



Josh Knight <josh@farmdirection.com>

GOOD MORNING: The Van Trump Report 11-18-19

1 message

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

Fri, Nov 8, 2019 at 5:30 AM

Reply-To: Jordan <reply-fec81070746d0d7d-1142_HTML-68584704-100003450-8@vantrumpreport-email.com>

To: josh@farmdirection.com

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

"Rich people have small TVs and big libraries, most poor people have small libraries and big TVs." - **Zig Ziglar**

Friday, November 8, 2019[Printable Copy](#) or [Audio Version](#)

Morning Summary: Stocks continue to "melt-up" with the major indexes once again posting new record high closes. The latest bullish catalyst is that U.S. and Chinese negotiators have agreed to suspend some of the existing tariffs on each other's goods if an initial trade deal is actually finalized. I continue to hear talk that both sides are moving closer to a "Phase 1" agreement but time will tell. Here at home, employment and real estate still look. There's certainly a lot less talk about a U.S. recession in the headlines. We have the Fed cutting rates multiple times, record employment, and talk of a trade deal of sort with the Chinese. Bulls are clearly up to bat! Treasury yields continued to edge higher, and gold prices have now tumbled to a fresh three-month low. I should note, yields on the 10-year Treasury note shot up 13.7 basis points, or hundredths of a percentage point, during yesterday's trading. It was the largest intraday climb since President

Trump's election in November 2016. The 30-year fixed mortgage rate is averaging around 3.75% vs. a rate of around 4.95% last year at this time. The national average gas price per gallon is around \$2.62 vs. an average of around \$2.75 per gallon last year. Diesel prices per gallon are averaging about \$3.01 per gallon vs around \$3.26 per gallon last year at this time. There are still some major earnings releases set for next week, including Applied Materials, Advance Auto Parts, CBS, Cisco, Nvidia, Tyson, Viacom, and Walmart. U.S. economic data today includes Consumer Sentiment and Wholesale Trade. There's really very little scheduled in the headlines the next couple of weeks. Disney's new streaming service launches next week. Auto tariffs on the EU could be implemented next week. There's a highly anticipated OPEC meeting scheduled for the first week in December. The final Fed FOMC meeting of 2019 is scheduled for December 11th. I continue to bank profits on my smaller holdings and fell extremely grateful that the market bailed me out of some of my more suspect positions. Don't forget government agencies will be closed Monday for the Veterans Day holiday. Have a great weekend!

People Buying More with Bitcoin: *Square processed \$148 million in bitcoin sales in the third quarter of 2019. The payments company, founded by Twitter co-founder Jack Dorsey, released its earnings results on Wednesday, reporting revenues of \$1.27 billion between July 1 and Sept. 30 of this year. Though Square's crypto business remains a niche concern for the publicly traded company, more users are turning to Square's Cash App as a gateway to bitcoin investing, particularly after the company rolled out a new user interface for the app. (Source: CoinDesk)*

Have You Heard of "CloudKitchens"? *Saudi Arabia's sovereign-wealth fund has pumped \$400 million into Travis Kalanick's new company CloudKitchens, according to people familiar with the situation, in a deal that could value the operator of so-called ghost kitchens at about \$5 billion and reunites the former Uber Technologies Inc. chief with one of his biggest backers. CloudKitchens is a bet on the food-delivery boomlet. It buys cheap or rundown real estate, often near city centers, where it builds commissary kitchens—also known as ghost kitchens—that it rents to restaurants wanting to prepare food exclusively for delivery services like Grubhub Inc. and DoorDash Inc. Read more at [The Wall Street Journal](#)*

Too Funny, but soo True!!!

After visiting grandma





FARMCON
Conference for Creative Minds in Agriculture

Business • Profit • Scale • Automation
January 15 - 16 Kansas City, MO
Helping to Revive Rural America
Formerly The Van Trump Conference! Seats Limited

"The Best Investment You'll Make In Your Ag Business All Year..."
Kevin Van Trump, CEO of Farm Direction

[CLICK HERE TO LEARN MORE](#)



Founding Partners



**TOGETHER,
WE CAN MAKE A DIFFERENCE!**

FARMCON
Conference for Creative Minds in Agriculture

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

Consumers are Eager to Spend this Holiday Season: *Americans plan to increase their holiday spending, with the average rising to about \$675 on gifts this holiday season, according to survey data from The Conference Board. That is an increase from last year's estimate of \$627. However, despite a willingness to spend generously, consumers say they are expecting steep discounts. In fact, more than a third say they expect – at a minimum – to purchase half their gifts at a discount. Lynn Franco, Senior Director of Economic Indicators at The Conference Board, says "as we have come to expect, consumers will be discerning when spending. Most will expect bargains, comparison shop, and wait up to the last minute for steep discounts." Approximately 10 percent of consumers plan to spend more this year on holiday gifts. The percent who plan to spend the same as last year increased from about 65 percent to 67 percent. A greater number of consumers will be shopping online, a growing trend for the past few years. Now, more than 41 percent of consumers are planning to make at least half of their purchases online. (Source: Axios, Conference Board)*

Rapper Drake Launches Weed Venture with Canopy Growth: *Canopy Growth is forming a new cannabis wellness company with musician Drake as it expands its portfolio of celebrity partners, the company announced Thursday. The Ontario-based cannabis company is launching the More Life*

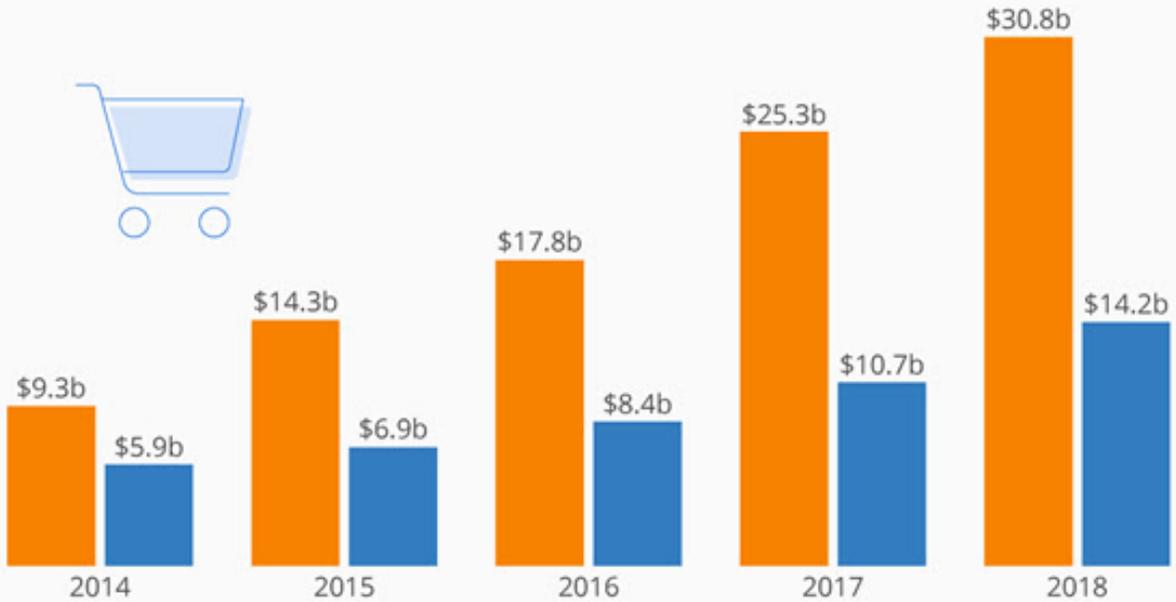
Growth Co. with the Canadian rapper. It will be a fully licensed producer of cannabis based in Drake's hometown of Toronto. Drake is the latest celebrity to join the cannabis company's "really big team," as Drake might say. Canopy Growth already has a partnership with comedians Seth Rogen and Evan Goldberg, who together launched Houseplant, a recreational Canadian cannabis company, in March. Canopy Growth also entered into a business partnership with Martha Stewart in February. Stewart plays an advisory role at the marijuana company and assists in developing hemp-derived CBD products. Snoop Dogg, who connected the cannabis company with Stewart, entered into a partnership with Canopy Growth's subsidiary 'Tweed' in 2016 to create the brand "Leafs by Snoop". Read more [HERE](#).

