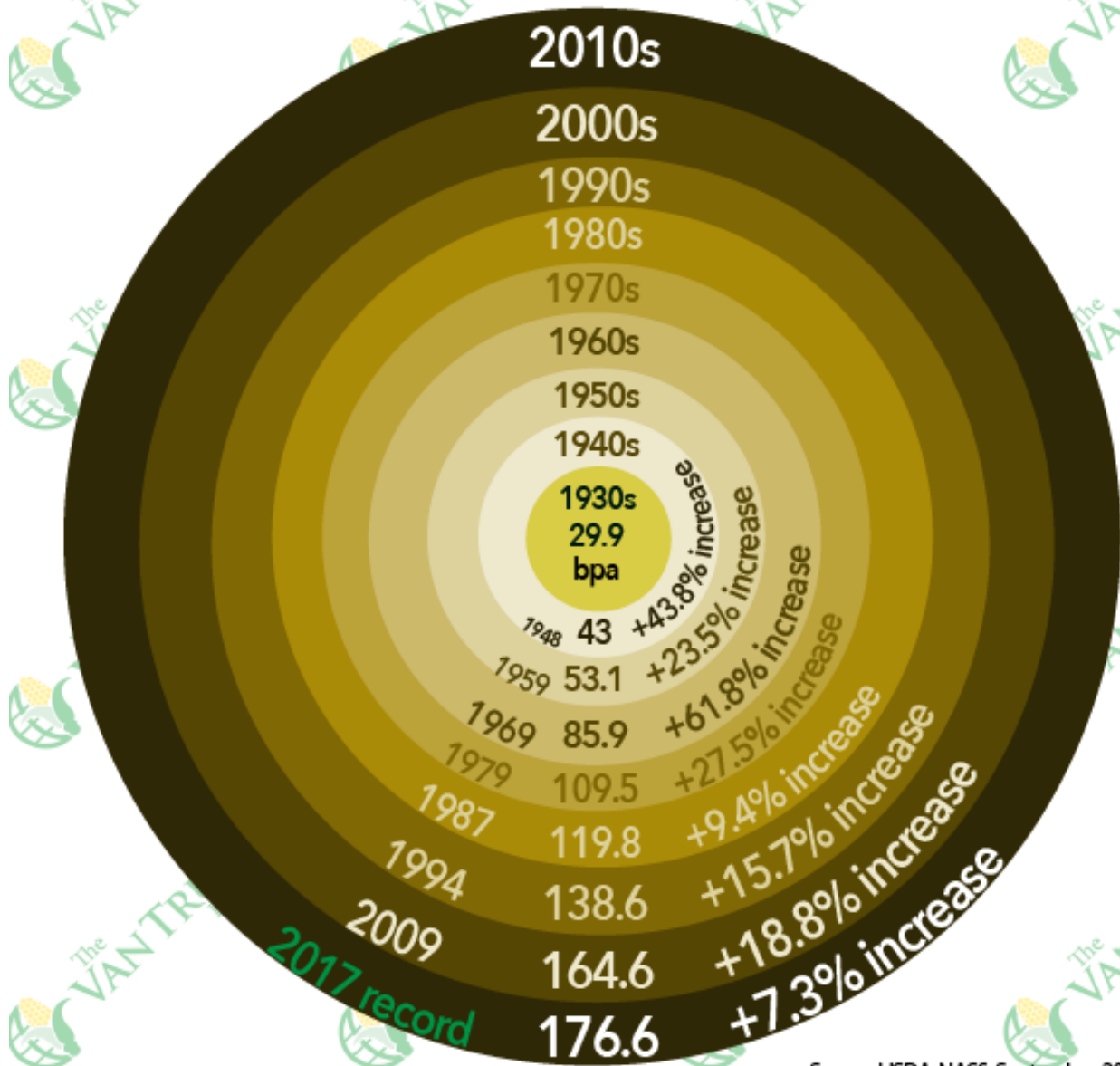
Jan. 15th & 16th, Kansas City, MO - [Click Here to Learn More](#)

**Corn** traders continue to debate U.S. supply and demand. Bulls want to argue that the current 82.0 million harvested acreage estimate is eventually going to be adjusted lower, in turn, the domestic balance sheet will be reduced to some extent. Bears seem to remain somewhat uncertain about total U.S. production, arguing that harvested acres could, in fact, be trimmed a bit, but yield might surprise to the upside (+168 per acre average) as the weather continues to cooperate. Either way, bears are doubtful that the domestic balance sheet will change much any time soon, remaining at a burdensome +2.0 billion bushels. With the balance sheet this burdensome and uncertainty about demand still

circulating it makes it extremely difficult for the bulls to find much sustained upside momentum. Keep in mind, the funds continue to increase their net-short position as the outside macro markets do very little to help change their negative tone or perspective. Upcoming South American weather and ongoing trade negotiations with the Chinese will continue to influence the market and must be monitored closely in the weeks ahead. As a producer, I would like to see another leg higher before selling more new-crop cash bushels but struggle to find the catalyst nearby that's going to make that happen. As a spec, I'm still wanting to build a longer-term bullish position into 2020, but believe I will be able to add on a deeper break in price. In other words, I'm in no hurry to add any additional length at this time. I'm worried if the weather continues to cooperate here at home, the South American rains start to become more widespread, and no formal deal is inked with the Chinese, corn bears might try and retest the lows. That transition period where the market sees little or no risk remaining for the U.S. crop and a fairly adequate start for SouthAmerica crop tends to always provide the bears with a window of opportunity to take a few more swings.



