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## GOOD MORNING: The Van Trump Report 4-1-20

1 message

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

Wed, Apr 1, 2020 at 5:30 AM

Reply-To: Jordan &lt;reply-fecc117276650c7d-1180\_HTML-68584704-100003450-10@vantrumpreport-email.com&gt;

To: josh@farmdirection.com



*"How wonderful it is that nobody need wait a single moment to start improving the world."* - **Anne Frank**

**Wednesday, April 1, 2020**[Printable Copy](#) or [Audio Version](#)

**Morning Summary:** Investors debate if this could turn into the worst train wreck of our lifetime? The first quarter is in the books and it's certainly being considered a major derailment. Stocks post one the top-5 worst quarters since WWII and Crude Oil went in the record books finishing its worst quarter ever! Let's also not forget, the 10-year Treasury yield fell to sub-1% for the first time since the founding of this great nation. Unfortunately, as I sit here this morning, it seems like the headlines in April will perhaps be harder to swallow than those of March. The fear is we play a real-life version of whack-a-mole with the coronavirus for many more weeks. Hopefully, if all goes well the U.S. consumer might be back out in public by June. Remember, +80% of Americans are currently under some type of stay-at-home orders. And some State Governors have already dictated and implemented stay-at-home orders that now push out until June 10th. Let's also keep in mind, the Global Health Security Index, a report card that grades every

country on its pandemic preparedness, the United States has a score of 83.5—the world's highest. Meaning, what type of train wreck could we see in other nations across the globe? How does this ultimately impact the global economy? In my opinion, there's simply no way the world orchestrates a synchronized stomping out of the virus anytime soon. I suspect when we first come out of lockdown there will still be a random traveler from a random country that creates a hotspot of infection. I believe this will clearly impact and change the consumer mindset. As investors and traders, we have to think long and hard about that change and shift. Two of my biggest equity positions are Walmart and Costco as I believe consumers will perhaps buy more in bulk for an extended period. I suspect we will see a different approach towards public healthcare, there's even talk that our Millennial generation could fear global viruses and pandemics the way Boomers feared communism? It certainly makes one stop and think about how things will change? Look at how travel on the airlines changed after 9/11. This coronavirus is much bigger and much more widespread and therefore certain to bring about big change. Will governments see a change in leadership? Will consumers make big changes when they come back online? Will companies that have been forced to pivot to remote working conditions stick with those changes? Will people look to save more for rainy days? Will families eat at home more? So many questions and so few answers... I continue to see health and dry-powder as the winning combination. There will be many opportunities for those with the patience, cash, and health needed to make it across the other side! Stay mindful of all three components as we work to cross what looks to be a difficult and dangerous financial bridge.

**>>> NEW "Highly Volatile" Podcast** is being released this morning to all FarmTank subscribers. This podcast features Kevin Van Trump, Andy Daniels and Mike Mock talking their latest investments strategies and marketing thoughts for both old-crop and new-crop. This is one you will want to hear. If you are already signed up look for it in your inbox at about 7:00am CST. You can sign up FREE with just your name and e-mail [HERE](#)

### **Coronavirus Updates:**

- *Treasury Secretary Steven Mnuchin said small-business loans for companies with fewer than 500 employees are expected to start Friday.*
- *President Trump is expected to announce a three-month delay to tariff payments of some imported goods, Bloomberg reported. The order, however, will not include a reprieve on levies imposed on Chinese goods nor on aluminum and steel imports.*
- *California Governor Gavin Newsom announced a new initiative aimed at tapping a pool of some 37,000 retired or part-time health care professionals. New rules would "provide flexibility" to waive some licensing and certification requirements until the end of June.*
- *Maine Gov. Janet Mills issued a "stay healthy at home" directive.*
- *Nevada Gov. Steve Sisolak issued a travel advisory Tuesday asking everyone*

*entering the state to self-quarantine for 14 days.*

- New York's Metropolitan Transit Authority ridership is down 90% since pre-pandemic levels, the group's chairman and CEO Pat Foye announced Tuesday.*
- The New Jersey Department of Health confirmed to CNN that the state is ordering additional refrigeration trailers to be placed across the state to serve as additional locations for body storage.*
- Almost 28% of coronavirus cases in Minnesota are healthcare workers.*
- The U.S. Army has begun calling up members of the Individual Ready Reserve on a voluntary basis in order to help combat the spread of COVID-19.*
- In Europe, Spain said new infections have stabilized even as it reported its deadliest day yet. Italy's new cases leveled at a two-week low.*
- CNN anchor Chris Cuomo said Tuesday that he has been diagnosed with Covid-19.*
- Macy's and Gap Inc. will furlough more than 200,000 employees beginning this week.*
- The Coca-Cola-backed DTC startup Iris Nova, maker of Dirty Lemon drinks, laid off half its staff.*
- Airbnb extended its promise of full refunds for stays cancelled due to the coronavirus through the end of May.*

**Real Estate Thoughts:** *Talking to lots of banks and people inside the real estate space. Commercial buildings could see significant price pressure six to nine months down the road as businesses become more receptive and adopt remote working. Obviously, there will be restaurants and bars for sale at discounted prices. Keep your eye on Texas, where cities like Houston and Austin could feel serious pain the soonest with both corona and crude oil colliding at the same time.*

**Used Car Thoughts:** *If you are thinking about selling or trading a used car I would be thinking sooner rather than later. There's some talk we could see a flood of used cars come on the market if Uber and Lyft drivers don't see a serious rebound in traffic. They are saying there could be some crazy deals soon being offered on trucks and utility vehicles...stay tuned.*

**IHS Markit Sees Forced Production Cuts Ahead for Oil:** *The price of oil is way down right now, at roughly \$21 a barrel. With air travel also way down and hardly anyone on the road these days, the demand for oil just isn't there. But all that oil out there has gotta go somewhere and as Jim Burkhard, IHS Markit's vice president and head of oil markets warns, "If there is no international agreement to curtail oil production then brutal unadulterated market forces will bring the oil market into balance." IHS Markit expects up to 10 million barrels of world oil production will be cut or shut-in from April to June 2020 as oil storage fills up and output from financially strapped companies begins to fall. If oil cannot be sold or stored, it cannot be produced. Transportation constraints and lack of access to every available tank will prevent the utmost maximum level of storage capacity being*

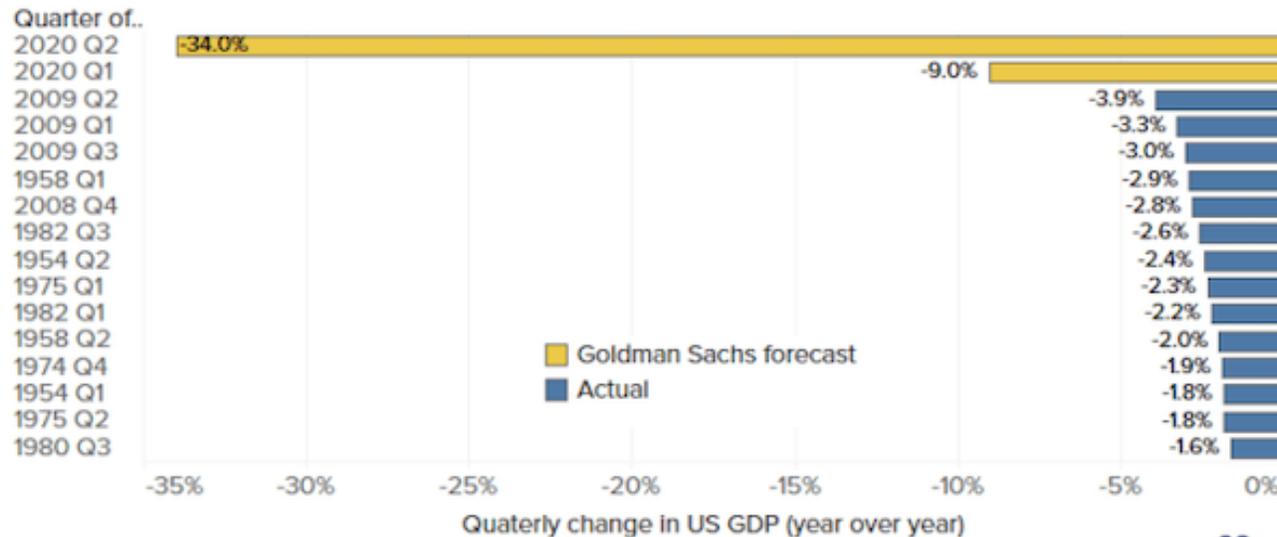
reached. "Quite simply, global production has been on a pace to exceed available storage capacity. Something has to give. And it will. Signs point to a forced 10 million barrels per day cut in world oil production," Burkhard said. IHS Markit projects oil demand in the second quarter of 2020 to be -16.4 million bpd less than a year ago, with a decline in April of around -20 million bpd. The supply surplus cannot exceed the practical upper limit of 1.2 Bbbl of global crude oil storage capacity that was available as of early first quarter 2020. Storage limitations point to a forced 10 million bpd cut in world oil production. Under current assumptions, the volume of forced shut-in production will begin to ease around mid-year. Read more [HERE](#).