What You Need To Know About China's "Singles' Day"... The Worlds Biggest Online Shopping Festival: *China's unattached masses are getting ready to celebrate "Singles' Day", which has become the biggest single online shopping event in the world. The holiday started off as "Bachelors' Day" on a number of university campuses back in the 1990s, with the celebration basically just being a sort of an anti-Valentine's Day party for single people. Over the years, the recognition of the day has become widely popular with men and women both celebrating it, and the name evolved into "Singles' Day." It falls on 11/11 every year, which is a clever play on numbers – each digit representing a single person. Because of the time difference (China is 14 hours ahead of our central time zone) it technically starts on Sunday, 11/10 here in the U.S. E-commerce giant Alibaba has been particularly successful in marketing the occasion, with last year's gross sales totaling a staggering \$30.8 billion across all of the company's e-commerce platforms. The company says it sent more than one billion packages during the 24-hour spending spree. To put that in perspective, last year's total Cyber Monday e-commerce sales in the United States amounted to \$6 billion with Thanksgiving and Black Friday adding another \$8.2 billion for a weekend total of \$14.2 billion. This year, Alibaba said it expects more than 500 million users to participate, about 100 million more than last year. The company hosts a live-broadcast countdown event every year too, with Taylor Swift serving as this year's headliner. (Source: Forbes, Statista)*

Chinese Singles' Day Blows Away Thanksgiving Weekend

Alibaba's GMV on Singles' Day vs. U.S. e-commerce sales on Thanksgiving weekend*

■ Singles' Day ■ Thanksgiving Weekend



* GMV=gross merchandise volume, i.e. the total value of all goods sold on Alibaba's platforms
 Sources: Alibaba, comScore

© StatistaCharts

statista

FARM TANK

Tweets of the Day

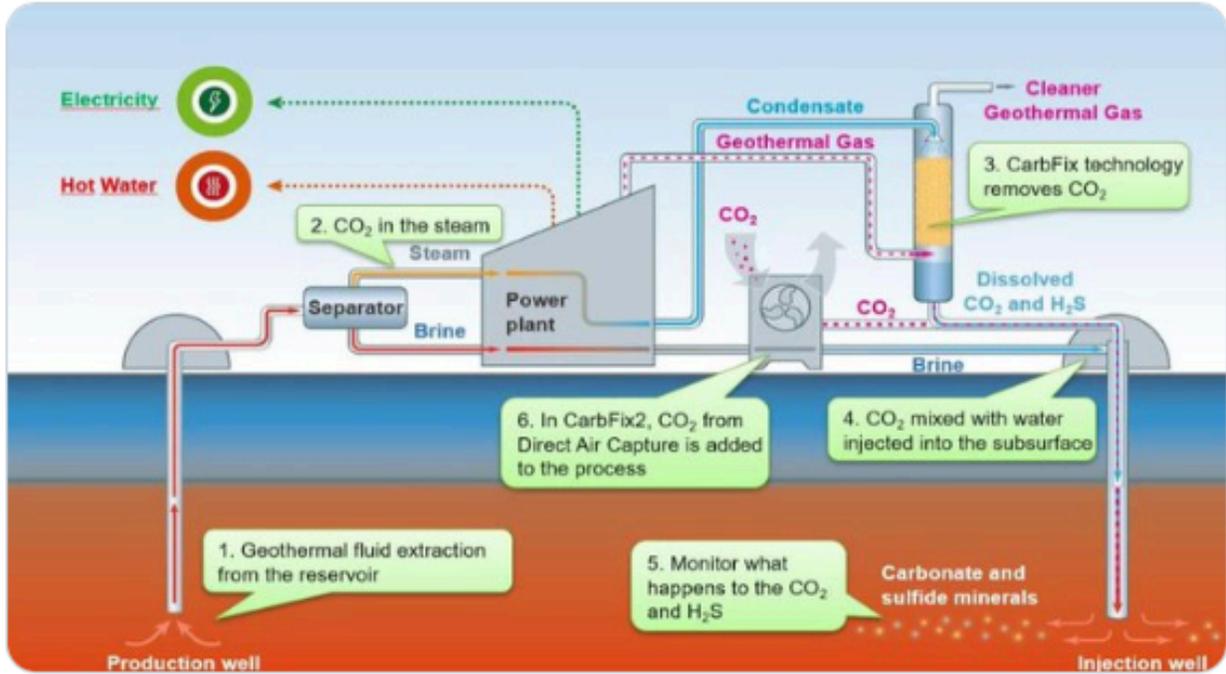




World Economic Forum
@wef



Scientists in Iceland are turning carbon dioxide into rock wef.ch/2wd1ugK #environment





Brad Black
@BlackFarmsAg



My 87yo Grandfather got to run the ol' girl today. "Like riding a bike" he says.

#harvest19





Greg Simpson
@SimpsonAgronomy



Becton Bell and brother Ross harvested a great Most Crop Per Drop soybean field this week. They use pipeplanner, sensors and good variety selection to achieve high efficiency. Thanks Shawn Lancaster for supervising. [@cghenry_UA](#) [@MissCoAg](#)
[@BectonBell1979](#) [@ProgenyAgronomy](#) [@CGBGrain](#)





Adaptive Agriculture
@SaskProAg



Adaptive Agriculture, taking a break between bins , and getting between frozen Combines [#harvest19](#)



Saskatoon, Saskatchewan



Joe Shekleton
@JoeShekleton



Beautiful [#harvest](#) sunset tonight near O'Neill,
Nebraska [#newx](#) [#Harvest19](#)





Cat Reasoning
@saveMpage



**NOTICE PROPERTY FARM ANIMALS MAKE FUNNY
SOUNDS SMELL HAVE ... [bing.com/images/search?...](https://www.bing.com/images/search?)**





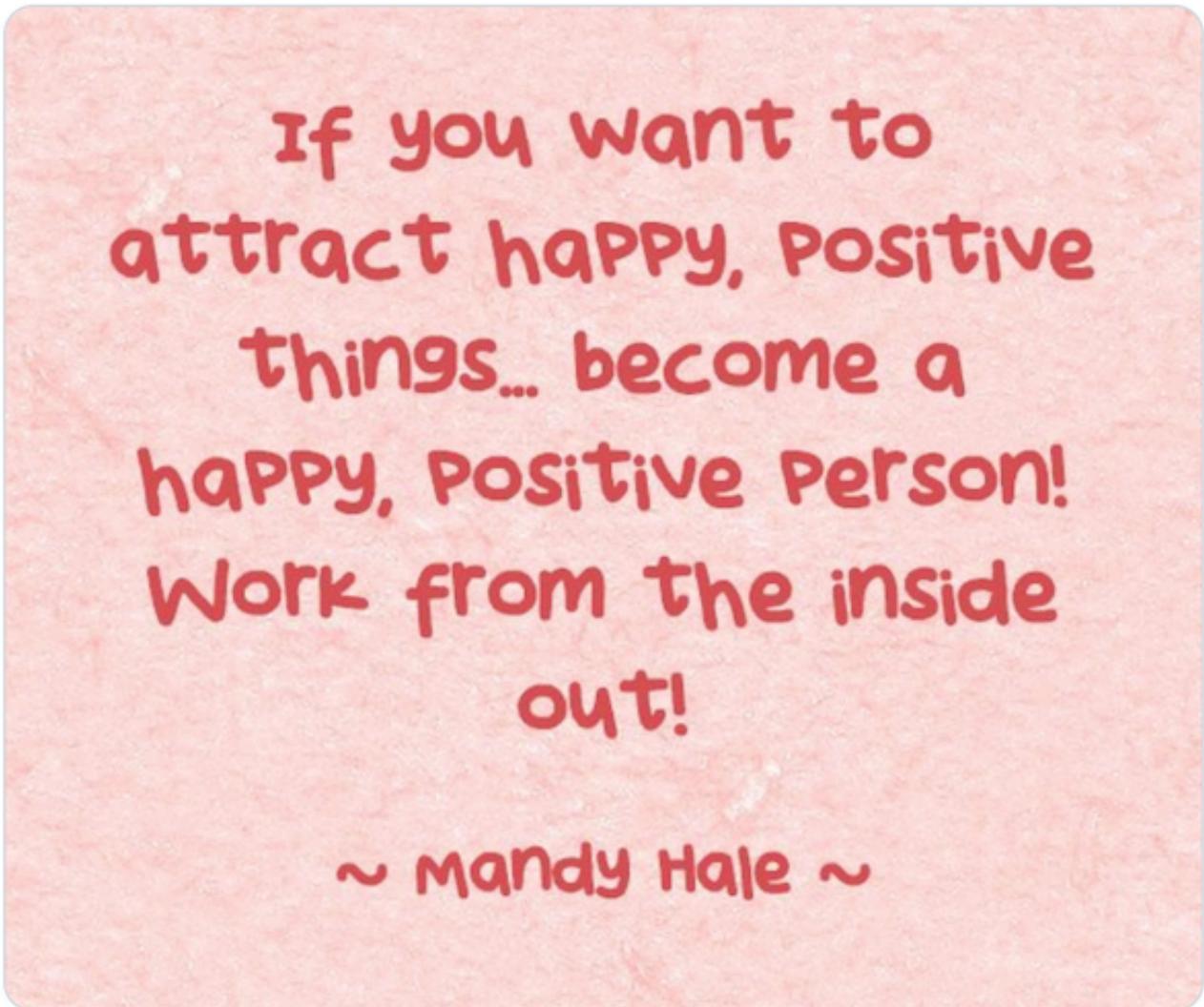
ActionComplete
@ActionComplete



If you want to attract happy, positive things... become a happy,...