# U.S. Decade High Corn Yields



Source: USDA, NASS, September, 2019

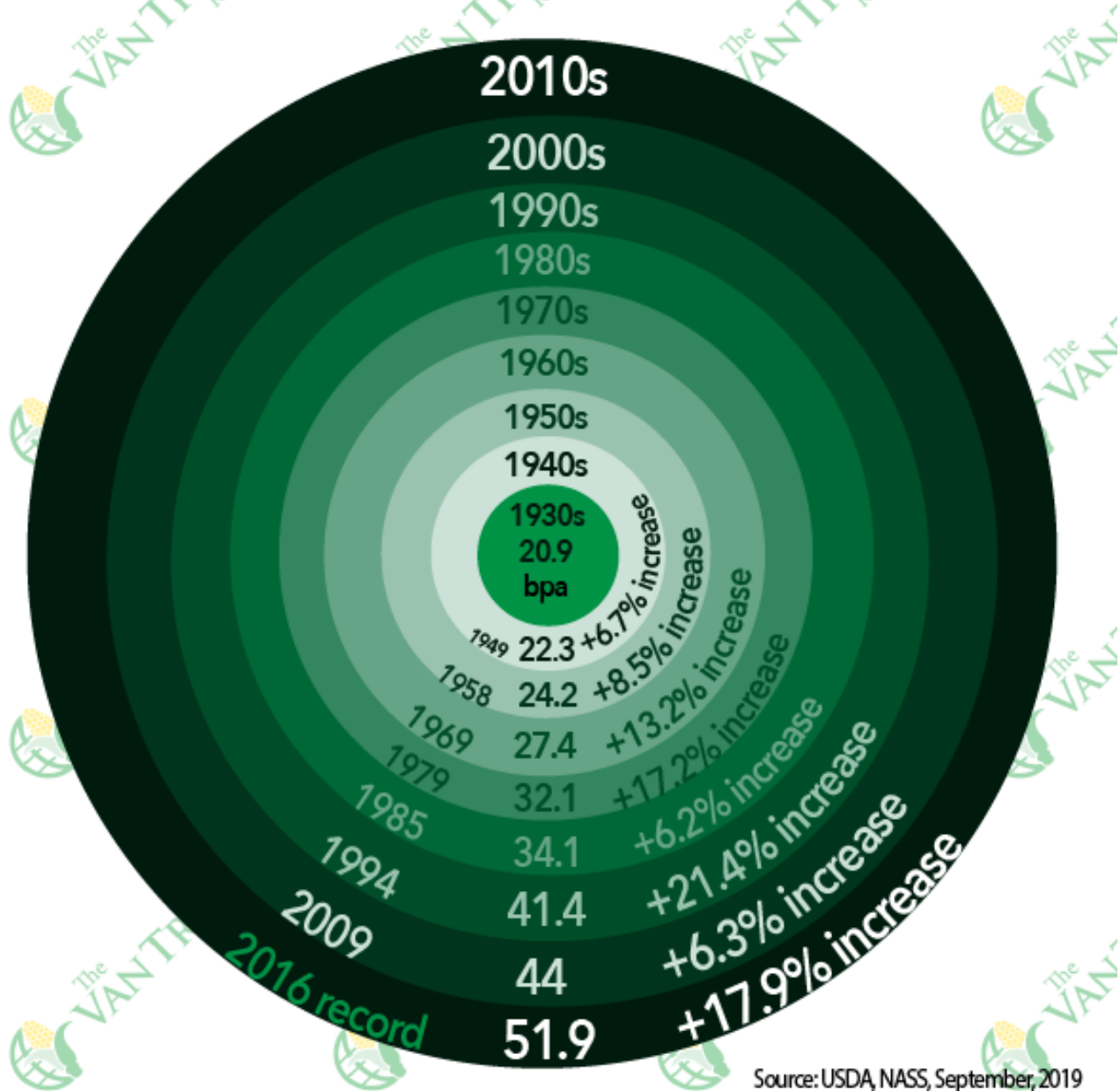
**Soybean** prices are mostly stable this morning but have been pressured as of late with bulls backpedaling on uncertainty surrounding Chinese trade, producers in Brazil starting to plant, and U.S. late-season weather continuing to cooperate. The market seemed to become more nervous when Chinese officials canceled planned visits to farms in Nebraska and Montana. At the same time, President Trump was saying he wanted a full trade deal with the Chinese and not just an agreement to buy more U.S. ag products. There had been a lot of talk circulating

that even if U.S. and Chinese officials couldn't come to a deal in its entirety, perhaps some type of deal could be made involving the Chinese buying U.S. soybeans and some other U.S. agriculture. Another small headwind is probably the fact some producers in Brazil are starting to roll out the planters. There's been some early talk from the bears of more South American acres being planted but the weather will obviously be the determining factor. There are some dry areas of concern in both Argentina and Brazil that the market will continue to monitor. Here at home, late-season weather has been very cooperative for many important growing regions. The fear surrounding late-planted acres and late-maturing crops is being eased as each week goes by with no major cold-snaps in the forecast, good moisture profiles, and limited stress on the plant. There was a lot of talk a month ago about a sub-46 bushel per acre average yield, now there's talk the USDA's current 47.9 bushel per acre yield might be fairly close. Bottom-line, the cooperative weather late is keeping the bulls from betting on the balance sheet deteriorating further. As a spec, I continue to hold a small bullish position but worry that without some fresh new headlines prices could drift sideways to lower. Technically, I still see heavy support in the \$8.40 to \$8.50 range with resistance up in the \$9.05 to \$9.20 range. As a producer, I continue to hate the thought of selling cash beans sub-\$9.00 and will continue to play the waiting game...

**Argentina... Something to Think About?** World production of soybean meal rose in 2018/2019 to 233 Mt, with China as the main producer with 67 MT (Data October 2018 / September 2019). Argentina is the world's leading exporter with 42% of the total (28 MT). Second is Brazil and third the United States. The three countries together supply 85% of the municipal demand. Keep in mind, the first round of the Argentine presidential election is scheduled to be held at the end of October. Current President Mauricio Macri is being heavily challenged by the Peronist candidate Alberto Fernández and his running mate, former President Cristina Fernández de Kirchner. There's a lot of speculation that the election could quickly shift and alter the Argentine export market as a new government regime tries to stop their nations current economic fallout. The associated headlines might influence the computer trading models in the weeks ahead so keep this on the radar!



