



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

**Fwd: GOOD MORNING: The Van Trump Report 10-1-19**

1 message

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To: Drew Durham <josh@farmdirection.com>

Tue, Oct 1, 2019 at 8:12 AM

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"Don't gain the world and lose your soul. Wisdom is better than silver or gold." —  
**Bob Marley**

**Tuesday, October 1, 2019**[Printable Copy](#) or [Audio Version](#)

**Morning Summary:** U.S. stock markets have closed out another tumultuous month and quarter, with the S&P 500 now up almost +19% for the year. That's the best three-quarter performance start to a year since 1997. That impressive performance includes the index's recovery from a -6.59% loss in 2018, so overall gains year-to-date are less impressive, with the S&P 500 up only slightly compared to this time last year. Markets have had a lot to contend with over the last year, though, so the fact that the major indexes are in positive territory at all comes as a surprise to many. U.S. economic data has helped underpin the upward momentum even with signs of a global economic slowdown and the trade war with China. Data released yesterday is a bit more concerning however, as the Chicago PMI fell -3.3 points to 47.1 in September, pushing the index into contraction territory (below 50). Both the production and business confidence components fell

to 10-year lows. While this is just a snapshot for one U.S. region, it does raise concerns that tomorrow's ISM Manufacturing Index may also deliver disappointing news. The index fell into contraction territory last month. Today also brings PMI Manufacturing and Construction Spending. Fed speakers are out in force today, with speeches scheduled from Chicago Fed President Charles Evans, St. Louis Fed President James Bullard, Fed Board of Governors Vice Chairman Richard Clarida, and Fed Member of the Board of Governors Michelle Bowman. Traders are also keeping an eye on oil prices which are starting to come under pressure with Saudi Arabia announcing it has restored full oil production capacity to the levels they were at before attacks on its facilities on Sept. 14. According to Saudi Aramco executives, current capacity may be even higher than the pre-attack level of about 9.7 million barrels per day in order to replenish inventories. The announcement comes as traders have been growing more bearish about global demand amid slowing global economic growth, particularly China and the European Union. Investors are also looking ahead to the new round of tariffs set to hit \$250 billion of Chinese imports on Oct. 15 and another round on approximately \$200 billion worth of goods on December 15. These will mostly hit household goods and analysts worry those costs will be passed on to consumers, in turn denting consumer spending and perhaps consumer confidence. Lets hope it doesn't come to that as U.S. and Chinese negotiators will be back in Washington late next week, October 11-12, trying to hammer out some type of trade resolution. Bottom-line, I fully expect to see stock market volatility pick up during the next 30 to 45 days, so make certain you are positioned to handle the wild swings.



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Kevin Van Trump, CEO of Farm Direction

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**Visit to Vermont Worth the Trip!** *Michelle and I continue our journey across the upper northeast. Several subscribers wrote in the past few days and gave us some tips on what to see. Everyone kept saying the farms in Vermont are worth the time so we had to check it out. I totally agree! If you ever get the chance, Vermont in the Fall is definitely worth the trip. We especially loved the drive along the eastern edge of the Green Mountains, located in south-central Vermont, and called the "Scenic Route 100 Byway". The route is recognized by Yankee Magazine as one of "the most scenic drives in all of the Northeast". It connects some of the best Northeastern winter skiing and riding and during the rest of the year, there's great hiking, biking, and golf. The road is also the main thoroughfare for some of Vermont's most well-known resort towns, including Wilmington, Ludlow, Killington, Warren, and Stowe. I included a few of the pics from yesterdays journey below. The colors are even more amazing in person. The trees and landscape this time of year are unbelievable. I've never had the opportunity to see corn fields and cattle with such a colorful backdrop, it certainly adds a new perspective. Good Stuff!*















**U.S. Growth Seen Falling To 1.7% Next Year:** *The U.S.-China trade war is weighing down expectations for economic growth, which economists expect will stall at 1.7% in 2020, according to an analysis by S&P Global Ratings. The company's economists see growth dropping to 2.3 percent this year, down from previous estimates of 2.5 percent, and say trade is a major reason that otherwise good economic news isn't shining through. "Consumer spending and the U.S. labor and housing market are strong," said Beth Ann Bovino, S&P Global's U.S. Chief Economist. "But the trade war, coupled with waning fiscal stimulus and slowing global growth, suggest that the domestic signs of strength may not be enough," she added.*

**"Lowell Cafe" ... First U.S. Restaurant and Bar to Allow Customers to Smoke Marijuana Inside and Outside:** *From what I'm hearing and reading, the cafe will have flower hosts who "serve as your cannabis guide" by learning about your prior marijuana experiences and helping "personalize your cannabis order". Another server will take food and nonalcoholic drink orders. Each menu item will also "have a suggested product to smoke or vape with" as the "food menu is inspired by the different flavor profiles in the strains of cannabis." Some opening dishes will include everything from sticky tamarind wings and vegan nachos to miso-glazed pork belly and jalapeno mac and cheese bites. You guessed it, the first U.S. restaurant and bar to*

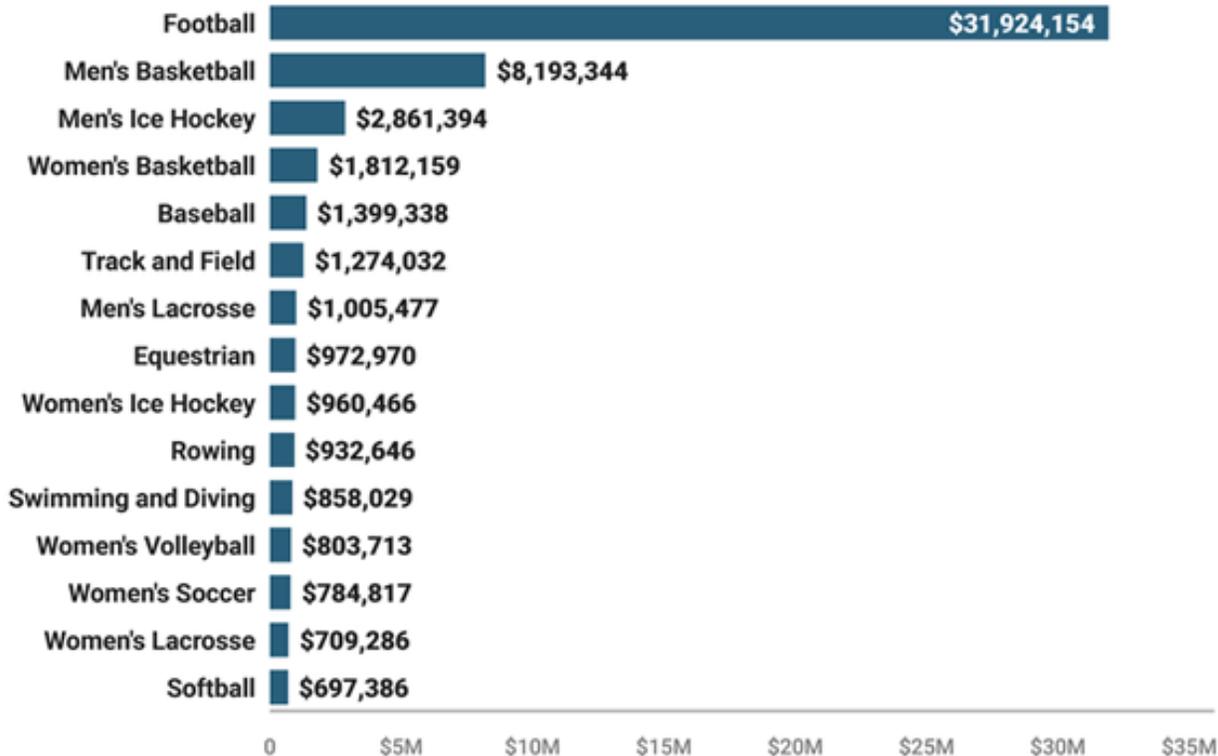
allow open "weed" smoking will happen in West Hollywood, California. You can read more [HERE](#)

**Saudi Arabia Warns Of Soaring Oil Prices Unless "Firm Action" Is Taken Against Iran:** Saudi Crown Prince Mohammed bin Salman said in a new interview that global energy supplies could be disrupted over the country's dispute with Iran, with oil prices jumping "to unimaginably high numbers." The kingdom's de facto leader, in an interview with CBS' "60 Minutes" that aired Sunday, also said the dispute with Iran could escalate — and would threaten the global economy. "If the world does not take a strong and firm action to deter Iran, we will see further escalations that will threaten world interests," Crown Prince Mohammed said. "Oil supplies will be disrupted and oil prices will jump to unimaginably high numbers that we haven't seen in our lifetimes." He was addressing the September 14 attacks against two Saudi oil facilities, which the US and Saudi Arabia have blamed on Iran. In a wide-ranging interview, the crown prince told "60 Minutes" that he hoped there would not be a military response to Iran, saying a "political and peaceful solution is much better than the military one." He warned that the implications of the attack could hamper the global economy. "The region represents about 30% of the world's energy supplies, about 20% of global trade passages, about 4% of the world GDP," he said on the program. "Imagine all of these three things stop. This means a total collapse of the global economy and not just Saudi Arabia or the Middle East countries." (Source: Business Insider)

**Governor Signs Bill Allowing College Athletes To Profit From Endorsements:** California governor signs bill allowing college athletes to profit from endorsements Senate Bill 206, which takes effect January 1, 2023, gives college athletes the ability to profit off their name, image and likeness. Newsom signed the bill over the protest of the NCAA, which has warned of national fallout over the measure. Most notably, in the eyes of the NCAA: if college athletes in California profit off their name, image and likeness, they could be found in violation of the organization's longstanding amateurism rules. If that were ruled true by the NCAA, teams and athletes from the state of California would be subject to a ban from NCAA championship competition. California is the first of what could become many states to allow student-athletes to profit off their name, image and likeness. If that happens, the NCAA would have virtually no choice but to alter its rulebook due to the sheer volume of states and schools therein that would be empowered under similar legislation as to what Newsom signed into law Monday. Two other states, Washington and Colorado, are already exploring similar laws, while New York and South Carolina have also entered the introductory stages of similar legislation. Read more from [CBSSports](#).

