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GOOD MORNING: The Van Trump Report 11-12-19

1 message

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

Tue, Nov 12, 2019 at 5:30 AM

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"However beautiful the strategy, you should frequently look at the results." -
Winston Churchill

Tuesday, November 12, 2019[Printable Copy](#) or [Audio Version](#)

Morning Summary: Stock traders see little in the way of fresh news to move prices in one direction or another. The Dow, S&P 500 and Nasdaq all closed at record highs Friday, as the S&P finished a fifth consecutive week of gains and the Nasdaq posted its sixth straight weekly advance. The S&P 500 is on track for its best year since 2013, registering a +23% gain so far this year. Bears continue to point towards ongoing uncertainty surrounding "Phase 1" of the Chinese trade deal. Most market insiders seem to think it may be tough to get much more upward momentum without solid and tangible progress on a China trade deal as optimistic expectations have been a key driver of the recent rally. Stock market bulls want to see those expectations met before pushing stock prices to even higher levels. The CBOE's VIX, widely considered to be the best volatility gauge in the market, hit its lowest level since July last week, which has some analysts

worried that stocks could be vulnerable to a correction if the trade deal uncertainties aren't resolved. The VIX usually moves higher when stocks are hitting new record highs because traders use it as a hedge against a market pullback. However, the low read indicates that traders are betting on further gains as well as low volatility. As Randy Frederick, vice president of trading and derivatives at Charles Schwab, explained yesterday on CNBC, "When you see a huge amount of complacency and excessive optimism especially from certain participants in the market, that's when you oftentimes tend to get a snapback in the other direction." One of today's biggest events may come from President Trump, who is set to speak at the Economic Club of New York. The President is expected to weigh in on the U.S. economy and it's always possible he could deliver more news about the U.S.-China trade deal, as well as his decision on implementing new tariffs on EU and Asian auto imports. There is not much on the economic calendar today, with the NFIB Small Business Optimism Index the only report of note. Today's Fed speakers include Philadelphia Fed President Patrick Harker and Minneapolis Fed President Neel Kashkari. There are a few big names releasing earnings today, including Advance Auto Parts, CBS, Praxair, and Tyson Foods.

To Vape or Not to Vape? *The White House says it will issue its final decision on vaping products this week. President Trump said last week that he plans to raise the vaping age to 21 "or so" but also suggested that the administration may be backing off plans to ban flavored e-cigarettes. The FDA doesn't have the authority to raise the smoking age, so it's unclear how the policy could be pursued. (CNBC)*

U.S. Box Office Movie Sales Continue to Fall: *Most sources are estimating U.S. movie sales are down nearly -30% in the past year. Crazy to think movie theatres could eventually be a thing of the past. But then again, when I was a kid I would have never guessed that Drive-In movie theatres would be all but gone.*

Uber Co-Founder, Travis Kalanick, Sells Half a Billion Dollars in Stock: *Uber co-founder and director, Travis Kalanick, sold more than half a billion dollars worth of stock (\$547 million or 20 million shares to be exact) last week after the company's 180-day restriction on inside and early investor sales period expired. Keep in mind, it's still unclear why Kalanick chose to sell his shares, but many industry experts guess he could use the money to help fund his new venture, "CloudKitchens". The Los Angeles-based company, whose parent is City Storage Systems, rents out kitchen space all over the world to restaurants and start-ups, primarily for delivery through food-ordering apps such as Uber Eats, DoorDash, and Deliveroo. In addition, the Wall Street Journal reported last week that Saudi Arabia's Public Investment Fund had invested \$400 million in the CloudKitchens business earlier this year.*

Watch Market Still Smoking Hot! *A one-of-a-kind Patek Philippe Grandmaster Chime Ref. 6300A-*

01 watch sold for \$31 million at a recent auction in Geneva making it the most expensive wristwatch ever sold at auction. I should note, the sale tops a previous record set in 2017 for a Rolex Daytona once owned by Paul Newman, which sold for \$17.7 million. This Patek Philippe is the only one of its kind made in stainless steel. It has 20 complications, including a grande and petite sonnerie, a minute repeater, an instantaneous perpetual calendar with a four-digit year display, a second-time zone, and a 24-hour and minute subdial. The watch's most unique feature is front and back dials, one salmon-colored and the other black, that can be flipped or reversed. The buyer of the watch has not been identified. (Source: Forbes)





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Alibaba Breaks Big Sales Records: *Chinese e-commerce giant Alibaba set a new sales record of \$38.4 billion, in 24 hours selling more than half of what Amazon sells in an entire quarter! That's an increase of about +25% over last year's \$30.8 billion. (Source: CNBC)*

NEW Amazon Supermarket Brand: *Amazon is planning to launch a new supermarket brand distinct from the Whole Foods chain the company acquired two years ago. The company has posted four job listings for "Amazon's first grocery store" in the Woodland Hills neighborhood of Los Angeles. An Amazon spokeswoman confirmed the listings, and said the store would open in 2020. The brand will be distinct from Whole Foods and will have a conventional checkout line, unlike the cashierless Amazon Go convenience stores, she said. The e-commerce company purchased Whole Foods in a splashy \$13.7 billion deal two years ago, but has yet to make much headway in the \$900 billion U.S. grocery industry. The Whole Foods brand, finicky about what is allowed on store shelves based on its healthy image, clashes with Amazon's desire to give customers whatever they want. Online grocery shoppers prefer in-store pickup options to home delivery by nearly a 2-to-1 margin, and Amazon needs more stores to meet that growing demand, said David Bishop, a partner with research firm Brick Meets Click. In-store pickup requires more stores closer to shoppers -- about 3 to 5 miles*

from their homes -- than grocery delivery services, he said. Amazon's sales from physical stores, the vast majority of which are purchases at Whole Foods stores, declined -1.3% from a year earlier to \$4.19 billion in the third quarter. (Source: Bloomberg)

Biggest Market Risk Next Year Isn't Trade or Election: There's plenty for investors to get all stressed out about in the coming year, and Deutsche Bank chief economist Torsten Slok's latest list of the 20 biggest risks will do little to alleviate those concerns. As you can see, the potential for more trade fallout and fears over slowing growth still rank high on Slok's list, but inequality is in the top spot. "They are all important at different horizons," Slok told MarketWatch, "but a continued rise in inequality and associated political response is something investors can no longer ignore." Democratic presidential candidates certainly aren't ignoring it. "Trade war and impeachment are near-term risks that could even be resolved before this year is over, whereas increasing inequality is a longer-term development that may be addressed politically at some point in the future," Slok said. (Sources: MarketWatch, CNBC)