~Mandy Hale

[#quotes](#) [#inspiration](#) [#positivity](#)



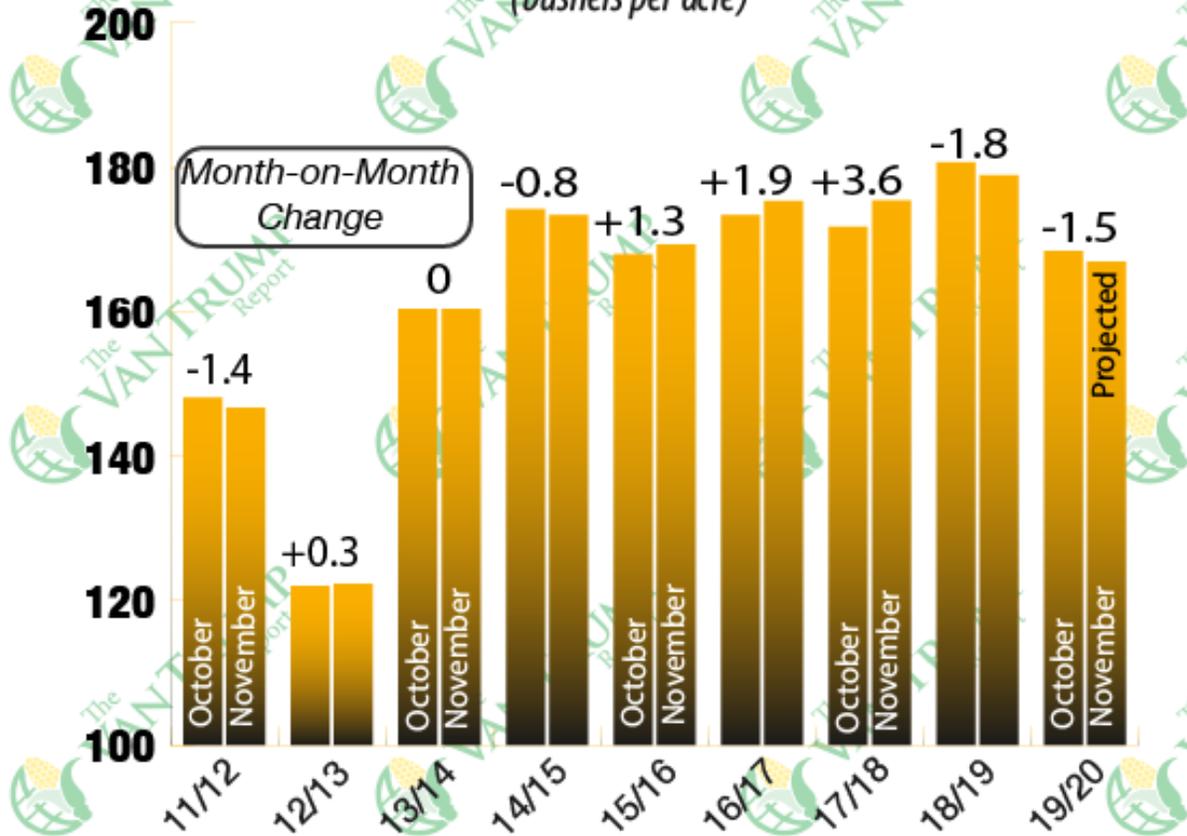


Corn closes sub-\$3.80 for the first time since late-September. I suspect bulls are getting cold feet or simply remembering the pain that followed the past couple of USDA reports. The DEC19 contract has now given back about -25 cents from the mid-October highs. Bears continue to talk about weakness in demand. Exports continue to disappoint and running well behind last years pace. It feels like there's starting to be some improvement in ethanol margins and bulls thinking corn for ethanol demand might start showing improved strength. But we still have ethanol and DDG exports running about -10% less than last year and continue to be a headwind. Bears are also pointing to improved weather conditions in Sout America. Bottom-line, bulls have to be somewhat worried that any reduction in the U.S. crop estimate could easily be offset by lower demand numbers and perhaps a slight bump in South American production. Also, keep in mind we tend to fall into a bit of a vacuum each year or experience a lack of headlines when the market tries to transition from being focused on the U.S. crop to the South American crop. In other words, I worry if today's USDA report disappoints the bulls there might not be much for them to chew on the next couple of weeks. As a producer, this is why I liked selling into the strength of the basis and the market a few weeks back. Yes, I'm taking some heat on the calls I purchased but nothing like the pain I would have felt in flat-price. As a spec, I'm staying extremely patient. I might think about adding more length if we breakdown on the chart and start to work towards the \$3.50 level, but for now, I'm staying patient.

U.S. Corn Yield Estimates

WASDE Estimates October vs. November

(bushels per acre)



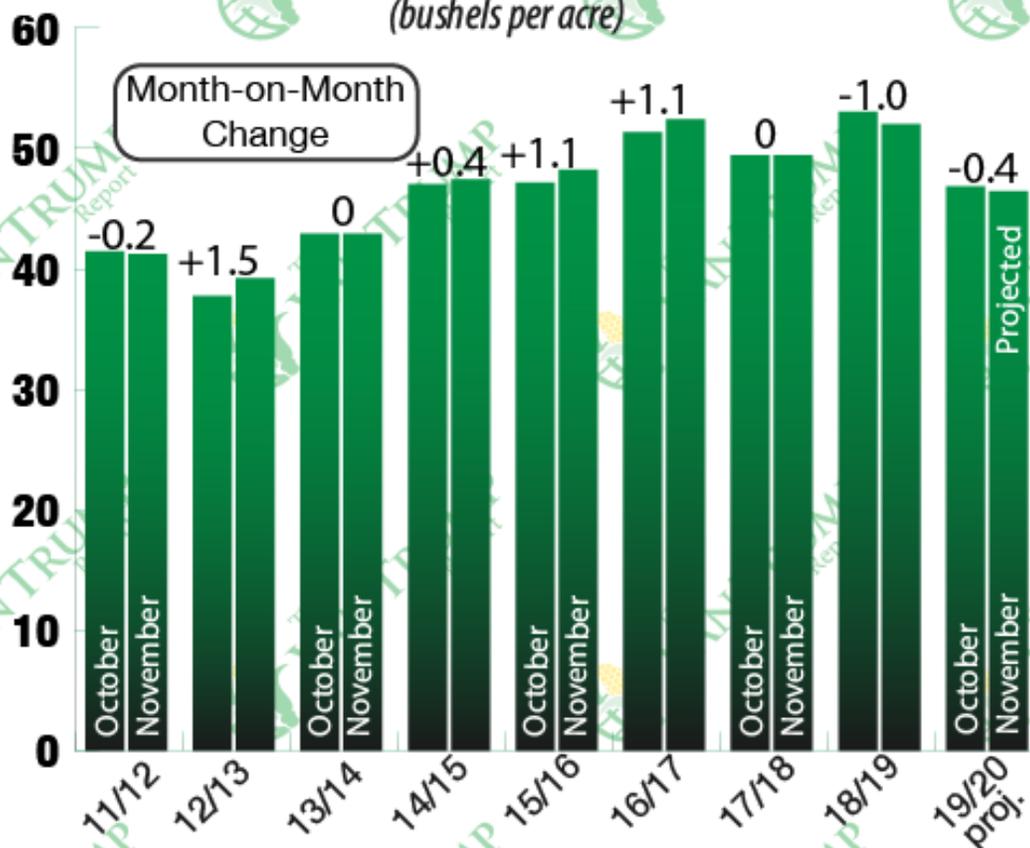
Source: USDA, WASDE, November, 2019

Soybean bulls are talking about strong export sales and improved headlines surrounding Chinese trade negotiations. Not only were weekly export sales stronger than anticipated but Chinese buyers were reported as leading the way. As for U.S. production, most sources are looking for the USDA to adjust its estimate slightly lower and in turn, slightly reduce U.S. ending stocks. Bears point to improved weather in South America, and still no official Chinese deal or specific details on how the "Phase 1" compromise will play out? All eyes on today's USDA report. After, all eyes shift to South American weather and Chinese demand...