SPORTS CHART OF THE DAY

NCAA AVERAGE REVENUE BY SPORT



SOURCE: Department of Education based on average revenue from 127 FBS schools

BUSINESS INSIDER

FARM TANK

Tweets of the Day





**Jon Erlichman** ✓  
@JonErlichman



**Jeff Bezos started Amazon in his garage**

**Revenue in year 1: \$0 (pre-launch)**

**Revenue in year 10: \$7 billion**

**Revenue in year 20: \$89 billion**

**Revenue this year: \$279 billion  
(estimate)**



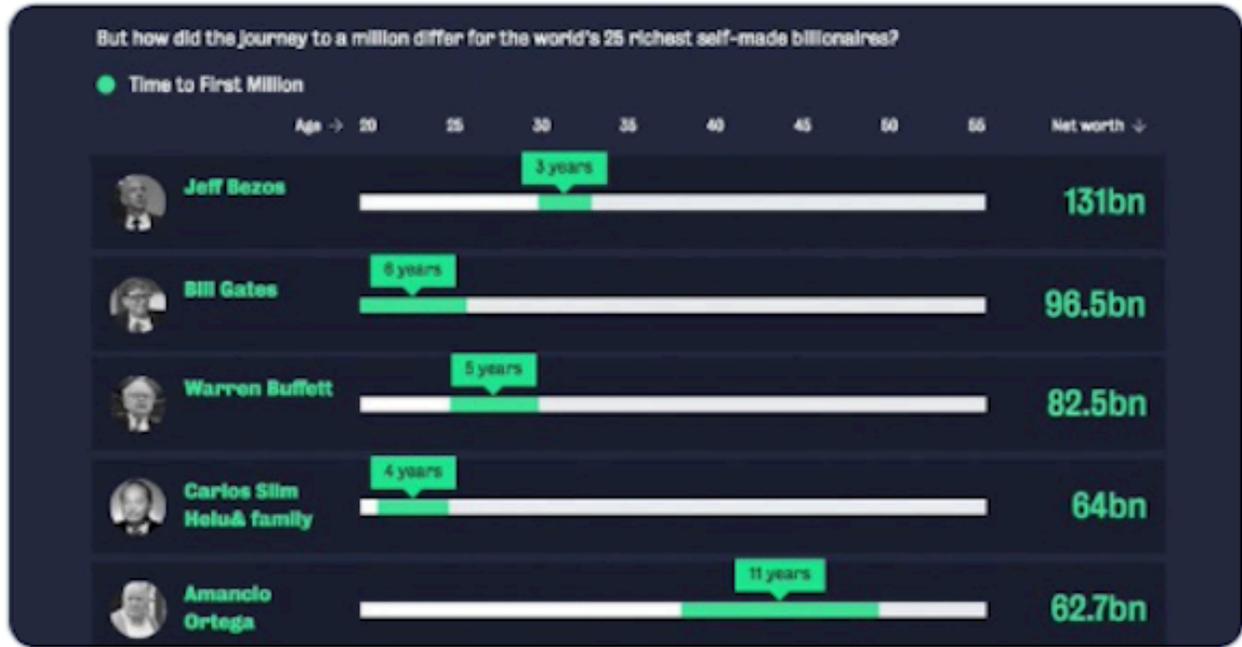


**Visual Capitalist** ✓  
@VisualCap



# How Long it Took Billionaires to Earn Their First \$1 Million

[visualcapitalist.com/how-long-it-to...](https://visualcapitalist.com/how-long-it-to...)





**Mike Hanke**  
@carmic96



#harvest19 is officially done on the Hanke farm. The old 9600 still plugs away after 30 years, many repairs and a few choice words whether to bother fixing again and again.





**Pinche Honkey™**  
@pinchehonkey



Awesome evening for [#corn](#) [#harvest19](#)





**Bill Robertson**  
@arcottonman



Anxious to see the picker in this [#cotton](#) as we get started on [#harvest19](#) in Arkansas





The Old Man Club  
@TheOldManClub



Do you think they saw this one coming?





**Inspired Motivation Quotes**

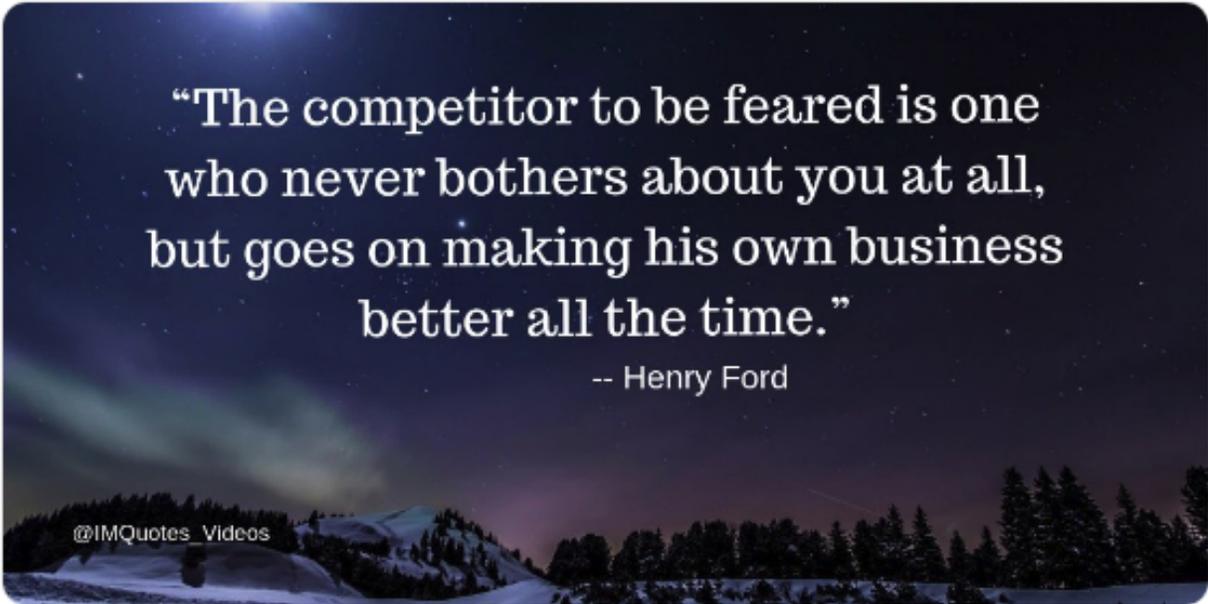
@IMQuotes\_Videos

Following



Stay focused on your own goals, and don't worry so much about what others are doing.

#Motivation



“The competitor to be feared is one who never bothers about you at all, but goes on making his own business better all the time.”

-- Henry Ford

@IMQuotes\_Videos

A promotional graphic for the FarmCON 2019 conference. The background is a night scene of a large crowd gathered in front of a green combine harvester. The text is overlaid on the image. At the top, it says 'HELPING TO REVIVE RURAL AMERICA!' in white. Below that, in large, bold, white letters, are the words 'BUSINESS.', 'PROFIT.', 'SCALE.', and 'AUTOMATION.'. In the bottom left, there is a white box containing the text 'FARMCON' in large letters, with 'Conference for Creative Minds in Agriculture' underneath. To the right of this box, it says 'JANUARY 15th & 16th' in large letters, with 'KANSAS CITY, MO' below it. In the bottom right corner, there is a small white box with the text 'Limited Tickets Available. Reserve Your Spot Now!' in black.

HELPING TO REVIVE RURAL AMERICA!

**BUSINESS.  
PROFIT.  
SCALE.  
AUTOMATION.**

**FARMCON**  
Conference for Creative Minds in Agriculture

JANUARY  
**15<sup>th</sup> & 16<sup>th</sup>**  
KANSAS CITY, MO

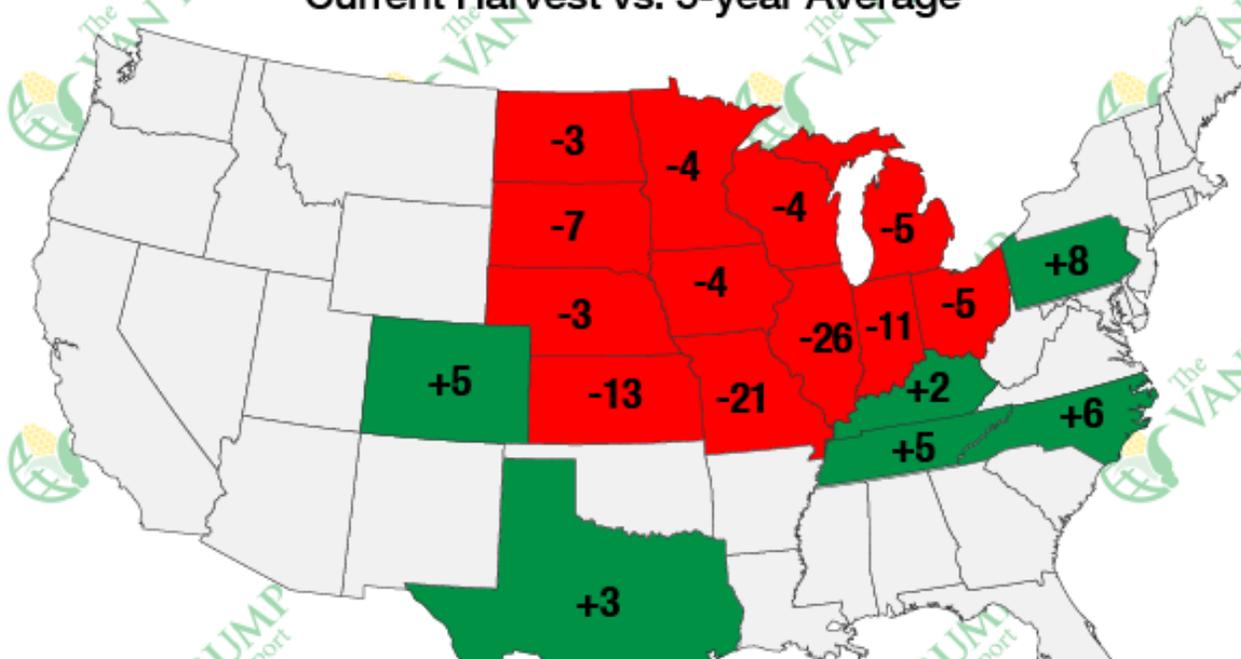
Limited Tickets Available. Reserve Your Spot Now!