20 risks to markets in 2020



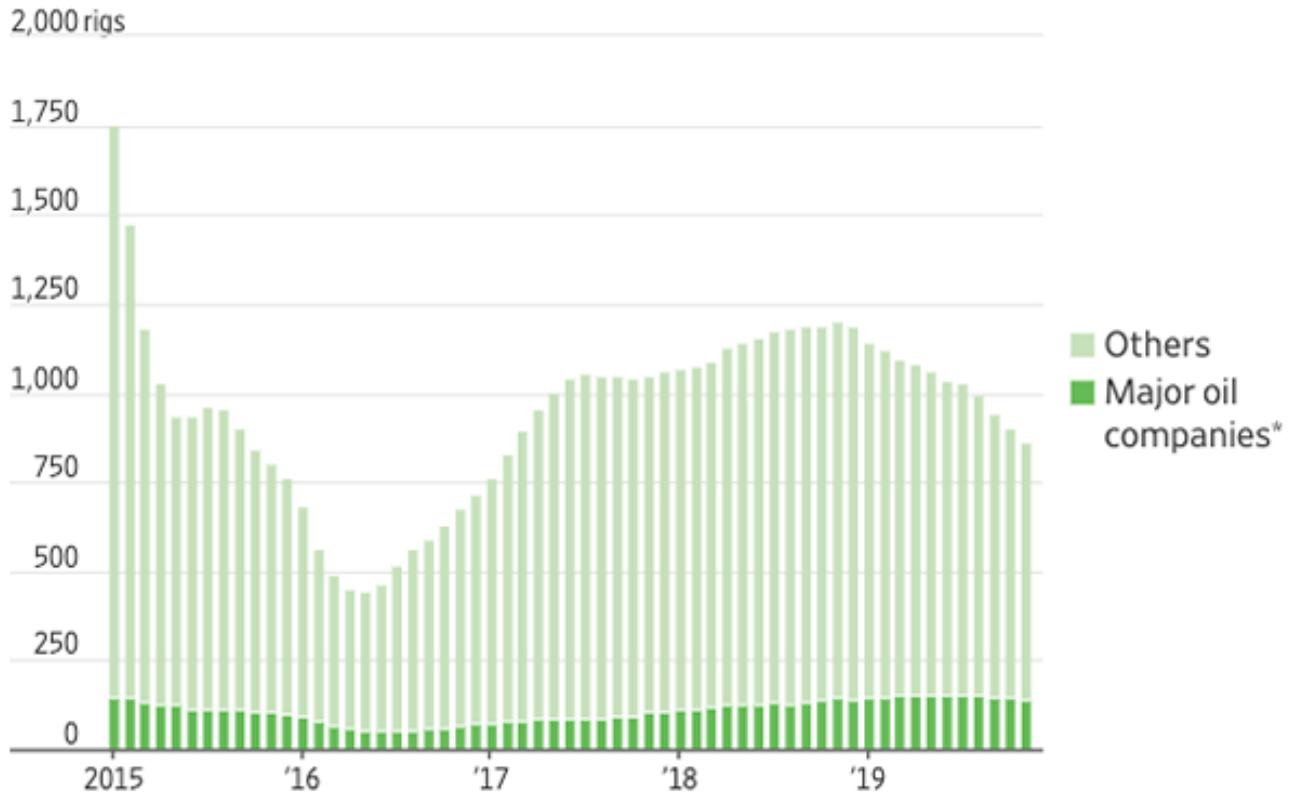
1. Continued increase in wealth inequality, income inequality, and healthcare inequality
2. Phase one trade deal remains unsigned, continued uncertainty about what comes after phase one
3. Trade war uncertainty continues to weigh on corporate capex decisions
4. Ongoing slow growth in China, Europe, and Japan triggering significant US dollar appreciation
5. Impeachment uncertainty & possible government shutdown
6. US election uncertainty; implications for taxes, regulation, and capex spending
7. Antitrust, privacy, and tech regulation
8. Foreigners lose appetite for US credit and US Treasuries following Presidential election
9. MMT-style fiscal expansion boosts growth significantly in US and/or Europe
10. US government debt levels begin to matter for long rates
11. Mismatch between demand and supply in T-bills, another repo rate spike
12. Fed reluctant to cut rates in election year
13. Credit conditions tighten with more differentiation between CCC and BBB corporate credit
14. Credit conditions tighten with more differentiation between CCC and BBB consumer credit
15. Fallen angels: More companies falling into BBB. And out of BBB into HY.
16. More negative-yielding debt sends global investors on renewed hunt for yield in US credit
17. Declining corporate profits means fewer dollars available for buybacks
18. Shrinking global auto industry a risk for global markets & economy
19. House price crash in Australia, Canada, and Sweden
20. Brexit uncertainty persists

U.S. Frackers Prepare to Pull Back, Exacerbating Slowdown in U.S. Oil Growth: *After pushing U.S. oil and natural-gas production to record levels, some shale companies are doing the unthinkable: They are planning to pump less. The pullback is sharpest among the country's largest natural-gas drillers, but even more oil-focused shale companies are promising to rein in spending and forecasting slower growth. Diamondback Energy Inc., Callon Petroleum Co. and Cimarex Energy Co. , all active in the Permian Basin in Texas and New Mexico, told investors last week that they were contemplating holding next year's spending around current levels. A pullback by oil producers would likely cause U.S. oil production growth, already slowing this year, to flatten further in 2020. Natural-gas companies, meanwhile, are attempting to whittle down a glut that has driven prices to multiyear lows. The belt tightening comes as many shale companies are under financial pressure to produce returns as their access to capital constricts. Mark Papa, chief executive of Centennial Resource Development Inc., said last week that U.S. shale will be in what he called a "growth-challenged environment" for the next decade. Read more from [The Wall Street Journal](#).*

Drilling Decline

The number of active drilling rigs has fallen, even as larger companies continue to drill.

U.S. rig count



*BP, Chevron, Conoco, Equinor, Exxon, Shell, Total.

Source: Enverus

FARM TANK

Tweets of the Day

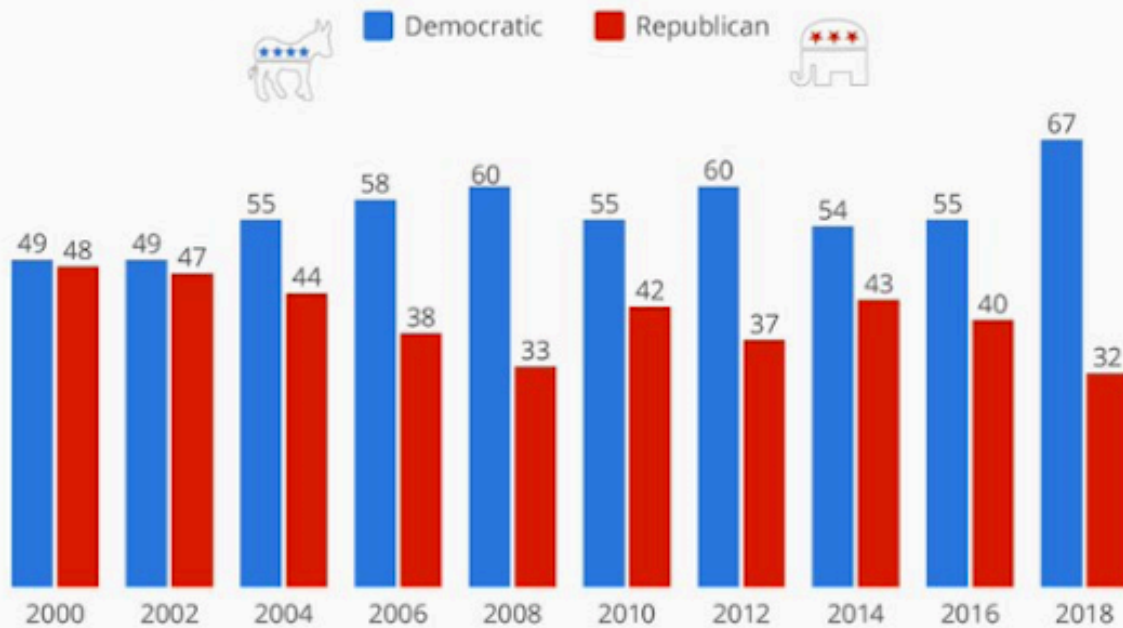




Young American voters became more [#partisan](#) during the 2018 midterms [statista.com/chart/19850/yo...](https://www.statista.com/chart/19850/young-american-voters-became-more-partisan-during-the-2018-midterms)

Gap Between Young Republican and Democratic Voters

Voting of 18-to-29-year-olds in U.S. midterms from 2000 to 2018 (in percent)



@StatistaCharts

Source: Center for Information & Research on Civic Learning and Engagement

statista



Melissa Shockman
@NoDakDemeter



I think we are both extra grateful that [#harvest19](#) is rocking and rolling, because this pup got her first rooster this evening!