U.S. Soybean Yield Estimates

WASDE Estimates October vs. November

(bushels per acre)

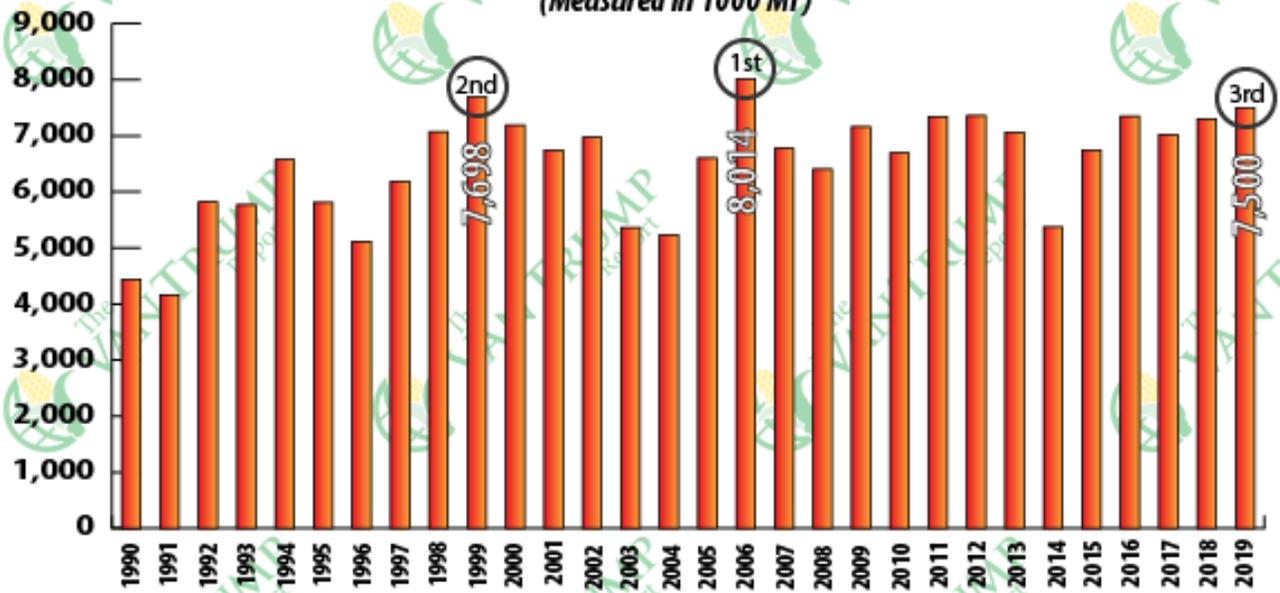


Source: USDA, WASDE, November, 2019

Wheat traders aren't looking for much from today's USDA report. Most inside the trade are thinking the wheat market will simply be a follower of corn. Some bears will argue that the USDA could reduce export demand offsetting any slight reduction in U.S. production. Bulls want to argue that global production is going to be trimmed on smaller crops in Australia and Argentina, but higher production estimates coming out of the European Union and Russia should work to temper the losses. Net-net we are probably still swimming in a global surplus of wheat. I'm still in no hurry to place a big bet in this market. I think there's still a ton of price discovery that needs to take place. And I don't want to chew up capital while this market tries to find its direction.

Brazil Wheat Imports by Year

(Measured in 1000 MT)



U.S. Production 2019/20

(million bushels)

Corn	November Estimates	Avg. Trade Estimate	Range of Estimates	October Estimates	Last Year
Production	???	13,575	12,736 - 13,792	13,779	14,420
Yield	???	166.9	159.0 - 170.0	168.4	176.4
Harvested Acres	???	81.318	80.1 - 81.82	81.815	81.740

Soybeans	November Estimates	Avg. Trade Estimate	Range of Estimates	October Estimates	Last Year
Production	???	3,500	3,317 - 3,609	3,550	4,428
Yield	???	46.5	44.0 - 47.9	46.9	50.6
Harvested Acres	???	75.430	74.50 - 76.70	75.626	87.594

U.S. Grain Ending Stocks 2019/20

(million bushels)

	November Estimates	Avg. Trade Estimate	Range of Estimates	October Estimates	Last Year
Corn	???	1,756	1,215 - 1,959	1,929	2,116
Soybeans	???	419	306 - 521	460	913
Wheat	???	1,025	958 - 1,073	1,043	1,080

World Ending Stocks 2019/20

(million tonnes)

	November Estimates	Avg. Trade Estimate	Range of Estimates	October Estimates	Last Year
Corn	???	300.2	291.1 - 304.4	302.6	324.0
Soybeans	???	94.6	88.0 - 109.4	95.2	109.9
Wheat	???	287.1	285.1 - 288.5	287.8	277.7

All reports to be released Friday, November 8th at 11:00 AM CST



> China Considers Removal of U.S. Poultry Import Restrictions: *China is considering the removal of restrictions on poultry imports from the United States, state-owned Xinhua News Agency reported on Thursday. The report comes after the commerce ministry said the two country have agreed to cancel in phases the tariffs imposed during the months-long trade war. China has banned all U.S. poultry and eggs since January 2015 due to an avian influenza outbreak, which has been over for years. That caused imports to tank after the United States shipped \$390 million worth of poultry and products to China in 2014. The following year, shipments were less than a fifth of that, at \$74 million. (Source: Reuters)*

> China's Pork Output to Fall by At Least -20% in 2019: *African swine fever (ASF) will cut pork output in China, the world's largest producer, by at least -20% in 2019, the United Nations' food agency said on Thursday, doubling the decline it had expected six months ago. The disease has slashed China's hog herd since August 2018, pushing Chinese pork prices to record high. With the disease also spreading to neighboring countries, notably Vietnam, Laos, Mongolia and Cambodia, the UN's Food and Agriculture Organisation (FAO) expects world pigmeat production to fall -8.5% this year to 110.5 million metric tons (carcass weight equivalent). FAO projects world trade in meat and meat products at 36.0 million metric tons in 2019, up +6.7% from 2018, principally driven by increased imports by China due to domestic tightness caused by ASF-related production losses. (Source: Reuters)*

> FAO Projects 2019-20 World Wheat Ending Stocks at Second-Highest Level on Record: *FAO's forecast for global cereal production in 2019 has been lowered by more than 2 million metric tons for the second consecutive month, reflecting reduced prospects for coarse grains and, to a lesser extent, wheat production. Despite this, the world cereal output is still set to surpass 2018's output by nearly 47 million metric tons (+1.8%). The forecast for world coarse grain production in 2019 has been trimmed by -1.3 million metric tons since the previous month and now stands at 1.425 billion metric tons, +1.2% (+17.6 million metric tons) above the 2018 output. Most of the monthly decrease reflects cuts to the production forecast of barley in Australia, as persisting moisture deficits further reduced yield prospects, and corn in Mexico, where dry weather conditions during key crop development stages curbed yield expectations. Coarse grains ending stocks for 2019-20 are forecast to fall by -4% to 393.6 million metric tons. FAO notes that China's continued destocking coupled with a significant stock drawdown in the U.S. following a poor harvest may result in a -25 million metric ton decline in global corn stocks. They also expect a contraction in feed use of coarse grains, especially corn, due to the sharp anticipated drop in the U.S. compared to 2018-19, as well as negative influences in China due to African Swine*

Fever. FAO's forecast for global wheat production in 2019 has also been lowered by nearly -1 million metric tons and is now pegged at 765 million metric tons, still up +4.5% from 2018 and a record level. The bulk of the month-on-month decrease stems from a downgrading of the wheat production forecast in Australia, amid persisting rainfall deficits. Global wheat ending stocks for 2019-20 are forecast at 274.9 million metric tons, the second highest level on record, though most of the accumulation is expected to occur in China. The full report is available [HERE](#).