**Corn** bulls were excited to see the lower than expected USDA Quarterly Stocks estimate. Several sources inside the trade suspect the USDA made the surprise adjustment lower because they had either overestimated last years production, underestimated feed and residual demand, or perhaps some combination of the two. However you want to slice it, September 1 corn stocks were -331 million bushels below the USDA's August forecast. The question moving forward is if this will be enough to generate fresh new bullish money or simply shake some of the bears? If we can't get sustained new bullish interest the market will lose its momentum as soon as the bears are done liquidating. Let's also keep in mind, we could start seeing a more significant amount of old-crop bushels being sold on the rally. We are also going to start running into a lot heavier technical resistance on the charts. As I've said several times the past few weeks, the DEC19 contract will run into much stiffer resistance on the chart between \$3.90 and \$4.05 per bushel. I should also note, the 200-Day Moving Average is just north of \$4.00 per bushel. If we can close above this area the next major set of hurdles will fall between \$4.20 and \$4.40 per bushel. From my perspective, it will take a U.S. yield estimate sub-160 and a South American weather story brewing to test these

limits. From what I can gather, the trade is looking for a U.S. average yield estimate somewhere between 163 and 168 bushels per acre. The USDA is currently forecasting a 168.2 bushel per acre average yield. Bears will argue that overall demand still remains a major headwind as both U.S. exports and corn used for ethanol are highly debatable. The USDA also reported that corn stored "on-farm" was up +22%, while "off-farm" stocks are down -10% from a year ago. Looking ahead, the trade will continue to closely monitor U.S. and South American weather. We should also start hearing more first-hand details and specifics about the U.S. harvest. The USDA showed the U.S. harvest now 11% complete vs. the 5-year average of 19% by this date. Overall weekly crop-conditions were left "unchanged" at 57% rated "Good-to-Excellent". Corn classified as "mature" was shown at 43% vs. the 5-year average of 73% by this date. As a producer, I would like to get another 10% to 20% of my corn priced by yearend. That would bring me to 60% to 70% priced, with the goal to price the remaining cash bushels between New Year and the 2020 Presidential election. As a spec, I continue to hold a bullish position but am paying very close attention to money-flow and overall momentum. I will be looking to lighten the load a bit at the upper end of the range.

## U.S. Corn Harvested September 29, 2019 [Week 39]

Current Harvest vs. 5-year Average





<b>US Corn Harvested</b>					
State	2017	2018	5-yr avg	This Week	Change vs LW
Colorado	5	10	7	12	8
Illinois	21	45	30	4	2
Indiana	16	26	19	8	5
Iowa	6	10	6	2	2
Kansas	39	45	41	28	9
Kentucky	56	59	56	58	14
Michigan	7	9	5	0	0
Minnesota	2	7	4	0	0
Missouri	44	62	47	26	11
Nebraska	12	16	11	8	5
North Carolina	85	82	81	87	6
North Dakota	2	6	3	0	0
Ohio	8	10	10	5	3
Pennsylvania	13	8	15	23	11
South Dakota	3	10	7	0	0
Tennessee	74	63	69	74	16
Texas	75	70	69	72	7
Wisconsin	2	9	4	0	0
<b>Total</b>	<b>17</b>	<b>25</b>	<b>19</b>	<b>11</b>	<b>4</b>

<b>Corn Dented vs 5-year Average</b>				
<b>State</b>	<b>29-Sep-19</b>	<b>5-year Average</b>	<b>Difference</b>	<b>Acres Behind the 5-yr</b>
Illinois	85	99	-14	1,463,000
Iowa	90	98	-8	1,056,000
Minnesota	88	98	-10	740,000
Wisconsin	67	91	-24	681,600
Ohio	70	96	-26	673,400
North Dakota	75	95	-20	654,000
Indiana	84	97	-13	637,000
South Dakota	84	97	-13	521,300
Michigan	72	90	-18	306,000
Nebraska	95	98	-3	289,500
Missouri	96	100	-4	122,400
Kansas	96	98	-2	120,000
Pennsylvania	87	92	-5	48,000
Colorado	93	96	-3	36,600
Texas	100	97	3	61,500
Kentucky	99	98	1	15,000
North Carolina	100	100	0	-
Tennessee	100	100	0	-
<b>Total</b>	<b>88</b>	<b>98</b>	<b>-10</b>	<b>7,661,000</b>

Corn Mature vs 5-year Average				
State	29-Sep-19	5-year Average	Difference	Acres Behind the 5-yr
Iowa	36	74	-38	5,016,000
Illinois	40	86	-46	4,807,000
Minnesota	22	67	-45	3,330,000
Nebraska	52	72	-20	1,930,000
Indiana	41	76	-35	1,715,000
South Dakota	29	64	-35	1,403,500
North Dakota	15	57	-42	1,373,400
Wisconsin	16	54	-38	1,079,200
Ohio	27	62	-35	906,500
Kansas	73	84	-11	660,000
Michigan	17	53	-36	612,000
Missouri	72	90	-18	550,800
Colorado	41	51	-10	122,000
Texas	79	82	-3	61,500
Pennsylvania	62	65	-3	28,800
North Carolina	98	99	-1	8,900
Tennessee	98	96	2	18,400
Kentucky	90	90	0	-
<b>Total</b>	<b>43</b>	<b>73</b>	<b>-30</b>	<b>22,983,000</b>

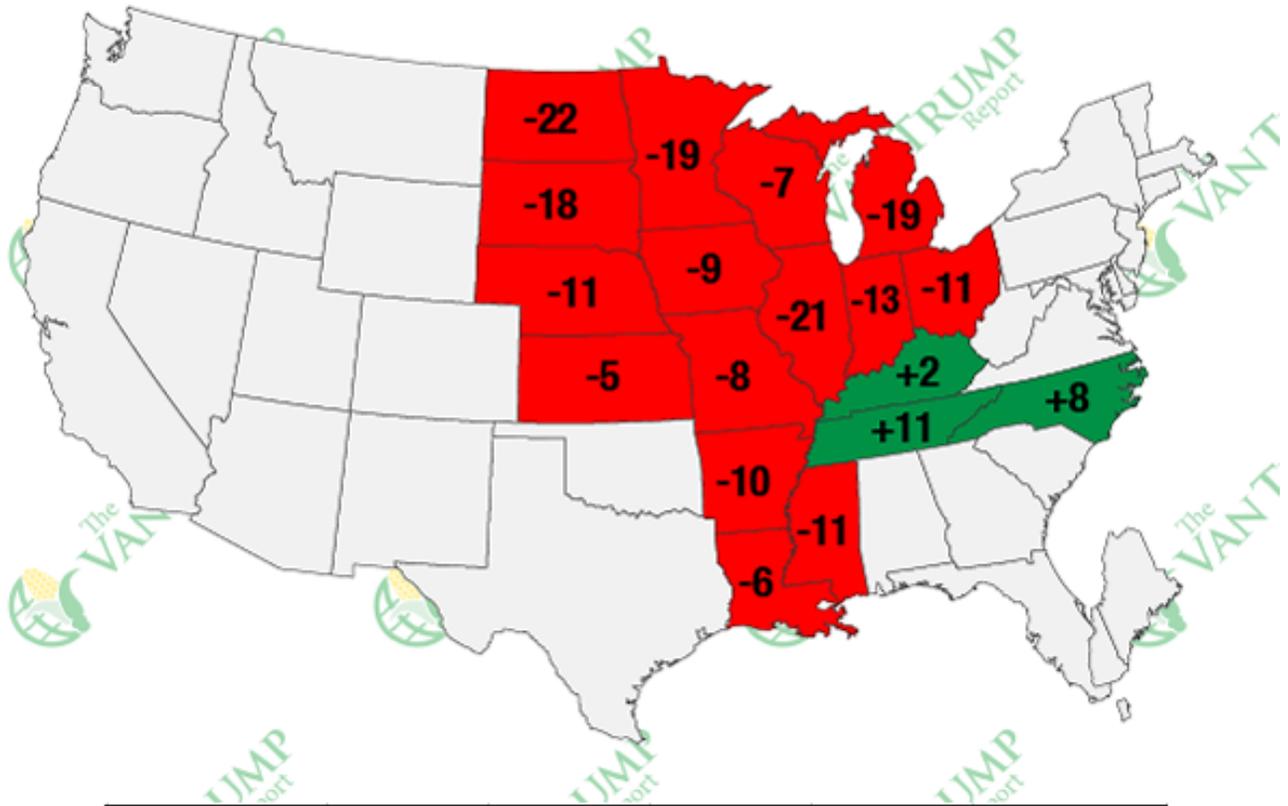
**Soybean** bulls are happy to see a wet U.S. forecast, cooler temps, and a tighter U.S. balance sheet. In case you missed the headline, the USDA lowered last years production estimate by trimming harvested acres and lowering the average yield by -1.0 bushel per acre to a 50.6 bushel average. In turn, this probably drops the new-crop ending stocks estimate into the sub-550 million bushe range and makes the balance sheet much more interesting. Technically, bulls are talking about the NOV19 contract posting its highest close since late-July. Remember, \$9.05 was the higher end of that nearby range we've been stuck in. Perhaps we could now see some type of technical breakout to the upside? As a spec, I remain long, but planning on banking some profits and peeling back some length up between \$9.15 and \$9.30 per bushel. As a producer, I will be considering some small new-crop cash-sales up in the \$9.20 to \$9.40 range. I should note, the USDA showed the U.S. soybean crop 7% harvested vs. the 5-year average of 20% by this date. The USDA also bumped its weekly crop condition estimate higher from 54% to 55% rated "Good-to-Excellent". Bears are pointing to the fact, crop-conditions in each

of the top-4 production states (IA, IL, MN, and NE) all improved last week by +1%. Despite improving crop conditions, I still think we could see higher prices out on the horizon. I'm staying patient as both a spec and producer!