[#hunting](#) [#farming](#) [#northdakota](#) [#nodak](#) [#pheasants](#)
[#birddog](#) [#birddogs](#) [#hunttoeat](#) [#fieldtofreezer](#)



Grant Thompson
@gtbaconmaker



45% moisture corn still standing in the fields and not enough propane available to supply grain dryers

2019 can go 2019 itself
#harvest19

Murdock, MN





Corn Farmer John
@CornFarmerJohn



Any one else running tillage in the snow? So far it's working great, and should continue to until it warms up.
[#harvest19](#) [#harvest2019](#)





Jesse Rempel
@jesseremps



Foodgrains harvest today. [#harvest19](#) [#combine](#)
[#johndeere](#) [#helpingothers](#) [@MarlenBergen](#)





Donna Adair
@donna_adair



Need more time to get corn off in Huron County [#ontag](#)
but look at what we are up against [#harvest19](#)
[#WeatherUpdate](#)

Hensall Ontario





Motivational Quotes
@DavidRoads



Be strong



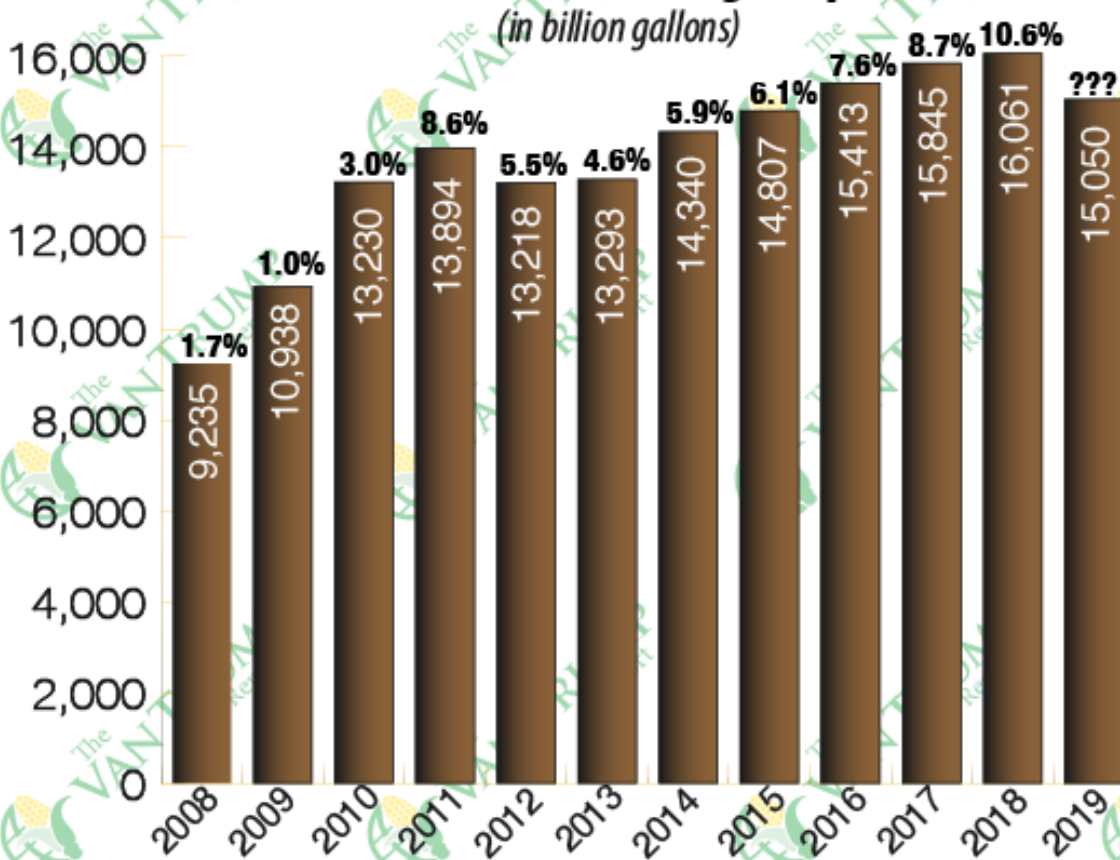


Corn prices on the board have deteriorated by about -25 to -30 cents in the past month. The bulls were betting on a production story that never fully unfolded. While the bears have continued to gain confidence in a weaker U.S. demand story. Technically, bears are eyeballing the \$3.65 area and the DEC19 low at \$3.52² posted back on September 9. For what it's worth, the most recent DEC19 high was posted at \$4.73 back in mid-June. I just worry that without improvement or uptick in demand we could continue to trade sideways to lower into yearend. Without a major weather story in South America and no real major production update from the USDA regarding the U.S. crop until January, what's going to keep the bears honest? A deal with the Chinese would have helped. A more wide-spread weather story in South America would have helped. A downgrade to U.S. harvested acres would have helped. A larger reduction in the U.S. yield would have helped. Larger weather problems in Russia and or Ukraine would have helped. Better U.S. ethanol policy would have helped. A weaker U.S. dollar would have helped. Unfortunately, none of this came to fruition so the bulls have been left backpedaling. As a producer, I'm happy I forced myself to get to 60% priced/hedged back in early-October when JUL20 prices were trading north of \$4.05 per bushel. Not that the price was anything to write home about but I felt it bought me more time to be more patient with the remaining unpriced bushels. We desperately need a pickup in demand. I'm actually thinking that can happen in the next few weeks for both U.S. exports and ethanol. As a spec, I'll be looking to add some length on a much

deeper break in price. Stay tuned...

U.S. Fuel Ethanol Production

(Annual U.S. Percentage Exported)



Source: USDA, WASDE, November, 2019

Soybean bears are talking about ongoing uncertainty regarding Chinese trade negotiations as well as better and more wide-spread rains in South America. The USDA's curve-ball last week to the balance sheet buckled a few bulls who were looking for a fastball right down the middle of the plate. Most were looking for a further reduction in total U.S. production and in turn another reduction in ending stocks. Instead, there was no real meaningful adjustment to U.S. production and demand was actually lowered, which ultimately pushed ending stocks higher, not lower like the trade was thinking. Now the bulls have really nothing to chew on in regard to the U.S. crop between now and the January report. This news vacuum or rather lack of U.S. production headlines could weigh on the market nearby. If there's no South American weather story or wide-spread fear of a production hiccup, and no official Chinese trade agreement, the market might look to reduce a little premium. I don't think the bears can do a ton of damage just yet with this much weather still ahead of us in South America and the possibility of the U.S. and

China reaching a partial agreement that includes U.S. soybeans. Technically, there appears to be a lot more support in the JAN20 contract between \$8.90 and our current price level. I personally think the bears will be hard-pressed to drive prices below that level anytime soon. The lows back in September were down between \$8.65 and \$8.70 per bushel. The contract lows in mid-May were posted just below \$8.30 per bushel. Bears will argue that if the current trade negotiations with China fall apart and weather mostly cooperates in South America we could be on a fairly slippery slope to the downside. As a spec, I'm feeling really good about exiting my bullish positions back when I did. I'm also happy I've had the discipline to stay on the sideline. If the bears overdo it and push the market to sub-\$9.00 levels I might dip a toe back in the water. As a producer, I'm sitting patient with about 50% of our new-crop production priced and still not in a real big hurry to get more aggressive. Don't forget, the USDA will release its weekly crop-condition and progress report later today. The USDA was closed yesterday in honor of Veterans Day.

