



Josh Knight <josh@farmdirection.com>

GOOD MORNING: The Van Trump Report 3-9-20

1 message

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

Mon, Mar 9, 2020 at 5:31 AM

Reply-To: Jordan <reply-fecb117074630779-1142_HTML-68584704-100003450-8@vantrumpreport-email.com>

To: josh@farmdirection.com



"The most difficult thing is the decision to act, the rest is merely tenacity." –
Emelia Earhart

Monday, March 9, 2020

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Morning Summary: Corona, Crude oil, and Contagion are weighing heavily on the minds of all top investors this morning as stock trade LIMIT-DOWN in the overnight. Coronavirus headlines continue to spread fear across the world and in the process are starting to create more dire fallout in the financial world. More than 30 U.S. states are reporting infections as we approach 600 confirmed cases and over +20 U.S. deaths. Globally, we have over +110,000 confirmed cases with what is thought to be thousands more that have simply gone undetected. Italy now has nearly 8,000 reported cases and took measurements over the weekend to lock down and quarantine between 25% and 30% of their entire population. If there is any good news, we are starting to see the number of new cases in both China and South Korea slow. Here at home, however, we continue to see more fear-related headlines. The fear on Wall Street has moved to fear on Main Street as we learn of more schools starting to close, major conventions, concerts, and public events being canceled, etc... The long and wide-ranging implications associated with the fallout are clearly becoming more worrisome. On top of the coronavirus headlines, the trade is also trying to digest the massive meltdown in crude oil. From what I understand, a longstanding partnership between some of the world's largest oil producers, including Saudi Arabia and Russia, splintered on Friday, when the parties failed to reach an agreement on production cuts to help support the price of oil in the face of the coronavirus-related economic

slowdown. The Saudi's wanted Russia to agree to a major production cut to help slow the hemorrhaging crude oil prices and to somewhat bring balance to overall supply and demand. Keep in mind, crude oil prices are down over -40% in just the past 90-days. The Saudi's were wanting to take some production offline to stabilize the balance sheet at least until the world got back on its feet as it recovers from coronavirus. As you are aware, oil demand has plummeted with countries around the globe coming to a halt. Interestingly, Russian leaders decided not to go along with the production cuts recommended by the Saudi's and now we have a full-blown price-war to the downside. The Saudi's who seemed extremely upset by Russia's move decided over the weekend to up the stakes by taking a very different angle. Saudi Aramco released a note to global oil buyers that it was cutting most of its prices. It slashed its popular medium crude by -\$7 a barrel to the U.S., by -\$8 a barrel to Northern Europe and by -\$6 to the Far East for oil deliveries next month. The price cuts are said to be aimed directly at Russia's market share. Saudi officials are now saying instead of reducing their oil output and exports they are going to massively ramp up their output and flood the market with supply. Some oil insiders are saying, there is a deeper geopolitical story and Russia may have outfoxed everyone and is using the move to punish U.S. oil interest as payback for pipeline interference. Yes, prices at the pump will continue to come down for U.S. consumers but there is major fear on Wall Street that excessively low prices could eventually bankrupt many U.S. energy companies and ultimately cause major complications and problems for U.S. banks and investors tied to the contagion. Keep in mind, this also has rippling effects into U.S. agriculture as it relates to biofuels and the fact many of our nation's largest ag lending institutions are also deeply invested and lending to the U.S. energy sector. Any major fallout or significant defaults in energy could certainly tighten the purse strings for banks lending to agriculture. This is why the frequency of the word "contagion" starts to become much more worrisome and problematic. In today's marketplace, the algo's, quant's and computer trading models sniff out and find many hidden and unforeseen relationships across various asset classes. This fallout in the energy sector is real and has me very concerned. As I wrote late last week another -5% to -10% break in oil prices would spark the next leg lower in the stock market... well here we are fresh new lows! I hate to sound like a broken record, but I remain extremely patient and what most would call highly underinvested with more than +50% still sitting in cash. I've taken a few very small nibbles on the break but have remained highly disciplined, not buying into any rallies and not listening to the perma-bulls. Yes, I believe these virus headlines will eventually pass but I also see more downside pressure as fear amongst consumers is still escalating. I remain in no hurry to be a big broad-based buyer... I am looking for a more significant and extreme flush to the downside. Just remember, the word "contagion" tends to trigger the computer-based trading models, especially with Italy being such a big part of the European Indexes and crude oil playing such a major role in high yields and banking, I'm expecting more extremes...

Reading the Traffic, Airline, and Restaurant Data... *I continue to see data that shows Chinese workers are coming back to work but still hunkering down at nights and on the weekends. I am now receiving data that shows dramatic traffic slowdowns in major European cities like Milan, Rome and Paris. There is also now data circulating that shows significantly less traffic in parts of San Francisco, Seattle, and New York. I have seen recent data circulating in regard to the airlines that show a -30% reduction in overall demand and that number expected to increase in the coming days. Hotels and restaurants are starting to report significant setbacks. Billionaire Tilman Fertitta told reporters over the weekend that his U.S. restaurant empire is now losing an average of more than -\$1 million per day in sales due to the coronavirus. He also reminded reporters, "like all businesses, that last million in sales is your most profitable sales." Fertitta, also the owner of the Golden Nugget casino in Vegas, says he is also starting to see major portions of the casino business coming under pressure. In other words, the fear surrounding the decline in consumer spending is very real... I continue to pay very close attention!*

Gold Surges to Seven-Year High: *Gold prices jumped past the \$1,700 per ounce level for the first time since late 2012 on Monday, as a widening coronavirus outbreak and a plunge in crude oil hammered equities and sent investors scurrying for safe havens.*

Brace for Possible Quarantines, U.S. Health Official Warns: *Americans, especially those who are vulnerable, may need to stop attending big gatherings as the coronavirus spreads through U.S. communities, a top health official said on Sunday, adding that the possibility of large-scale quarantines cannot be ruled out. Anthony Fauci, the head of the infectious diseases unit at the National Institutes of Health, said on NBC's "Meet the Press" that after initial missteps distributing tests, there should be 400,000 more tests available by Monday and 4 million by the end of the week. More than half of the 50 U.S. states have reported cases. To contain the outbreak in China, the government quarantined millions of people for weeks. Italy has announced similar measures, locking down 16 million people in the north of the country. Germany, which has nearly 1,000 cases, on Sunday urged the cancellation of all events with more than 1,000 people. Asked about quarantines in China and Italy, Fauci said he could not rule out similar actions in the United States. He also urged those most at risk from coronavirus to limit travel. U.S. Surgeon General Jerome Adams said cases in the U.S. would rise, adding that the average age of death for people with the virus was 80, and the average age of those needing medical attention was 60. The hardest hit place in the United States has been a nursing home in a suburb of Seattle and Washington state is considering mandatory measures such as banning large gatherings but not necessarily imposing massive quarantines, the governor said. Read more from [Reuters](#).*

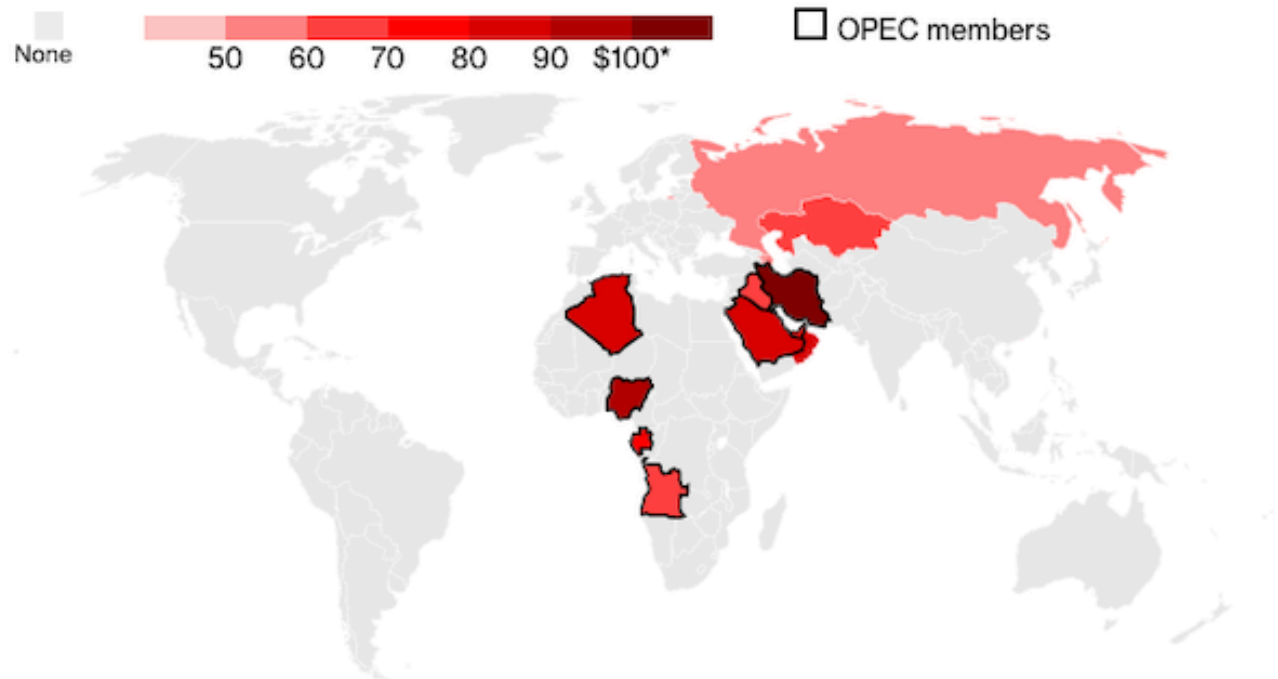
China's Exports and Imports Plummeted in January and February: *Customs data shows that China's exports shrank by -17.2% in January and February combined due to coronavirus' impact. China had postponed January's data release, instead combining the first two months of the year. This was down from +7.9% growth in December. Imports dropped -4% from a year earlier, down from +16.5% growth in December. In total, China's foreign trade was US\$591.99 billion over the two months, down -11% on last year. The lowest monthly trade figures in China's history were minus -22.2% for exports in August 2009 and minus -43.1% for imports in January 2009, as the world struggled to escape the global financial crisis. The numbers mean that China ran a trade deficit over the first two months of the year, of US\$7.09 billion, compared to the surplus of US\$41.45 billion over the same period in 2019. The trade numbers add to what has been a horrendous opening quarter for the Chinese economy, with many analysts predicting the first quarterly contraction in the economy since 1976. Read more [HERE](#).*