# U.S. Soybean Harvest

September 29, 2019  
[Week 39]

Current Harvest Pace vs. 5-year Average



US Soybean Harvested					
State	2017	2018	5-yr avg	This Week	Change vs LY
Arkansas	47	20	35	25	5
Illinois	30	32	22	1	-31
Indiana	24	22	19	6	-16
Iowa	16	14	12	3	-11
Kansas	13	6	7	2	-4
Kentucky	17	20	17	19	-1
Louisiana	85	69	74	68	-1
Michigan	21	10	10	7	-3
Minnesota	13	25	24	5	-20

Mississippi	64	50	57	46	-4
Missouri	13	10	9	1	-9
Nebraska	19	25	17	6	-19
North Carolina	10	5	6	14	9
North Dakota	18	29	26	4	-25
Ohio	24	14	17	6	-8
South Dakota	10	20	19	1	-19
Tennessee	14	18	16	27	9
Wisconsin	16	12	8	1	-11
<b>Total</b>	<b>22</b>	<b>22</b>	<b>20</b>	<b>7</b>	<b>-15</b>

## Soybeans Dropping Leaves vs 5-year Average

State	29-Sep-19	5-year Average	Difference	Acres Behind the 5-yr
Illinois	41	76	-35	3,479,000
Iowa	49	77	-28	2,556,400
Minnesota	60	85	-25	1,705,000
Indiana	49	80	-31	1,664,700
Ohio	48	80	-32	1,334,400
Missouri	26	49	-23	1,156,900
South Dakota	58	89	-31	1,072,600
Kansas	44	59	-15	682,500
Wisconsin	42	72	-30	534,000
Nebraska	75	84	-9	445,500
North Dakota	86	93	-7	395,500
Michigan	56	77	-21	361,200
Arkansas	62	72	-10	265,000
Mississippi	80	84	-4	66,800
Louisiana	91	92	-1	8,700
North Carolina	59	46	13	198,900
Tennessee	71	67	4	58,800
Kentucky	55	53	2	33,800
<b>Total</b>	<b>55</b>	<b>76</b>	<b>-21</b>	<b>15,214,500</b>

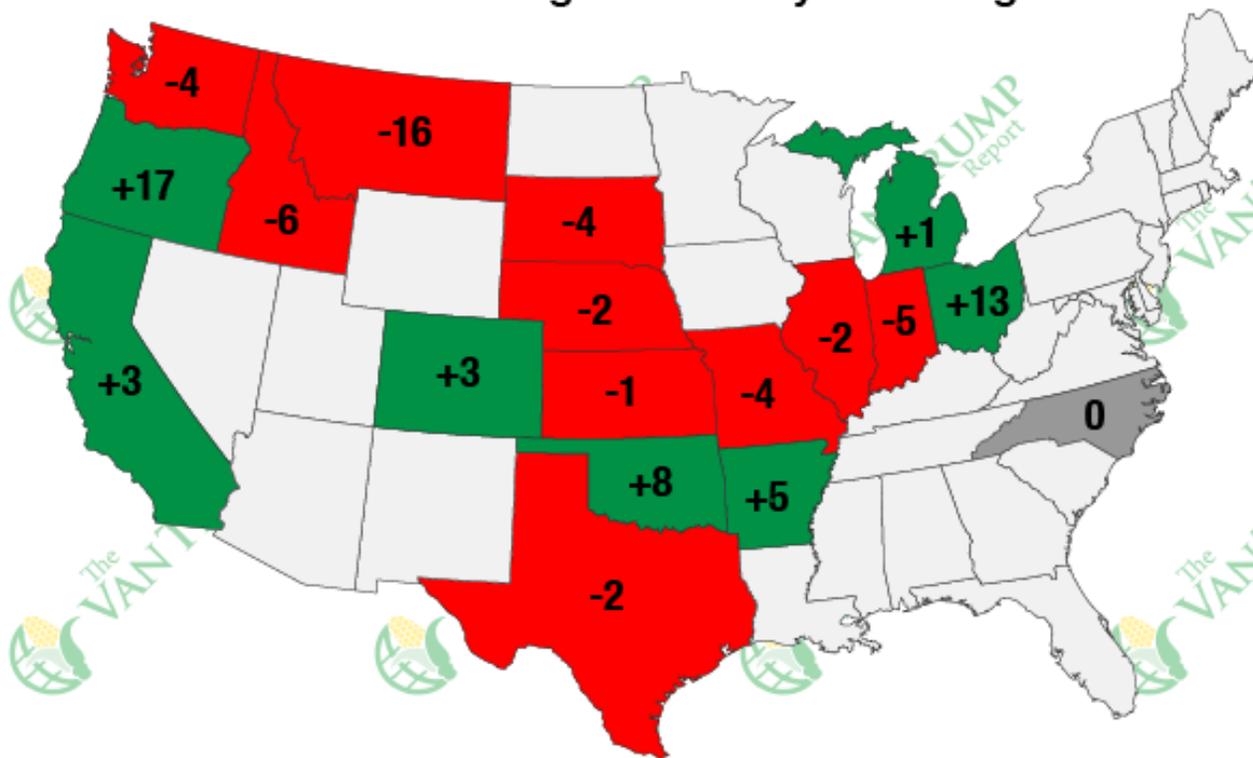
**Wheat** bulls are pointing to multi-week highs for the winter wheat contracts as the weather starts to more heavily complicate planting. On the flip-side, the spring wheat contract has taken a few small steps backward as the USDA now estimates a higher-than-expected spring wheat crop. The good news for the bulls is the fact the USDA lowered its estimate of U.S. winter wheat production by -25 million bushels from its August crop report. Unfortunately, the USDA raised its estimate of

spring wheat production by +3 million bushels, which was higher than most all trade estimates. From my perspective, demand still remains a significant concern. Stiff export competition from the European Union and the Black Sea region, along with a strong U.S. dollar could work to keep a lid on most rallies without a more significant and wide-spread weather story. I also believe we will need to see some type of improved global macro outlook to help the bulls with some of the heavy lifting. As both a producer and a spec, I remain patient and on the sideline. I see no compelling argument or reason to be an aggressive bull.

## U.S. Winter Wheat Planted

September 29, 2019  
[Week 39]

Current Planting Pace vs. 5-year Average



US Winter Wheat Planted					
State	2017	2018	5-yr avg	This Week	Change vs LY
Arkansas	13	3	5	10	8
California	7	15	7	10	5
Colorado	57	64	64	67	24

<b>Idaho</b>	65	51	49	43	16
<b>Illinois</b>	9	7	6	4	3
<b>Indiana</b>	11	16	12	7	5
<b>Kansas</b>	21	38	31	30	15
<b>Michigan</b>	25	19	22	23	13
<b>Missouri</b>	10	7	7	3	2
<b>Montana</b>	53	31	56	40	25
<b>Nebraska</b>	70	69	73	71	20
<b>North Carolina</b>	3	1	1	1	1
<b>Ohio</b>	18	7	13	26	15
<b>Oklahoma</b>	30	39	37	45	24
<b>Oregon</b>	36	30	26	43	22
<b>South Dakota</b>	65	65	63	59	35
<b>Texas</b>	40	40	36	34	11
<b>Washington</b>	63	68	65	61	14
<b>Total</b>	<b>36</b>	<b>41</b>	<b>38</b>	<b>39</b>	<b>17</b>

**September 1, U.S. Grain Stocks**

(million bushels)

	Sept. #'s	Avg. Trade Estimate	Range of Estimates	USDA18/19' Estimates	Last Year
Corn	2.114	2,428	2,298 - 2,500	2,445	2,140
Soybeans	913	982	940 - 1,035	1,005	438
Wheat	2.385	2318	2,225 - 2,448	n/a	2,390

**US Wheat Production 2019/20**

(million bushels)

	Sept. #'s	Avg. Trade Estimate	Range of Estimates	Previous USDA	Last Year
All Wheat	1.962	1,928	1,940 - 2,011	1,980	1,884
All Winter	1.304	1,327	1,310 - 1,355	1,326	1,184
Hard Red Winter	833	841	822 - 860	840	662
Soft Red Winter	239	256	250 - 265	257	286
White Winter	232	229	213 - 260	229	236
Other Spring	600	558	545 - 602	597	623
Durum	58	56	50 - 58	57	77

**U.S. Soybean Crop Revision 2018/19**

(million bushels)

	USDA	Avg. Trade Estimate	Range of Estimates	Previous USDA	Last Year
Production	4.428	4,528	4,412 - 4,555	4,544	n/a

**Fed steer** and heifer trade was again firmer last week. The south traded a range of 103.00-106.00/CWT and the north traded mostly 104.00-107.00/CWT and mostly 165.00/CWT on a dressed basis. National volumes of cattle traded was essentially unchanged with something north of 90,000 head trading. Market ready numbers consolidated over the last three weeks either as a function of lower cash prices or a result of placement patterns. Either way this may have been enough to tighten cash markets to the point where higher money was required. However,

show list numbers bounced this week and may once again put pressure on flat price cash markets as well as basis. Spot beef markets lost ground last week and is at surface level beginning to dig into packing margins a bit. The spread between Choice and Select beef remains historically wide for this time of year. Futures markets set up quite well for a rally in recent weeks with charts and momentum both fueling the upside. At this point we have a cattle complex that is becoming a bit overbought and a sharply higher corn market adding risk to feeder cattle. It is very hard to tease much out of the CFTC COT data at this time, but we can see that for the first time in 4 weeks the non-commercial short did not grow and actually shrunk by almost 2000 cars. On a related note, the non-commercial long is relatively small but did see some liquidation in last weeks data. Point is, a non-commercial liquidation would likely be biased towards a short covering rally. I would surmise that bulls are touting stronger fundamentals and a nicely trending chart while bears are spooked of overcooked markets and looking for some back and fill action. Trey Warnock - [Amarillo Brokerage](#)