U.S. Soybean Exports

(in million metric tons)

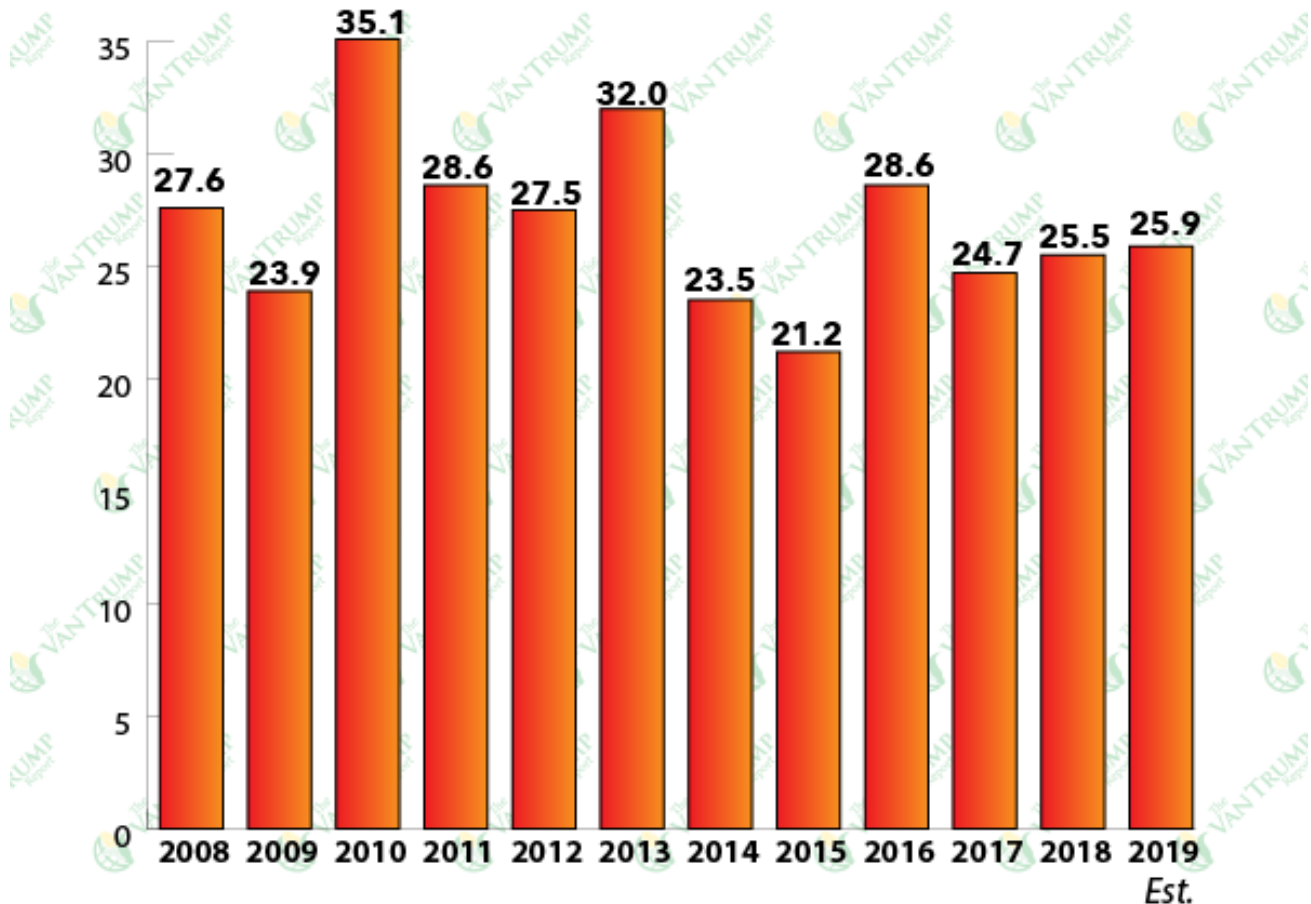


Source: USDA, PS&D, November, 2019

Wheat bears are pointing to cheaper and more competitive prices out of Russia, the European Union, and Argentina. With record global supply and U.S. ending stocks being +1.0 billion bushels, it's tough to envision an extended bullish run without U.S. exporters being wildly competitive. Bears are also pointing to adequate winter wheat crop-conditions here in the U.S. despite some wild weather as of late. As a spec, I continue to wait for the market to find a more defined direction. I just don't want to chew up equity while the market sloshes around. As a producer, staying patient and in no major hurry to make new cash-sales.

U.S. Wheat Exports

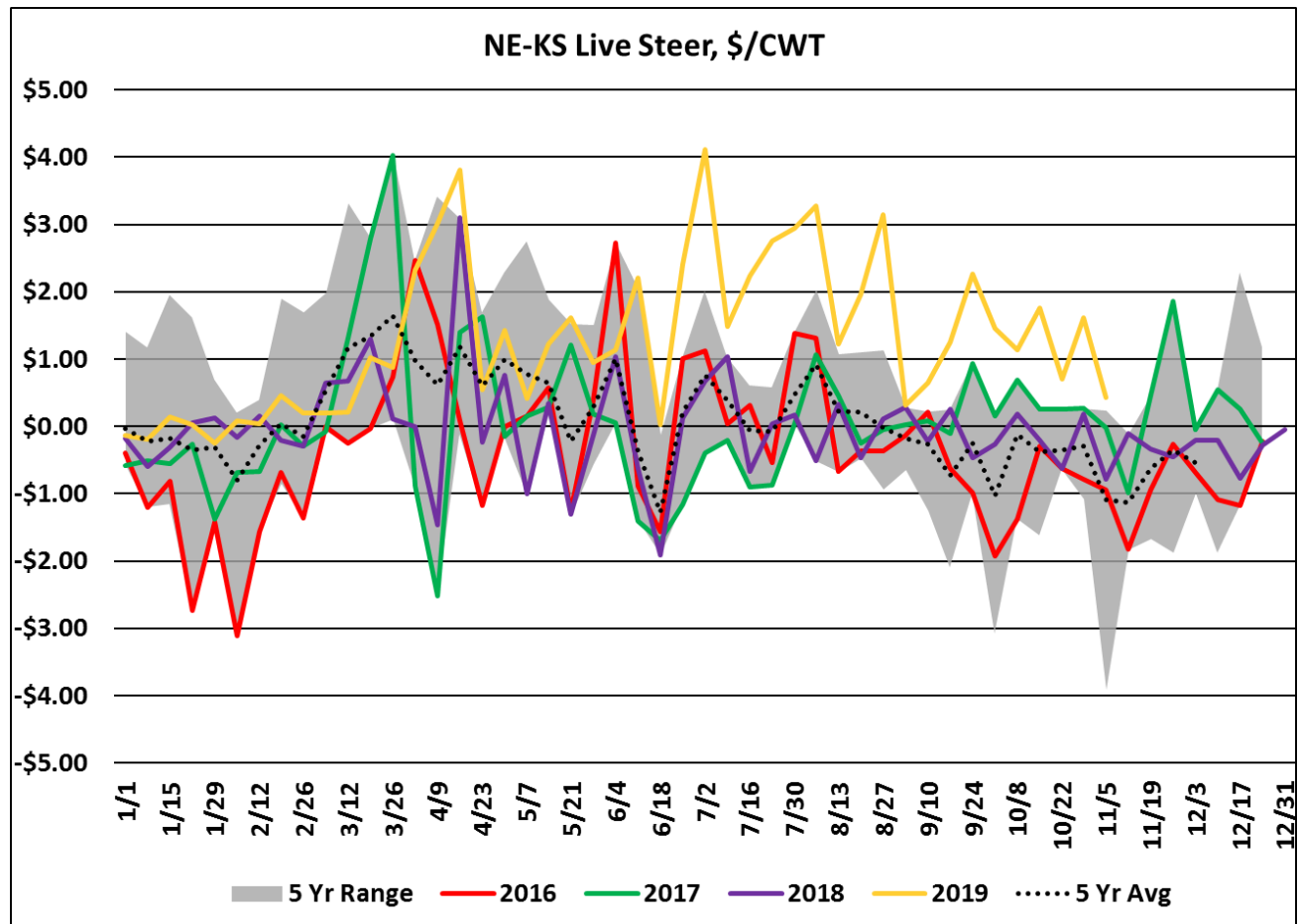
(in million metric tons)