OPEC Deal Collapse Sparks Price War, Speculation of \$20 Oil: *Saudi*

Arabia kicked off an all-out oil war on Saturday, slashing official pricing for its crude and making the deepest cuts in at least 20 years on its main grades, in a bid to push as many barrels into the market as possible. The move comes after OPEC+ talks ended in dramatic failure last week, effectively ending the cooperation between the Saudis and Russia that has underpinned oil prices since 2016. Experts are calling for dramatically lower crude prices with major OPEC and non-OPEC producers expected to ramp up output now that they are unshackled from OPEC's restrictions. "\$20 oil in 2020 is coming," Ali Khedery, formerly Exxon's senior Middle East advisor and now CEO of U.S.-based strategy firm Dragoman Ventures, wrote Sunday on Twitter. Aramco's pricing decision affects about 14 million barrels a day of oil exports, as other producers in the Persian Gulf region follow its lead in setting prices for their own shipments. Every month, the Gulf's biggest producers announce the official selling price for their crude grades as a differential -- a premium or discount -- against regional benchmarks. The changes are usually measured in cents and, at most, a couple of dollars. The state producer lowered April pricing for crude sales to Asia by -\$4 to -\$6 a barrel and to the U.S. by -\$7 a barrel. The oil market now faces double jeopardy. It won't just miss out on the 1.5 million barrel-a-day output cut Saudi Arabia was pushing, but the group's existing 2.1 million-barrel-a day supply reduction won't continue beyond the end of this month. Read more [HERE](#).

Too Low

Oil price per barrel required for country to have a balanced budget



Source: JPMorgan

Note: No data for OPEC members Equatorial Guinea, Libya, Venezuela and OPEC+ members Brunei, Malaysia, Mexico, South Sudan and Sudan

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FARM TANK

Tweets of the Day

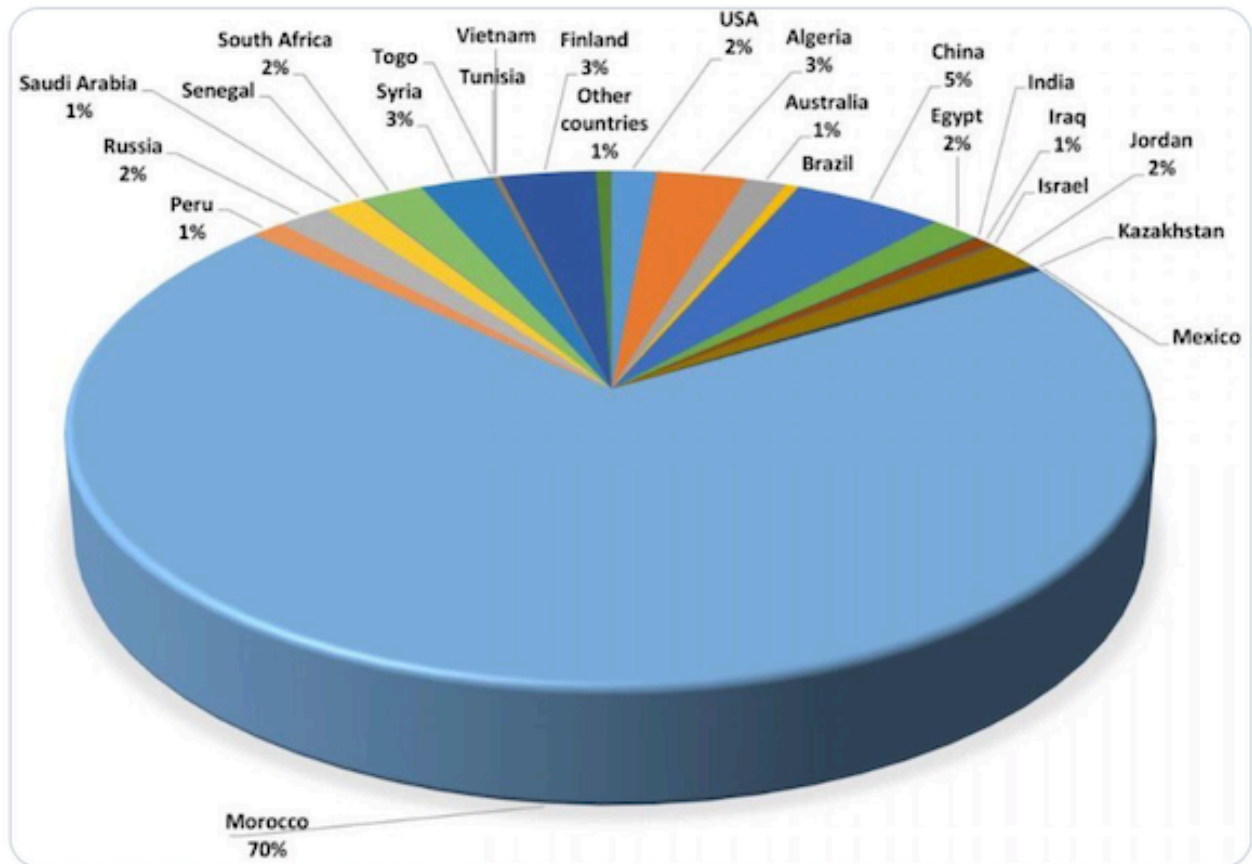




David Butler
@DavidButler34

Maybe my dumbest tweet ever...but did you know one single country, Morocco, holds ~ 70% of the world's phosphorus deposits? 🤓 🇲🇦

en.wikipedia.org/wiki/Peak_phos...



Patrick Sessions
@Lengetia_farm

A closer look at the new tenants.







Jonathan Allen
@jallenag



Replying to @JustinGilliam86

Been there, done that!





luke jaeger
@luke_jaeger



#fertsquirt 2020 on some baby wheat



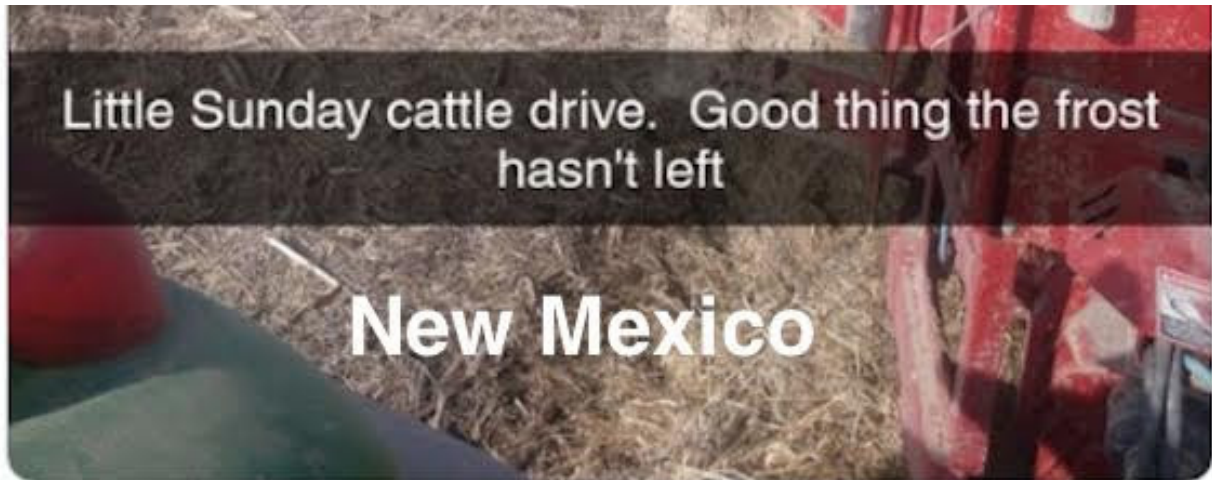


Zak Kennedy
@kennedycattleco



Got em off neighbors stalks. Left a few ruts.
Probably have to fix that. Frost is still here for those
counting at home.





Pat Swanson
@pspatswan



Love how northern Iowa celebrates winter! [#clearlake](#)
[#goflyakite](#) [#iowa](#) [#winter](#)



burnt out bovine feeder





@KornKattle

I'm guessing she is on her way to a feeder cattle sale....#risktaker





ActionComplete
@ActionComplete



Hard work beats talent when talent doesn't work hard.