**Deeply Distressed Companies Risk Being Shut Out From Fed's Loans:** Troubled companies behind on their bills or already in bankruptcy may be out of luck when it comes to getting federal funds from the U.S. stimulus package. Current law blocks the government from making loans to companies that have either filed for Chapter 11 bankruptcy or fail an insolvency test, according to lawyers who've studied the new legislation. In that scenario, it would be nearly impossible for such borrowers to access financing from the Federal Reserve. Restrictions were put in place in 2015 after some companies bailed out under previous rescue packages wound up stiffing the federal government. In 2009, for example, middle-market lender CIT Group Inc. filed bankruptcy less than a year after getting billions in federal aid, wiping out the preferred stock sold to the U.S. Treasury. How companies fit into the legislation passed by the Senate and House of Representatives last week remains a subject of debate, with business managers left to wonder how or if they qualify for relief. (Source: Bloomberg)

**Goldman Forecasts Sharp Downturn Followed by Fastest Recovery in History:** Goldman Sachs has revised its view on how the coronavirus will impact the U.S. economy, seeing a sharper downturn than originally thought followed by an even bigger upturn. Among its expectations are that the unemployment rate will peak at around 15% later this year, well above original expectations for 9%. Gross domestic product is forecast to fall -9% in the first quarter followed by a stunning -34% plunge in the second quarter that would be by far the worst period in post-World War II history. After that, Goldman expects the U.S. to see a spike higher in activity, featuring a +19% surge in Q3. That would take the U.S. from the worst quarter in history to its best. Economists at the firm cite "anecdotal evidence and the sky-high jobless claims numbers" to back its unemployment forecast. "This not only means deeper negatives in the very near term but also raises the specter of more adverse second-round effects on income and spending a bit further down the road," the firm said in a note. Goldman sees the main propulsion behind the recovery coming from fiscal and monetary support that is greater than expected. Read more [HERE](#).

# Worst GDP quarters

Goldman Sachs analysts are predicting a drop in U.S. gross domestic product that would dwarf the worst declines since 1948.



SOURCE: Goldman Sachs, St Louis Federal Reserve



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Kevin Van Trump  
is now offering:



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Contact: [jordan@farmdirection.com](mailto:jordan@farmdirection.com)



**ASSISTANCE (We will keep this pinned here until further notice):** For assistance with food and bills, as well as other free or reduced cost programs that help people affected by the **COVID-19 pandemic** [Click HERE](#).

**Ford Motor and GE Healthcare** announced plans to produce 50,000 ventilators in the next 100 days with the support of 500 United Auto Workers employees in Michigan to help in the battle against the novel coronavirus. Ford projected producing 1,500 ventilators by the end of April, 12,000 by the end of May and 50,000 by July 4. The companies noted that the UAW workers are paid volunteers who will work on three shifts.

**How to Coronavirus-Proof Your Home:** Life under coronavirus means staying at home as much as possible — but you'll likely need to make a trip to the grocery store or pharmacy at some point. CNN Health provides a free and printable tip sheet to make sure you don't bring the virus back home with you [HERE](#).

**Dolly Parton is Reading Bedtime Stories:** Dolly Parton has partnered with her Imagination Library for a new video series, *Goodnight With Dolly*, where the country singer will read bedtime stories to viewers. The legend will kick off the 10-book video series on Thursday, April 2, with *The Little Engine That Could*, and will continue weekly with a focus on comforting and reassuring children during the shelter-in-place mandates. Learn more [HERE](#).

**Activities to Keep Teens Engaged While Schools are Closed:** While teenagers can take better care of themselves than their elementary school siblings, they do need some structure during this down time. Keeping some sort of schedule (including for online assignments and reading) will make the return to school — whenever it comes — a little easier, and provide sanity for parents. *The Seattle Times* has some ideas [HERE](#).

**Ways to Help Others in Need:** Another comprehensive list of ways you can help the country as it battles the COVID-19 pandemic. Click [HERE](#)

**Some Good News with John Krasinski:** John Krasinski highlights some good

news from around the world, including an interview with Steve Carell to mark the 15th anniversary of *The Office*. Click [HERE](#) to watch!



# FARM TANK

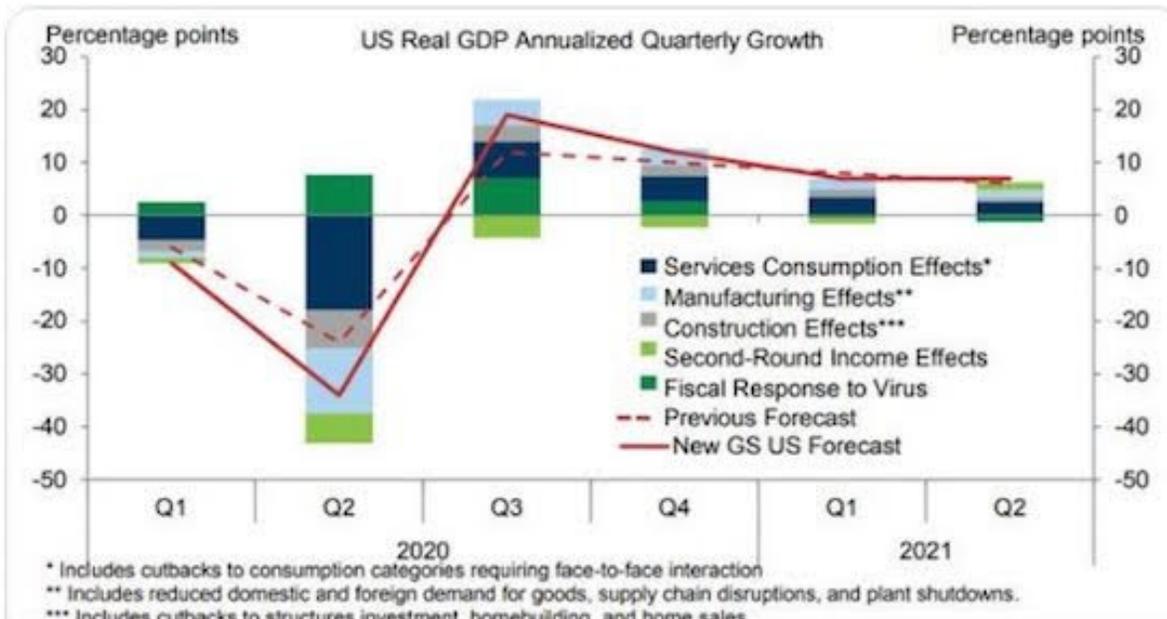
Tweets of the Day





**pj quaid**  
@cornoptions1

# "The Biggest Decline Ever": Goldman Now Sees US GDP Crashing 34% In Q2 | Zero Hedge



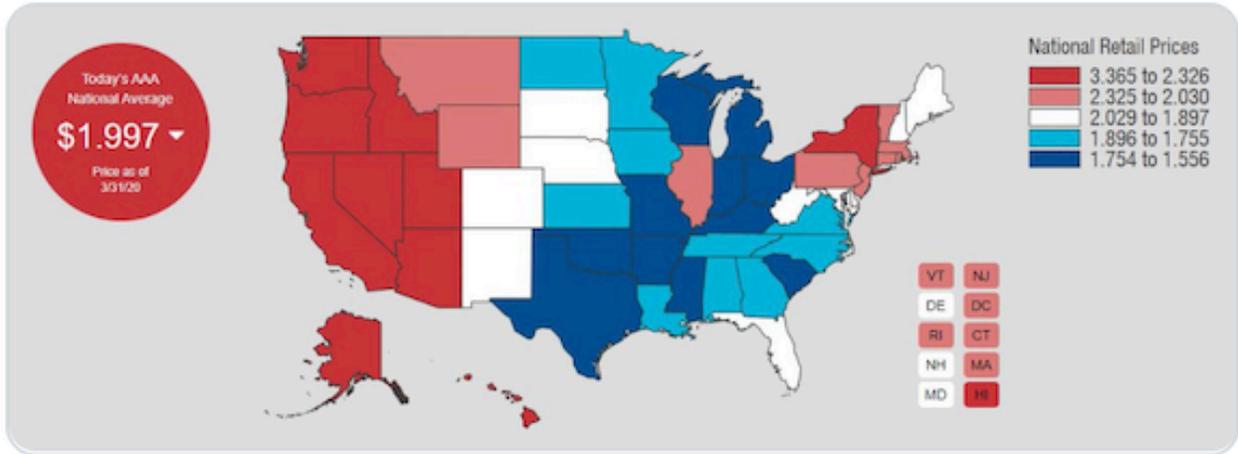
"The Biggest Decline Ever": Goldman Now Sees US GDP Crashing 34% In Q2  
 "Our Q2 forecast would represent a decline that is more than three times larger than the previous low in the history of the modern US GDP statistics (-10% in ...  
[zerohedge.com](https://www.zerohedge.com)



**Charlie Bilello** ✓  
@charliebilello



Gasoline prices in the US (national average) move below \$2.00/gallon for the first time in 4 years.





**Tim Malterer**  
@timmalterer



Getting that spring itch. [#plant20](#)





**Peter Hill**  
@Texasagronomo



There's something's a little odd about this picture?  
What is it?





**Todd Kimbrell**  
@toddkimbrelljr



Holding 710s in the middle is possible but it sure makes for a long day.