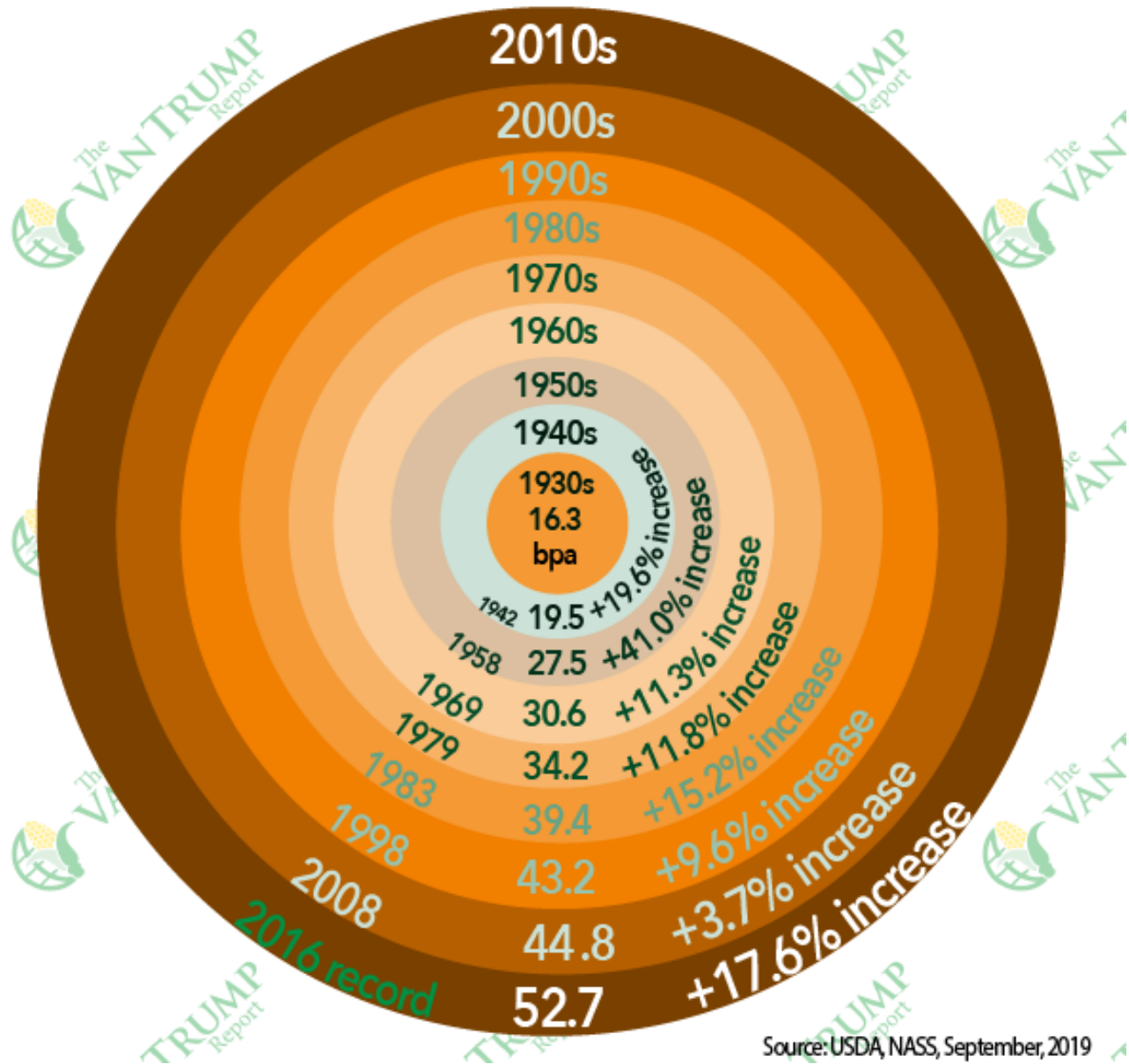
# U.S. Decade High Soybean Yields



**Wheat** bulls will again be talking about dryness in the western and southwestern Plains along with delays in the Spring wheat harvest. The Minneapolis contract was able to string together some gains last week on ongoing harvest delays and poor quality, it will be interesting to see if that was simply a short-covering rally or fresh bullish bets coming into the market? With global supply record large and domestic stock +1.0 billion bushels it's extremely difficult to find ongoing new bullish interest. From my perspective, the market doesn't seem like it's going to become

overly concerned with supply until we get a larger weather story of some sort out of the Black Sea region or the European Union. Dry conditions in parts of Australia and Argentina are being heavily monitored but don't seem to have the strength to pull the market higher. We may catch a few intermittent rallies here and there but with this type of burdensome global balance sheet, it's going to be difficult to keep a rally sustained, especially if we don't see any help from corn or soybeans. As a spec, I'm on the sideline and still reluctant to start building a longer-term bullish position. As a producer, I think prices could be pressured lower between now and late-November, then perhaps start to make a move towards higher ground. I'm staying extremely patient in regards to pricing any additional new-crop cash bushels.

# U.S. Decade High Wheat Yields



Source: USDA, NASS, September, 2019



**> U.S. Streamlines H-2A Visa Process:** *The U.S. Department of Labor (DOL) on Friday issued a final rule that eliminates the requirement that companies publish ads in local newspapers seeking American workers before hiring migrants farmworkers through the H-2A visa program. The new rule will instead require agricultural employers to post job openings on the DOL and State Workforce Agency websites, which are further reaching and more cost effective. The new rule takes effect Oct. 21. The agency says the updated website is mobile-friendly, compatible with third-party job-search websites and will make it easier for Americans to find and fill open jobs. It also gives state workforce agencies greater ability to promote awareness of H-2A job opportunities. Additionally, the DOL's Office of Foreign Labor Certification announced updates to H-2A forms and online filing process for the H-2A temporary agricultural program. U.S. Secretary of Agriculture Sonny Perdue issued a statement saying, "By streamlining these processes, DOL is bringing the H-2A process into the 21st Century allowing farmers to be able to better and cost-effectively advertise for workers they need and fill out the required forms faster and more efficiently, because no one should have to hire a lawyer to hire a farm worker." (Source: USDA)*