Source: USDA, PS&D, November, 2019

Cattle markets saw some issues surrounding the release of certain USDA data yesterday, but the cash trade summaries would suggest that cattle largely traded 2.00/CWT higher in the south and either side of unchanged in the north. Maybe the more important thing associated with last week's cash trade was the volume. The national number printed something over 120,000 head of negotiated trade on the week. We are forecasted to have ample supplies moving forward, but large trade volumes like that will keep us as current as possible through the fall. The beef cutout moved nearly 6.00/CWT higher last week and now brings the blended cutout something around 30.00/CWT off recent lows. Last week's estimated cattle slaughter came in at 651,000 head aided by a robust Saturday harvest. Some interest over the weekend in regards to a SW KS regional media outlet printing an article that would suggest the Tyson-Holcomb beef plant could be up by the end of the year if not slightly before. This is obviously not dramatically different than the

previously mentioned January date but in our current setup, the notion that the repairs are on or ahead of schedule may go a long way towards comforting portions of the industry. Futures remain in an uptrend and overbought. Feb20 LC traded into fresh move highs and will take over as the largest open interest month today with a sizeable long roll out of Dec19 LC. Bulls touting the trend and firming fundamentals. Bears looking for some fall corrective break and looking for large fall market ready numbers to potentially pressure cash markets. Trey Warnock - [Amarillo Brokerage Company](#)





> Propane Seeing Record Demand from Grain Drying Needs: *Propane suppliers are facing a supply challenge this fall due to farmers' increased need for crop drying across the Midwest, according to CHS. The issue is not a propane shortage, the National Propane Gas Assn. (NPGA) reported; rather, the challenge is getting propane to the right place at the right time. NPGA relayed that the supply issues are caused by limits on the safe transportation of propane from supply points as well as limits on pipeline capacity. The high demand for propane is being felt by Midwest farmers, whose propane is primarily sourced from Kansas, Texas and western Canada and transported by pipeline, rail or truck, CHS explained. The Minnesota Propane Assn. said in an average November, propane marketers in Minnesota use 190 transport loads of propane per day for the state. This year, however, nearly 300 transports have been shipping per day. The Federal Motor Carrier Safety Administration has declared a regional emergency for Iowa, Kansas, Illinois, Nebraska, South Dakota, Missouri, Wisconsin and Minnesota. Several state governors have also issued executive orders to waive hours of service for the delivery of propane due to long wait times at terminals. (Source: Feedstuffs)*

> Fear of Higher Argentine Export Taxes Triggering Grain Sales: *Forward sales of Argentine corn and soybeans are zooming higher versus last year as growers hedge against possible increases in export taxes under President Alberto Fernandez, who is set to take office on Dec. 10. With nearly half of this year's corn*

already sown, and soy planting recently begun, farmers have sold 12.4 million tonnes of corn and 7.2 million tonnes of soy versus 4.6 million and 2.9 million, respectively, at this point last year. Peronist Fernandez thumped Argentina's business-friendly incumbent leader Mauricio Macri in the October election. The Peronist party has traditionally supported more government intervention in the economy, including higher export taxes. Export taxes are paid by export companies, which in turn discount the expense from the prices they pay farmers for their crops. Fernandez's running mate was fellow Peronist Cristina Fernandez de Kirchner, a free-spending populist who raised grains export taxes and cracked down on international shipments on corn and wheat during her 2007-2015 presidency. Under the Fernandez de Kirchner administration corn exports were taxed at about 20% and soybeans at 35%. (Source: Reuters)

> Agronomist Says Soybean Moisture Readings in Cold Weather are Likely Wrong: William Wynn with Pioneer tells Brownfield with the cold temperatures, soybeans will be frozen when harvested, and getting accurate moisture data will be challenging. "Your moisture tester in your combine and even your hand-held moisture tester, if you're putting frozen beans through that, they need to take that moisture reading that you're getting with a grain of salt. I recommend taking that sample and letting it warm up to room temperature because you'll gain a couple of points as the beans thaw, so they may not be as dry as what you think." Wynn says put frozen soybean samples in a sealed bag, and let them warm up to room temperature before testing moisture. "For beans that are frozen, you're going to at least gain a point and a half to two points so that can make a difference between spoiling a bin or causing some issues here down the road." University of Wisconsin experts say drying soybeans at 100 degrees Fahrenheit will minimize split beans. (Source: Brownfield Ag News)

> Brazil Says Saudi Arabia has Approved New Beef Exporting Plants: The Brazilian government said in a statement on Monday that the Saudi Food and Drug Authority has approved eight Brazilian beef exporting plants, as the two countries seek to boost business ties. The approvals come on the heels of an official visit to Saudi Arabia by President Jair Bolsonaro last month. The country's Agriculture Ministry says 2018 Brazilian agribusiness exports to Saudi Arabia totaled \$1.7 billion, including foodstuffs like fresh chicken, sugar, beef, corn and coffee, among others. (Source: Reuters)

> Urban Farms Coming to Big-Box Store Parking Lots: A typical parking lot at a big-box store, sprawling over several acres, is empty most of the time. With a new design called Car Parks 2.0, the French design firm Studio NAB shows how that space could be reimagined as an urban farm, with a little room left at the side for charging electric cars from onsite solar panels. The design strips away asphalt to bring life back to the soil trapped underneath it. In one section, greenhouses and fruit trees grow produce that can be supplied directly to the neighboring store

—a little like the model used by the urban farming company Gotham Greens, which grows produce in a greenhouse on a Whole Foods rooftop at one of its locations. In another section, former parking spaces are converted into shared garden plots for people living in the area. In the final section, some parking spaces remain—but even here, the asphalt has been replaced by green space that can help sequester CO2 and absorb rainwater. An algae-filled awning over the cars sequesters more carbon and generates electricity for car chargers. Read more about the concept at [Fast Company](#).

> WeWork Reportedly in Talks to Hire Another Unconventional CEO: As SoftBank continues its efforts to turn around WeWork, the embattled office-sharing startup has held talks with T-Mobile CEO John Legere about becoming the company's new chief executive, according to The Wall Street Journal. T-Mobile's John Legere is one of several candidates being considered to start as soon as January, according to CNBC. Like Neumann, Legere has a reputation as an unconventional executive, who during his tenure at T-Mobile has trashed rivals on Twitter and has become known for always wearing the company's signature bright pink T-shirt. He is also closely linked to SoftBank's Marcelo Claure, the former Sprint CEO who is now chairman of WeWork, from their joint efforts orchestrating Sprint's \$26 billion merger with T-Mobile. As chief executive at T-Mobile, he turned the company around to become the third-largest wireless carrier in the U.S., routinely taking customers from bigger rivals like AT&T and Verizon as well as overseeing its stock price rising to almost \$80 a share from around \$20 a share since he took the helm in 2012. Read more [HERE](#).

> Value of a High School Degree has Collapsed Since 1980: The U.S. may be returning to levels of inequality last seen in the Victorian era, with a stark divide between the haves and have-nots that economists say could be due to educational attainment. Workers with advanced degrees who work more than 40 hours a week have boosted their income since 1980, according to a new study from economists at UCLA and the Pontificia Universidad Católica de Chile. At the same time, wages for workers with only high school degrees have declined, partly due to a loss of manufacturing jobs, the economists write in a new working paper at the National Bureau of Economic Research. In other words, the value of a secondary education has declined during the past 40 years, with the average incomes of high school grads dropping 12% during that time. Income for advanced degree holders, meanwhile, has jumped 18%, the study noted. Read more from [CBS News](#).