> Alabama, Florida, and Georgia Water War Enters Critical Phase: The water wars among Alabama, Florida, and Georgia entered a critical phase yesterday as a Supreme Court-appointed judge in New Mexico considers Florida's request to freeze Georgia's water usage at current levels until 2050. Farmers in southwest Georgia could be hit hard if Florida wins the case. Alabama is watching from the sidelines but supports Florida, which wants more fresh water flowing downstream to aid its oyster industry in Apalachicola Bay after that industry collapsed during a 2012 drought. Previous rounds of the legal fight focused on metro Atlanta's water usage farther upstream. But lately Florida has shifted its attention to southwest Georgia, targeting a cornerstone of the state's \$13.8 billion agriculture industry. If Florida gets its way, Georgia's attorneys estimate the damage to the state's economy would be "severe," costing between \$335 million to more than \$1 billion to implement and several times more in lost economic output while decimating farms in the Flint basin. Read more [HERE](#).

> Impossible Foods is Creating Plant-Based Pork as it Eyes China: Impossible Foods Inc. is working to launch plant-based pork as it looks to enter China, the crown jewel of the \$2.7 trillion global meat market. "We already have very good prototypes of plant-based pork," Chief Executive Officer Pat Brown said in a Bloomberg TV interview at the China International Import Expo in Shanghai on Wednesday. "It's really just a matter of commercializing and scaling that." With China accounting for 28% of the world's meat consumption, the Asian giant has "always been the most important country for our mission," he said. His company is in discussions with potential local partners and Chinese government officials, he added. A successful China entry would be a game-changer for the nascent imitation meat market, which currently accounts for less than 1% of the global meat consumption. (Source: Bloomberg)

> NYPD Seizes 106 Pounds of Vermont-Grown Hemp Mistaken for Marijuana: Jahala Dudley and Buddy Koerner said their first summer spent trying to grow and harvest commercial hemp in Vermont was an eye-opener. But nothing prepared them for the incident that unfolded over the weekend, which still has them shaking their heads. The farm shipped 106 pounds of organically grown hemp flower to a commercial customer in Brooklyn, New York. They said they dropped off nine boxes at FedEx in Williston on Friday and made clear what it was.

Dudley said they'd used FedEx many times before with no problem. However, officers at the New York Police Department's 75th Precinct in Brooklyn, apparently acting on a tip, seized the shipment, believing it was marijuana. A representative of the Green Angel CBD shop was then arrested as he arrived to pick it up. One detective who Dudley said she spoke with by phone seemed unaware of the distinction between marijuana, which is illegal under federal law, and its cannabis cousin, hemp. "Genetically it's a very similar plant. I'm not blaming anyone for that," said Dudley. "But the paperwork was there. We've had it all tested." Dudley said she is hoping the police makes things right, but for now, the perishable hemp shipment remains in police custody. Read more [HERE](#).

> **The Economic Consequences of Millennials' Poor Health:** Millennials' health problems are on the rise, with future adverse consequences to both their own finances as well as the U.S. economy, according to a new report by the Blue Cross Blue Shield Association. Their study finds that as millennials age, their health is declining faster than the previous generation's, and they're increasingly suffering from conditions like hypertension, high cholesterol, depression and hyperactivity. If the pattern doesn't change, millennials' mortality rate could climb by more than +40% compared to Gen Xers when they were the same age. Under the worst-case scenario, their health care costs will be up to +33% higher than Gen Xers' at the same age. Poor health could cost millennials more than \$4,500 in annual per capita income. The biggest changes are in millennials' behavioral health. In 2017, accidental deaths — including overdoses — and suicides caused 60% of deaths among 25-29-year-olds, according to the CDC. The full report is available [HERE](#).

> **OneWeb Wants to Blanket the Planet in High-Speed Satellite Broadband:** OneWeb is talking a big game in satellite-delivered internet access—almost the size of this planet, to be more precise. "Wherever you are, we'll cover you," CEO Adrián Steckel said in a panel at the Web Summit conference in Lisbon this week. OneWeb plans to surpass existing satellite-broadband firms by flying below them and in vastly larger numbers. Instead of rocketing a few large satellites all the way to geostationary Earth orbit (GEO)—22,236 miles up, at which point the satellite's orbital period keeps it locked above one point on the equator—the company will launch hundreds of satellites in much lower orbits. Placing that constellation, 650 satellites at first and eventually 1,980, only 745 miles up could solve two problems. One, their overlapping orbits allow for worldwide coverage, while geostationary satellites start to fall below the horizon at the most northern and southern latitudes. The second advantage of OneWeb's approach is that its lower orbit zaps out most of the painful latency inflicted by the 44,000 miles and change that data must take going to and from a geostationary satellite. Read more [HERE](#).

> **Doctors Use CRISPR Gene Editing Against Cancer for the 1st Time in**

U.S.: *The first attempt in the United States to use a gene editing tool called CRISPR against cancer seems safe in the three patients who have had it so far, but it's too soon to know if it will improve survival, doctors reported this week. The doctors were able to take immune system cells from the patients' blood and alter them genetically to help them recognize and fight cancer, with minimal and manageable side effects. The treatment deletes three genes that might have been hindering these cells' ability to attack the disease, and adds a new, fourth feature to help them do the job. After two to three months, one patient's cancer continued to worsen and another was stable. The third patient was treated too recently to know how she'll fare. The plan is to treat 15 more patients and assess safety and how well it works. Read more from [PBS](#).*

> How "Elmo" Ended up in the Nats' World Series Parade: *Anibal Apunte has a Nationals World Series Champion T-shirt covered in autographs from nearly every player on the team. He plans to frame it. His Instagram account is full of photos of him at the World Series championship parade and rally. In one, he has his arm around Anthony Rendon, and another features Victor Robles. One image shows Apunte waving to the crowd on top of a bus. But nobody knew he was there. For several hours on Saturday, Apunte received VIP treatment worthy of a World Series champion, all while dressed as Elmo. He had rented the costume on a whim while buying his 8-year-old son a costume for Halloween. He had originally planned to return the costume on the Friday before the championship parade, but got home late from running errands. The next day, he decided he might as well wear the costume to the parade. As he was walking toward the start point, kids were yelling "Elmo" and he started taking pictures with them. He said he was even taking pictures with police officers. Eventually, a series of officials and security, who must have thought he was with the parade, had ushered him onto a bus carrying mostly family members of Nationals players. After the parade, he followed the bus crowd and ended up in a tent full of players, coaches, and team members. Many of them took turns taking photos with Elmo. Apunte found a pen and started to ask players if they could sign his shirt. In all, Apunte says he got about 27 signatures. Apunte called it "The best \$65 I ever spent in a costume." What a great story! Read more [HERE](#).*