**> Cattle On Feed Down -1% From 2018:** *USDA reported cattle on feed as of September 1, 2019 at 11.0 million head, down -1% from last year's levels. Placements on feedlots during August totaled 1.8 million head, a drop of -9% from 2018. Marketings of fed cattle during the month totaled 1.95 million head, -2%*

*below last year. (Source: USDA)*

**> African Swine Fever Spreads in Philippines, Russia:** *Both the Philippines and Russia have confirmed new cases of African Swine Fever. Blood samples from pigs in backyard farms in the Philippine capital Manila tested positive for African swine fever, the Department of Agriculture said on Friday, less than two weeks after it declared the country's first outbreak of the disease. An ag ministry spokesperson said they have received incident reports from other areas but are waiting to validate them. In Russia, a new outbreak of ASF has been found at a privately-held farm in a village in the country's Primorsk region near the border with China, Russia's agriculture watchdog said on Friday. The virus has been detected in several areas in the region in recent months. (Source: Reuters)*

**> China Bans South Korea Pig Imports on ASF Fears:** *China has banned pig imports from South Korea after the country reported an outbreak of African swine fever last week. Beijing has been battling to bring an outbreak of the disease among its own pork supply chain under control after at least 1.1 million pigs were culled — an official figure that is widely believed to be much higher. South Korea reported several confirmed and suspected cases near their border with North Korea last week. South Korea warned back in June that the disease was "highly likely" to enter the country from North Korea and ordered fences to be erected at farms along the border to prevent possible contact between pigs and wild boar. (Source: Reuters, South China Morning Post)*

**> How Indiana is Becoming a Leader in Agbioscience Innovation:** *When people think of startups in the life sciences and biotech space, images of Silicon Valley often appear in their minds. But as entrepreneurs increasingly face challenges in building a company in the pricey and overcrowded West Coast region, they're starting to consider putting down roots elsewhere. For AgriNovus Indiana, there's no better place to cultivate an agbioscience ecosystem than America's heartland, especially as the region already presents the perfect convergence of three key ingredients: agriculture, biology, and science/tech. AgriNovus is an Indiana state initiative dedicated to promoting and accelerating the growth of the agbioscience community in the region. As part of its founding guidelines and mission statement, AgriNovus focuses on cultivating relationships and innovation among industry players including executives of other industries, innovators, and other industry professionals as opposed to operating as a consumer-facing entity. Several prominent universities with robust agriculture and science departments in Indiana help further bolster the region's powerhouse potential. Big players in the agbioscience arena have already taken note of AgriNovus' efforts in the region. Forbes selected Indiana for the first Forbes AgTech Summit outside of Salinas, California, where it has run for several years. And AgriNovus is hosting the Agbioscience Innovation Summit presented by agribusiness giants Corteva Agriscience and Elanco in November 2019. Read more*



from [AgFunder](#).

**> The Latest Generation Gap in Farming is About Robots:** *On a recent bright, clear day in eastern Nebraska, a small red machine crept through a lush field of soybeans. From the highway, it looked like a small tractor. Up close, its mess of wires came into focus. So did the laptop strapped to the back. This is the Flex-Ro (Flexible Robotic Unit), one of several robots across the world being designed and tested to help farmers maximize crop yield, use fewer pesticides, and manage the industry's dwindling labor market. It's a change some early-career farmers are ready to embrace. But for the average farmer, who's 55 or older and didn't grow up with computers and tables, transitioning to a higher-tech method of farming will not be easy. In order to work for their consumers, robots will need to be smarter than a person, but designed simply enough for any one to troubleshoot with their own tools. Read more from [Harvest Public Media](#).*

**> Toyota is Working on a Solar Powered Car that Never Needs Charging:** *A solar-powered electric car that runs without needing charging may sound impossible, but Toyota, Sharp, and NEDO (New Energy and Industrial Technology Development Organization of Japan) have joined forces with hopes of making it a reality. One of the main drawbacks with fully electric cars is that, even if their sales were to surpass those of petroleum-based vehicles, they'd still need to be charged — which, in turn, means a string of charging docks, requiring space and further funds. Conversely, the sun provides readily available energy without the need for charging docks or extra costs. Due to the fact that the solar cells the companies are working on are only 0.03 mm thick, they can be attached to a wider variety of surfaces including curved areas on cars like the roof, the hood, or the hatchback. By pairing more efficient solar cells with high-capacity batteries to keep vehicles running at night, solar cars have the potential to outperform hybrid vehicles and hydrogen-powered cars. Read more [HERE](#).*

**> Cornell Med School Starts Giving Full-Scholarships to Students:** *Cornell University's medical school had a life-changing announcement for its students. They'll get a top-notch college education and walk out debt-free. Weill Cornell Medicine said Monday it would eliminate medical education debt for all students who qualified for financial aid, starting with the students that entered the program this fall. The decision was made possible by donor gifts, which round up to more than a whopping \$160 million, the university said. More than half of the program's medical students received need-based scholarships, Cornell said, to cover the cost of attendance -- which is about \$90,000 per year. The average student debt for medical students last year was a little more than \$196,000, the Association of American Medical Colleges estimates. And more than 70% of medical education graduates walked out with debt. Learn more from [CNN](#).*

**> Alexa Will Soon be Able to Make Political Donations Through Devices:**

*Starting next month, users of Amazon's voice-controlled home assistant Alexa will be able to dictate their donations to a 2020 presidential campaign. Users will be able to make donations of at least \$5 and up to \$200. Alexa Political Contributions is powered by Amazon Pay, according to the company, and will use the default payment information associated with accounts to complete the campaign donations. With the 2020 election just over a year away, Alexa is "ramping up her elections knowledge and experiences," according to Amazon, which described Alexa as an objective source that can provide customers with information on polls, ballots and election results. Amazon said new features will be added to Alexa over the course of the next year, and will "learn a lot about the types of questions and information you want Alexa to be able to share, and release features that address those requests," according to the company. It sounds like it works similarly to Alexa Donations, which lets users explore different charities and donate with a voice command. (Source: CNN)*