> How to get TSA PreCheck, Global Entry, and Clear for Free: What's better than skipping the long security line at the airport? How about not paying for the privilege of skipping the long security line at the airport. TSA PreCheck, Global Entry, and Clear are programs that allow you to breeze through airport security. But before you plunk down money on these program fees, you may want to look at the many credit cards that cover the costs. Similarly, you can redeem loyalty

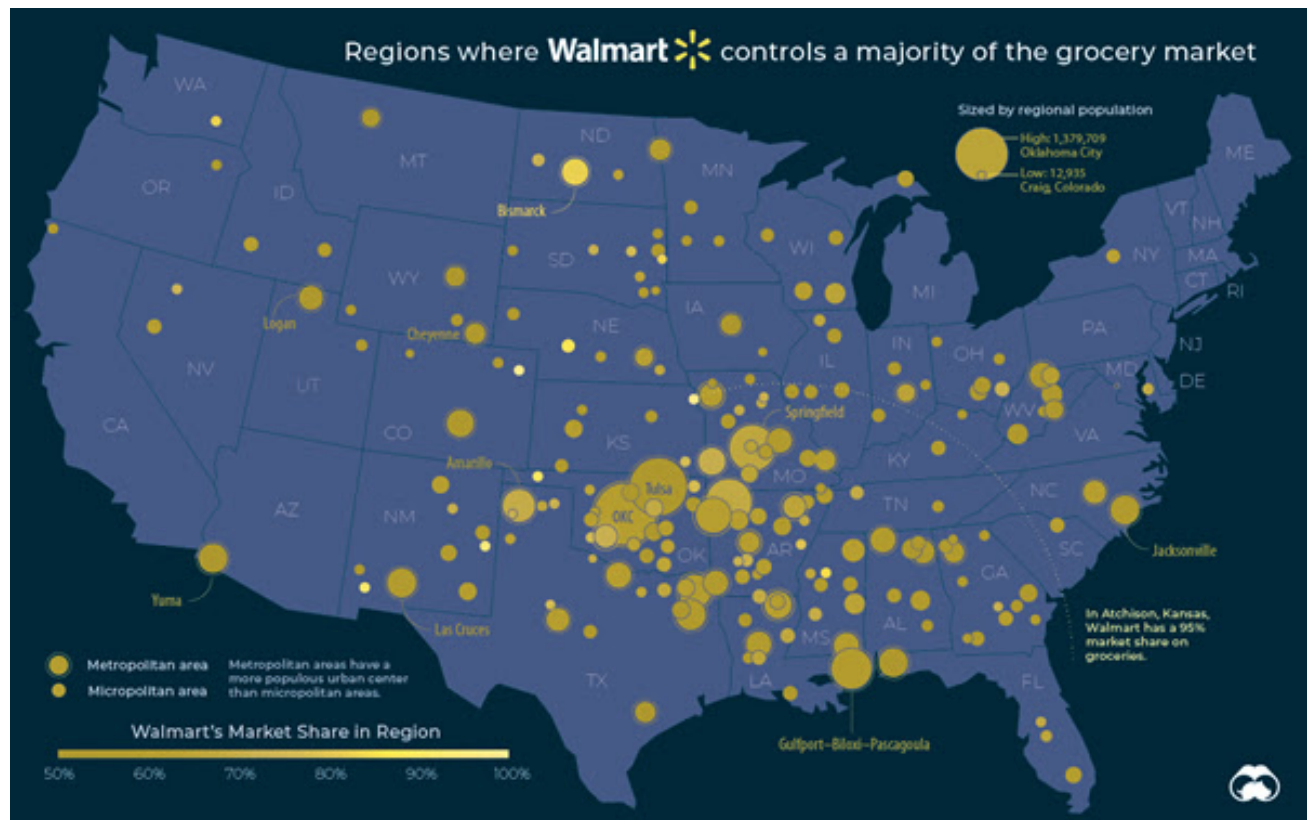
points or frequent-flyer miles to get a free TSA PreCheck, Global Entry, or Clear membership. CNet compiled a handy list of all the credit cards and loyalty programs that offer to pay the fees for all or part of these programs. Check it out [HERE](#).

> Crispy Kreme Strikes Deal with Student Who Drives 200+ Miles for Donuts:

Krispy Kreme-starved Minnesotans hungry for doughnuts were able to get their sugary fix thanks to an enterprising young entrepreneur. Krispy Kreme closed its last store in Minnesota in 2008 but Jayson Gonzalez, 21, came up with the idea to drive to a Krispy Kreme in Clive, Iowa, to pick up boxes of Krispy Kreme and deliver them to Minnesotans while traveling to Iowa to coach in a soccer tournament. Posting to Facebook Marketplace, he asked if anyone in Minnesota would be interested in getting some doughnuts. In just a few days, Gonzalez told the Pioneer Press that he received more than 300 responses. He launched a Facebook page called Krispy Kreme Run Minnesota and began to take orders. He would use the page to communicate with customers, and update followers on quantities and pickup locations. After 19 successful runs, Gonzalez wrote in a post on his Facebook page that he was told by Krispy Kreme to "shut down operations." However, after an outpouring of support, the company is now working on a deal with Gonzalez to allow him to become an independent operator. The money Gonzalez makes via his delivery service will be used to help pay for his education at Metropolitan State University in St. Paul, where he is studying accounting. Read more [HERE](#).

> Walmart's Domination of the U.S. Grocery Market: *The map below is based on a report from the Institute for Local Self-Reliance, and looks at which places in America are most reliant on Walmart to put food on the table. By now, Walmart's rise to the top of the retail pyramid is well documented. The Supercenters that dot the American landscape have had a dramatic ripple effect on surrounding communities, often resulting in decreased competition and reduced selection for consumers. Today, in some communities, Walmart takes in a whopping \$19 for every \$20 spent on groceries. Walmart isn't just a major player — in some cases it's become the only game in town. In a few of the communities, Walmart commands a 90% market share and higher. Under guidelines established by the Justice Department's Antitrust Division, markets in which one corporation captures more than 50% of revenue are defined as "highly concentrated." Walmart's market share meets or exceeds this measure in 43 metropolitan areas and 160 smaller markets around the United States. This degree of market concentration means that a retailer could cut certain products or manipulate prices without fear of losing customers. Worse yet, a company could close up shop and leave thousands of people without adequate grocery access. There is a flip side, however. Walmart has shown a willingness to expand their grocery business to areas that were considered "food deserts" (i.e. low-income areas without easy access to a supermarket). In a 2011 initiative, the retailer committed to open or*

expand 1,500 supermarkets across America to help give more people access to fresh food. Click the map for a larger view. Read more from [Visual Capitalist](#).

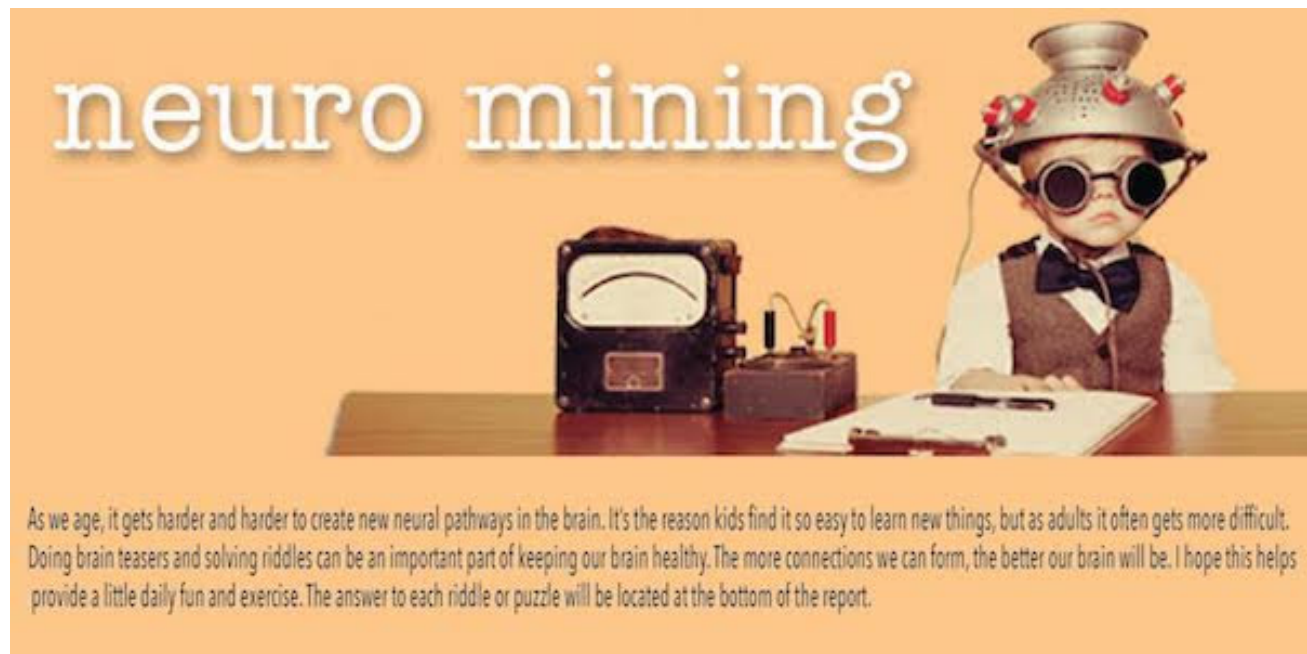


Eastern Missouri - We had rain that eventually turned into a heavy dusting of snow. By morning we had a nice layer of ice on everything that didn't get Ice Melt on it. The little bit of frozen rain caused some power outages but nothing major. It didn't amount to much as far as snow on the ground but it might take until Wednesday before its all gone. Most of the corn in our little area is picked with a few exceptions of slower guys. I can tell you first hand that the later planted corn yielded far worse than the April planted corn. Unfortunately, we had very little April planted corn. Most of the good fields are topping out around 150 bushels per acre. The soybeans are a little better than we initially thought but still well behind last year. The fields we have harvested have made 53 bushels per acre on average. The high end is near 70 bushels while the low end is in the 40's.