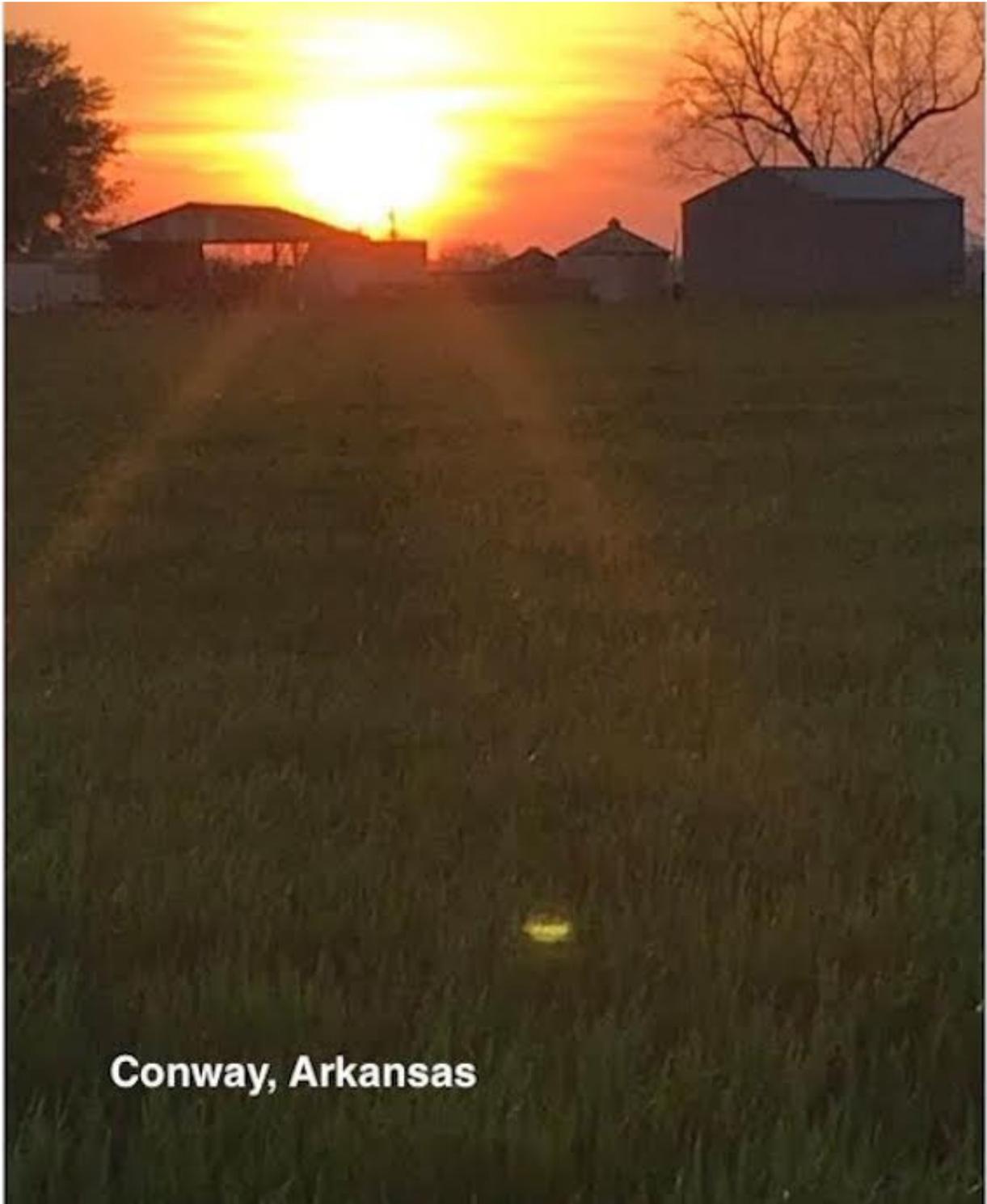


**Kevin Lawson**  
@uaexfaulkner



Scouting my last wheat field of the day in Lollie Bottoms and turned around to see this. Just beautiful. So thankful for our farmers! [@AgWriterArk](#)  
[@KATVToddYak](#)





**Conway, Arkansas**



**Wayne Dulaney**  
@wayne\_AgVenture



Very thought provoking. I just want to [#plant2020](#)





**ActionComplete**  
@ActionComplete



When the winds of change blow, some people build walls, others...

~Chinese proverb

[#quotes](#) [#inspiration](#) [#success](#)

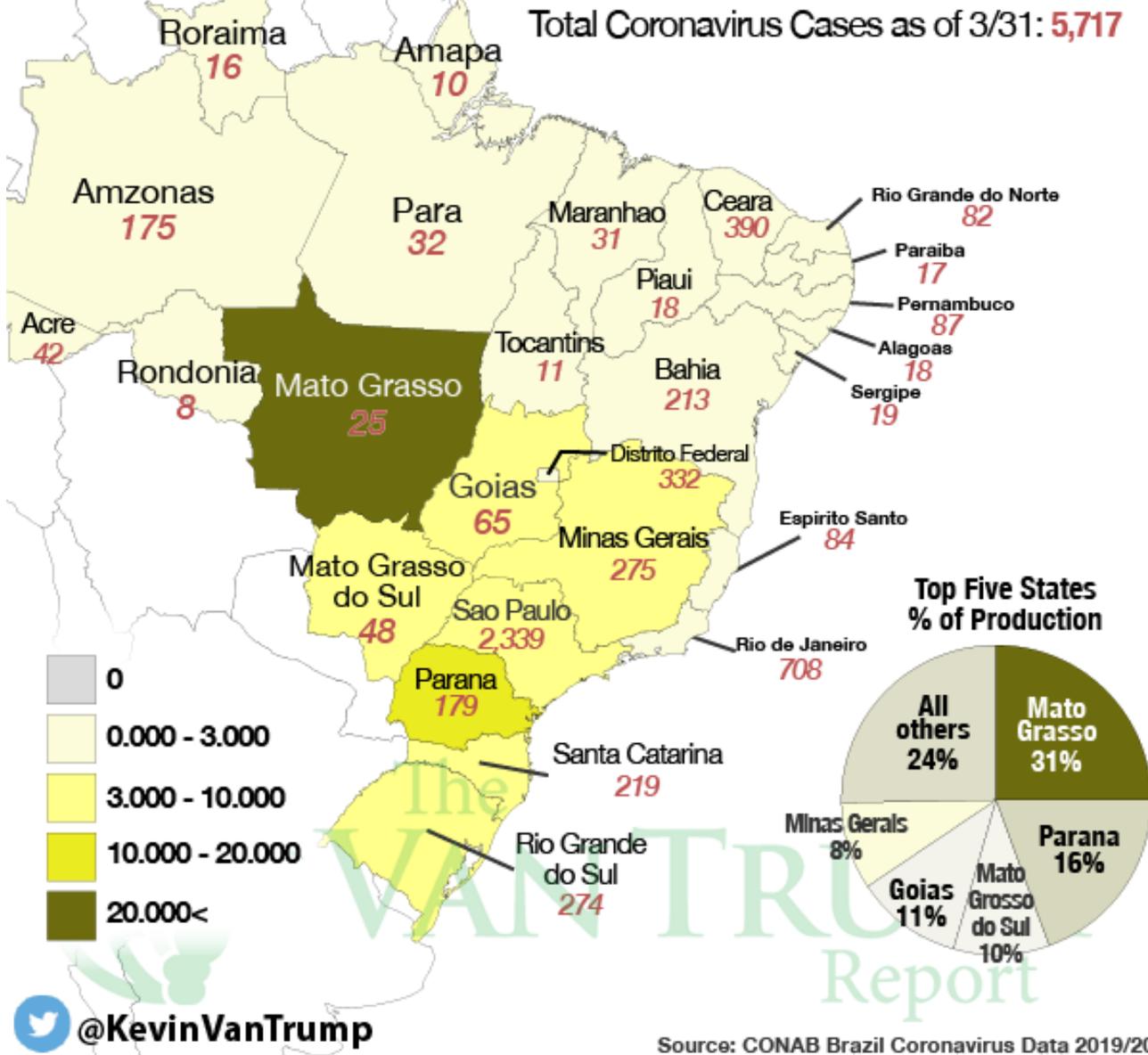


**CORN** traders are debating what appears to be an overly optimistic planted

acreage estimate by the USDA at 96.990 million and a lower than expected March 1 Quarterly Stocks report. The lower stock number probably means last year's crop was somewhat overstated and will eventually be adjusted. I also argue that the current planted acreage estimate will need to come down by -3 to -5 million acres. I just see no way it will be 97 million acres with the current balls up in the air i.e. the meltdown in crude oil which has created a massive fallout in ethanol, the current coronavirus situation, and perhaps a liquidity and funding issue for some producers who now find themselves overextended. Keep in mind, old crop prices could continue to be pressured by the funds as more uncertainty circles around crude oil. As I've said several times, bears are thinking corn can easily trade sub-\$3.00. Personally, I would like to believe we have reached "fair value" considering we have an entire growing season ahead. But at the same time, I know the funds can easily pressure prices 30 to 50 cents beyond traditional perceived fair value, both to the upside and the downside. Meaning if I believe fair fundamental value is here in the \$3.20 to \$3.30 range, which I currently do, I still can't rule out the fact the funds could easily slosh enough money around and overshoot the runway by 30 to 50 cents ultimately pushing prices into the \$2.80 to \$2.90 area. I'm obviously hoping this doesn't happen, but I'm not delusional to the fact it could. As producers, we have to adjust to the fact the world has quickly changed. Luckily we locked in some great basis contracts, but unfortunately, looking back we should have made more flat price sales. I worry that the clock is going to start ticking faster on old crop bushels, so we need to be proactive with a plan of attack and hold ourselves accountable for execution. Selling old-crop rallies continues to be the battle cry. Until the ethanol industry finds more stable footing or the U.S. dollar starts to show more signs of weakness it will be tough to get much help out of the demand headlines. U.S. weather is obviously a "wild-card" moving forward but at the moment not a major consideration. As a spec, I still have no corn position. I would like to be a longer-term bull but still believe there will be better opportunities of entry.