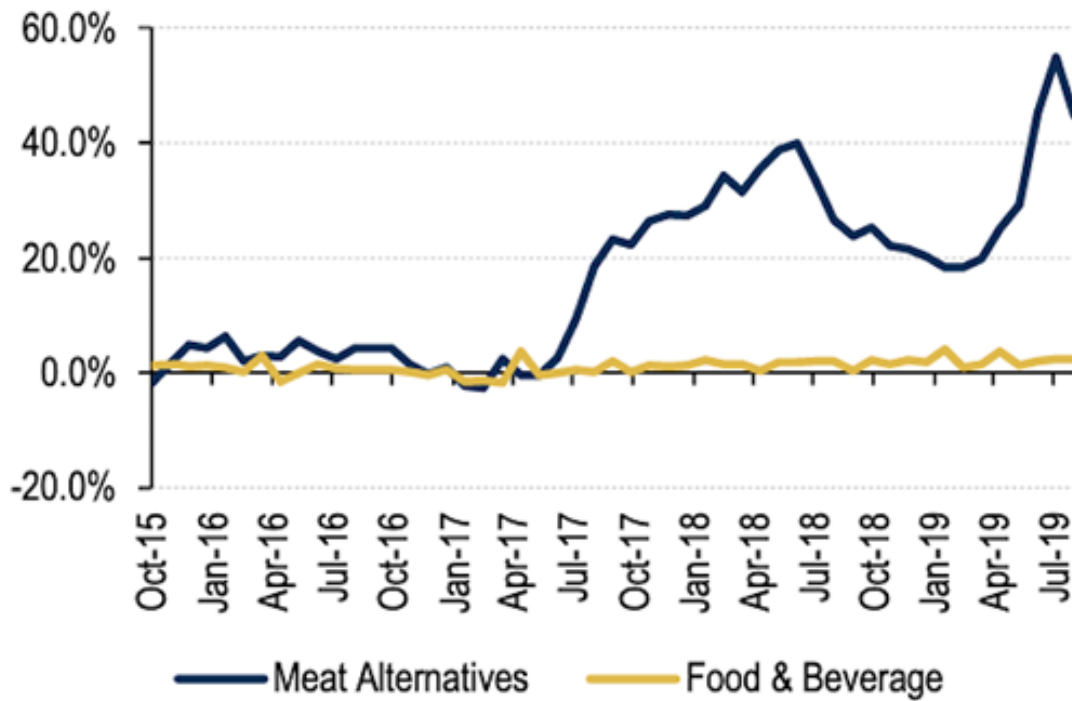
### **> Innovation Versus Preservation: Technology's Planned Obsolescence**

**Problem:** *The world of technology has a problem, and it's not something that we're talking about nearly enough. That problem? We keep making old stuff significantly less useful in the modern day, sometimes by force. We cite problems such as security, maintenance, and a devotion to constant evolution as reasons for allowing this to happen. But the net effect is that we are making it impossible to continue using otherwise useful things after even a medium amount of time. I'm not even exclusively talking about things that are decades old. Sometimes, just a few years does the trick. Apple is getting ready to release its new operating system, Catalina, which drop support for all 32-bit apps, meaning that literally decades of work developed for prior versions of MacOS will become unusable. "The technologies that define today's Mac experience—such as Metal graphics acceleration—work only with 64-bit apps," Apple explains of its decision on its website. "To ensure that the apps you purchase are as advanced as the Mac you run them on, all future Mac software will eventually be required to be 64-bit." Now, if this debate was limited to Apple, that would be one thing, but the truth is, they're just an early adopter. Read more from [Tedium](#).*

**> The Meat is Fake but The Growth is Real:** *Shares of the plant-based alternative meat company Beyond Meat are up more than 500% since the IPO, and investors have gone from seeing the fake meat category as a curiosity to the future of packaged foods business. Last week, several analysts weighed in on the space. Barclays initiated coverage of Beyond Meat shares with a "Buy" rating and \$185 price target. Bank of America Merrill Lynch analysts published their results of a social media survey of the space, writing that "we came away constructive on prospects for the plant-based industry given high level of consumer interest." On the other side of this sits D.A. Davidson's Brian Holland, who told Yahoo Finance a Beyond Meat tie-up with McDonald's might not be the home run some investors think. Meanwhile, Impossible Foods is entering the grocery space, launching its*

signature Impossible Burger in 27 grocery stores in Southern California last week. By the middle of next year, Impossible wants to be in grocery stores across the country. The food and beverage industry, as you can see in the chart below, is not a growth industry. Sales go up a little bit or down a little bit. The 40%+ sales growth seen in the meat alternative space in the last two years could help reset expectations for companies that are either in this space or want to be. Read more [HERE](#).