West Central Indiana - Most of the early corn has been surprisingly better than I ever expected. It was really

the same story but in a much bigger way for soybeans. Soybeans didn't look like they were going to average anywhere near our APH but they nearly beat last year's yields. My agronomist thinks it's related to applications of a fungicide that we didn't want to apply because we thought they were a lost cause. Thank goodness we applied them.

Southern Illinois - *There was a fair amount of really good corn in our particular county. I have seen more piles of corn than what I normally do which tells me guys might be moving what they had last year and this year combined. Last year we clearly had a record crop but I don't remember seeing this much corn around the countryside. Elevators that normally don't pile corn have massive piles. If this is the norm, which I hope it's not, I would say corn is head for the dumper.*



TODAY'S RIDDLE: I am a digit, but two of the ten. Two of me make a promise. What am I?



An American Cheese Becomes "Best in World"... Might be a Great Gift!
Oregon's Rogue Creamery scored a first for American cheese recently, winning the

top prize for its "Rogue River Blue" at this year's World Cheese Awards. This is the first time in the competition's history that a U.S. cheese has claimed the top spot.

The list of 16 finalists included cheeses from Italy, Spain, France, the United Kingdom, the Netherlands, Switzerland and Japan. But American cheeses overall did exceptionally well this year, with seven placing on the competition's list of the World's 84 Best Cheeses, winning them "Super Gold" medals. Those winners included Emmi Roth, Carr Valley Cheese Co., Sierra Nevada Cheese Company, Sartori, FireFly Farms, and Saputo Cheese. An impressive seven Vermont producers won medals, including Bayley Hazen Blue and Moses Sleeper from Greensboro's Cellars at Jasper Hill Farm, which both won gold medals. A full list of winners is available [HERE](#).

The Rogue River Blue is wrapped in grape leaves that have been soaked in a pear liqueur, then cave-aged for nine to 11 months. The company describes the flavor as having hints of "fruit, spice, blackberry, vanilla, hazelnut, chocolate, and bacon." You read that right - chocolate and bacon. Who's not on board with that? If you'd like to try it yourself, you can order it straight from [Rogue Creamery](#). It's also reportedly available at some Whole Foods stores. Since it is now "officially" the best cheese in the world it might make for an awesome gift. Check out their site!















Thinking "Outside-the-Box" to Get Different Results

When entrepreneur Robert McCulloch was trying to figure out how to attract buyers to his Lake Havasu City retirement development in Arizona, his real estate agent pitched him "the craziest idea I have ever heard." That idea was to buy the London Bridge, which had recently gone up for sale, and relocate it to their remote part of Arizona to draw in tourists and prospective property buyers. That crazy idea is now the second largest tourist attraction in Arizona, behind the Grand Canyon, and Lake Havasu City is home to around 50,000 residents.

McCulloch was born in 1911 into a wealthy family in St. Louis, Missouri. His grandfather was John Beggs, who implemented Thomas Edison's electrical powerplants in cities around the world, among other things. McCulloch didn't settle for living off his grandfather's fortune, though. After graduating from Stanford, he got involved in building engines, founding the McCulloch Engineering Company, which built motors for race cars. He later sold the company and started McCulloch Aviation, which also built engines. Changing the name to McCulloch Motors Corporation, the company focused on small gasoline engines, putting him in direct competition with his own father-in-law, Stephen Foster Briggs of Briggs and Stratton, which dominated the market for lawn mowers and small tractors. His other competitor was the Outboard Marine Company, which dominated the boat motor industry. That led McCulloch to chainsaws, which he began manufacturing in 1948. He revolutionized the market one year later with the one man, lightweight, chainsaw.

In the 1950s, McCulloch moved on to the McCulloch Oil Corporation but never lost interest in motors, especially the outboard market. His search for a testing ground for those motors led him to Lake Havasu. He initially purchased 3,353 acres of property on the east side of the lake along Pittsburgh Point. In 1963, he acquired another 26 square miles of barren desert that would eventually become the site for Lake Havasu City. The land was a former military landing strip given to the state of Arizona by the U.S. Federal Government when they abandoned the site. McCulloch made a deal with the state government and received the property for free with a promise to develop the land.

This particular area of Arizona wasn't an easy sell, however. Real estate agents found it nearly impossible to drum up interest with prospective buyers because the land was so isolated and had a very hot, arid climate. That's when real estate agent Robert Plumer pitched the idea to buy the London Bridge and bring it to Lake Huvasu. McCulloch ended up purchasing the bridge for \$2.4 million. The bridge was dismantled brick by brick and transported from Great Britain to the Port of Long Beach in California. From there it was transported overland to Lake Huvasu City, where re-assembly began in 1968.

The London Bridge was original built in the 1830s, spanning the River Thames in London. The City of London decided to sell it because it was not sound enough to support the increased load of modern traffic. Before transporting the bridge to America, the old facing stones of the bridge were sliced down by 7 to 9 inches and painstakingly numbered so they could be reassembled once reaching their destination. The original masonry was laid over a new, sturdier concrete structure at Lake Huvasu, with work completed in late 1971. Once completed, the Bridgewater Channel Canal was dredged under the bridge and flooded, separating Pittsburgh Point from the city, creating an island. As a result, the bridge now traverses a navigable shortcut between the Thompson Bay part of Lake Havasu

south of Pittsburgh Point, and the remainder of Lake Havasu to the north. The bridge attracted scores of tourists as well as more than enough buyers to make up for the costs of the bridge and its reconstruction.

The project was so successful that McCulloch was able to accelerate his development into a full-scale city. He even hired C.V. Wood, who designed Disneyland, to lay out the city's unique road system. McCulloch and Wood wanted all the streets of the city to have lots with water views, which led to a maze of winding roads that all loop back to the lake. In the early stages of development of the city, McCulloch Properties operated a fleet of secondhand airliners such as the Lockheed Constellation and the Lockheed L-188 Electra to fly prospective property purchasers to the area for free. Unfortunately for McCulloch, he did not live to see Lake Huvasu mature into the popular tourist destination it's become. He died in 1977 of an accidental overdose, just six years after completing the "craziest idea" he'd ever heard. (Sources: Wikipedia, Roadside America)





The MAGIC BANK ACCOUNT

I'm sure you've seen something like this before, but it's a quick read and always a

very good reminder so I decided to share.

The riddle was supposedly found in the billfold of Coach Paul Bear Bryant after he died in 1982. The author is unknown, but it's certainly worth passing along to your friends and family.

Imagine that you had won the following ***PRIZE*** in a contest: Each morning your bank would deposit \$86,400 in your private account for your use. However, this prize has rules:

The set of rules:

- 1. Everything that you didn't spend during each day would be taken away from you.*
- 2. You may not simply transfer money into some other account.*
- 3. You may only spend it.*
- 4. Each morning upon awakening, the bank opens your account with another \$86,400 for that day.*
- 5. The bank can end the game without warning; at any time it can say, "Game Over!". It can close the account and you will not receive a new one.*

What would you personally do?