# Brazilian Corn Production vs. Coronavirus Cases

Total Coronavirus Cases as of 3/31: **5,717**



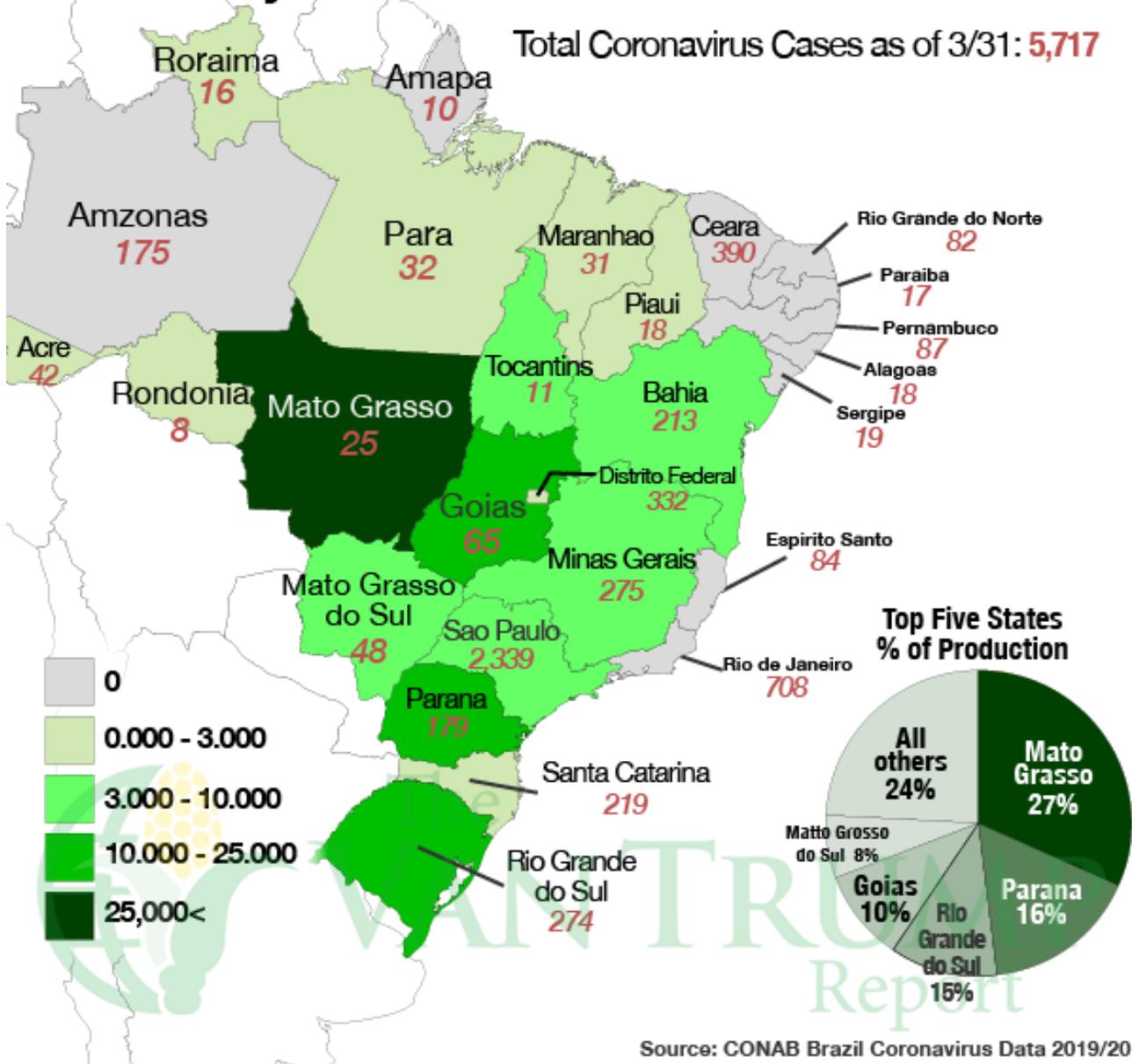
@KevinVanTrump

Source: CONAB Brazil Coronavirus Data 2019/20



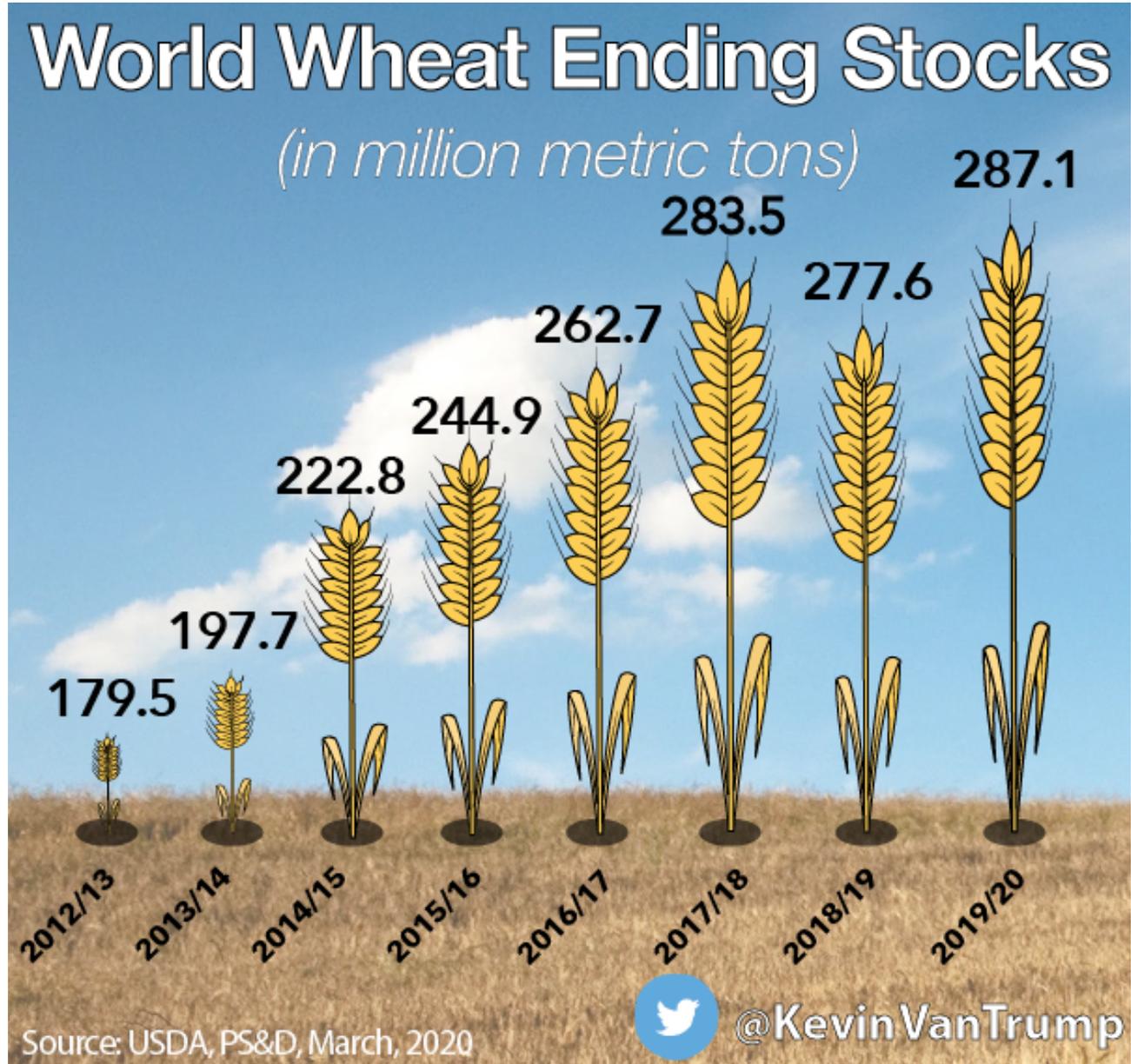
**SOYBEAN** bulls were hoping to see a bigger jump in price after the USDA tossed out the 83.510 million planted acre estimate vs the 85 million most in the trade were anticipating. Bears point to the fact this is still aggressively higher than last year's 76.100 million acres and there's increasing talk in the farm communities of producers making some last-minute shifts to more soybean acres. Meaning the USDA's recent estimate might prove to be a bit conservative after producers make some last-minute adjustments. Bears are also pointing to some demand headlines that might keep a nearby lid on rallies i.e. a strong U.S. dollar, China buying canola imports from China, no major logistical hiccups as of yet out of Argentina and Brazil, in fact, farmers in Brazil are enjoying record high soybean prices because of the meltdown in currency compared to the dollar. As both a spec and a producer, I take the opposite side of the argument, believing there's still a longer-term story brewing. The USDA's March 1 soybean stocks estimate of 2.253 billion bushels is 474 million bushels less than a year earlier and ending stocks could ultimately be tighter than many are forecasting, especially if the Chinese come back to the U.S. for any sizable demand. As a spec, I like buying the breaks. As a producer, I like the thought of staying patient, as I see better pricing opportunities ahead.