**Chart 7: US retail sales y/y growth on meat alternatives**



Source: Nielsen

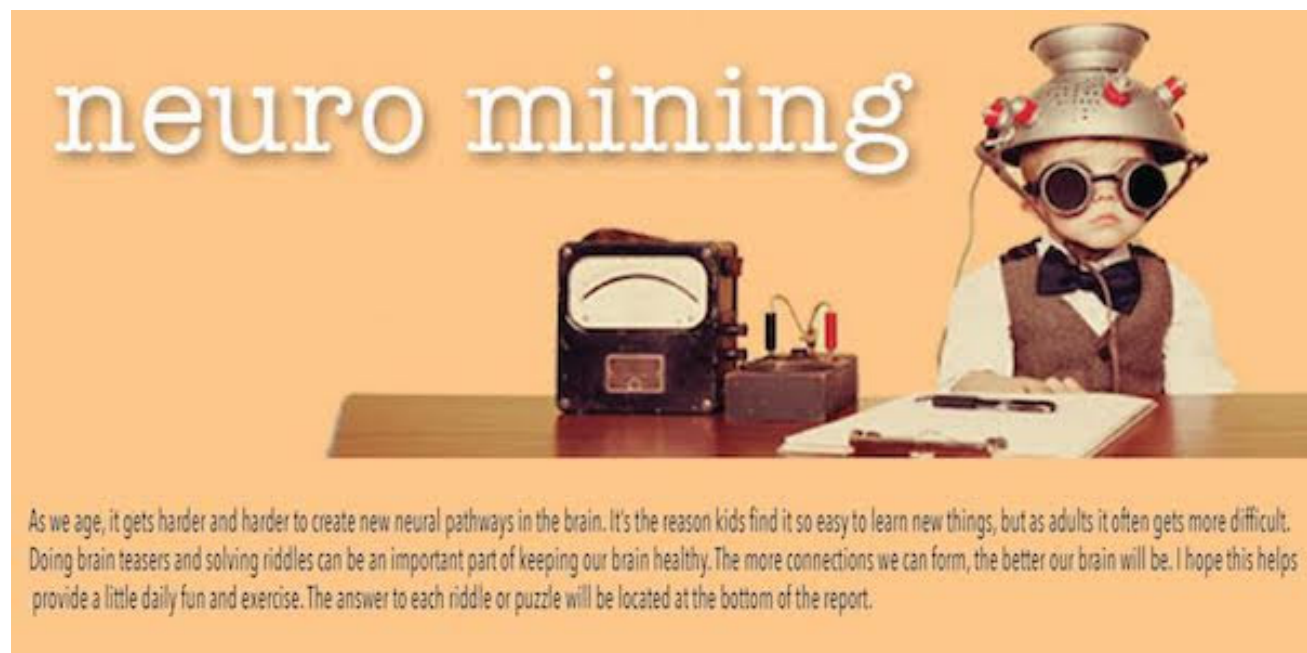


**Northern Minnesota** - We had another big rain last weekend, with a little over 2

*inches in just one day. I wanted to give you a little update on what we are seeing in this area. We should be harvesting soybeans in about 10 days. The corn is still about a month out because we don't want to dry. We have done enough drying in order to get wheat on timely. The mill that we take all our wheat to is kicking 10-15 loads per day because of such bad falling numbers. Another thing that is a little annoying is the lines at the mill are about 10 hours long on an extremely busy day. Normal years you might sit for 3 hours give or take. They are testing every load's numbers. There's just that much bad wheat around.*

**Central Kansas** - *A recent hail just knock our corn around a little. We are still looking at a sizable crop but before the storm we might have had a record. I would have to imagine that we could have harvested 175 bushels per acre but this hail knocked us back to roughly 150 bushels. At least that's what our agronomist is telling us. We usually don't plant for much over 180 bushel crop because we are constantly battling drought and heat. I think we could have pushed this crop over 200 bushel per acre if we planted higher population. Still should be a good year.*

**Western Kentucky** - *Most are seeing early yields about the same as last year, some a bit better. As we move into later planted beans, longer maturity, and double crop beans, the yields are expected to work lower due to lack of rain and heat. Already starting to hear some yields drop off as soybean harvest continues with comments from producers seeing yields in the 50's today. Corn along the northern state line is phenomenal! 200+ bushels per acre. It will likely be a record year on corn in that area. As you move north towards the Ohio River, you run into lots of variability with corn anywhere from 140 to 200 bushels per acre.*



As we age, it gets harder and harder to create new neural pathways in the brain. It's the reason kids find it so easy to learn new things, but as adults it often gets more difficult. Doing brain teasers and solving riddles can be an important part of keeping our brain healthy. The more connections we can form, the better our brain will be. I hope this helps provide a little daily fun and exercise. The answer to each riddle or puzzle will be located at the bottom of the report.



**TODAY'S RIDDLE:** Soft and cuddly, I'll pull on your heart. But take my last name and I'll tear you apart. What am I?



### **Phosphate Fertilizer... and Our Commitment to Rural America!!**

Rock phosphate is a finite resource and its use has quadrupled in the last 50 years as the global population has grown. Researchers are now saying the date when it is estimated to run out is getting closer with each new analysis of demand. It's worth mentioning, that an estimate of the remaining years of rock phosphate supply fell from 300 to 259 in just the last three years, as demand rose, in other words we shaved more than 40 years off supply in the past three years. Meaning if the decline continues at this pace, a case could be made that the world will run out by 2040. Adding to the concerns is the fact as domestic supplies diminish for countries like the U.S., China, and India, not only will prices jump higher on tighter supply, but available supplies could then be located in politically unstable areas. Morocco and the Moroccan-occupied territory of Western Sahara have by far the largest reserve, with China, Algeria, and Syria the next biggest, together representing more than 80% of all global rock phosphate.

Potential recycling solutions abound, but a higher priority needs to be set for efficient use of phosphate fertilizers. For instance, a recent China Agriculture University study found that northern Chinese farmers use about 525 pounds of fertilizer per acre, of which 200 pounds is wasted into the environment. I'm told this is six times more fertilizer and 23 times more waste than the average American farmer in the midwest uses and produces. From what I understand, researchers are developing better soil tests to end the over-application of phosphate, which can lead to the run-off issues that create the "dead" zones in our water supplies.