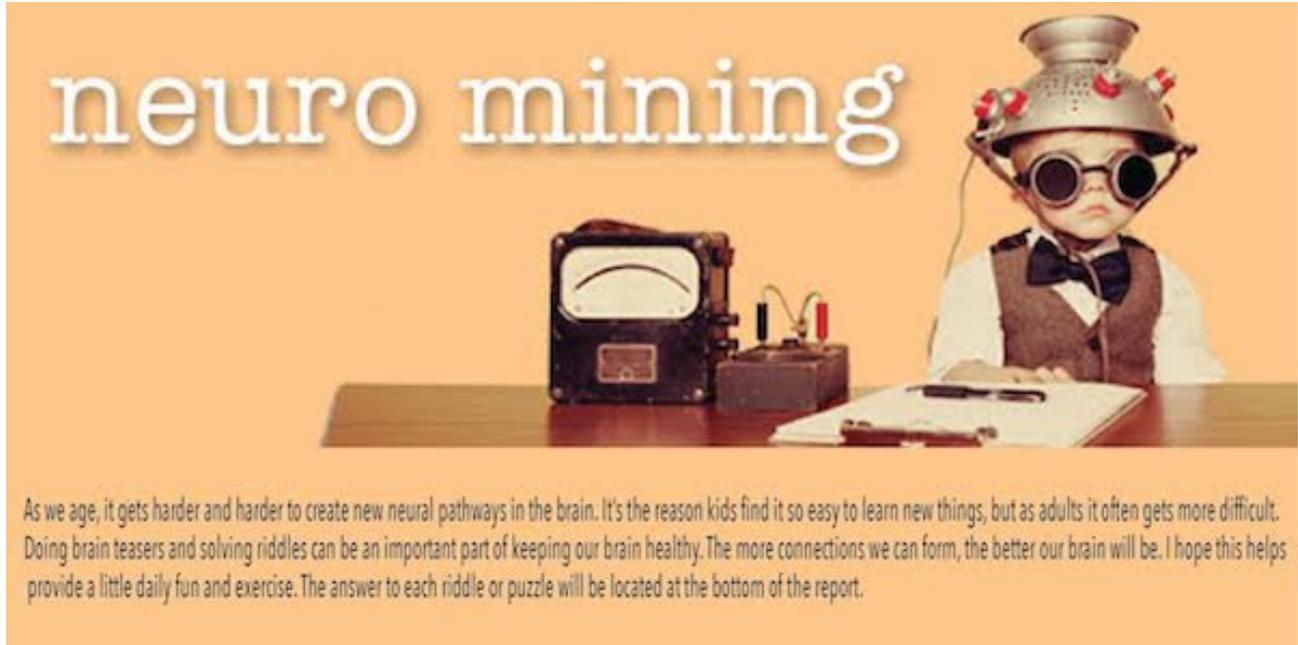
FROM THE FIELD

Southwest Tennessee - *I'm certain that the guys trying to pick cotton are being tested to the core. We have been plagued with rain the last 45 days. We saw 10 inches of rain in October alone. The rains we are seeing on the cotton are going to start dinging the quality of the crop and potentially lightening up the weight. Not to mention as guys harvest they are rutting the fields and really testing their machinery. The grains are mostly harvested and the yields have been very good across the board, record-breaking to be honest.*

Central North Dakota - *I wanted to give a quick and sweet update from our area. I have been reading that test weights have been bad and I can definitely concur with that. They are actually getting worse the further we get into fields. This isn't just something that is a problem in our specific area, it covers a lot of the Dakotas and Minnesota. I don't know if we just didn't have enough sun or why it's such a big problem but it's in every field. We are between 48 and 51 on all our test weights so far. Yield has been good so we are happy about that!*

Southern Minnesota - *Everything is on pause right now because we just got a nice heavy 5-inch snow. We need it to melt off the ears and we should be able to harvest corn. The soybeans are going to need to wait until at least some of the*

snow melts back. We should see an opening to harvest corn in the next few days but after that, we have another chance of snow middle of next week. I have the feeling this is going to be one of those years where we see a lot of crops still sitting in the field after the new year.



neuro mining

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: Although I'm far from the point, I'm not a mistake. I fix yours. What am I?



Increasing Crop Yields by Applying Scientific Knowledge to Bee Pollination
 An Argentinian startup is working to improve the health and pollination power of bees. Their nutrient-packed formula is engineered to boost bees' immune systems and can help them perform better even in low-temperature conditions. What's more, they've also devised a way to "teach" the bees to target specific crops, including those with low-nectar flowers that the insects typically aren't attracted to.

BeeFlow says their proprietary nutrient formula boosts bees' health and improves their immune systems. Better health leads to stronger bees. They say the boost they get from the nutrient formula allows their bees to carry out as many as seven times more flights and carry more than double the typical pollen load. It also boosts their ability to perform better during cold weather. Field trials in California's Central Valley showed a seven-fold increase in bee activity in temperatures below 55 degrees Fahrenheit. That is extremely important if temperatures dip during the pollination season, as low bee activity can have a negative impact yields.

Their other ingenious technology actually trains bees to pollinate specific crops, rather than leaving the whole process to nature. BeeFlow does this by feeding their bees organic compounds that replicate those found in the flowers of a targeted crop. When they're released in a field, they seek out those flowers.

BeeFlow CEO Matías Viel uses the example of a blueberry farmer in Oregon that had rented 500 beehives to pollinate his blueberries. As Viel explains, blueberry flowers have a very low nectar content, so bees lose interest and move on to more delicious things. Unfortunately for that Oregon farmer, the bees ended up in the nearby forest where his blueberries definitely were not located. Viel says the same kind of thing happens with oranges in Florida.

For the farmers that rent pollinators, it's a sad fact that their investment can deliver less-than-desirable returns. Pollination services cost growers around \$435 million every year in the U.S., so increasing the odds that their money is well spent seems like it should be a big selling point for BeeFlow.

BeeFlow told CNN that trials in Argentina have increased crop yields for almonds, blueberries, apples and kiwis by up to 90%. The company also made the size of blueberries at a farm in Oregon last winter increase by 22%. They are currently testing the formula at a major California almond operation. In 2016, almonds accounted for 82% of all U.S. expenditures on pollination services and the crop's acreage has expanded even further since. Almonds are particularly tricky as they have a pollination window of only two to three days.

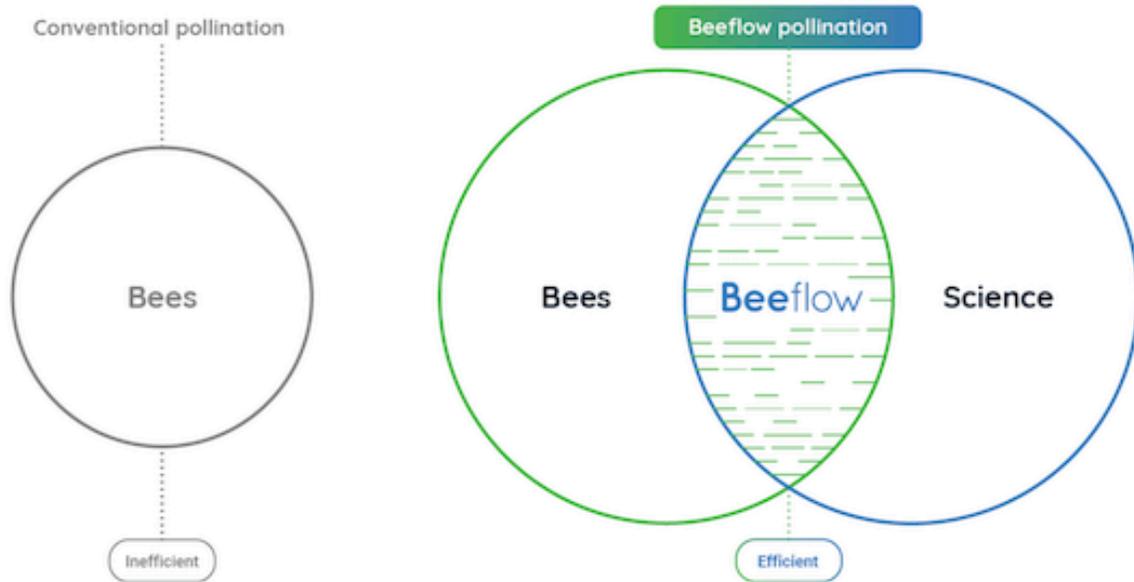
Improving the efficiency of honeybees could be an important step in mitigating their population decline. A report issued this summer found that last year U.S. beekeepers reported a loss of 40% of their bee colonies. That's a worrying number considering one in three bites of food that we eat requires a bee to pollinate. Overall, about \$20 billion worth of annual crop production in the United States relies on honey bees.

BeeFlow offers pollination-as-a-service, though they've not ruled out packaging and selling their nutrient compound at some point down the road. In July, the

company received \$3 million in seed funding from Ospraie Ag Sciences, which they plan to use to open a headquarters in Los Angeles and expand operations in the U.S. Click [HERE](#) to visit BeeFlow. (Sources: AgFunder, CNN)

Bees + Science

Not all the flowers in a plant produce high quality fruit or the uniformity desired to be processed. We develop **strong and intelligent bees** to solve this inefficiencies .





The startup is feeding bee's a special formula which is meant to make them stronger so that they can work better in colder environments.





Argentine startup Beeflow says it has more than doubled its tiny workers' pollen-carrying capacity by feeding them custom compounds. buff.ly/32LJGaN @Beeflow @indbio #BackedBySOSV





Sharon Carbine
@SharonCarbine



"This startup [Argentina-based startup #Beeflow] is saving crops by making 'super bees.'"