# Brazilian Soybeans Production vs. Coronavirus Cases



**WHEAT** traders see very little change in the USDA data. Bulls point to a slight reduction in planted acres from 45.158 million last year down to 44.655 million acres in 2020. Other spring wheat acres were forecast at 12.590 million, which was just slightly below trade expectations. Spring wheat acres in North Dakota fell by -600,000 and Minnesota by -100,000 compared to last year. Spring wheat acres increased in Montana by +400,000 and in South Dakota by +210,000. Durum acres were also slightly below expectations at 1.290 million acres vs. 1.339 million acres last year. March 1 stocks were estimated at 1.412 billion bushels, slightly lower than the trade was anticipating vs. 1.593 billion last year. As a producer, I see opportunities to reduce some 2020 and 2021 price risk. Feathering in sales on any rallies makes sense. As a producer, I like being a bull and would

like to add some additional length on a pullback in price.



## U.S. Prospective Plantings Acres

	March #'s	Avg. Trade Estimate	Range of Estimates	2019 Acres	USDA 2020 Outlook
Corn	96.99	94.328	92.50 - 96.40	89.70	94.00
Soybeans	83.51	84.865	82.70 - 87.10	76.10	85.00
All Wheat	44.65	44.982	44.35 - 46.00	45.16	45.00
Winter Wheat	30.77	30.90	30.21 - 31.70	31.159	30.804
Other Spring	12.59	12.631	12.20 - 13.20	12.66	N/A
Durum	1.29	1.512	1.10 - 2.35	1.339	N/A
Cotton	13.703	12.70	11.70 - 13.60	13.738	12.50
Sorghum	5.82	5.823	5.35 - 6.50	5.265	N/A
Barley	2.921	2.686	2.50 - 2.80	2.721	N/A
Oats	3.012	2.761	2.65 - 2.90	2.81	N/A
Rice	2.847	2.954	2.60 - 3.28	2.54	3.10

## U.S. Grain Ending Stocks as of March 1

	March #'s	Avg. Trade Estimate	Range of Estimates	March 1, 2019	December 1, 2019
Corn	7.953	8.125	7.825 - 8.492	8.613	11.389
Soybeans	2.253	2.241	2.075 - 2.701	2.727	3.252
Wheat	1.412	1.432	1.385 - 1.572	1.593	1.843

A photograph of a professional podcast recording setup. A large, silver, professional microphone is mounted on a boom arm, positioned in front of a person who is partially visible in the background. The scene is lit with warm, orange-toned lights, creating a focused and professional atmosphere.

**FARM TANK**

A Podcast That Gets **Inside** The Greatest Minds In **Agriculture**

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A photograph of a grey goat floating in a pool of blue water. The goat is wearing a bright red life preserver around its neck. The water is clear and blue, and the goat's head and neck are above the surface.

**BigSwag** 

**WHATEVER FLOATS YOUR GOAT**  
**A Section for Creative Minds**

> **JBS Cuts Beef Production at U.S. Facility:** *JBS USA has announced that it will temporarily reduce beef production for two weeks at a Pennsylvania facility as*

*a precautionary measure amid coronavirus concerns. The decision was made after several senior management team members displayed flu-like symptoms and marks the first U.S. meat plant to cut operations due to worries over the coronavirus pandemic. It is not known by what scale production will be reduced or whether JBS' employees are being tested for Covid-19. The plant in Souderton, Pennsylvania, has more than 1,000 workers and is the largest beef facility east of Chicago. JBS said the facility will continue to run "fabrication and ground beef operations" and anticipated the facility will return to normal operations on 14 April. The announcement comes after JBS reportedly said it was considering suspending operations at some slaughterhouses in Brazil due to supply chain issues from China. In a previous report, meanwhile, Reuters cited that JBS SA said the coronavirus epidemic could cause container shortages, port disruptions and other logistics issues, yet trade flows should remain strong due to Chinese demand. (Source: FoodBev Media)*

**> Farm Journal Survey Reveals the Impact of COVID-19 on Agriculture:** *Ninety percent of farmers and ranchers say they expect COVID-19 to impact their businesses, according to The Coronavirus Impact Study, conducted by Farm Journal March 16-24. The exploratory survey garnered initial reactions from 679 farmers, ranchers and agricultural workers representing 43 states. While only 30% of respondents said they were concerned about becoming sick with the new coronavirus, farmers and ranchers say they are worried about the uncertainty of commodity markets, the financial outlook for their businesses and the health of their families and their labor force. Read the full results [HERE](#).*

**> Senators Seek to Slowdown USMCA:** *A bipartisan group of 19 senators are asking to delay the new NAFTA agreement from taking effect on June 1, calling the start date "highly aggressive" even if the coronavirus pandemic wasn't taking up most of the attention in Washington and around the country. In a letter to U.S. Trade Representative Robert Lighthizer, Senate Finance Committee members said the trade deal shouldn't enter into force until it is clear that the U.S., Canada and Mexico are all fully in compliance. The Trump administration was already seen as behind schedule for launching the USMCA in two months as planned, and all three countries have been singularly focused on containing the coronavirus and stemming the economic fallout. "We ask you to delay the proposed June 1 entry into force and work with Congress and stakeholders to determine a more feasible timeline," Chairman Chuck Grassley (R-Iowa), ranking member Ron Wyden (D-Ore.) and other members wrote. (Source: Politico)*

**> Brazil's Largest Fuel Distributors Cut Ethanol Buying:** *Two of Brazil's largest fuel distributors said on Monday they are cutting the amount of ethanol they will buy from local suppliers to adjust to a slump in demand amid the coronavirus lockdown in Latin America's largest economy. Brazil's number 1 fuel distributor, BR Distribuidora, said it will reduce the amount of ethanol it buys from*

*Brazilian mills to levels that are below the minimum defined in contracts, due to an "atypical situation" created by the COVID-19 pandemic. (Source: Reuters)*

**> Big Money Moves Into Carbon Farming but Can it Help Mitigate Climate Change?** *As efforts to wean society off fossil fuels have stalled, "natural climate solutions" such as soil carbon sequestration have rapidly gained steam. Millions of dollars are now pouring into soil-climate initiatives from corporations, philanthropists, and governments. But a growing number of scientists worry that mounting societal pressure to do something to counter climate change is pushing money into so-called carbon farming before the science needed to underpin it is mature. New studies reveal that even long-accepted carbon sequestration practices may not yield hoped-for climate benefits. Measurements of soil at depths down to 2 meters have cast serious doubt on the climate impact of reducing soil tillage, and similar studies are now questioning how much carbon cover crops can sequester in some circumstances. A massive ramp-up of soil carbon data from working farms is urgently needed, experts say. Read more [HERE](#).*

**> Is 6 Feet Enough Space for Social Distancing?** *By now, you've probably heard that to slow the COVID-19 pandemic, people need to adopt social distancing measures — including remaining at least 6 feet (about 1.8 meters) apart from anyone they encounter outside their homes. Where does that number come from? And how should you be applying it in your life? Click [HERE](#).*

**> FDA Shut Down At-Home Coronavirus Tests, but Will They be Part of the Solution?** *The U.S. Food and Drug Administration abruptly shut down sales of at-home coronavirus test kits earlier this month but some companies say they haven't given up. The scarcity of tests in general, coupled with consumers' desire to take control, makes the idea both intriguing and controversial. Critics say home tests may be unreliable, might delay necessary treatment and could soak up scarce resources. Proponents say at-home test kits could save money and resources – and in the near future could play a critical role in tracking COVID-19. Despite some intense blowback, companies remain committed to selling at-home kits – if they can get the FDA's blessing. So far, the agency has said that at-home test kits are not allowed under emergency use waivers, a stance it would have to reverse to clear the way. Read more [HERE](#).*

**> NCAA to Give Spring Athletes Extra Year of Eligibility:** *The NCAA on Monday voted to allow Division I spring-sport athletes who had their seasons shortened by the coronavirus pandemic to have an additional year of eligibility. The extra year of eligibility will be granted to all spring-sport athletes, regardless of their current class. The decision does not guarantee current seniors will still receive financial aid if they return for the extra year. Winter sports, such as basketball, were not included in the decision. Although the winter season was cut short — basketball conference tournaments and the NCAA men's and women's*

*basketball tournaments were notably suspended or canceled — the NCAA Division I Council excluded those sports because athletes had completed most or all of the regular seasons. (Source: Associated Press)*

**> Why Life During a Pandemic Feels So Surreal:** *A lot of us have probably looked at multiple headlines over the past two weeks and had the same thought: this is surreal. According to Merriam-Webster, surreal means "marked by the intense irrational reality of a dream." But what does it mean in scientific terms? The study of the surreal isn't exactly an official field in psychology—it's more Dali's paintings and Kafka's writings and a feeling. But there are good psychological reasons you're feeling the way you do right now. Learn more over at [Wired](#).*