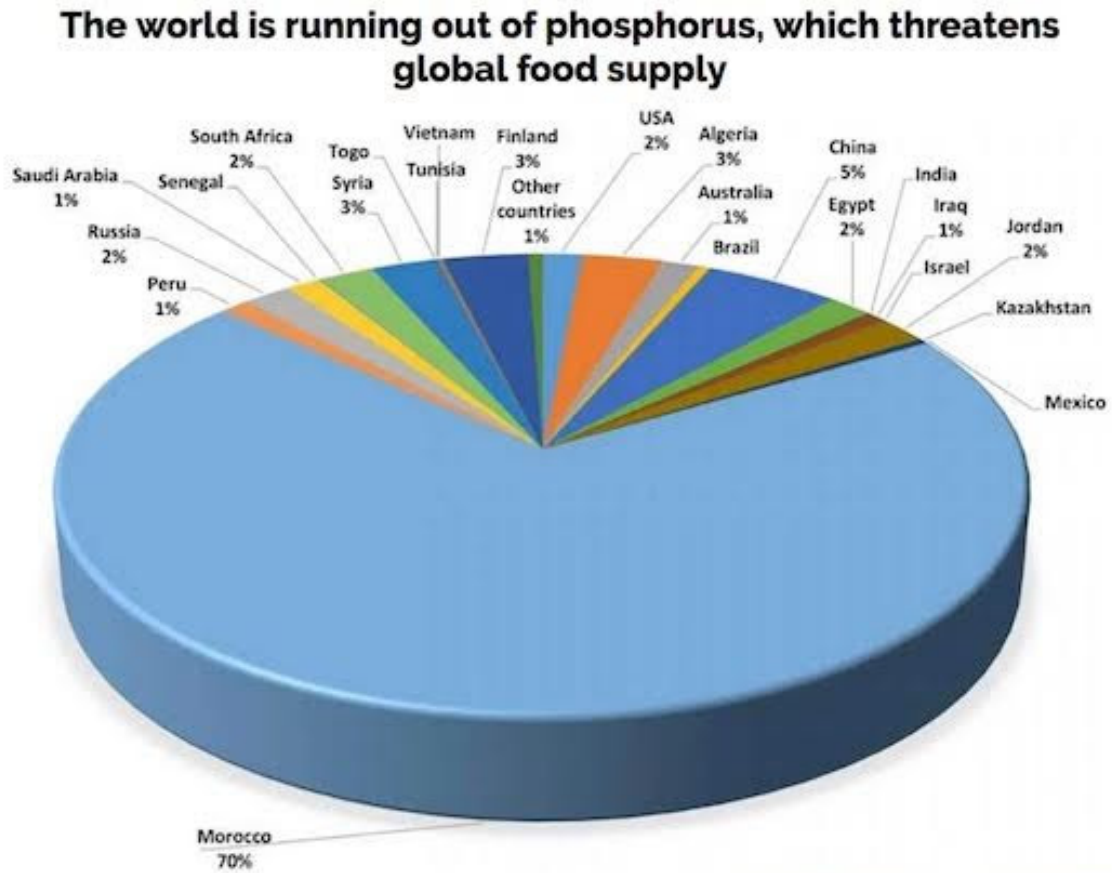
Demand is expected to continue its upward trend as the growing wealth of developing countries allows people to afford more meat which has a "phosphorus footprint" 50 times higher than most vegetables. This, together with the increasing usage of biofuels, is estimated to double the demand for phosphorus fertilizers by 2050. Researchers are now experimenting with recycling phosphate from either



human sewage, manure and abattoir waste, which consists of several pollutants such as animal feces, blood, bone, fat, animal trimmings, etc. and also new plant breeds that can draw the mineral from the soil more effectively. Keep in mind, in the past, the phosphorus cycle was closed as crops were eaten by humans and livestock and their feces were used as natural fertilizers to grow crops again. That cycle no longer exists as 220 MT of phosphate rock are mined but only a minimal amount makes it back into the soil.

Looking ahead, the depletion rate is definitely a bigger concern for developing countries who remember the violent riots that occurred in 2008 when prices increased over 600% and directly affected food costs. It doesn't appear to be a matter of if but rather when our finite supply of rock fertilizer will be depleted to the point of causing sharp price increases and political instability. It will be interesting to see what solutions science and business provide for the mounting issues surrounding phosphate, greenhouse gas, and water supplies. This is another opportunity for us to collectively address issues we see on our radar or simply turn and keep doing what we've been doing. Make sure you are being proactive in getting involved with the decision making in your local area. As producers, I believe we have the power to help set the policy if we can just get more people involved. Sitting around and complaining as we let others set our policy is not the answer. We all have a responsibility to be involved and voice our respective opinions and ideas. The future of Rural America needs us! (Source: theconversation, MIT, guardian)





By ASRASR (Own work) [CC BY-SA 4.0], via Wikimedia Commons



### **Fall Officially Begins Today!**

Today is officially the first day of Fall. Before it was called "Fall", it was called "Autumn", and before then it was called "Harvest". While the modern names of winter and summer have been around for more than 1,000 years, the names of fall and spring are more recent—and less constant. Americans tend to use the word Fall while most of Europe prefers the word Autumn. Regardless of your preference, today is when the sun is directly in line with Earth's celestial equator, or the equator projected onto the sky. Both day and night will last about equally as long today, with approximately 12 hours of daylight and 12 hours of darkness. This same phenomenon occurs on the spring equinox. Unlike spring though, the Northern hemisphere will begin receiving less direct sunlight due to the tilt of the Earth's axis, bringing shorter and cooler days. With fewer hours of sunshine comes a change in leaf color as trees begin to go into hibernation, producing less green chlorophyll and allowing brilliant reds, oranges and yellows to peak through. The date of the fall equinox (and its spring counterpart) varies slightly each year, sometimes falling on the 23rd, 24th or 25th depending on the quirks of the calendar, along with Earth's slightly irregular orbit. Below are some fun facts about the fall equinox.



**Why Trees Lose Their Leaves** - *All deciduous trees will eventually shed their leaves as they head into dormancy for the winter. It's a brilliant self-preservation technique, where the pathways that carry water to and from the leaves are "shut off." This is due to the fact that if this soft vegetation contained water when harsh winter temperatures arrived, they would freeze and damage the leaf stems and then the limbs. In the end, the damage would eventually kill the tree. There is the exception though, with so-called "evergreen" trees. Evergreens do actually lose their "leaves", but they do it in batches instead of all at once. Think of it like your own hair, which is continuously falling out and being replaced. Evergreen species also have a waxy coating which makes them resistant to the cold and keeps them from drying out. While the trees may look like they do even in warm weather, they are mostly dormant over the winter.*

**Changing Leaf Colors** - *With fewer hours of sunshine comes a change in leaf color as trees begin to go into hibernation, producing less chlorophyll. You may recall from your grade school science class that chlorophyll is the key component in a plants ability to turn sunlight into glucose, which in turn feeds the trees. Many millions of these chlorophyll cells saturate the leaves, ultimately making them appear green to the eye. However, when chlorophyll production slows down, the "true" color of the leaves are revealed, giving way to the brilliant reds, oranges and yellows of autumn foliage. Red and purple leaves are only that color because of the presence of sugars and sap that are trapped within the leaves. These sugars provide plants with the energy they need to survive. Evergreen trees such as pines, cedars, and spruces stay green because their leaves (needles) are covered with thick wax and they contain materials that prevent freezing when it gets cold. The U.S. National Parks Service actually has a state-by-state guide that outlines peak fall foliage, what the typical colors are and some of their recommended viewing spots.*