> **Dryness In Argentina Hits Corn And Wheat Outlooks:** *Dryness in Argentina is hitting the outlooks for wheat and corn crops, local climate experts said, while*

*low-cost soy is being supported by growers looking to hedge their bets with political uncertainty rising ahead of October's presidential vote. While large regions of the grain exporter's Pampas farm belt are in good condition, around one-fifth of the growing area has been hit by arid weather over recent weeks, said Eduardo Sierra, meteorologist at the University of Buenos Aires. Sierra, climate consultant to the Buenos Aires Grains Exchange, has cut his 2019/20 wheat crop forecasts to 17 million metric tons from 20 million previously and his corn crop outlook for this season by a fifth to 40 million metric tons. His soy projection has edged down to 50 million metric tons. Dryness has hurt wheat yields and slowed corn sowing, as growers pile into safe-haven soybeans, Argentina's main cash crop. Uncertainty is rife in the recession-hit economy with left-leaning Peronist Alberto Fernandez expected to win the Oct. 27 presidential election. The USDA currently estimates the Argentine corn crop at 50 million metric tons, wheat at 20.5 million metric tons, and soybeans at 50 million metric tons. (Source: Reuters)*

**> Signs Of Anthracnose At Onset Of Corn Harvest:** *An agronomist in the Upper Midwest tells Brownfield corn growers should be on the lookout for anthracnose. Adam Spelhaug with Peterson Farms Seed says he's seeing some die-back in the eastern Dakotas as well as Minnesota. "If you're seeing any of that early dying on the top of the plant, browning, get out and check some of those fields. Do the push test (by going) up to the plant and give it a push with your shoulder. If it stands good and springs back, you're pretty good there." But if 10 percent or more of the corn plants kink over, he says farmers will want to prioritize that field at harvest. Anthracnose can lead to stalk rot and is most commonly seen in no-till and reduced tillage systems. Listen to the full interview from [Brownfiled Ag](#).*

**> Southeast Asia Catches Swine Fever, U.S. Crop Exporters Get The Chills:** *Last year, Southeast Asian farms offered a lifeline to U.S. grain exporters wounded in a bitter trade war with China. Now, African swine fever is set to tear through those markets, killing off business as surely as the fatal disease decimates vast herds of pigs once raised on U.S. crops. U.S. feed crop exports to countries like Vietnam, Myanmar and the Philippines surged nearly 50% last year to a record 12.3 million tonnes. That helped to cushion the blow of a slump that wiped out nearly three-quarters of China sales of the same crops as Washington and Beijing exchanged tit-for-tat trade tariffs. But the scale of the shipments to Southeast Asia that could be lost due to the incurable pig disease highlights the headache for growers in the U.S. grainbelt: Unless a trade deal unlocks China, farmers will have little option but to stockpile, not sell their crops. Read the full analysis from [Reuters](#).*

**> Egg Glut Is Hurting Nation's Top Producer:** *Too many hens laying too many eggs are pushing down prices for the consumer staple, hurting sales at producers such as Cal-Maine Foods Inc. and adding more stress to the U.S. farm economy.*

*Jackson, Miss.-based Cal-Maine, the nation's top egg producer, said Monday that prices for its eggs fell 30% to about 92 cents a dozen in its quarter that ended Aug. 31. The result cut Cal-Maine's sales by 29%, year over year. Chickens in the U.S. produced more than 65 billion table eggs through August this year, up 3% from that period last year. The egg glut is adding to pressure on a U.S. agricultural economy in turmoil. The trade war has sapped demand for soybeans and other crops from China, a top customer, after years of high production. That has led to a bounty of stockpiled grain that is contributing to the expansion of U.S. livestock herds and flocks. Retailers have been quick to pass the drop in egg prices on to customers, advertised for sale in some parts of the country for as little as 48 cents a dozen, the USDA said. Analysts expect producers will have to cut back production in part by sending birds to slaughter to bolster prices. Cal-Maine said it had 36.5 million laying hens in August, according to security filings, down from 36.8 million a year earlier. Read more [HERE](#).*

**> McConnell Pushes On-The-Spot Field Testing For Hemp:** *Senate Majority Leader Mitch McConnell is championing a requirement that the DEA "identify or develop on-the-spot field testing technologies" to distinguish hemp from marijuana. The need for speedier cannabis tests has bedeviled law enforcement nationwide since Congress changed the plant's classification last year in the 2018 Farm Bill. Cannabis varieties with no more than 0.3% THC are considered legal hemp and are no longer controlled substances, making police tests that check only for the presence of THC inadequate. The requirement came as an amendment to a larger spending measure and has yet to be adopted by the full Senate. DEA said in March that it was soliciting help to develop a device that can "provide specificity" in telling the cannabis cousins apart. The panel notes current DEA research on the issue and is directing the agency to "report back to the Committee not later than 180 days after enactment of this act, and not less than every 6 months thereafter, until such time as technologies are identified and deployed to law enforcement in the field." (Source: Law360)*

**> WTO Set To Give U.S. Green Light To Slap Tariffs On \$7.5 Billion Worth Of EU Goods:** *The World Trade Organization will reportedly give the US the green light this week to slap tariffs on about \$7.5 billion worth of EU goods. The global trade watchdog is set to grant the record level of retaliation rights after finding European plane maker Airbus and American arch rival Boeing received billions of dollars in illegal subsidies, Reuters said. European government officials expected the U.S. to be awarded between \$5 billion and \$7 billion in retaliation rights, according to a Bloomberg report in July. The decision threatens to escalate trade tensions between the two sides. The U.S. has already slapped duties on European steel and aluminum — prompting retaliatory action by the EU — and released a list of \$25 billion worth of wine, cheese, luxury goods, airplane parts, and other potential targets. The EU has brought a similar case at the WTO accusing the U.S. government of illegally subsidizing Boeing, and a ruling in its favor is expected,*

*but is still months off. Trans-Atlantic trade tensions soared after Trump imposed tariffs of 25% on steel imports and 10% on imported aluminum from the EU last year. He said the move was to protect U.S. national security interests, but the Europeans claim it is simply protectionism and breaks global trade rules. In response, the EU introduced "rebalancing" tariffs on about 2.8 billion euros (\$3 billion) worth of U.S. steel, agricultural and other products. Trump has also threatened to slap duties on European automakers. (Sources: Business Insider, U.S. News)*

**> We Co. Pulls IPO As It Tries To Ease Cash Hemorrhage:** *In the aftermath of a botched initial public offering attempt and the ouster of co-founder and chief executive Adam Neumann, WeWork's parent company is facing a different reality: It needs to stop bleeding cash. On Monday, We Co. said it would file a request with the Securities and Exchange Commission to withdraw its IPO proposal. The company said it is postponing the offering to focus on its core business and that it has "every intention to operate WeWork as a public company" but didn't provide a time frame. The company is planning thousands of job cuts, putting extraneous businesses up for sale and purging some luxuries from the previous CEO, such as a G650ER jet purchased for more than \$60 million last year, people familiar with the matter have said. A danger for We in cutting costs is that the moves would drag down its growth rates. The company has doubled its revenue most every year. With slower growth, investors say they would need to see a clear road to profitability. No matter the growth rate, the business is expected to need lots of cash to build out its offices. We reported spending \$1.3 billion in net capital costs in 2018—only a portion of which shows up in the company's official losses because those costs are accounted for over many years. Read more from [The Wall Street Journal](#).*

**> Neuroscience Says Your Brain Is Wired To Procrastinate:** *4 Simple Ways To Stop Putting Off Important Things (No Willpower Required): Everyone procrastinates. Everyone, at least once in a while, puts off something important. Everyone, some of the time, avoids doing the things they really want or need to do. And everyone who procrastinates can't stand the fact they procrastinate. Procrastinating, like many human behaviors, doesn't make sense. Why would anyone find ways -- passively or actively -- to avoid starting the tasks they feel will make a huge difference in their professional or personal lives? Because we're human: We're built that way. The limbic system was one of the first the part of your brain that helps control behavioral and emotional responses. (It's what Seth Godin calls your "lizard brain.") In evolutionary terms, many scientists think the limbic system is older than other parts of the brain, playing a key role in survival adaptation. Which means your limbic system's only focus is now. Hungry? Eat. Scared? Run away. Anxious? Take a step back. About to do something hard or difficult? Put it off. Even if your neocortex has decided that doing something hard or difficult will be really good for you. That's why you procrastinate: Not because*

*you're lazy, not because you lack willpower, not because you don't have what it takes... but because your limbic system and your neocortex are engaged in a constant battle -- one that the limbic system, because it's a core (and sometimes almost automatic) function, often wins. Read more [HERE](#).*

**> From Mascot To Meme To Megastar:** *How Gritty Took Over The World: Gritty is now a household name, a bona fide celebrity. But the feisty, furry Philadelphia Flyers mascot might not have invaded our lives quite as quickly without his memorable -- and painful -- debut on Sept. 24, 2018. Gritty's story doesn't begin where you might think. In February 2018, Philadelphia celebrated the biggest moment in its sports history. After winning the Super Bowl, the Eagles were welcomed home by crowds of fans ... and mascots. Joe Heller, Flyers VP for brand strategy and creative content: I remember watching the Eagles' bus come back with the team on it. The people leading the parade were the Phillie Phanatic, the Eagles' Swoop and the 76ers' Franklin. And I thought, "Of all the things that we can't be part of ... We have nobody to align with those three mascots." Check out an oral history of how the new king of Philly ascended to the mascot throne and went from getting roasted to being the toast of the sports world, [HERE](#).*