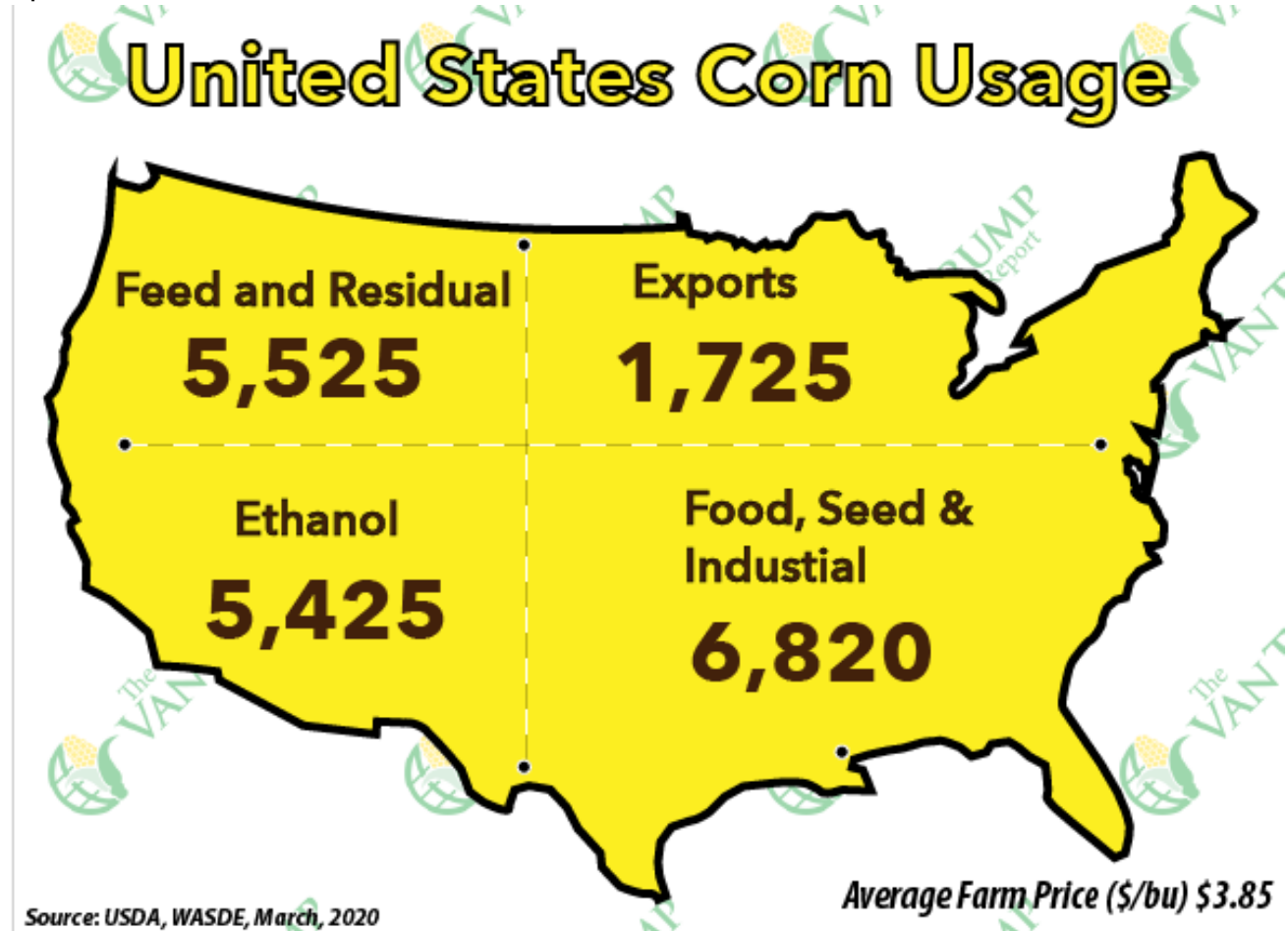
~Tim Notke

[#quotes](#) [#motivation](#)

**“HARD WORK BEATS
TALENT WHEN TALENT
DOESN'T WORK HARD”**
-TIM NOTKE

Corn bulls give back last week's gains as macro markets meltdown in the face of further fears surrounding coronavirus and the fallout in crude oil. I could argue more rain is needed in Argentina and point to their current strike as reasons to be bullish. I could also point to more rumors and talk of the Chinese sniffing around for U.S. DDGs, sorghum, spring wheat, etc as reasons to be optimistic, but the market simply doesn't care. The negative headlines and fear surrounding corona and the massive setback in crude oil prices are simply too overwhelming and

causing a massive broad-based selloff. As a producer, I continue to keep all hedges in place. This is exactly why we recently used the strong rally in the basis as reason enough to price more cash bushels. As a spec, I have had the discipline to remain on the sideline. The MAY20 contract lows set back in late-February just above \$3.65 are now in play. The new-crop DEC20 contract posted fresh new lows in the overnight. My fear of lower-highs and lower-lows continues to play out. Unfortunately, I don't see this changing anytime soon. As long as the coronavirus headlines remain in the market and projected ending stocks +2.5 billion bushels the bears will remain in charge. Sure you could get some bounces and head fakes to the upside but we will need to see a widespread weather concern or the Chinese step in as big buyers to full reduce the trend... Don't forget we have a USDA report tomorrow at 11:00 am CST. I doubt it provides a great deal of unexpected optimism.



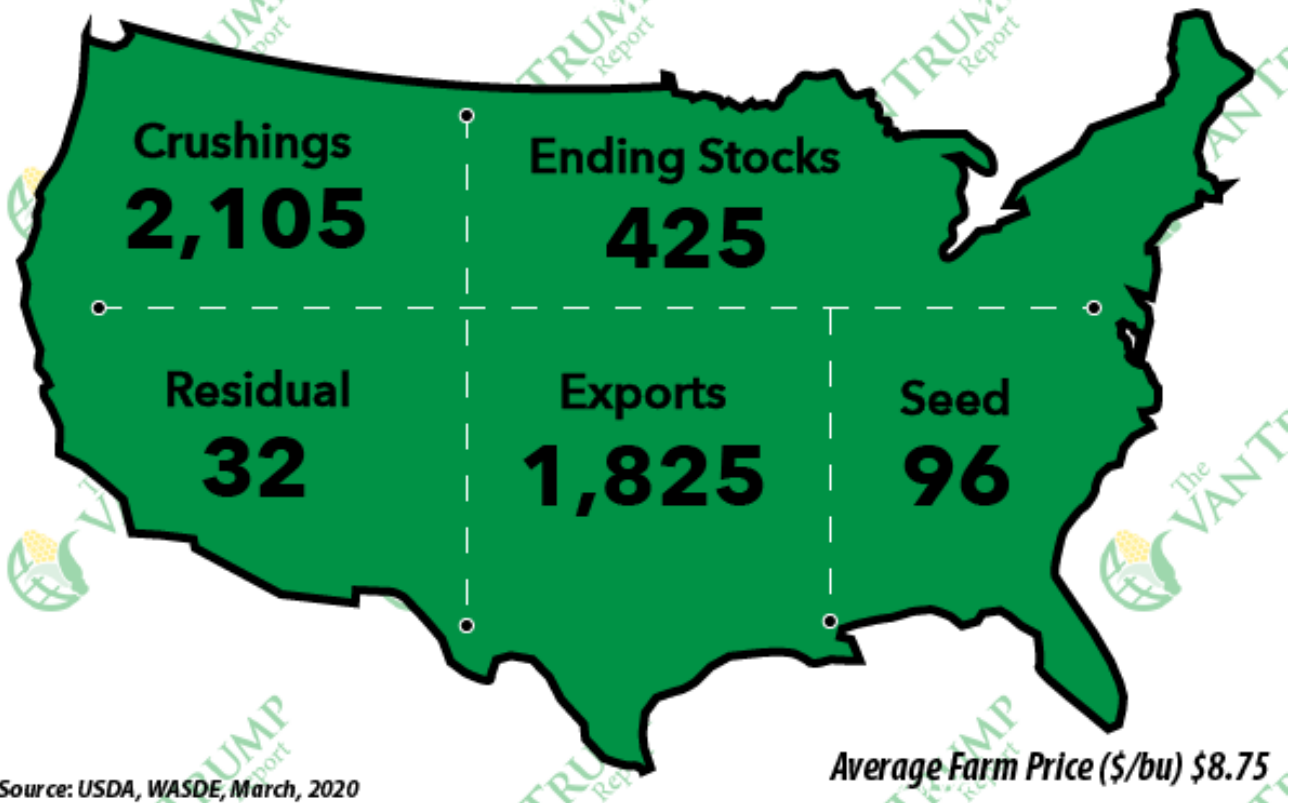


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Soybean bulls are facing the pain associated with the major "risk-off" market mentality. There's a four-day strike brewing in Argentina, and I could also argue more rain is needed in some areas, but the market doesn't care...it's currently all about corona and crude oil. The MAY20 contract traded to lows in the overnight session not seen since mid-May of last year. My fear of lower-highs and lower-lows has played out. In fact, technical bears now wonder if the contract low down near \$8.54 could soon be in play? As a spec, I may try my trading hand by initiating a small bullish position if prices trade down into the mid to low-\$8.60s. I like the current balance sheet story and believe China is ultimately going to come forward for U.S. supply. Yes, the nearby fears and headlines surrounding corona could make for extreme price swings the next several weeks so I will be trading with