Finalist for this Years "Toy Hall of Fame"

The Strong's National Toy Hall of Fame, based out of Rochester, New York, receives thousands of nominations annually for toys that should go into the Hall of Fame. Each year they narrow it down to 12 toy finalists that represent different play styles, from outdoor to imaginative, and different eras, from ancient to more modern.

Matchbox cars, the "coloring book" and the collectible card game "Magic: The Gathering" have been selected into this years Toy Hall of Fame.

So far, a total of 71 toys have been inducted into the National Toy Hall of Fame, ranging from Barbies, Big Wheels to the Etch A Sketch to LEGO, Monopoly, the Rubik's Cube, and Mr. Potato Head.

This year's 12 nominees include the following: I personally voted for Matchbox Cars, Risk, and the Fisher-Price Corn Popper. I loved all three! I also liked coloring books, Jenga, and the top. Lots of great memories.

Care Bears: *Created in the early 1980s for the American Greetings Corporation, the Care Bears began as a line of greeting cards but grew to include plastic mini-dolls and plush teddy bears. The cheerful characters—such as Funshine Bear and Tenderheart Bear—launched storybooks, television shows, movies, games, and home decorations. Their popularity endures and, in 2015, Netflix launched a new animated series featuring the playful band of bears.*

Coloring Books: *Coloring books appeared in America as an outgrowth of European educational reforms, but McLoughlin Brothers, a New York printing company, is credited as the coloring book's inventor. Educators now use coloring books to teach such essential and diverse subjects as history, geography, and even geometry. Though often thought of as a children's activity, more complex coloring books aimed at adults became increasingly popular in the 2000s.*

Fisher-Price Corn Popper: *Fisher-Price introduced the Corn Popper in 1957, calling it an amusement device for young children. Parents quickly discovered that by pushing the device, children could strengthen gross motor skills. The bright, flying balls and popping sound helped to stimulate the senses, promoting curiosity and discovery.*

Jenga: *Englishwoman Leslie Scott created Jenga based on wooden blocks from her childhood in Africa. The word jenga is the imperative form of kujenga, the Swahili verb "to build." With its catchy name and edge-of-your-seat gameplay, Jenga has inspired both young and old to enjoy the towering, toppling result.*

Magic the Gathering: *Wizards of the Coast published Magic the Gathering in 1993, and the uniquely collectible card game became so successful that the firm could not meet demand at first. The game—which draws on popular fantasy themes—requires both chance and skill to defeat opponents in one-on-one battles, encouraging players to collect new cards and to refine their deck and strategies. The game continues to evolve and produce new sets of cards and rules.*

Masters of the Universe Toys: *The Master of the Universe line of action figures, which includes the iconic He-Man, traces its popularity to maker Mattel's use of comic books, television, and the big screen. The cartoon series He-Man and the Masters of the Universe, which ran from 1983 to 1985, created a cohesive, fantasy world that allowed Mattel to introduce new characters and new toys to the line. Over the years, Mattel has paired the brand with everything from toothbrushes to sleeping bags.*

Matchbox Cars: *Matchbox Cars debuted in 1952 and sped past competitor toy cars by combining high-quality with low prices. By 1960, Matchbox Cars annually sold more than 100 million units in America and the name "Matchbox" became synonymous with miniature cars. Despite stiff competition from Hot Wheels (brought to market in 1968 and inducted into the National Toy Hall of Fame in 2011), Matchbox Cars remain a top-seller for toymaker Mattel.*

My Little Pony: *Introduced in the 1980s and reintroduced in 2003, the My Little Pony line of mini-horses encourages children in traditional forms of doll play—fantasy, storytelling, hair grooming, and collecting. The small pastel ponies have come in more than 1,000 varieties, all with elongated tails and manes made to be brushed. The toys peaked in popularity between 1982 and 1993—even outselling Barbie for several years.*

Nerf Blaster: *Based on the soft foam of Nerf balls from the 1960s, Nerf blasters have created excitement with darts, missiles, disks, and rounds for more than a quarter-century. The blasters cultivate social engagement, promote outdoor play, and encourage kids and adults to imaginatively assume the role of some of their favorite pop culture characters while competing with their friends.*

Risk: *Based on the French game Le Conquete du Monde, Risk translates the hobby of wargaming with miniature figures into a mass-produced war and strategy board game. First published in the United States in 1959, Risk challenges players to control armies and conquer the world. The game's innovative mechanics ignited renewed interest in strategy games in the 1970s and continues to influence the board game industry.*

Smartphone: *Since Steve Jobs and Apple introduced the iPhone in 2007, the smartphone has become not only a platform for millions of mobile games but also a plaything that makes possible an endless variety of playful interactions, from sending emojis and GIFs to creating silly videos and altering snapshots. It has transcended its original intended use and revolutionized the way that people across the globe interact with the world and each other in playful ways.*

Top: *Since ancient times, the spinning top has been a childhood staple of cultures in Asia, Europe, the Americas, and Australia. Depictions of it show up in art and pottery across geographies and throughout human history. Children today still play with this classic toy, calculating the placement, centrifugal force, and velocity needed to execute the longest spin or to capture their competitors' prized tops.*

2019
TOY
HALL OF FAME
FINALISTS



◀ **Care Bears**
 Introduced: 1981



Coloring book
 Introduced: 1880

**Fisher-Price
 Corn Popper** ▶
 Introduced: 1957



Magic: The Gathering
 Introduced: 1993



◀ **Jenga**
 Introduced: 1983



◀ **Masters of the Universe**
 Introduced: 1983





◀ **Matchbox cars**
Introduced: 1952



▲ **My Little Pony**
Introduced: 1982



▲ **Nerf Blaster**
Introduced: 1989

Smartphone ▶
Introduced: 1994
IBM Simon Personal Communicator considered the first, but Apple changed the game when it launched the iPhone in 2007



▲ **Risk**
Introduced: 1957

Top ▶
Found in ancient civilizations



Source: MarketWatch reporting

Alphabet Blocks
Inducted 2003

Atari 2600 Game System
Inducted 2007

Baby Doll
Inducted 2008

Ball
Inducted 2009

Barbie
Inducted 1998

Bicycle
Inducted 2000

Big Wheel
Inducted 2009

Blanket
Inducted 2011

Bubbles
Inducted 2014

Candy Land
Inducted 2005

Cardboard Box
Inducted 2005

Checkers
Inducted 2003

Chess Inducted 2013	Clue Inducted 2017	Crayola Crayons Inducted 1998	Dollhouse Inducted 2011
Dominoes Inducted 2012	Duncan Yo-Yo Inducted 1999	Dungeons & Dragons Inducted 2016	Easy-Bake Oven Inducted 2006
Erector Set Inducted 1998	Etch A Sketch Inducted 1998	Fisher-Price Little People Inducted 2016	Frisbee Inducted 1998
G.I. Joe Inducted 2004	The Game of Life Inducted 2010	Hot Wheels Inducted 2011	Hula Hoop Inducted 1999
Jack-in-the-Box Inducted 2005	Jacks Inducted 2000	Jigsaw Puzzle Inducted 2002	Jump Rope Inducted 2000
Kite Inducted 2007	LEGO Inducted 1998	Lincoln Logs Inducted 1999	Lionel Trains Inducted 2006
Little Green Army Men Inducted 2014	Magic 8 Ball Inducted 2018	Marbles Inducted 1998	Monopoly Inducted 1998
Mr. Potato Head Inducted 2000	Nintendo Game Boy Inducted 2009	Paper Airplane Inducted 2017	Pinball Inducted 2018
Play-Doh Inducted 1998	Playing Cards Inducted 2010	Puppet Inducted 2015	Radio Flyer Wagon Inducted 1999
Raggedy Ann and Andy Inducted 2002	Rocking Horse Inducted 2004	Roller Skates Inducted 1999	Rubber Duck Inducted 2013
Rubik's Cube Inducted 2014	Scrabble Inducted 2004	Silly Putty Inducted 2001	Skateboard Inducted 2008
Slinky Inducted 2000	Star Wars Action Figures Inducted 2012	Stick Inducted 2008	Super Soaker Inducted 2015
Swing Inducted 2016	Teddy Bear Inducted 1998	Tinkertoy Inducted 1998	Tonka Trucks Inducted 2001
Twister Inducted 2015	Uno Inducted 2018	View-Master Inducted 1999	Wiffle Ball Inducted 2017

Harvard Dropout to Female Rock and Roll Hall of Famer

Bonnie Lynn Raitt has been making music for over forty-five years now. The Rock and Roll Hall of Famer has released 20 studio albums, has won 10 Grammy awards, and is on Rolling Stone's lists of both "100 Greatest Singers of All Time" and "100 Greatest Guitarists of All Time". She is the very definition of "legend in her own time" and today is her birthday!