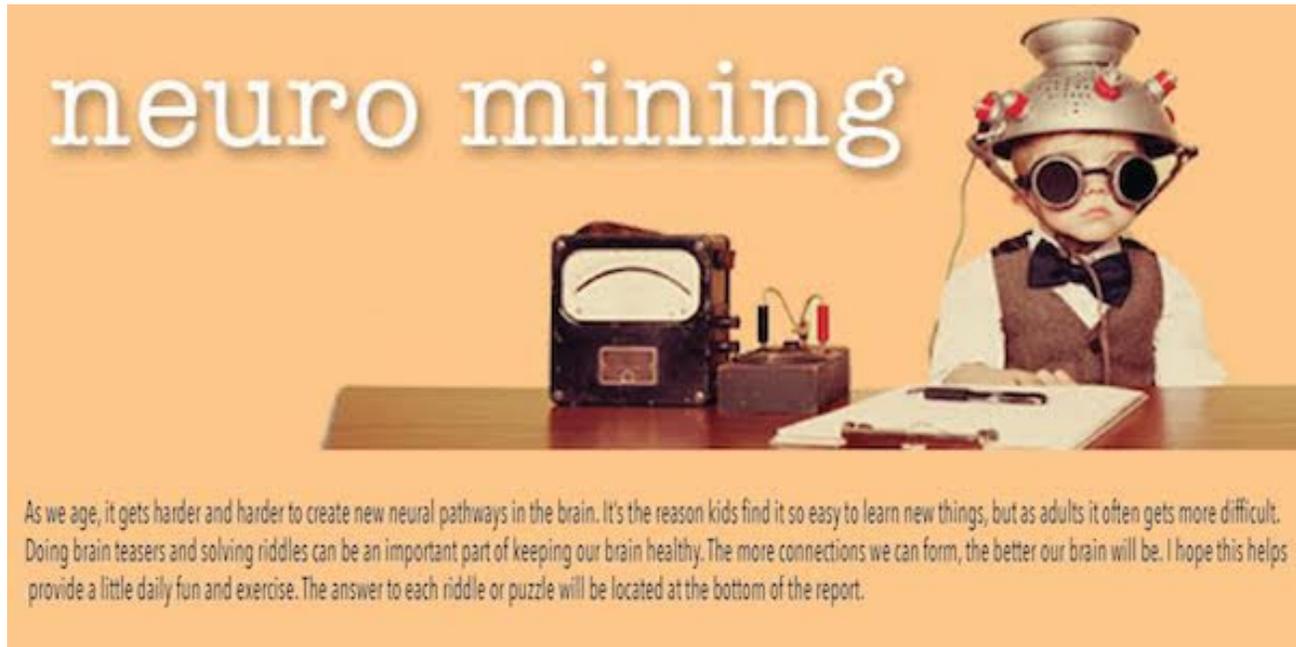
**> These Giant Companies Make Millions Every Day:** *In an age of "unicorn" companies, which are private companies with billion-dollar valuations, and even trillion dollar companies, it can be difficult to mentally comprehend important financial metrics due to their enormity. Worldwide corporate profits are certainly one such measure, with many companies clearing hundreds of billions of dollars annually. One way to make the enormity of annual profits more comprehensible is to instead measure daily profits. The data comes from the latest rankings of the Fortune Global 500. The data viz below uses a radial stacked bar chart to compare the daily profits of the top twenty most profitable companies. A darker shade indicates a higher profit. Saudi Aramco, the Saudi national energy company is the most profitable on earth, nearly doubling that of the second-place Apple. Apple earns about \$163 million in profits every day, which works out to \$1 every 8.8 minutes. The next most profitable U.S. company on the list is banking giant JPMorgan Chase & Co., raking in profits of \$88.7 million on a daily basis, or \$1 million every 16.2 minutes. They are followed by Alphabet at \$84.21 million daily, \$1 million every 17.1 minutes. 70 companies around the world earn over \$1 million in profits in one hour or less. Click the graphic below for a larger view and learn more details from [HowMuch](#).*



*easily if my weights are right. I am getting very similar type yields when I do kernel counts. I'm hoping I'm right because I would have never guessed based on how corn looked early, we could yield this much.*

**North Central Montana** – *We have about 40% of our winter wheat planted at this point. We had to put the breaks on everything because of excessive rain last week and now 6 inches of snow. We will attempt to plant until at least the 15th of the month. If you go west of us towards the mountains there is not only more snow by a lot but there is also wheat that is not harvested. They will have a mess on their hands when it all melts, if it all melts.*





**TODAY'S RIDDLE:** You can rest on my pad without touching the keys. I will sing all month long as long as you pay your fees. What am I?



### **This Start-Up Has Invented A Way To Make Food Last Longer**

Kroger grocery stores are expanding their partnership with Apeel Sciences to help keep the goodies in the produce aisle fresher for longer. Apeel's plant-based coating will be used at some 1,100 Kroger stores across the country, expanding a pilot program it's been using in some Midwest stores since last year.

The pilot program introduced Apeel treated avocados as part of Kroger's "Zero Hunger Zero Waste" initiative and says they have found the coating significantly reduces food waste, something that is a particularly tough problem to solve for fresh produce. Apeel coated avocados stay ripe twice as long as untreated avocados, even without refrigeration. Kroger plans to expand their Apeel selections too, starting with Apeel asparagus and Apeel limes this fall. Apeel says the coating has been proven effective at improving the quality and shelf life of more than two

dozen types of fruits and vegetables, so more are likely on the way.

According to Apeel, 40% of food produced in the U.S. ends up in the garbage. Grocery chain Harps, which has 81 locations around the Midwest, says they have reduced their avocado waste by 60% since adding Apeel's product. Apeel claims the partnership with Kroger will prevent millions of pieces of produce from going into landfills as well as saving water, reducing emissions and preserving farmland.

Apeel's plant-based coating "keeps moisture inside produce and oxygen out, which dramatically slows the rate that produce spoils," according to their website. The solution is sprayed on the produce by suppliers before shipping to retail stores. It's made of lipids and glycerolipids that are naturally occurring in the peels, seeds, and pulp of fruits and vegetables, according to the company. The tasteless, odorless, and colorless coating is also edible, and since the ingredients are naturally found in common foods that we ingest every day, it's designated as "FDA GRAS" or "Generally Recognized As Safe."

It's a brilliantly simple concept when you think about it. The natural peel on fruits and vegetables is designed to protect their fleshy insides from moisture content and air exposure. Apeel is like a "peel for the peel," so to speak. The Apeel coating essentially just boosts their natural ability to protect against the environment.

Apeel co-founder James Rogers says he got the idea while working on his Ph.D. in materials science at UC Santa Barbara, where he was trying to develop a solar paint that could harvest the sun's energy much like solar panels. He heard a story on the radio one day about world hunger while he was driving through acres of lush farmland, trying to fathom how so many people were going hungry when the world produces so much food. "The problem came down to distribution," Rogers says he came to learn. "We couldn't get the food that was being grown to where the people were who need to eat it. And so I was curious what precludes us from distributing food and it all comes down to this notion of perishability," he told CNBC in an interview last year.

His research led him to the steel industry, which uses coatings to prevent rust on metals. He thought he could create something similar for produce, despite the fact he knew absolutely zero about agriculture or food science. To help solve that problem, he applied for a research grant from the Bill and Melinda Gates, which gave him \$100,000. He used that to hire two researchers he knew from his Ph.D. program and they got to work on Apeel.

In the same interview, he told CNBC that instead of giving up because you're not fully versed on something, even if it's a major aspect of what you want to do, you can just commit to learning more and filling in those gaps in your knowledge. "It's oftentimes the combination of the stuff that you know about and the willingness to

learn the stuff that you don't know about which leads to some really cool innovations."

The company was founded in 2012 and has gained a slew of other big-name backers, including Andreessen Horowitz, DBL Partners, Upfront Ventures, S2G Ventures, Viking Global Investors, Powerplant Ventures, and The Rockefeller Foundation. (Sources: CNBC, Supermarket News)



**Apeel Sciences**  
@apeelsciences



Woah! Our CEO was on [@madmoneynoncnbc](#) and the amount of traffic we received during the segment crashed our site! We'll be back up soon - in the meantime, get to know more about us and our [@kroger](#) partnership at [@USAToday](#): [hubs.ly/H0kYwjP0](https://hubs.ly/H0kYwjP0)





**Inside the Immigration Numbers... Interesting**

Nationally, immigration grew last year but at the lowest rate in a decade, as a surge in Central Americans at the border was mostly offset by drops in arrivals from Mexico and other countries as cutbacks in both legal and illegal immigration by the Trump administration took hold. The immigrant population in the United States grew by about 200,000 last year, to about 44.7 million, census figures

show. That's the smallest increase in the number of immigrants since 2008, when the Great Recession caused a rare, small drop in immigration.

New York, Illinois, and California had the biggest drops in immigrant population, along with New Jersey, Maryland and Connecticut losing a combined 206,000 immigrants as Florida and Texas together gained about 170,000. The numbers were released last Thursday by the [U.S. Census Bureau's American Community Survey](#).

Guatemalans accounted for almost a quarter of last year's increase, growing by 48,000 to more than a million. Other groups with large numeric growth: immigrants from Venezuela, where an economic crisis has been driving out the middle class; from India, a source of many workers for high-skill STEM jobs; from Cuba, where immigration has fallen as it gets more difficult; and from war-torn African countries, a source of refugees. Immigration from African countries, especially from Ghana, Nigeria, Ethiopia, Egypt, and Cameroon. Some are refugees; others make the perilous trip as stowaways to South America and then hike north to apply for asylum at the Mexican border.

According to U.S. Customs and Border Protection statistics, the number of Honduran families arrested at the border, like those from Guatemala, nearly doubled last year.