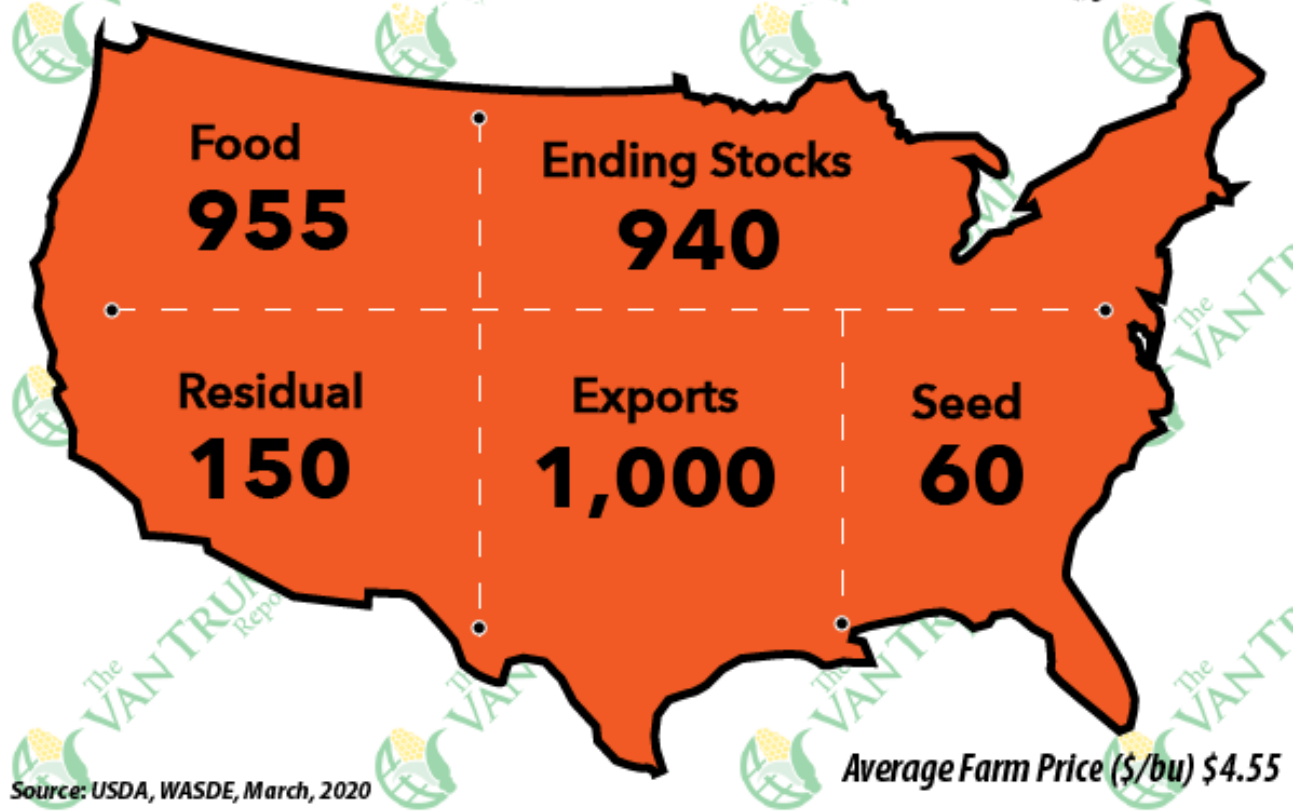
limited size. As a producer, I continue to keep hedges in places and remain patient in regard to make additional cash sales.

United States Soybean Usage



Wheat bulls continue to take it on the chin as the outside macro markets meltdown. I dipped a small bullish toe in the water last Thursday in spring wheat and have felt the pain ever since. I told myself I was going to take an extremely small initial position and cost average in two more times before getting blown out. I am being patient in regard to using my first cost averaging life-line. I've heard more rumors and talk that China was in the U.S. market buying spring wheat but no one seems to care with such heavy headwinds in the macro markets. Unfortunately, there's still no major weather story to talk about. In fact, there's really no need to talk about anything else because it simply doesn't matter. Fear and contagion surrounding corona and now crude oil is more than enough to spook the trade. Like I've mentioned above, if you are thinking about taking a shot at picking a nearby bottom I would proceed with extreme caution in mind.

United States Wheat Usage



U.S. Grain Ending Stocks 2019/20

(million bushels)

	March #s	Avg. Trade Estimate	Range of Estimates	February Estimates	Last Year
Corn	???	1,882	1,767 - 1,942	1,892	2,221
Soybeans	???	432	410 - 586	425	909
Wheat	???	943	910 - 965	940	1,080

South American Production 2019/20

(million metric tons)

	March #s	Avg. Trade Estimate	Range of Estimates	February Estimates	Last Year
Argentina Corn	???	50.40	48.5 - 53.5	50.00	51.00
Argentina Soybeans	???	53.80	53.0 - 55.5	53.00	55.30
Brazil Corn	???	100.90	99.5 - 102.0	101.00	101.00
Brazil Soybeans	???	125.20	124.0 - 128.0	125.00	117.00

World Grain Ending Stocks 2019/20

(million metric tons)

	March #s	Avg. Trade Estimate	Range of Estimates	February Estimates	Last Year
Corn	???	297.40	294.9 - 300.0	296.80	320.50
Soybeans	???	99.70	97.80 - 108.5	98.90	111.20
Wheat	???	288.40	285.0 - 291.0	288.00	278.30



> China's January-February Soybean Imports Rise +14% Year-on-Year:

China's soybean imports in the first two months of 2020 jumped +14.2% year-on-year, official customs data showed on Saturday, as cargoes from the United States booked during a trade truce at the end of 2019 cleared customs. The country brought in 13.51 million metric tons of the oilseed in January and February, up from 11.83 million metric tons a year earlier. Customs said last month it would combine preliminary trade data for January and February instead of releasing data for individual months. Early-year data in China is typically distorted by the week-long Lunar New Year holiday, while this year the coronavirus epidemic has also widely disrupted business. Crushing rates are expected to start gradually picking up as the virus containment measures ease amid falling rates of infection within China. (Source: Reuters)

> U.S. Says it will Ban Pig Shipments if AFS is Detected: *The U.S. Department of Agriculture said on Friday it will prohibit shipments of all pigs for at least three days if the nation ever finds a case of African Swine Fever. The federal government is preparing to contain and eradicate African swine fever if it spreads to the United States to avoid the type of devastation seen in China, where the disease has reduced the herd by more than 40%. Since the China outbreak, African swine fever has broken out in 10 countries in Asia. With no vaccine or cure available for African swine fever, experts recommend that infected pigs and others housed in the same barn be culled. The USDA said the best options for disposing of dead pigs would be to bury them on farms or turn them into compost. "USDA plans to pay for virus elimination at a uniform, flat rate, based on the size of*

affected premises," the agency said. (Source: Reuters)

> Farmers Fight John Deere Over Who Gets to Fix Equipment: *The right-to-repair movement has come to the heartland, where some farmers are demanding access to the software that runs their equipment. At stake for Deere & Co. and other big manufacturers is the free rein they've had to remake farming with data and software. The transformation has helped U.S. farmers increase productivity, but at the cost of a steady shift in operational control from farmer to machine. One of the world's oldest and most hands-on occupations has literally become hands-off. These machines have been meticulously programmed and tested to minimize hazards and maximize productivity, Deere says, and it's all too complicated for farmers to be getting involved in. There's also a more obvious motive for protecting proprietary software: money. Historically, the healthy profit margins of the parts and services units have helped smooth out earnings when demand for machines is down. For Deere and its dealerships, parts and services are three to six times more profitable than sales of original equipment, according to company filings. For those pushing back against access restrictions, the notion that farmers can't work on their own tractors is an affront to the rugged individualism that built America. Read Bloomberg Businessweek's deep dive on the subject [HERE](#).*

> These Iowa Farmers Offering Weekend Getaways in Their Dairy Barn: *Many dairy farmers have struggled in recent years, causing some to rethink their business. One dairy in Iowa is inviting visitors to spend the night in the barn. It's fairly easy to find a bed and breakfast somewhere in Iowa that's housed in a former dairy barn, but New Day Dairy GuestBarn may be one of the very few where you can actually spend the night in a guest room at a working farm overlooking the cows. The Bolins represent a growing number of Iowa dairy producers trying to match their income with the cost of production. "We realized that we wanted to share a piece of the farm with others," Lynn Bolin said. "And so when we were building our new farm facility in 2015, this idea kind of came to be." And if just looking at the herd of 150 cows isn't enough, guests can take on the 90-minute "Be a Dairy Farmer Challenge." Guests will also get a chance to get their hand dirty feeding a bottle to a newborn calf, scraping manure off walkways and cleaning the barn. Read more from [Harvest Public Media](#).*

> SXSW Canceled Over Coronavirus Concerns: *South by Southwest, the annual tech, film and music conference held in Austin, Texas, has been canceled due to concerns surrounding the coronavirus outbreak. Local government officials announced the update at a news conference Friday afternoon discussing the status of the outbreak and events in the city. Austin Mayor Steve Adler said he had declared a local disaster in the city and issued an order canceling the conference. In a statement on its website, SXSW said it would "faithfully follow the City's directions." The conference had been scheduled to take place between March 13 and 22. In recent days, Facebook, Intel, Twitter and TikTok had pulled out of the*

conference as large corporations limited travel for employees amid the virus outbreak. The conference said it had 73,716 attendees in 2019, 19,166 of whom were from outside the U.S. On top of that, many more work and volunteer at the event. (Source: CNBC)

> Swiss Gruyere Named Best in World Cheese Competition: *A gruyere from Switzerland has been named the world's best cheese, chosen from a record number of entrants from 26 nations in the World Championship Cheese Contest in Wisconsin. The cheese from Bern, Switzerland made its maker, Michael Spycher of Mountain Dairy Fritzenhaus, a two-time winner. Spycher also won in 2008. Another product from Switzerland, a hard cheese made from cow's milk called Gallus Grand CRU and made by Hardegger Kase AG, was runner-up. The contest is the largest technical cheese, butter and yogurt competition in the world and started last Tuesday in Madison with a record 3,667 entries. Three Wisconsin cheeses were finalists. A smoked gouda with cumin from Marieke Gouda of Thorp, a gorgonzola from Emmi Roth of Seymour and a cheddar from Maple Leaf Cheesemakers of Monroe all made the top 20. (Source: Associated Press)*

> Wall Street's \$60 Billion Housing Grab: *Dozens of companies around the U.S. had a similar idea after the financial crisis: load up on foreclosed properties at a discount of 30 to 50 percent and rent them out. By 2016, 95 percent of the distressed mortgages on Fannie Mae and Freddie Mac's books were auctioned off to Wall Street investors without any meaningful stipulations, and private-equity firms had acquired more than 200,000 homes in desirable cities and middle-class suburban neighborhoods, creating a tantalizing new asset class: the single-family-rental home. Wall Street's latest real estate grab has ballooned to roughly \$60 billion, representing hundreds of thousands of properties. In some communities, it has fundamentally altered housing ecosystems in ways we're only now beginning to understand, fueling a housing recovery without a homeowner recovery. The New York Times Magazine takes a deep dive on the new shape of rental housing in America [HERE](#).*