**> Seniors Receive Special Bouquets from Couple Who Had to Postpone Wedding:** *At a time when seniors across the nation might be feeling lonely, residents at assisted living facilities in San Antonio received special bouquets from a local couple who postponed their wedding due to the coronavirus pandemic. Kristall Goytia and Jason Oswald's nuptials were set to take place March 21, but they made the last-minute decision to change their wedding date after it became clear people weren't going to be able to make the ceremony. The couple called everything off the Monday before their big day, but at that point the wedding flowers had already shipped. So Goytia thought some of the people most effected by coronavirus shutdowns could enjoy the roses and white lilacs instead. The pair spent six hours cutting and organizing 800 flowers into bouquets and, with the help of Goytia's church, found three assisted living centers that were glad to accept them. Read the full story and see more pics [HERE](#).*







**Southeast Minnesota** - *Things are still very wet around here and I'm heading out to go look at the little bit of corn we left in the field to see if it has any value. I'm hoping we are in the fields by mid-April but that is probably optimistic. We also have a few cows calving at the moment and we raise hogs for Hormel. Right now our biggest worry is keeping the packing plants open and running. I heard an employee of a plant in Sioux Falls tested positive. It would be a disaster for our area if they shut down even for a week as the back up of hogs would devastate those of us who make deliveries each day. I have to believe if that happened, packing houses would set the price and crush a lot of folks. We are taking the virus as seriously as we can. My wife and I are hunkered down and we have told our employees how to function in this mode and stay home when not here.*

**Southern South Dakota** - *Even with corn acres being so high and same deal with cotton acres, we are actually planting several million more acres than last year at this time. We are probably going to be a little heavy corn this year so we are part of the problem but it's just a rotation situation. I have a ton of buddies between Omaha and Sioux Falls and there will not be many crops planted through the Omaha area on up to South Dakota unless we get warm and windy in a hurry. Different situations, but I'm hearing many farmers left several hundred acres of corn in the field which puts them closer to prevent plant vs. normal if they don't dry down. Needless to say, I'm a little disappointed the USDA had to start at 97 million acres for corn this year. Considering the acreage that doesn't look like it will be planted around here this year, I don't think we will get there.*

**Northern Mississippi** - *We might be close to dry enough before the next rain but*

*we still won't get in the field. The rains have more than likely pushed many guys off corn or thinking long and hard about it and planting soybeans instead. There just doesn't seem to be a reason with price or weather to try and push the envelope. Right now I would say we are pushed back 2 weeks if we get lucky and the rains stop. We might be a bigger soybean state this year vs corn as much of the lower delta is completely underwater. Not to mention it's a huge hassle to get help right now with everyone nervous about Corona.*



**neuro mining**

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

**TODAY'S RIDDLE:** If you carried my burden, you would be crushed. Though not rich, I leave a trail of silver. What am I?



**FROM MY PERSPECTIVE**

*Kevin Van Trump*

### **Do You Have a Plan for #Plant20 if Someone Gets Sick?**

Nobody wants to talk about it... but as coronavirus makes its way into rural America we have to address the 800-pound gorilla in the room. Do you have a plan on the farm if one or more of your key employees goes down? With many small to medium-sized farm operations counting on one or two key people it's something we certainly have to think about.

I can still hear my Pops and Gram calling us a couple of times per week... "Just wanted to call and check on you and Michelle, how are things going, you kids need anything, are any of your plans changing..." My grandparents told me on countless occasions they made it through the tough times by having plans, talking about their plans, and frequently adjusting their sails.

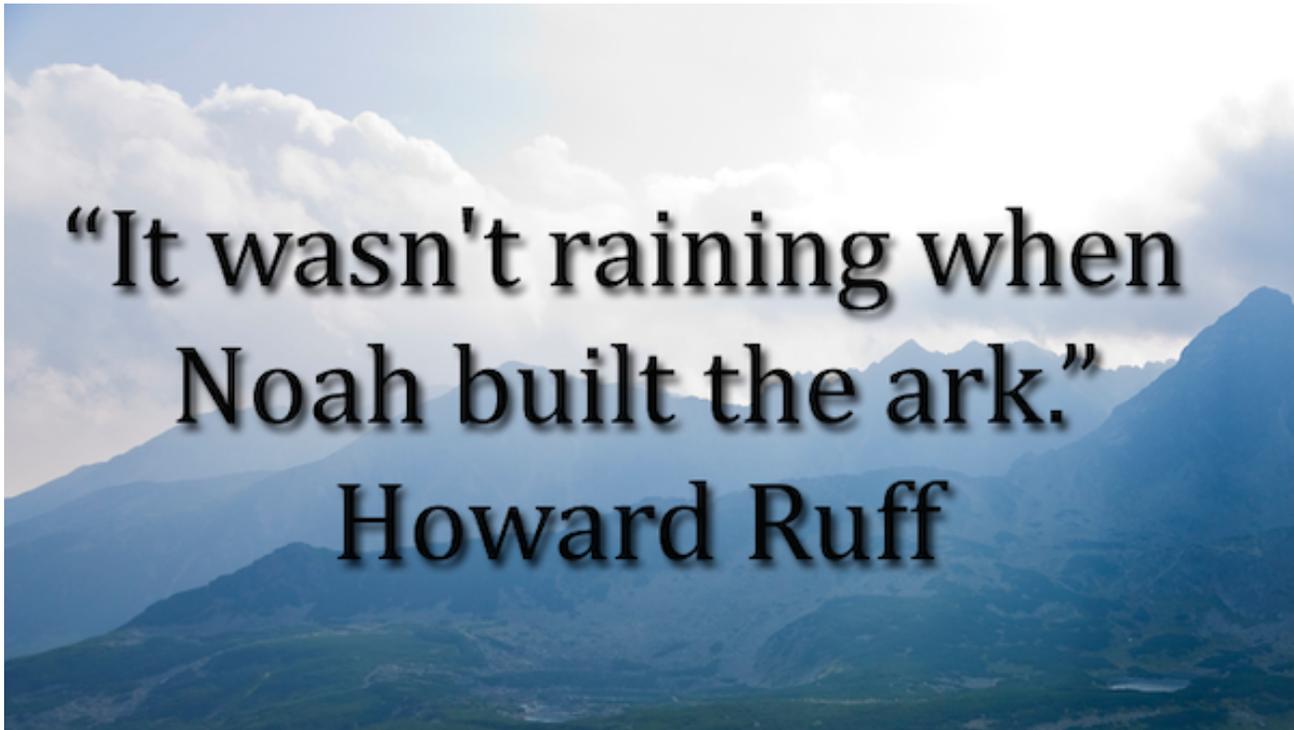
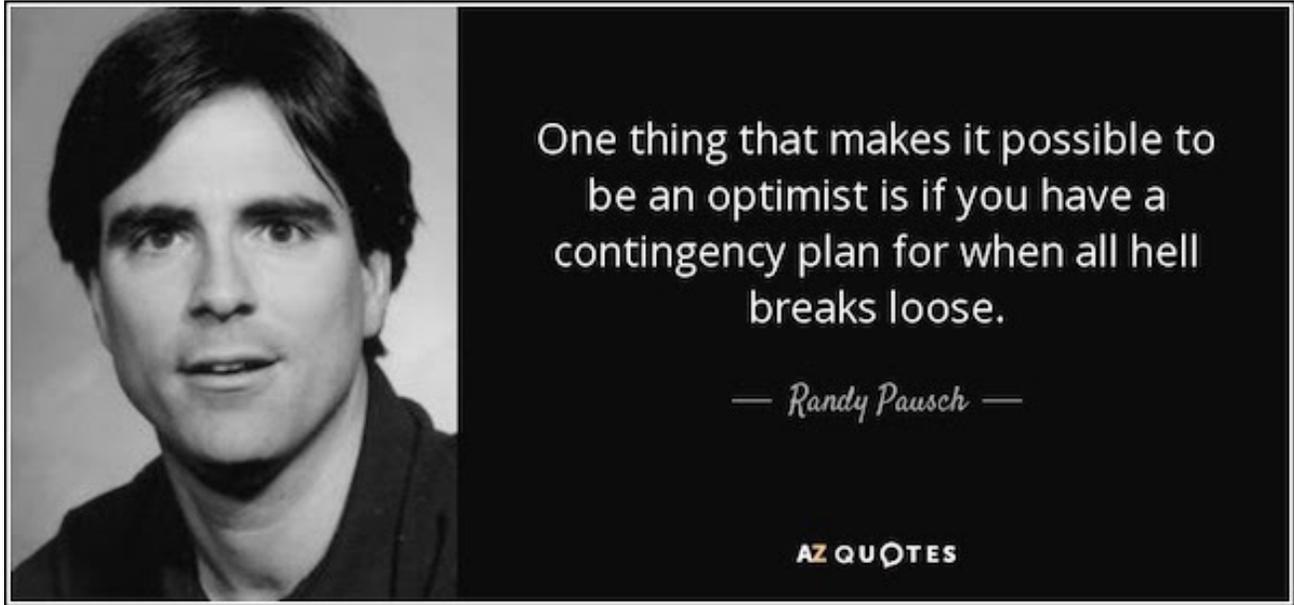
Just the two of them mostly did it all... Pops always had a plan and Gram was always carrying out and checking on the details. At the end of the day we would all sit down at the dinner table and discuss the good and bad. The next morning we would do it all over again or readjust as situations dictated. Bottom-line, it seemed we always had a plan for whatever situation we might encounter. It was important that we worked as a team and collectively knew where we were headed.