You would buy anything and everything you wanted right? Not only for yourself, but for all the people you love and care for. Even for people you don't know because you couldn't possibly spend it all on yourself, right?

You would try to spend every penny, and use it all, because you knew it would be replenished in the morning, right?

ACTUALLY, This GAME is REAL...

Shocked ??? YES!

Each of us is already a winner of this *PRIZE***. We just can't seem to see it.**

The PRIZE is ***TIME***

- 1. Each morning we awaken to receive 86,400 seconds as a gift of life.*
- 2. And when we go to sleep at night, any remaining time is Not credited to us.*

3. *What we haven't used up that day is forever lost.*

4. *Yesterday is forever gone.*

5. *Each morning the account is refilled, but the bank can dissolve your account at any time WITHOUT WARNING...*

SO, what will YOU do with your 86,400 seconds?

Those seconds are worth so much more than the same amount in dollars. Think about it and remember to enjoy every second of your life, because time races by so much quicker than you think.

So take care of yourself, be happy, love deeply and enjoy life!

Here's wishing you a wonderful and beautiful day. Start "spending"....

DON'T COMPLAIN ABOUT GROWING OLD... SOME PEOPLE DON'T GET THE PRIVILEGE!





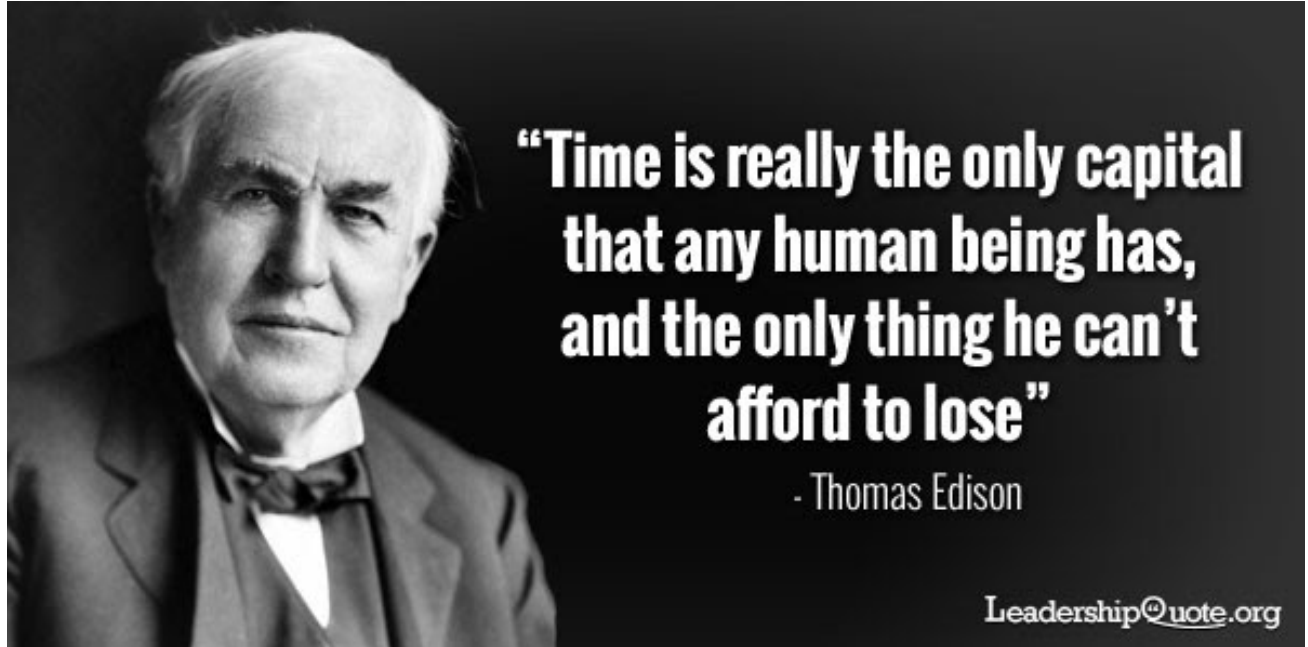
“

If you don't value
your time, neither
will others.

**Stop giving
away your time
and talents.**

Value what you
know & start
charging for it.

Kim Garst



ANSWER to riddle: The pinky or little finger.



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Corn 2018 Crop

80% SOLD

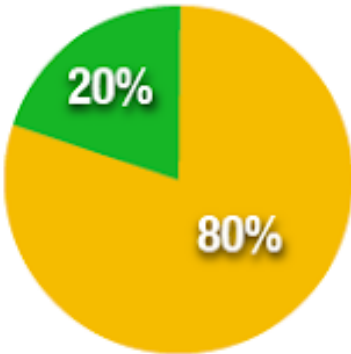
Soybean 2018 Crop

80% SOLD

Wheat 2018 Crop

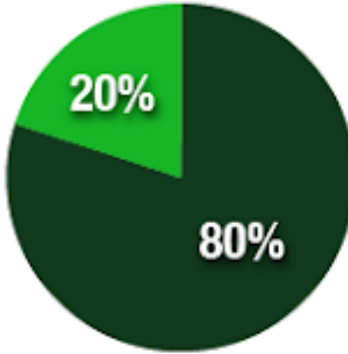
100% SOLD

20% HEDGED
0% UNPROTECTED



Corn 2019 Crop

20% HEDGED
0% UNPROTECTED



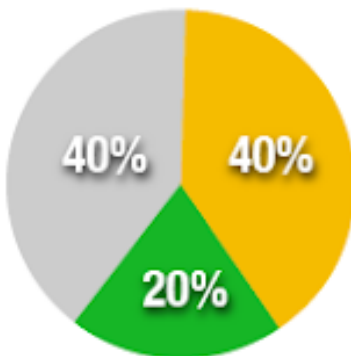
Soybean 2019 Crop

0% HEDGED
0% UNPROTECTED



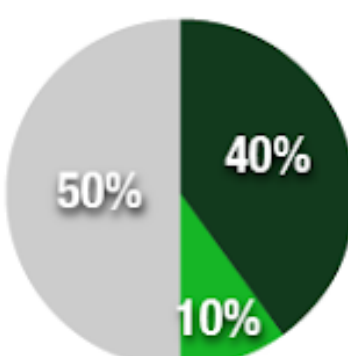
Wheat 2019 Crop

40% SOLD
20% HEDGED
40% UNPROTECTED



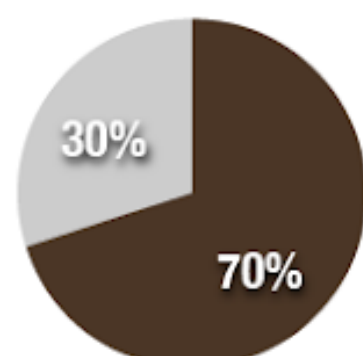
Corn 2020 Crop

40% SOLD
10% HEDGED
50% UNPROTECTED



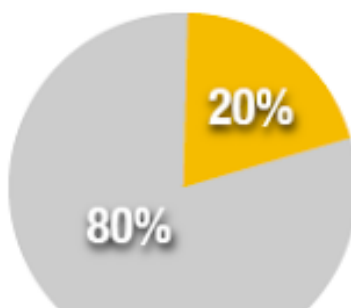
Soybean 2020 Crop

100% SOLD
0% HEDGED
0% UNPROTECTED

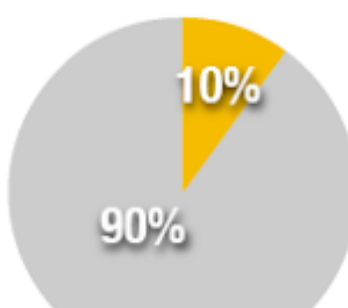


Wheat 2020 Crop

20% SOLD
0% HEDGED
80% UNPROTECTED



10% SOLD
0% HEDGED
90% UNPROTECTED



0% SOLD
0% HEDGED
100% UNPROTECTED



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