> Dunkin Donuts is Giving Out Free Donuts Every Friday in March: *We are a little late to the party, missing last Friday's free donut offer from Dunkin Donuts, but there are still three Fridays left in the month! Dunkin' is giving away a free classic donut with a purchase of any drink every Friday in March. Customers must order through the Dunkin app or with a linked credit or debit card to access the deal, which is only available in the United States. (Source: Associated Press)*

> Leaked Document for U.S. Hospitals Reveals They're Preparing for Millions of Coronavirus-Related Hospitalizations: *Hospitals are bracing for millions of Americans to be hospitalized as part of the novel coronavirus outbreak. The American Hospital Association, which represents thousands of hospitals and health systems, hosted a webinar in February with its member hospitals and*

health systems. *Business Insider* obtained a copy of the slides presented. As part of the presentation to hospitals, Dr. James Lawler, a professor at the University of Nebraska Medical Center gave his "best guess" estimates of how much the virus might spread in the U.S. That included 4.8 million hospitalizations associated with the novel coronavirus, 96 million cases overall in the U.S., and 480,000 deaths. Overall, the slide points out that hospitals should prepare for an impact to the system that's 10 times a severe flu season. The slide does not give a particular time frame. The American Hospital Association said the webinar reflects the views of the experts who spoke on it, not its own. Lawler isn't alone in anticipating widespread infections. Marc Lipsitch an epidemiology professor at Harvard University told *The Atlantic* he predicts anywhere from 40-70% of people globally will be infected with the novel coronavirus within the next year. A copy of the slide is below. (Source: *Business Insider*)

Best Guess Epidemiology

- | | |
|--|-----------------------------|
| • $R_0 = 2.5$; Doubling time 7-10 days | Community epi wave 2 months |
| • Community attack rate = 30-40% | US: 96 million cases |
| • Cases requiring hospitalization = 5% | US: 4.8 million admissions |
| • Cases requiring ICU care = 1-2% | US: 1.9 million ICU |
| • Cases requiring ventilatory support = 1% | US: 1 PPV |
| • CFR = 0.5% | US: 480,000 deaths |

- **PREPARE FOR DISEASE BURDEN ROUGHLY 10X SEVERE FLU SEASON**



AHA webinar

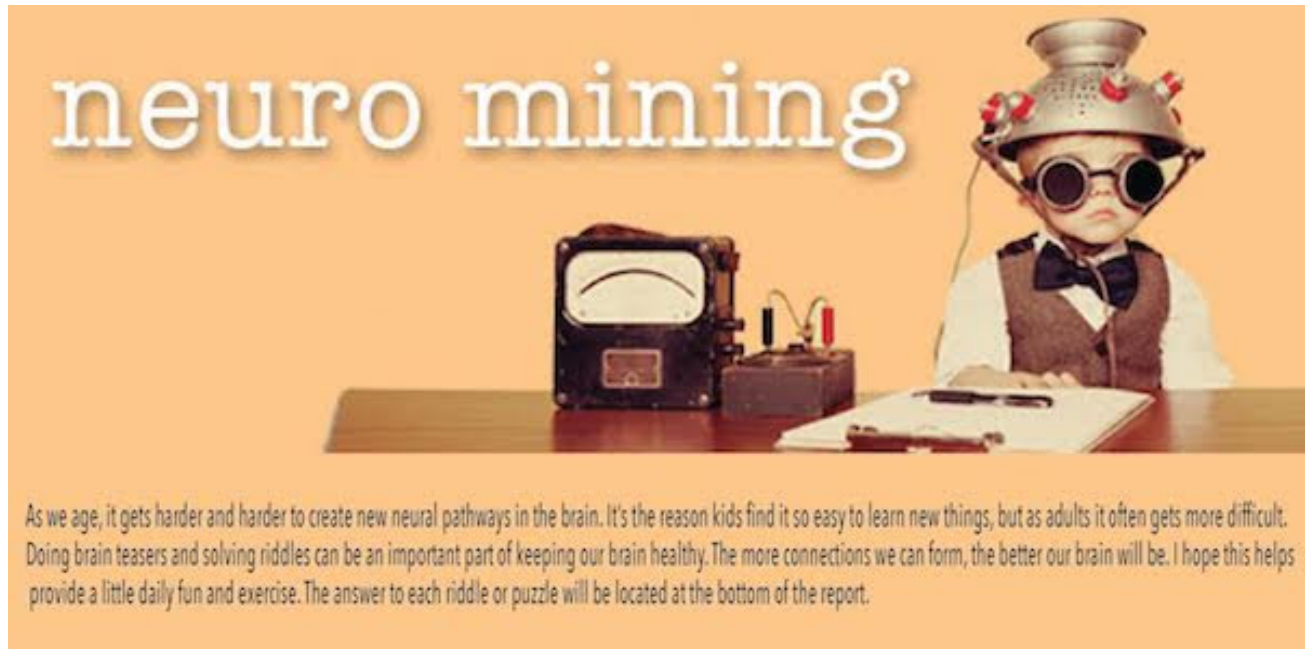


Southern Minnesota - *We have managed to avoid most of the real snow storms that are northwest and a bit south of us. Temps have been very nice and if it stays like this we are looking at a great planting set up. Hoping for a drier year overall*

as we have been overly wet in our area for the last few seasons. Where I am corn has been grown here for a very long time, and the county I am in is one of the top producers. Though our growing season isn't as long up here, in my opinion, we more than make up for it with high organic matter in the soil that acts like a giant sponge when it turns dry and keeps crops going for weeks with little/no rain. It was interesting to notice that it really didn't seem to matter when we planted corn this year. Had plantings over the course of a month that pretty much all came in the same after taking into account the corn that was docked for low test weights and moisture.

North Central North Dakota - *We just finished corn harvest the first week of March. That is a sentence I have literally never said before. We have still been harvesting late into December before but this is the latest in my 25 years of farming. The one thing I can say is the test weight came up and the corn stood relatively well. It dried down about 5% so we are drying it a little further so we don't get any dockage. Our elevator was docking test weight below 52 which we would have been but I know our corn is 53 pounds or heavier so on average letting it stand saved us over 60 cents between drying and test weight. It's hard to tell if we dropped ears because of the foot deep snow.*

East Central Missouri - *We have turned the page to spring here. The 15-day forecast is looking like we might be able to plant corn. Right now we are busy delivering corn that we priced earlier in the season and putting anhydrous down. I think we should have all the field work done by the weekend if the rain forecast for today isn't excessive. We would have everything done by the middle of the week but it looks like they are calling for a 100% chance of showers. It doesn't look like it will be anything severe at the moment. It seems like when they call for rain like this it either misses us or its a minor event.*



TODAY'S RIDDLE: What 4-letter word can be written forward, backward or upside down, and can still be read from left to right?



Cool Farming Apps for 2020

While you can always download and ditch an app later when its value comes up short, saving precious minutes experimenting with something that ends up as an empty promise can get frustrating. We've scoured the web in search of the best farming apps to make your life a bit easier and your operation run a lot smoother.

Companies seem to be focusing more on enhancements to existing apps vs. the development of new ones recently, and that makes perfect sense. A number of the apps on our list are downloaded often, used frequently, and rated highly, so companies are sinking more time and effort into making what they've got even better. Keep in mind, once the first version of an app has been released, the next step for developers is to begin to maintain and support it. The most popular apps often see updates as frequently as weekly while other release cycles may happen once or twice a month, according to Savy Apps, an industry-leading creative agency. It's worth noting, if you are using an app that doesn't have frequent bug

fixes and performance improvements, then it may not be worth your time.

Though I'm sure everyone has their go-to app, and there are a ton out there, the list below is definitely worth taking a look at as you plan your 2020 campaign. Wishing everyone a safe and prosperous 2020 season. (Source: Croplife, [agriculture.com](https://www.croplife.com))

FarmHand - Every conversation we have with producers all across the country eventually ends up discussing the lack of available labor. Farmhand is hoping to alleviate some of those challenges by connecting farm job seekers with farm job workers in lieu of relying on ads posted in diners or word of mouth. Job seekers are provided FREE access to the job board to search active jobs at any given time throughout the USA. It features ratings and reviews and allows local workers to list their work experience. Created at Iowa State University's Start-Up Factory in Ames, Iowa, Farmhand was developed by a farmer and is available for free on both Google Play and Apple.