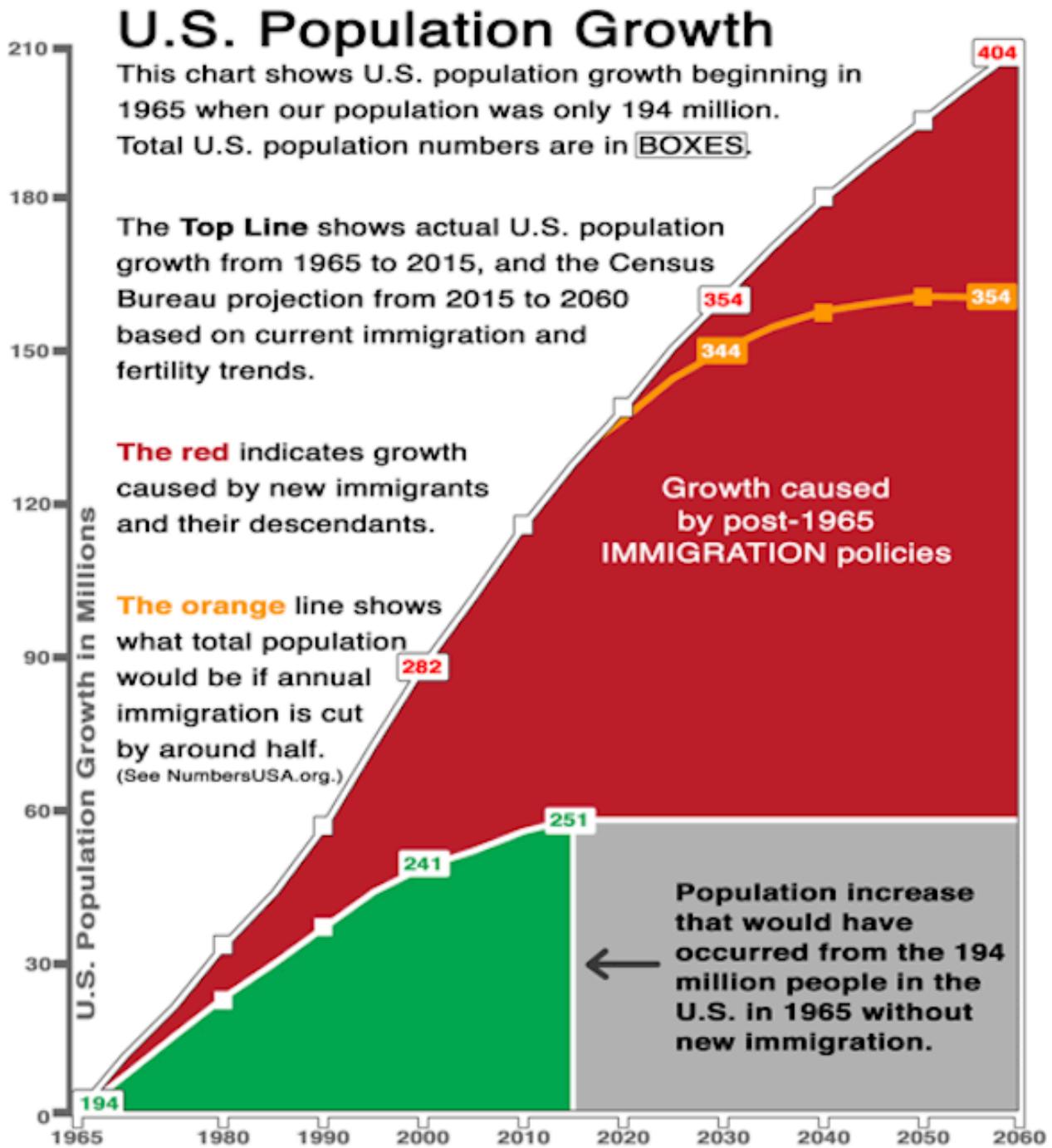
Mexicans saw the largest drop among U.S. immigrants, falling about 100,000 to 11.2 million, though Mexicans still comprise the nation's largest immigrant group. Their numbers fell the most in California, Texas, and Illinois but rose in Arizona, Washington state and Oregon.

Despite a drop in Mexican immigrants, Texas had the second-largest overall increase in immigrant population in the nation, driven by increases in immigration from China, India and Latin Americas countries such as Venezuela and Honduras.

The Cuban immigrant population grew by about 32,000 last year to about 1.3 million, the smallest increase since 2011, when it dropped by about 10,000. Still, it was the largest increase in immigrants for Florida last year.

Cuban immigration has gotten more difficult and secretive since the end of the "wet-foot, dry-foot" policy at the end of the Obama administration in January 2017. Under that policy, Cubans were allowed to stay if they reached shore by boat but were deported if they were caught at sea. The end of that arrangement, combined with Cuban reluctance to give tourist visas, means many Cubans must head for South America or Central America and then travel to the U.S.-Mexican border to claim asylum. (Source: [stateline.org](#); The Morning Call: U.S. Gov)





**MUST READ: Learning To Fail Better...A Lesson For Us All**

I ran this article a few years back, but have since received lots of positive feedback and several requests to re-run or from subscribers wanting to pass along to friends and family. Like always, I encourage everyone to pass along anything I publish that might help make a positive difference in someone's life. That's something that brings a smile to my face and one of the most personally rewarding benefits I

receive. I hope you enjoy it and it makes you think...

I was recently sent a great e-mail penned by Megan McArdle in reference to her new book, "The Up Side of Down". In the e-mail, McArdle discusses how America is now raising their children wrong by NOT allowing them to fail. Parents are simply not giving them permission to take on NEW challenges where they might fall flat on their face. In return, we are not teaching our children how to accept criticism, how to overcome objections, and most importantly how to quickly pick themselves back up, dust themselves off and get back in the fight when things go wrong. McArdle argues this is vital not only on a personal level but also vital for America because that's where innovation and growth come from. Parents are pushing their children harder than ever -- micromanaging their lives, orchestrating things and manipulating the environment so that their children have as little opportunity as possible to go astray. It's totally understandable. But it's bad for the kids, bad for the parents and bad for the nation. She goes on to tell story after story about how parents have now made children afraid to "fail." Afraid to take that class where they might hurt their grade point average; afraid to try that sport where they might not be the best; afraid to do anything that might embarrass the parents or prove they are not as good as the neighbor's kids... "America, you're now doing it ALL wrong," she screams! If you can't afford to risk anything less than perfection at the age when your 13, then for heaven's sake, when is it going to be the right time? This is the time when kids should be learning to dream big dreams and dare greatly. This is when they should be making mistakes and figuring out how to recover from them. Instead, we're telling some of our best and brightest to focus all their talent on coloring within the lines. Click [HERE](#) to purchase! Below are a few of the other reasons why she believes this is such a bad idea:

- *Kids are now spending their entire high school years in terror of making the slightest mistakes. In order to get into that top-school or fight for that scholarship kids can not afford to take any risk. At the time in their life when failure should have the lowest cost when they should be learning to try things, and developing ways to think outside the box, they are being held down more tightly than ever.*
- *This is a time when they should be learning how to identify when those great and crazy ideas aren't working out so well. And gaining the ability to move on after the occasional embarrassing "flop." If "perfection" is the goal, which many parents now expect, then the kids can't afford to do any of that.*
- *Unfortunately, most kids are now avoiding areas that they are unfamiliar with -- and the ones that at first seem to be the most difficult. So essentially we're taking insanely bright, hardworking kids and discouraging them from trying NEW things that they might be great at, because what if they aren't the "best" or even God forbid, "fail" at their first attempt.*
- *We are teaching that "success" can often be achieved by doing what comes easiest, which we all have learned is the opposite of true.*
- *We are drilling into their heads that success consists of jumping through a*

*series of hoops to please the "system" and the "authority." Of course, this is a valuable skill that everyone needs to learn, because hey, that's part of life. But it shouldn't be valued at such a level at such a young age.*

Moral of the story, the longer this kid goes without failing, the more dreadful it will be when it finally happens. When you've never coped with failure, it starts to become imperative that you arrange your life so that it never happens. I watched a lot of MBAs and tech wizards meltdown after 2001 because they had done everything they were supposed to do and somehow they found themselves out of a job, the same thing happened in 2008 and 2009. America needs more bright, hardworking kids taking on challenging tasks. But it does not need them to learn that success is a "formula" -- or a zero-sum game in which the race goes to the safest. In fact, that's exactly the opposite of what we need -- and more importantly, it's the opposite of what those kids need!