We obviously can't plan for all possible scenarios but we can certainly challenge our thoughts regarding the big-ticket items. A good contingency plan determines how quickly you can respond to a crisis or disaster and ultimately predicts how quickly you will rebound and resume normal operations. Below are a few things to consider:

**Identify the risks that are specific to your operation.** *Write them down and rank in order of what could be the most costly so everyone knows and fully understands. i.e. What if the local ethanol plant shuts down? What if the person who handles all of the marketing goes down? What if the person who handles the banking goes down? What if your local equipment dealership has to close who will work on your equipment? What if you deliver to a local dairy or hog operation and they close? Try and put down as many as you can and think about a plan....*

**Determine which operations are essential.** *Again, write them down and rank in order of importance so everyone knows and fully understands. i.e. How will be in the planter if the main guy goes down, what if both people get sick? Can you start a small group with neighbors to help in case of wide-spread hiccup? Again challenge yourself and think of ways you can still get the important things done. Which functions are absolutely necessary to keep your business up and running? This might include your phone lines, internet, or other technology services as well. Think outside the box!*

**Establish alternate employee roles and responsibilities.** *Know which employees can do what in the event of an emergency and who can shift roles and positions most easily. Decide who will be responsible for decision making should the General go down!*



**Users are Flocking to Remote-Work Tools... Pay Attention to the Changes!**

Microsoft is just one of the companies having a moment as stay-at-home orders send businesses in search of remote office tools. The company just reported a massive increase in use of its cloud services in areas with social distancing or shelter in place orders, which includes major cities around the globe.

In a post on the Microsoft 365 blog, Jared Spataro, Corporate Vice President for Microsoft 365, said the company has also experienced increases in other services,

including Microsoft Teams, which now has more than 44 million daily users that generated over 900 million meeting and calling minutes on Teams daily in a single week. In Italy, Microsoft Teams usage spiked +775% in the week ending 3/29.

Recently, the company unveiled Microsoft Teams for Consumers, which seems especially well-timed considering our present situation amid the coronavirus pandemic. The app will allow users to easily move between personal and work accounts and let families connect with calendars, photos, to-dos, chat, and video calls. All of these Microsoft Teams home features will be available in preview in the summer, and available generally later this year.

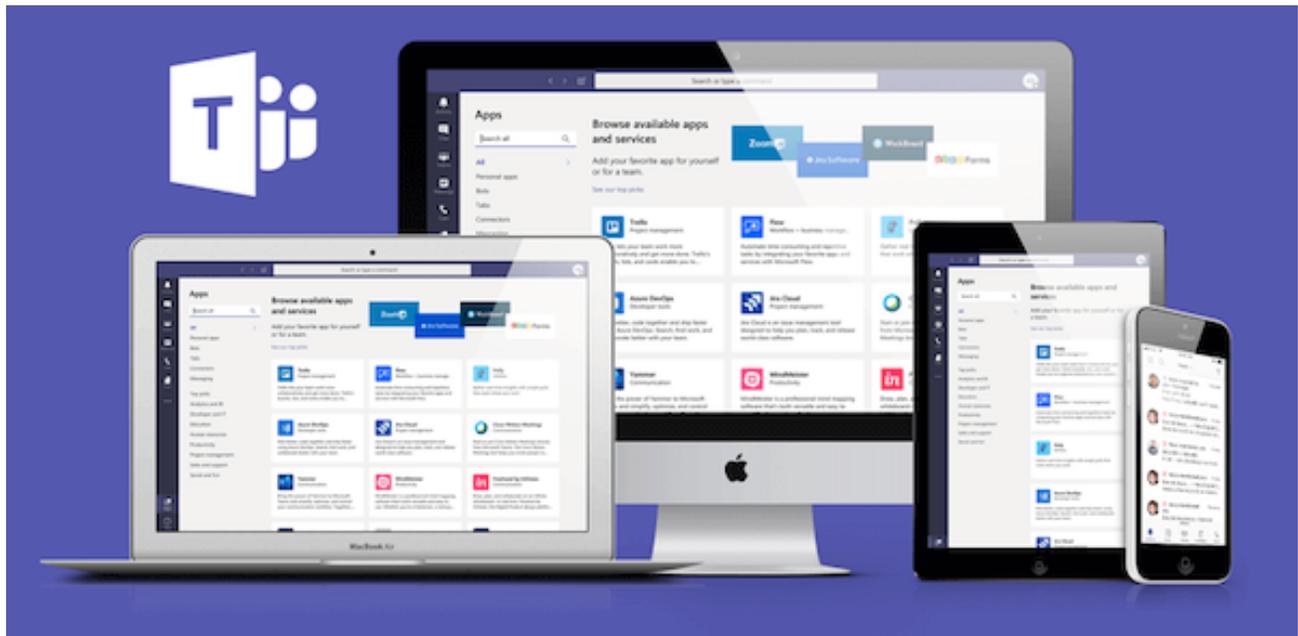
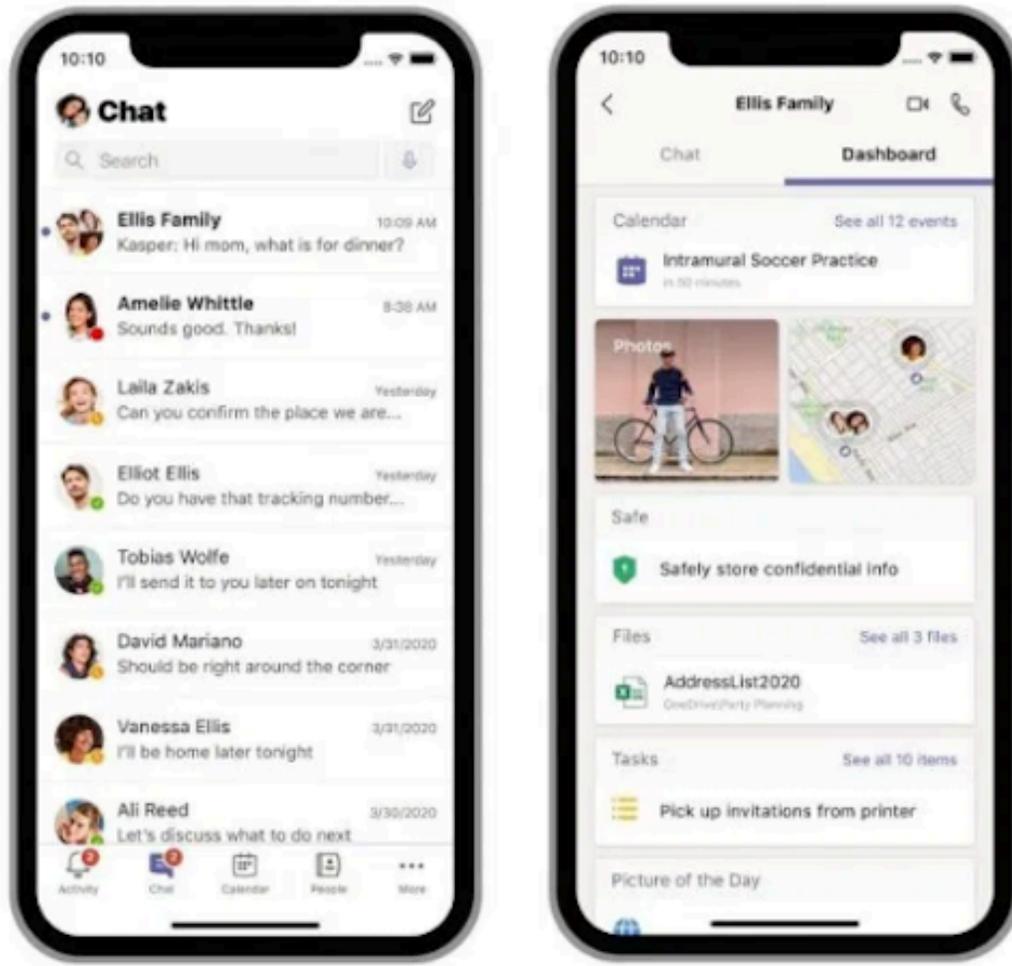
A large portion of Microsoft's demand surge likely stems from businesses that have been forced to go remote. But consumers have also been increasingly flocking to Microsoft Teams and similar platforms as they try to stay as connected as possible to their family and friends, so there could be a larger market for collaboration and videoconferencing tools that extends well beyond just businesses. Whether all of these new users stick around once things start to get back to normal will be the big question but they might be worth taking a closer look at if you're searching for potential investment opportunities. As always, check with your financial advisor to determine the best investments for your individual situation.

**Skype, which is owned by Microsoft (MSFT)**, has passed 40 million daily active users, an increase of 70% month over month, according to its latest data. The company also said Skype to Skype calling minutes are up +220% month over month.

**Zoom (ZM)**, the video conferencing app, is currently the top free offering in the App Store and third-party data from JPMorgan analyst Sterling Auty says daily usage was up more than 300% from before the pandemic forced workers into their homes. Zoom doesn't provide updates outside earnings announcements.