Born on November 8, 1949, in Burbank, California, to parents that also had musical backgrounds. Her father, John Raitt, was a Broadway musical star while her mother, Marjorie Haydock, was a pianist. She got her start playing guitar at summer camp in New York. It was during college that she really caught the music bug, though, after meeting blues promoter Dick Waterman.

She left Harvard (then Radcliffe College) during her second semester and moved to Philly with Waterman and a group of musicians that she says had become her family and mentors. She says she couldn't pass up the opportunity to learn not just about music, but life. "It was an opportunity that young white girls just don't get, and as it turns out, an opportunity that changed everything."

She went back to school the next semester but her heart wasn't in it. When Waterman called asking her to come help out on the Rolling Stone's European tour in 1970, she again felt she couldn't pass up the opportunity. Her parents were a lot less thrilled about the "opportunity" though and told her she'd have to support herself. "That's why I started playing," she told Rolling Stone Magazine a few years ago. "I had to make a living. I've got the Stones to thank for it!"

She got her big break in 1970 while opening for John Hammond at the Gaslight Cafe in New York. Some music scouts had caught on to her and she eventually signed a record deal with Warner Brothers, releasing her self-titled debut in 1971. She released 4 more albums, all to critical acclaim but none of them producing a hit. Her first commercial success came in 1977 with a cover of "Runaway" on the album "Sweet Forgiveness". The critics panned it but the listening public finally knew her name. Unfortunately, that one hit would be her last for over a decade.

In the early 80s, Warner Brothers dropped her from their label, leaving Raitt to scrape by a living touring. She says this is the period when her drug and alcohol use really accelerated. She got clean around 1987, saying "I thought I had to live that partying lifestyle in order to be authentic, but in fact if you keep it up too long, all you're going to be is sloppy or dead." And she gives famed guitarist Stevie Ray Vaughn a lot of credit for that, saying he gave her the courage to admit she had a problem and seeing that he was an even better musician when he was sober.

Her sobriety marked the major turning point in her career. Her 10th album, "Nick of Time", was released by Capital Records in 1989, and zoomed to the top of the charts. Her "first sober album" won her three Grammy Awards, including Album of the Year, in 1990. It wasn't easy getting that deal with Capital, though. She was rejected by at least 14 other record labels in a year-long search. At one point, she even had a deal in the works with Prince and his label, Paisley Park Records, but it fell through. Still, she stayed sober and didn't give up, finally getting a break from Tim Devine at Capital who paid her \$150,000 to cut the new record.

The hits that came off "Nick of Time" include the title track as well as "[Thing Called Love](#)", written by the legendary John Hiatt, and "[Have a Heart](#)".

Raitt followed up this success with three more Grammy Awards for her 1991 album "Luck of the Draw" which sold nearly 8 million copies in the United States. It included the massive hit "[Something to Talk About](#)" which won her the Best Female Pop Vocal Performance at the Grammy Awards of 1992. In 1994, she added two more Grammys with her album "Longing in Their Hearts", her second number 1 album. Both of these albums were multi-platinum successes. It wasn't until 2012 that she would have another top ten album with "Slipstream", which many critics consider the best in her 40-year career and also won her another Grammy.

Raitt has been sober over 30 years now and continues to keep doing what she's always done - making music. She's slowed down a bit, preferring to spend more time at her home in Northern California than on the road. She's still a big draw when she's out on tour though, which often include benefits for the many causes she supports. She also has an interesting perspective on her place in the music world now, especially as it relates to being a woman approaching 70. "My end of the music business doesn't rely so much on looks. It allows you to age more gracefully than the mainstream pop stars that are total babes. People are snarkier about them getting older. It's just terrible. So I'm actually relieved that I'm in the character actress end of the world, where I can just get more seasoned and people go, 'Oh, well, look how mythical she's become!'"

Check out Raitt playing "In The Mood" with the late great John Lee Hooker [HERE](#).







ANSWER to riddle: An eraser.

SEE YOU IN KANSAS CITY



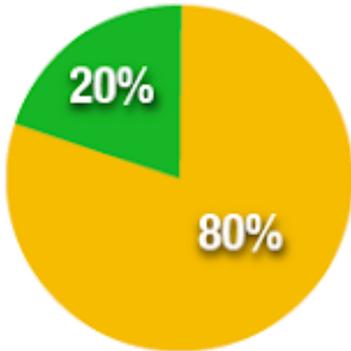
Jan. 15th & 16th, Kansas City, MO - Click Here to Learn More

CASH SALES & HEDGING TOTALS

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

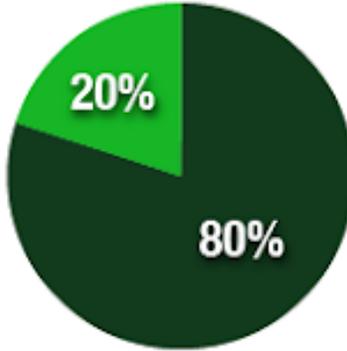
Corn 2018 Crop	Soybean 2018 Crop	Wheat 2018 Crop
80% SOLD	80% SOLD	100% SOLD

20% HEDGED
0% UNPROTECTED



Corn 2019 Crop

20% HEDGED
0% UNPROTECTED



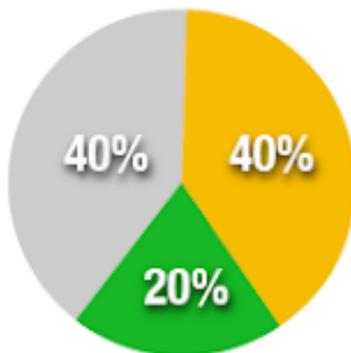
Soybean 2019 Crop

0% HEDGED
0% UNPROTECTED



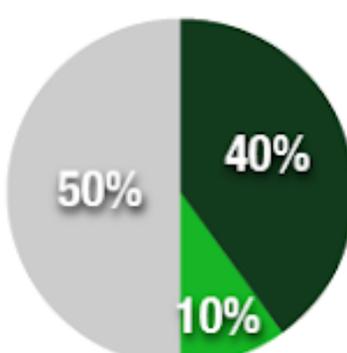
Wheat 2019 Crop

40% SOLD
20% HEDGED
40% UNPROTECTED



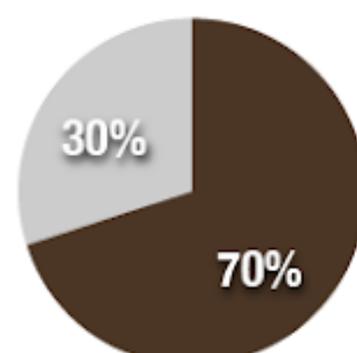
Corn 2020 Crop

40% SOLD
10% HEDGED
50% UNPROTECTED



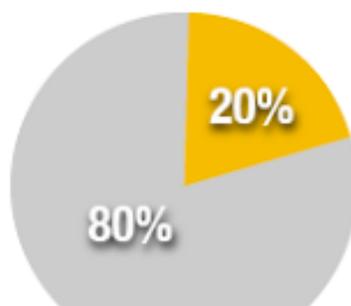
Soybean 2020 Crop

100% SOLD
0% HEDGED
0% UNPROTECTED

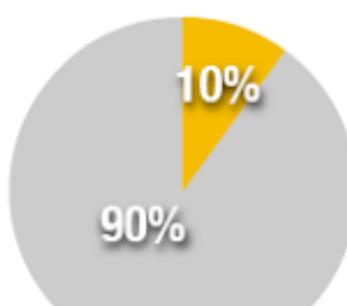


Wheat 2020 Crop

20% SOLD
0% HEDGED
80% UNPROTECTED



10% SOLD
0% HEDGED
90% UNPROTECTED



0% SOLD
0% HEDGED
100% UNPROTECTED



AgSwag



Bold. Fast. Fun

Sponsored by **AgSwag**

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

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

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

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

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

YOUR CUSTOM BUSINESS LOGOS ON THE MOST POPULAR BRANDS



Champion





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



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

Privacy Policy

Update Profile Manage Subscriptions