**Migrating Birds** - *Fall is a peak migration time for many species of birds. During autumn, birds will fly to other areas seeking more hospitable climates. The Arctic tern journeys about 11,000 miles each way for its annual migration. That is like going all the way across the United States about three and a half times!*

**Fall's Full Moon** - *Autumn is preceded by the arrival of the Harvest Moon. Full moons are named for the month or season in which they rise and the Harvest Moon is the full moon closest to the autumn equinox, which occurred on the night of Sept. 16 this year. Before artificial lighting, farmers took advantage of the full moon's light to harvest their*

*crops. In late summer and early autumn, many crops ripen all at once, making lots of work for farmers who had to stay in the fields after sundown to harvest all the goods. This late season light, or the "Harvest Moon", was essential to getting everything out of the fields.*

**Enjoy The Northern Lights** - *The aurora borealis, also known as the Northern Lights, tends to be visible this time of year. This is because geomagnetic storms are about twice as likely to occur during the fall thanks to cool evening weather.*

**Start The Diet Early** - *Weight gain around this time of year may not only be due to comforting fall foods like pumpkin pie and cider, but researchers have found the transition and dialing back of sunlight and "vitamin D" could reduce fat breakdown and triggers increased fat storage. Kinda of like when a bear's body prepares for hibernation during the winter months. Perhaps our bodies are wired to store more food as we head into the winter months?*











### **Just Because You're "Different" Doesn't Mean You're "Deficient"**

This video features Jonathan Mooney, who when younger was always the slow kid in class. Called 'stupid' and 'lazy' most of his life, he believed that because he was different, he was deficient. Today, Jonathan is an award-winning writer, entrepreneur, and activist. Keep in mind, Jonathan did not learn to read until he was twelve years old.

Opposed to being a high school drop out, Jonathan became a college graduate from the esteemed Brown University with an honors degree in English literature; Instead of flipping burgers he ended up writing books; And instead of becoming an inmate he became an advocate creating organizations and initiatives that help people who are battling against the odds.

I think many of us have children or friends with children who struggle to fit in. I believe it's critically important to let them know just because they are different doesn't mean they are deficient. This is a great message and I encourage everyone to share with family and friends. If it can help just one person see life

from a different perspective it's all worth it! Click [HERE](#) to watch the video.





**“WHAT SETS YOU  
APART CAN  
SOMETIMES FEEL LIKE  
A BURDEN AND IT’S  
NOT. AND A LOT OF  
THE TIME, IT’S WHAT  
MAKES YOU GREAT.”**

*- Emma Stone*





**ANSWER to riddle:** A teddy bear.



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**Corn 2018 Crop**

**80% SOLD**

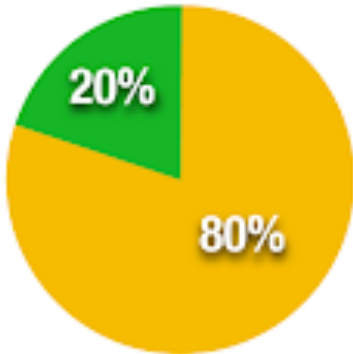
**Soybean 2018 Crop**

**80% SOLD**

**Wheat 2018 Crop**

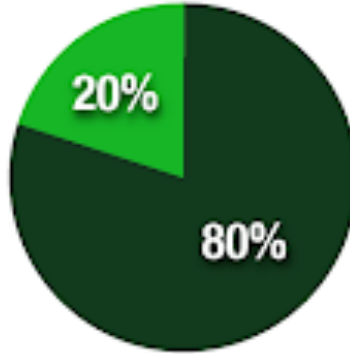
**100% SOLD**

**20% HEDGED**  
**0% UNPROTECTED**



**Corn 2019 Crop**

**20% HEDGED**  
**0% UNPROTECTED**



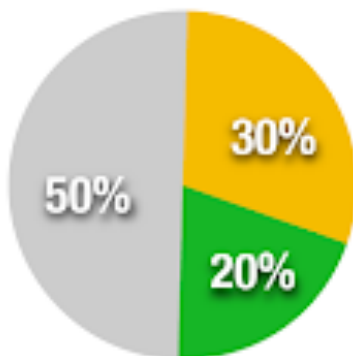
**Soybean 2019 Crop**

**0% HEDGED**  
**0% UNPROTECTED**



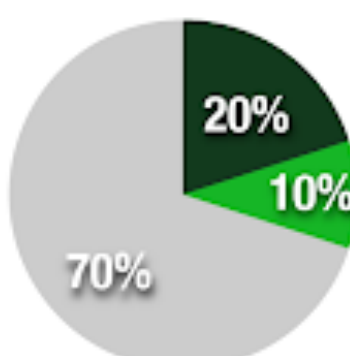
**Wheat 2019 Crop**

**30% SOLD**  
**20% HEDGED**  
**50% UNPROTECTED**



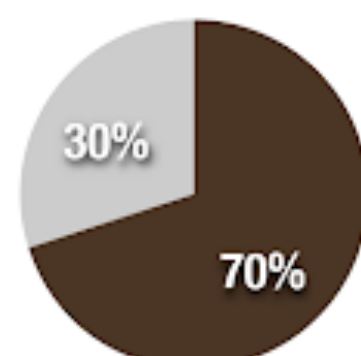
**Corn 2020 Crop**

**20% SOLD**  
**10% HEDGED**  
**70% UNPROTECTED**



**Soybean 2020 Crop**

**100% SOLD**  
**0% HEDGED**  
**0% UNPROTECTED**



**Wheat 2020 Crop**

**0% SOLD**  
**0% HEDGED**  
**100% UNPROTECTED**



**0% SOLD**  
**0% HEDGED**  
**100% UNPROTECTED**



**0% SOLD**  
**0% HEDGED**  
**100% UNPROTECTED**



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