App Features

For Farm Owners



1

QUICK ACCESS TO NEARBY FARMHANDS

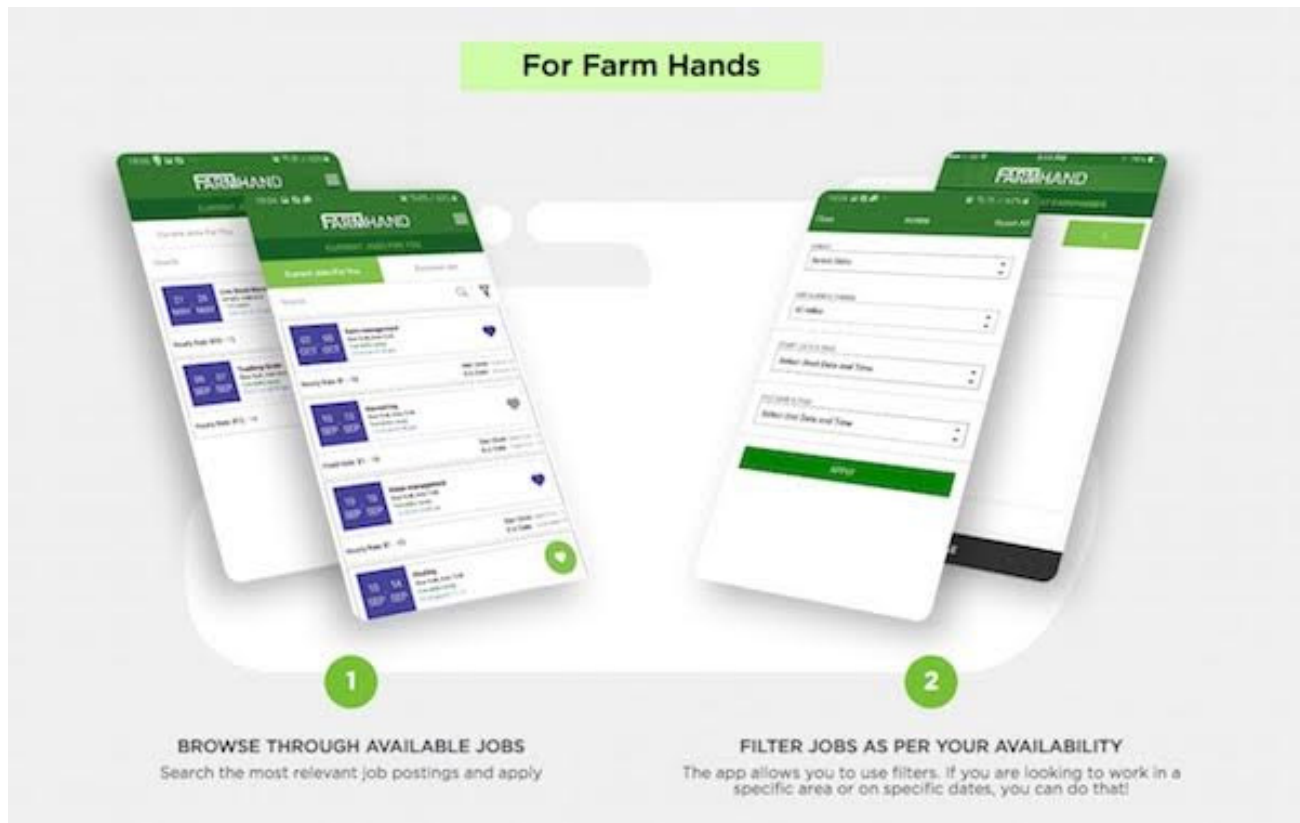
The app shows you nearby farm hands available to do the job.



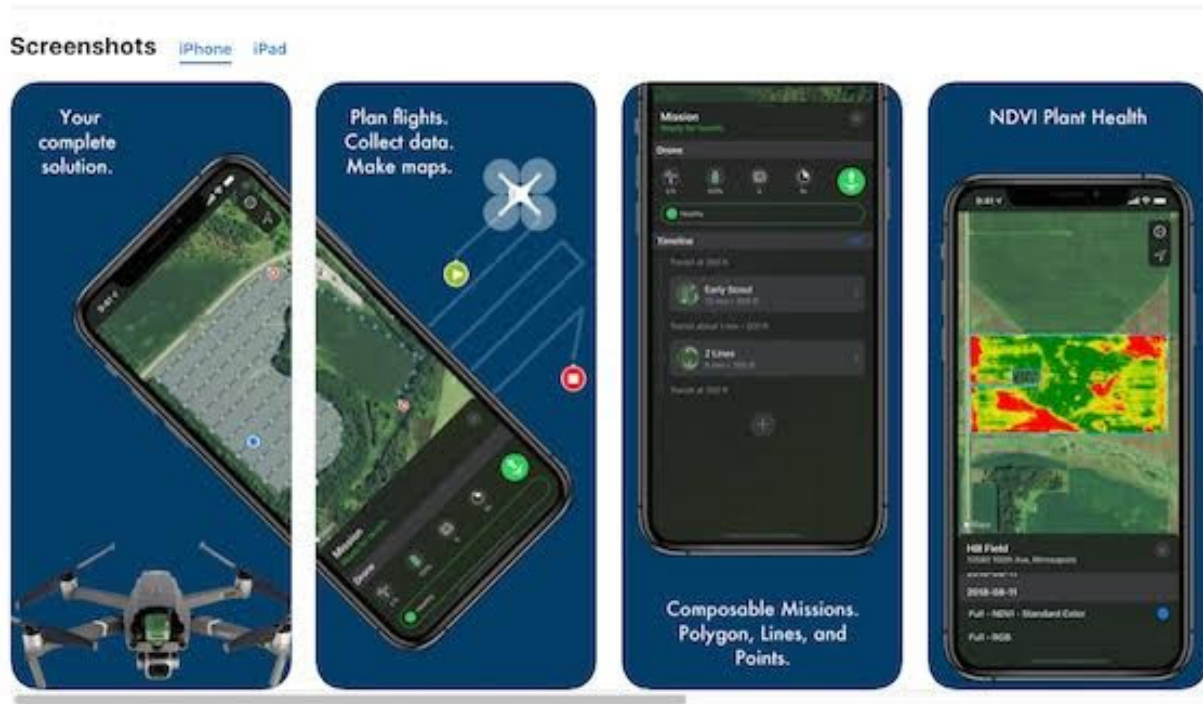
2

LIST AND MANAGE JOBS

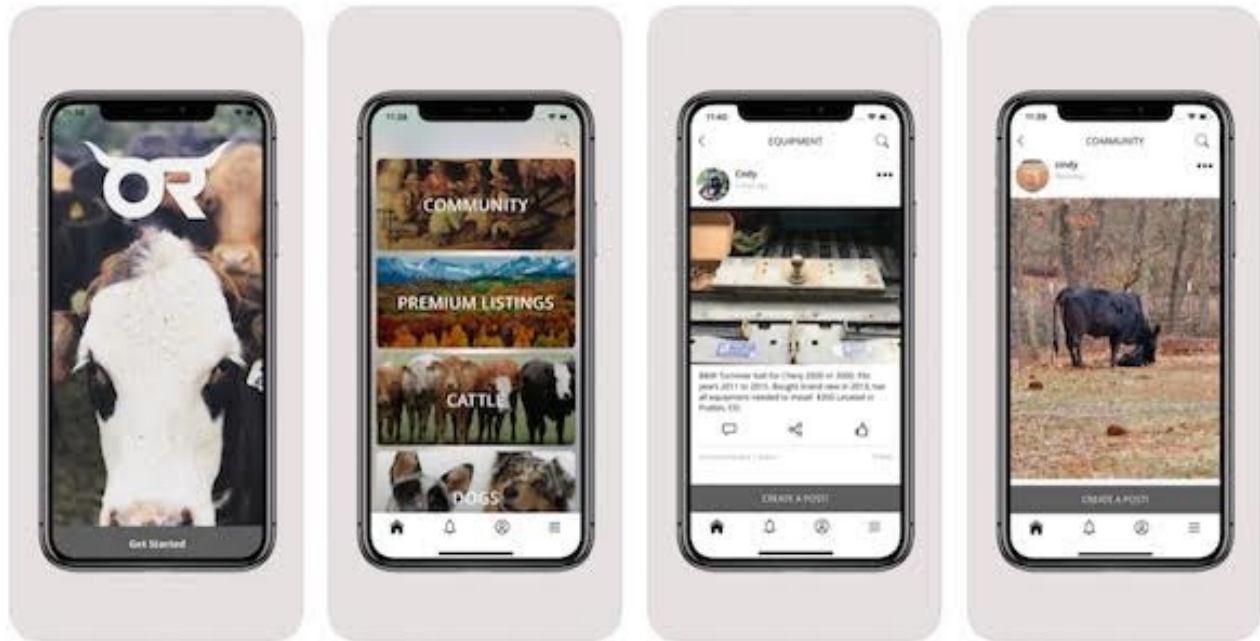
Post jobs in minutes. Review candidates, send messages and manage all communications in one place.



FieldAgent - From Sentera, FieldAgent flies your DJI drone and captures data to make beautiful agricultural crop health maps, count plants, find weeds, and more. Compatible with most any modern DJI drone, FieldAgent manages all the details of flying so you can focus simply on the desired map. The app shows your full orthomosaics, plant populations, weed locations, and precision NDVI crop-health products right on your device, complete with position information to make in-field scouting possible. One of the cooler updates is the Timeline View, where you can add unlimited polygon, line, and point missions, each with their own set of flight parameters, and fly them all in sequence. Timeline View shows you exactly what the aircraft will be doing when you begin. This app is free but only available for iPhones and iPads.



Open Range - With Facebook's recent crackdown on advertisements for the sale of animals, one Arkansas cattle producer has created a platform for selling and buying livestock as well as equipment. His thought was that even if some producers weren't using FB to sell their stock, they may be less inclined to make their operations public in the face of what some view as increasing public scrutiny over agricultural production. I'm told it also allows users to post job openings and handmade goods for sale, as well as allowing farmers to connect and openly converse with like-minded producers to share advice. This app is free and available on both Google Play and Apple.



Yara CheckIT - Stay ahead of any nutrient deficiencies with this app. Farmers now have a photographic library of crops to allow simple and fast identification of possible nutrient deficiencies. Once the cause of the deficiency is established, the app gives further information on how the deficiency affects that crop, what soil types are prone to this type of deficiency, and what factors will make a deficiency worse. CheckIT provides a fertilizer recommendation to treat the identified deficiency, as well as alternative products which allow preventive treatment for the following growing season. This is a free app available for iPhone, iPad, and Android.



Tractor Zoom - If you are tired of feeling like you're searching for a needle in a haystack when looking for the right used equipment, Tractor Zoom is for you. All you do is enter the specific equipment that you're hunting for and you can instantly search every auction on the site. There are over 250 farm equipment auction companies currently registered on the platform, and if the piece you need isn't for sale at that specific time, just make an auction alert for later. A farmer came up with the concept while working with a farmland private equity group and attempting to buy equipment for his own farm. The app is free and available on both Google Play and Apple.