# Portrait Of An Achiever



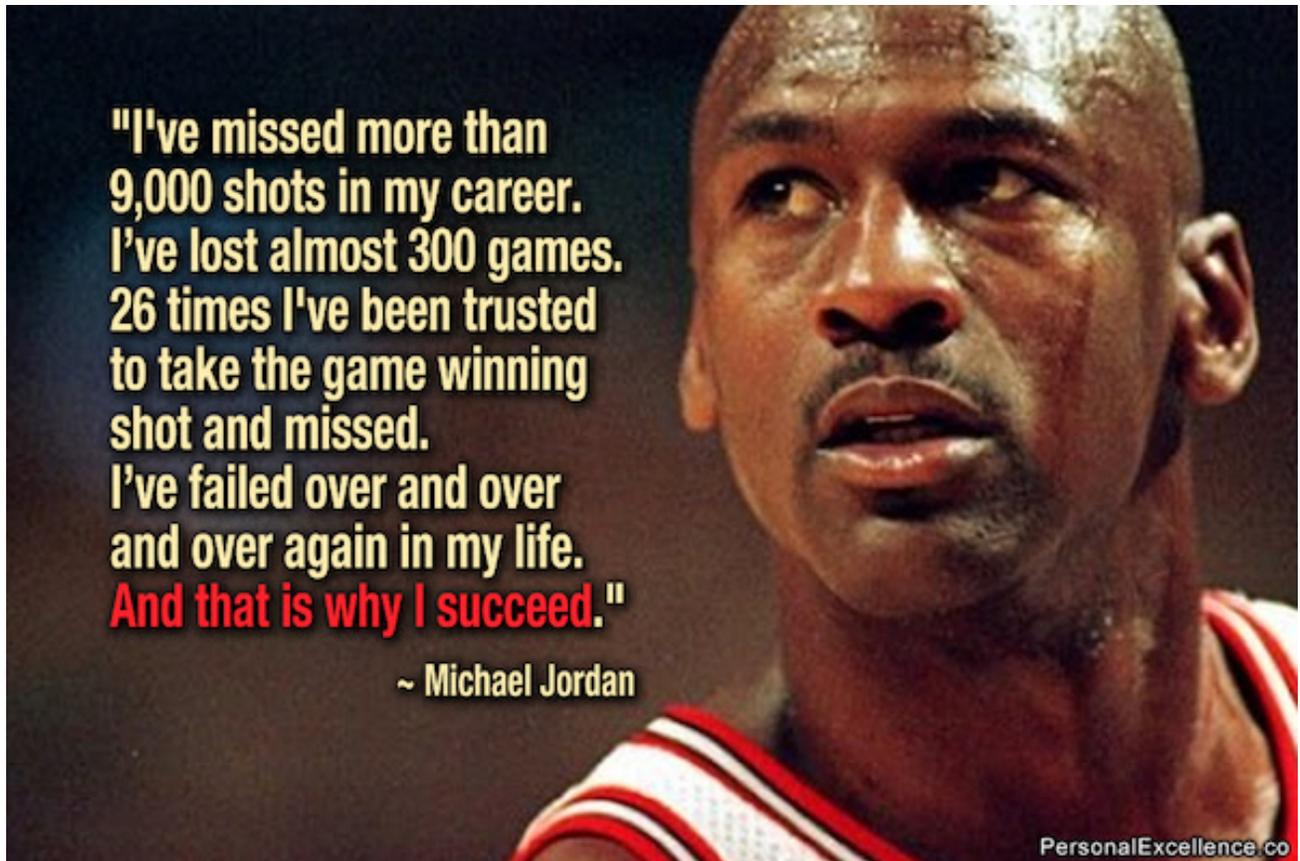
- 1831 – Failed in Business - Bankruptcy,
- 1832 – Defeated for Legislature
- 1835 – Sweetheart/Fiancee Dies
- 1836 – Nervous Breakdown
- 1836 – Defeated in Election
- 1843 – Defeated for U.S. Congress
- 1846 – Defeated again for U.S. Congress
- 1848 – Defeated once again for U.S. Congress
- 1855 – Defeated for U.S. Senate
- 1856 – Defeated for U.S. Vice President
- 1858 – Defeated again for U.S. Senate

ABRAHAM LINCOLN

1860 – Elected President of the U.S.A.

**YOU CANNOT FAIL  
UNLESS YOU QUIT!**

Love, Lisa Lockworth



**ANSWER to riddle:** A telephone.

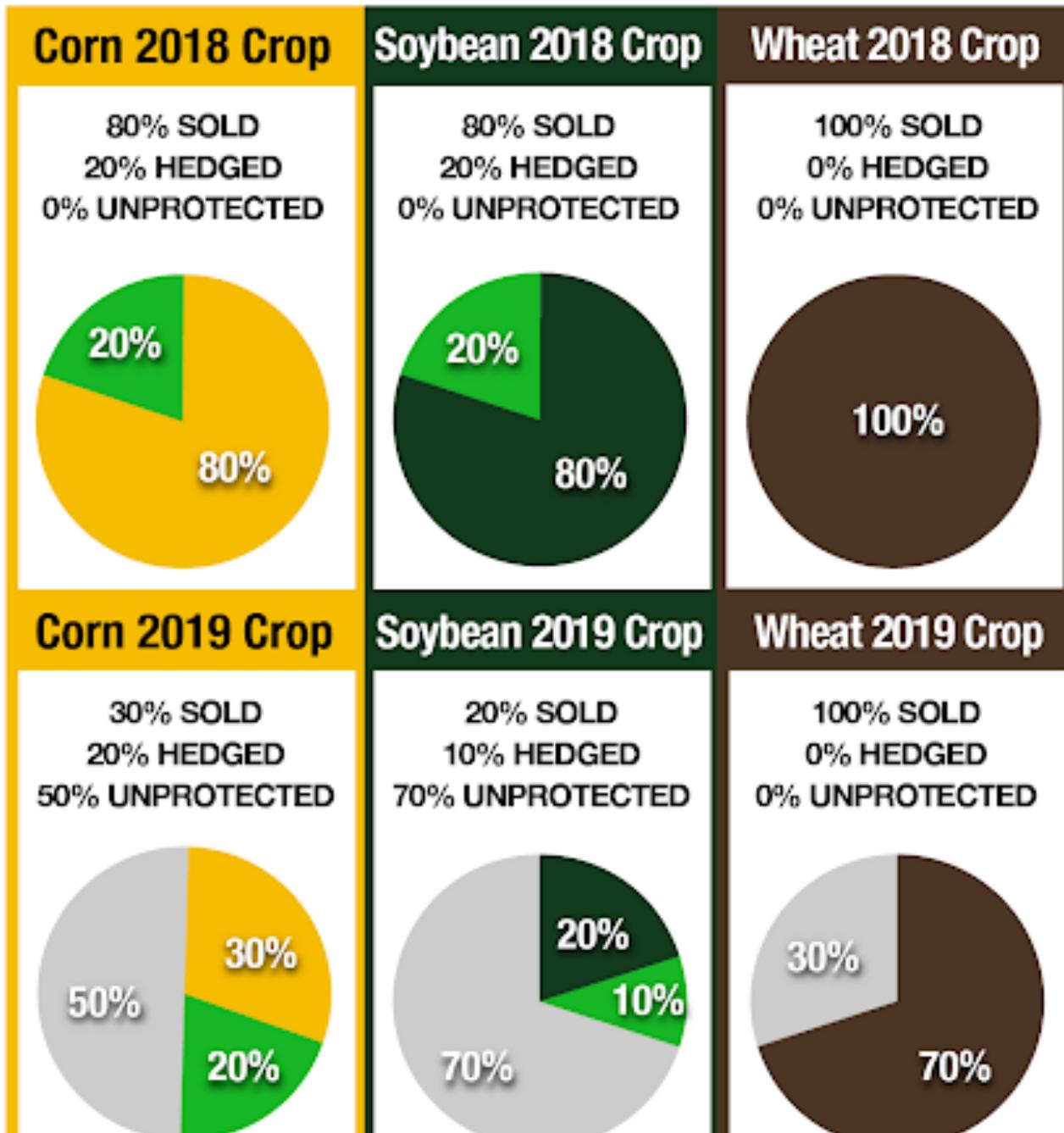


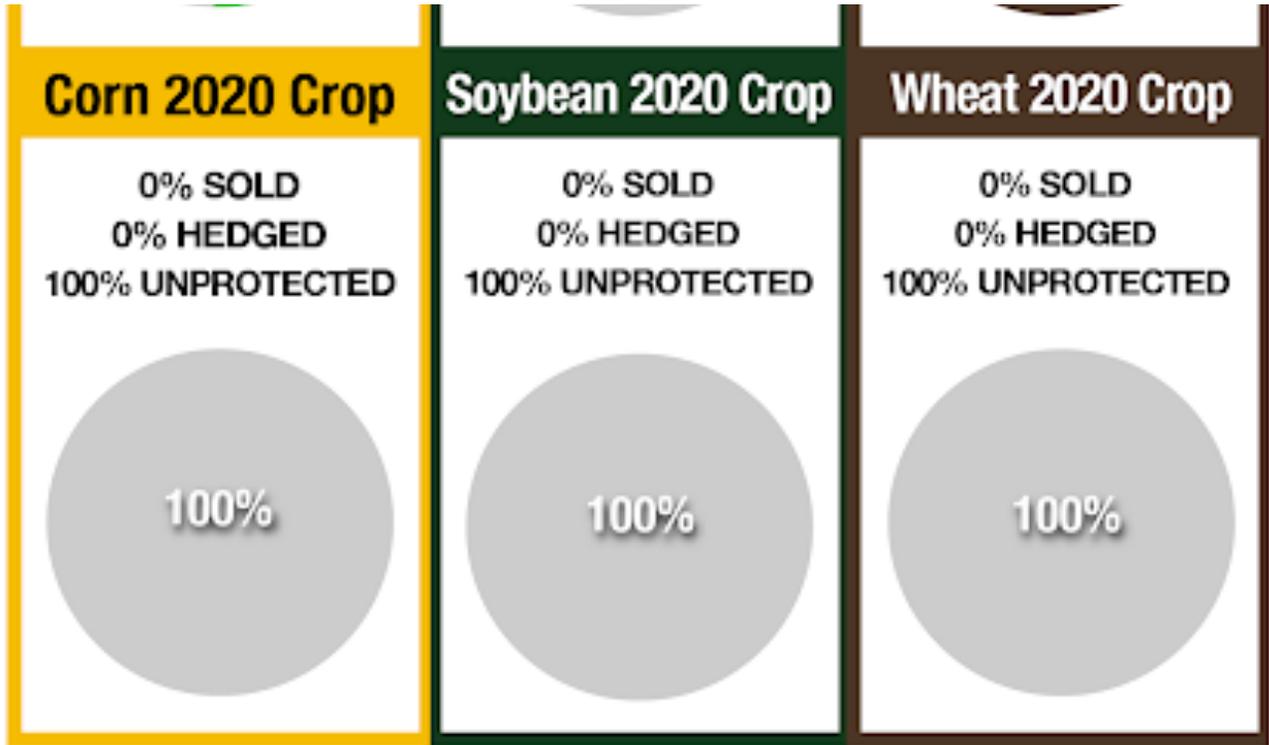
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**CASH SALES & HEDGING TOTALS**

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