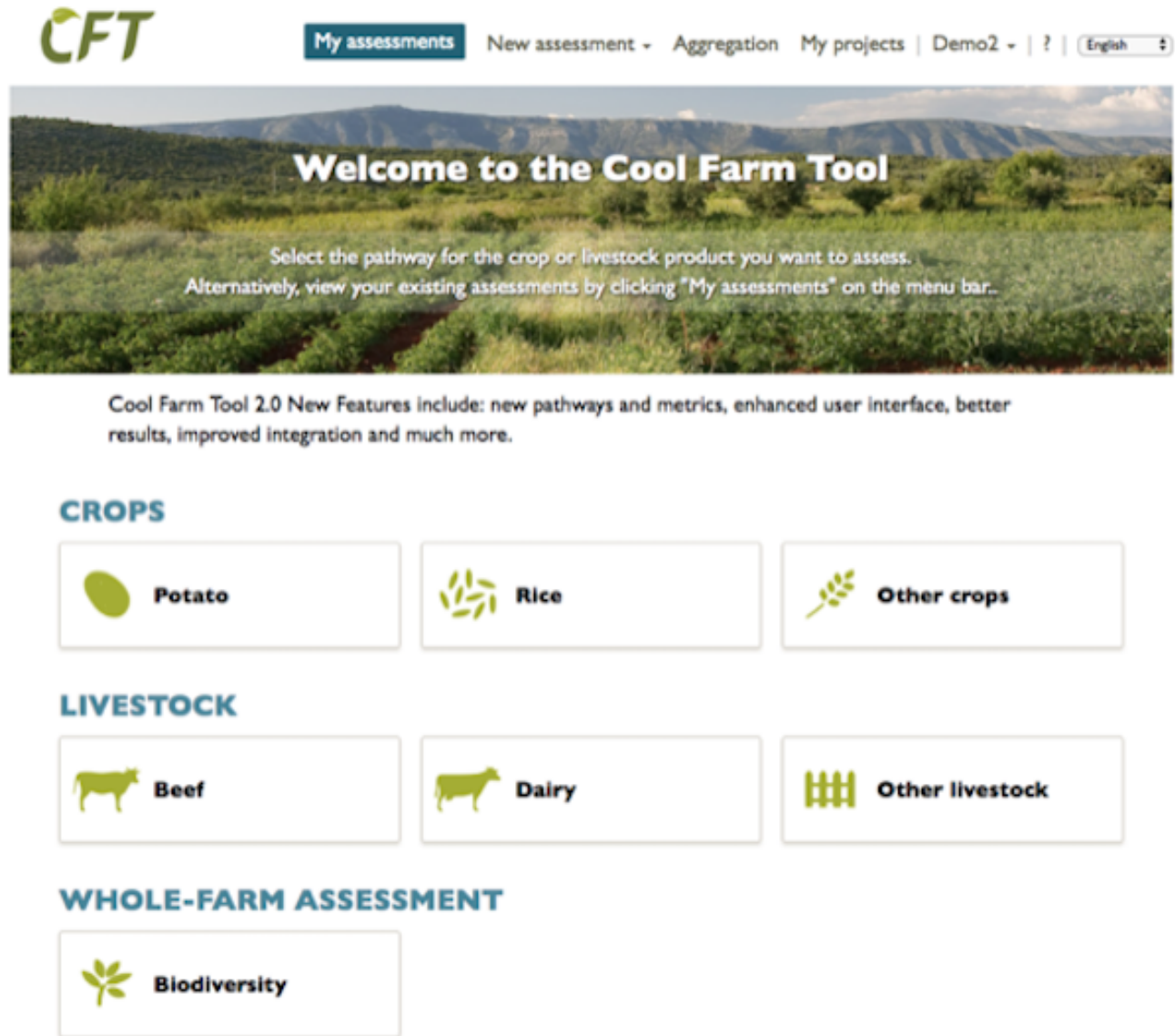
SoilWeb 2.0 - Gain valuable soil information on the go courtesy of the USDA's Natural Resources Conservation Service and the University of California at Davis. This app gives users greater accessibility to NRCS' soil survey information that has been collected across the U.S. since the late 1890s. Presenting the data in mobile form, it's helping users make better-informed decisions about the location they are researching. Features include soil profile sketches, estimated proportions, and geomorphic position of soil components associated with the SSURGO "map unit" identified at your current location; map unit aggregate data such as estimated water holding capacity; soil survey area scale and publication date; and much more. The app is free to download and is available for both Google Play and Apple.



Cool Farm Tool - Are you interested in participating in a carbon credit market to get paid for practices like cover cropping? Wondering whether cover cropping will improve your soil productivity? The Cool Farm Tool is not

exactly an app but rather an online greenhouse gas, water, and biodiversity calculator for farmers, that can quantify the effect of different farm management practices providing the user with an objective way to gain recognition or premium payments for using certain practices or to assess whether a new practice is worth scaling up farm-wide. Farmers input readily available information like the total area of the farm, information about crop-protection management and soil cultivation, and the estimated area of habitats like watercourses, ponds, and hedgerows. There is a ton more insights and information on the Cool Alliance website.





CFT My assessments New assessment Aggregation My projects Demo2 English

Welcome to the Cool Farm Tool

Select the pathway for the crop or livestock product you want to assess.
Alternatively, view your existing assessments by clicking "My assessments" on the menu bar.

Cool Farm Tool 2.0 New Features include: new pathways and metrics, enhanced user interface, better results, improved integration and much more.

CROPS

- Potato
- Rice
- Other crops

LIVESTOCK

- Beef
- Dairy
- Other livestock

WHOLE-FARM ASSESSMENT

- Biodiversity

Richard Branson's NEW Cruise Line a Whole Lot of Adult-Only Fun... But what bad timing!

This is a tough time for the Cruise Ship industry, but Virgin founder Sir Richard Branson has just added a new arm to his luxury travel empire with the launch of "Scarlet Lady," the first ship of his new "adults-only" cruise line aimed at luring more hip and younger, well-to-do vacationers. "The Scarlet Lady is truly special and we've worked with some of the world's most sought-after designers, artists, and architects to craft an extraordinary experience," Branson said when he unveiled the ship to the media.

The Scarlet Lady will set off on her maiden passenger voyage in April, offering 4- and 5-day trips around the Caribbean from its home base in Miami. With an eye toward more hip and younger travelers, the ship offers some unique features that you're not gonna find on a traditional cruise. This includes what might be the first-ever tattoo and body piercing parlor onboard a cruise ship, dubbed Squid Ink.

The new cruise line, which Branson is calling Virgin Voyages, eliminates the traditional main dining room and old fashioned buffet lines, instead offering some 20 individual dining venues. The options range from steak and seafood to vegetarian, along with Korean BBQ, upscale Mexican, Mediterranean, and Italian, along with an ice cream shop and a pizzeria. There will even be a few swanky spots run by Michelin-starred chefs. Virgin has also done away with the dress code common at most onboard restaurants. The best part though might be the fact that all food - and tips - are included.

Vegas-style shows are out as well, replaced with music gigs, comedy shows, and even drag performances. Scarlet Lady's signature nightclub, The Manor, covers two floors and will host DJ'd dance parties into the wee hours of the morning. I also saw late-night dodgeball games mentioned! For health-conscious vacationers, spas, gyms, on-deck yoga, an outdoor running track, so-called "wellness pools", and even a mudroom can be found onboard. Traditional tourist excursions at local ports will be replaced with visits to exclusive beach clubs and more off-the-beaten-track experiences.

Scarlet Lady is the first of three planned ships for Virgin Voyages. She will later be joined by Valiant Lady, which will feature seven-night Mediterranean itineraries out of Barcelona, Spain, when she debuts in May 2021. Virgin Voyages hired designers with no previous cruise line experience to design the interiors, which lean more toward high-end boutique hotel than a cruise ship.

Each ship contains 1,330 cabins, among which are 78 luxury RockStar Suites. Those include 15 Mega RockStar Suites, which are further divided into Massive, Fab, Posh and Gorgeous Suites. Prices for those come in at around \$19,000 per cabin, while the cheapest cabins start from around \$1,600 for three- and four-day tours. Unlike traditional staterooms, which feature a standard bed, Virgin has patented new design called a Seabed, which can essentially be reconfigured from a bed into a sofa. Massive Suite, the priciest of the options, will feature a music room stocked with guitars, an amp and a special private lookout point at the front of the ship. All of the suites have access to the exclusive "Richard's Rooftop" lounge area.

The list of new and unique features goes on but one that really stood out was free Wi-Fi, definitely a rarity on cruise lines. Eventually, Virgin Voyages will have its very own brand-new terminal at PortMiami. To be called Terminal V, for Virgin, it's now scheduled to open in late 2021. Visit the website for all the details [HERE](#). (Sources: Robb Report, TravelPulse, CNN)









Great Advice From Our Elders

I often get the e-mails that contain "doom and gloom" type predictions and forecasts for the economy, but every now and then I get an e-mail that offers up some good old fashioned worldly wisdom. Below is some solid advice from a few of our nations eldest:

1. *The most important person in your life is the person who agreed to share their life with you. Treat them as such.*
2. *You might live a long life, or you might live a short one — who knows. But either way, trust me when I say that you're going to wish you took better care of yourself in your youth.*
3. *Stuff is just stuff. Don't hold onto material objects, hold onto time and experiences instead.*
4. *Jealousy destroys relationships. Trust your significant other, because who else are you supposed to trust?*
5. *People always say, "Make sure you get a job doing what you love!" But that isn't the best advice. The right job is the job you love some days, can tolerate most days, and still pays the bills. Almost nobody has a job they love every day.*
6. *If you're getting overwhelmed by life, just return to the immediate present moment and savor all that is beautiful and comforting. Take a deep breath, relax.*
7. *Years go by in the blink of an eye. Live your life. Go places. Do things. If you have the means or not. Pack a bag and go wherever you can afford to go. While you have no dependents, don't buy stuff. Any stuff. See the world. Look through travel magazines and pick a spot. GO!*
8. *Don't take life so seriously. Even if things seem dark and hopeless, try to laugh at how ridiculous life is.*
9. *A true friend will come running if you call them at 2am. Everyone else is just an acquaintance.*
10. *Children grow up way too fast. Make the most of the time you have with them.*
11. *Nobody ever dies wishing they had worked more. Work hard, but don't prioritize work over family,*

friends, or even yourself.

12. *Eat and exercise like you're a diabetic heart patient with a stroke — so you never actually become one.*
13. *Maybe this one isn't as profound as the others, but I think it's important... Take care of your teeth, dental problems are awful.*
14. *Don't take anyone else's advice as gospel. You can ask for advice from someone you respect, then take your situation into consideration and make your own decision. Essentially, take your own advice is my advice...*
15. *The joints you damage today will get their revenge later. Even if you think they've recovered completely. TRUST ME!*
16. *We have one time on this earth. Don't wake up and realize that you are 60 years old and haven't done the things you've dreamed about.*
17. *Appreciate the small things and be present in the moment. What do I mean? Well, it seems today younger people are all about immediate gratification. Instead, why not appreciate every small moment? We don't get to stay on this crazy/wonderful planet forever and the greatest pleasure can be found in the most mundane of activities. Instead of sending a text, pick up the phone and call someone, write a letter. Call your mother, have a conversation about nothing in particular. Those are the moments to hold onto.*
18. *Pay your bills and stay the hell out of debt. If I could have paid myself all the money I've paid out in interest over the years, I'd have a lot more money.*
19. *If you have a dream of being or doing something that seems impossible, try for it anyway. It will only become more impossible as you age and become responsible for other people.*
20. *When you meet someone for the first time, stop and realize that you really know nothing about them. You see race, gender, age, clothes. Forget it all. You know nothing. Those biased assumptions that pop into your head because of the way your brain likes categories are limiting your life, and other people's lives.*



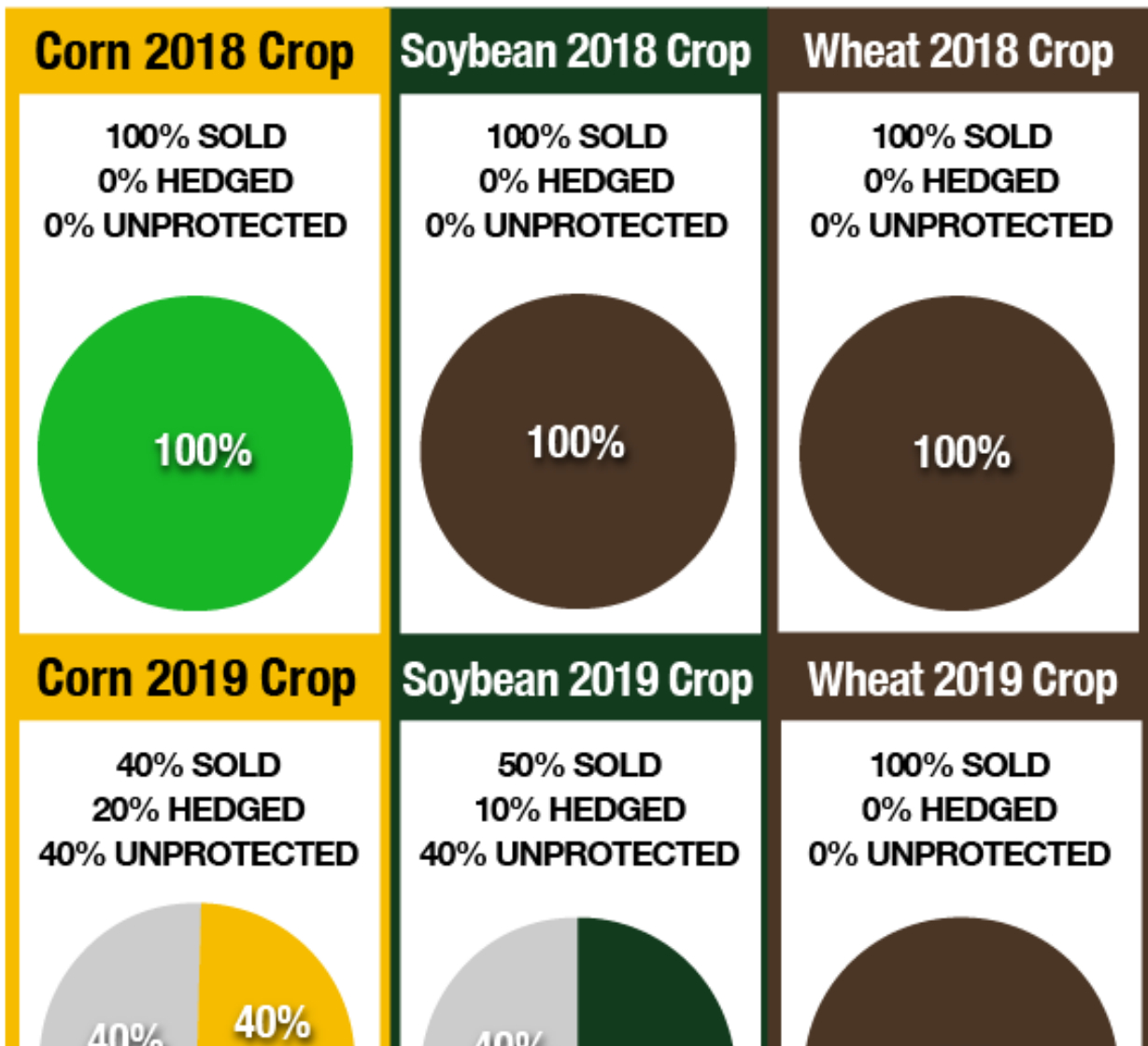
Consider the advice
of your elders:

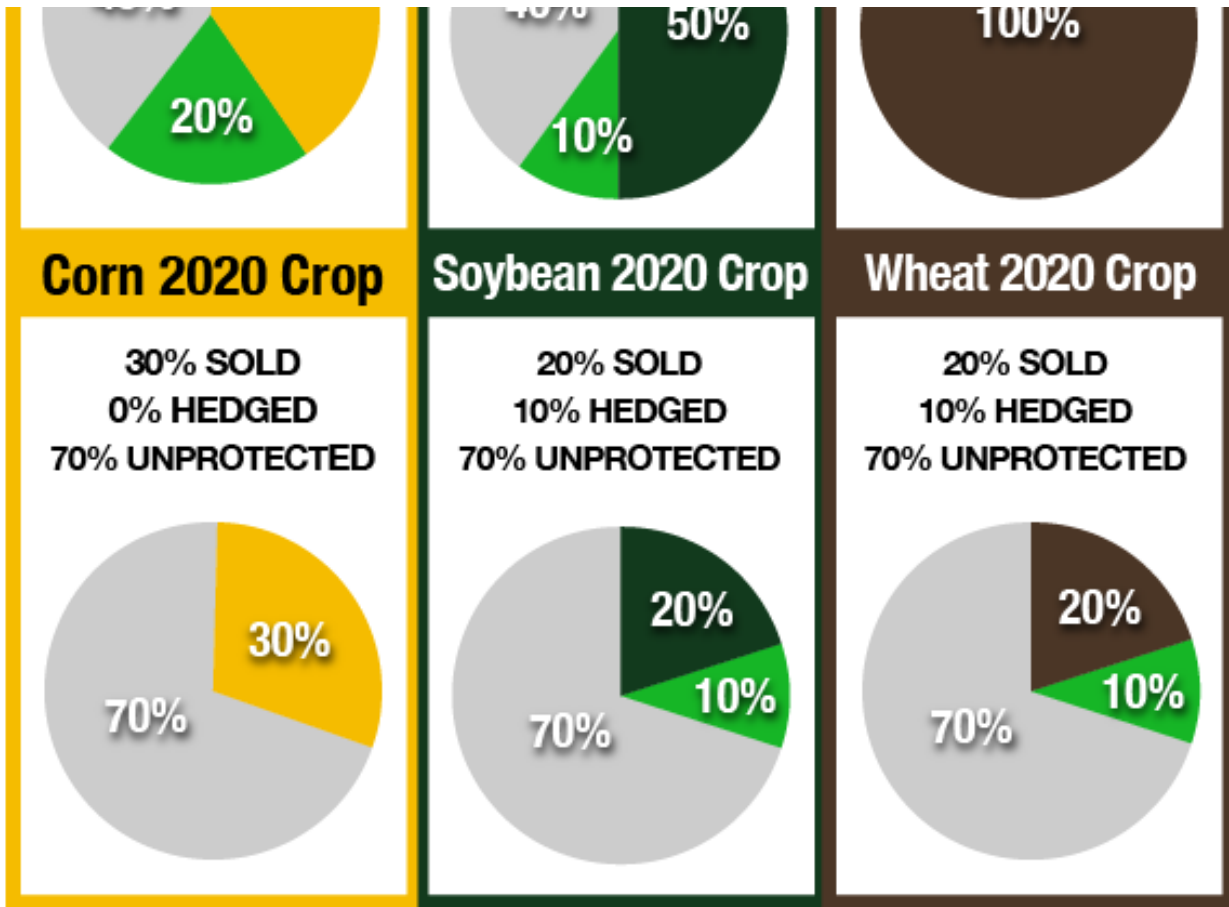
Not because they are always right,
but because of the wisdom they
have gleaned from being wrong.

ANSWER to riddle: NOON

CASH SALES & HEDGING TOTALS

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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

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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!

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