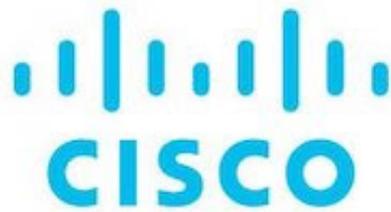
**Cisco's (CSCO) Webex product**, a rival to Zoom, hosted 50 million meetings in March as of March 25, and the company expected to host at least 23 million more in the final five days of the month, according to a spokesperson.

**LogMeIn Inc. (LOGM)**, a maker of remote-connectivity software, disclosed Thursday that usage of its videoconferencing and meeting tools was up as much as 10 times from pre-outbreak levels earlier in the year. (Sources: MarketWatch, TechCrunch, Forbes, Microsoft)



# zoom

## Video Conferencing



# Webex



Webex Meetings



Webex Teams

### **A Little Something to Bring a Smile:)**

Sean McCarren, a UPS driver, created a group, named "[UPS Dog](#)". It was an instant hit! Once you check out the pics below, you'll immediately understand what the fuss is all about. Apart from dogs and cats the page also features other critters as well such as chickens, sheep, goats, geese, and alpacas. These photos are posted

by UPS drivers who encounter the animals along their route.



**UPS Dogs**

March 29 at 1:00 PM · 🌐



Such a sweet boy from Monkton, VT. Can't even get mad at that face after he eats the packages! ❤️





McCarren shares that once you run into the same dogs over and over, you can't help but form a special bond with them. It's like meeting a new friend whom you look forward to seeing every day. What's great about the page is how it spreads pure positivity. There is absolutely no hate on the page! All smiles:)

























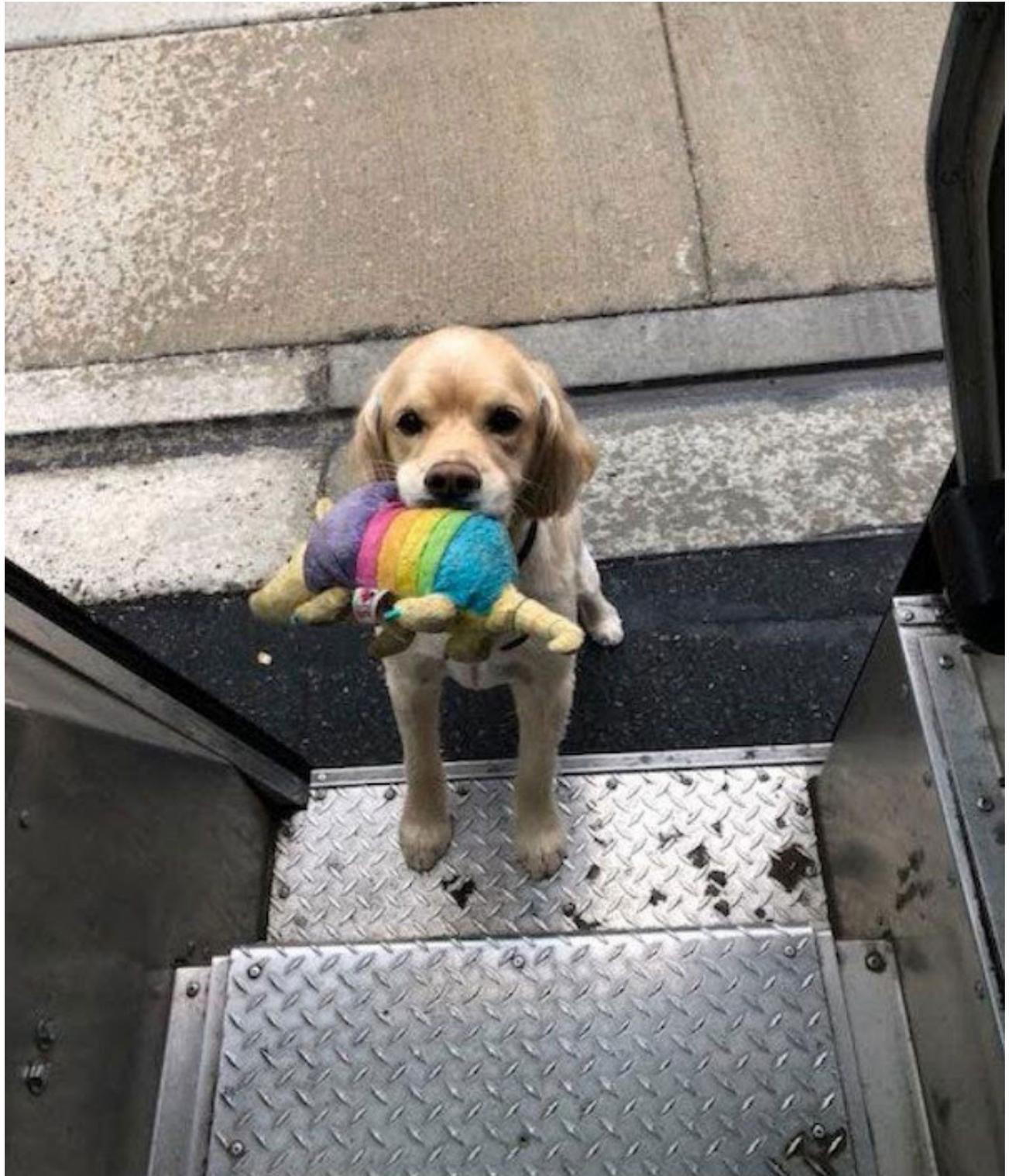




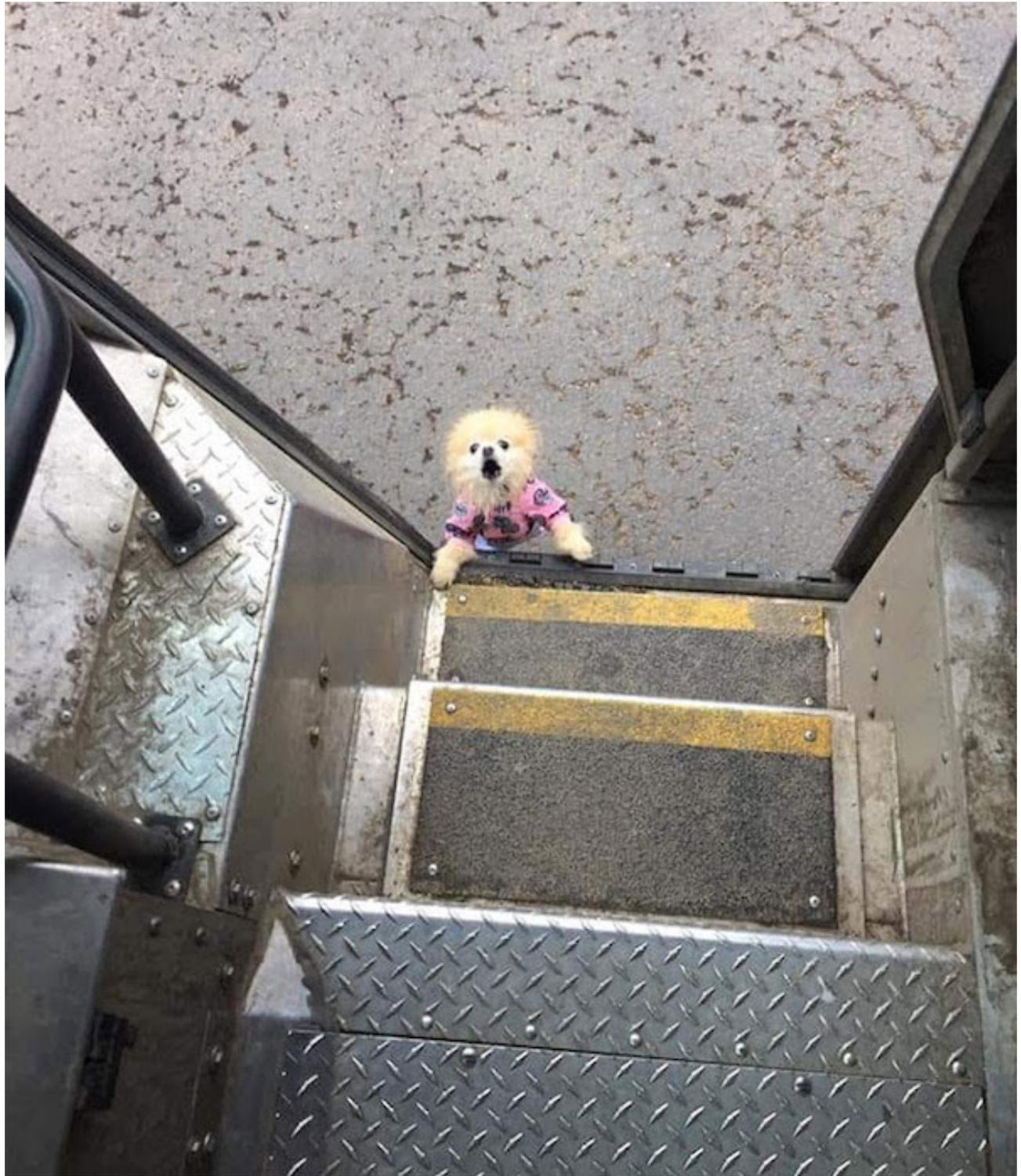
















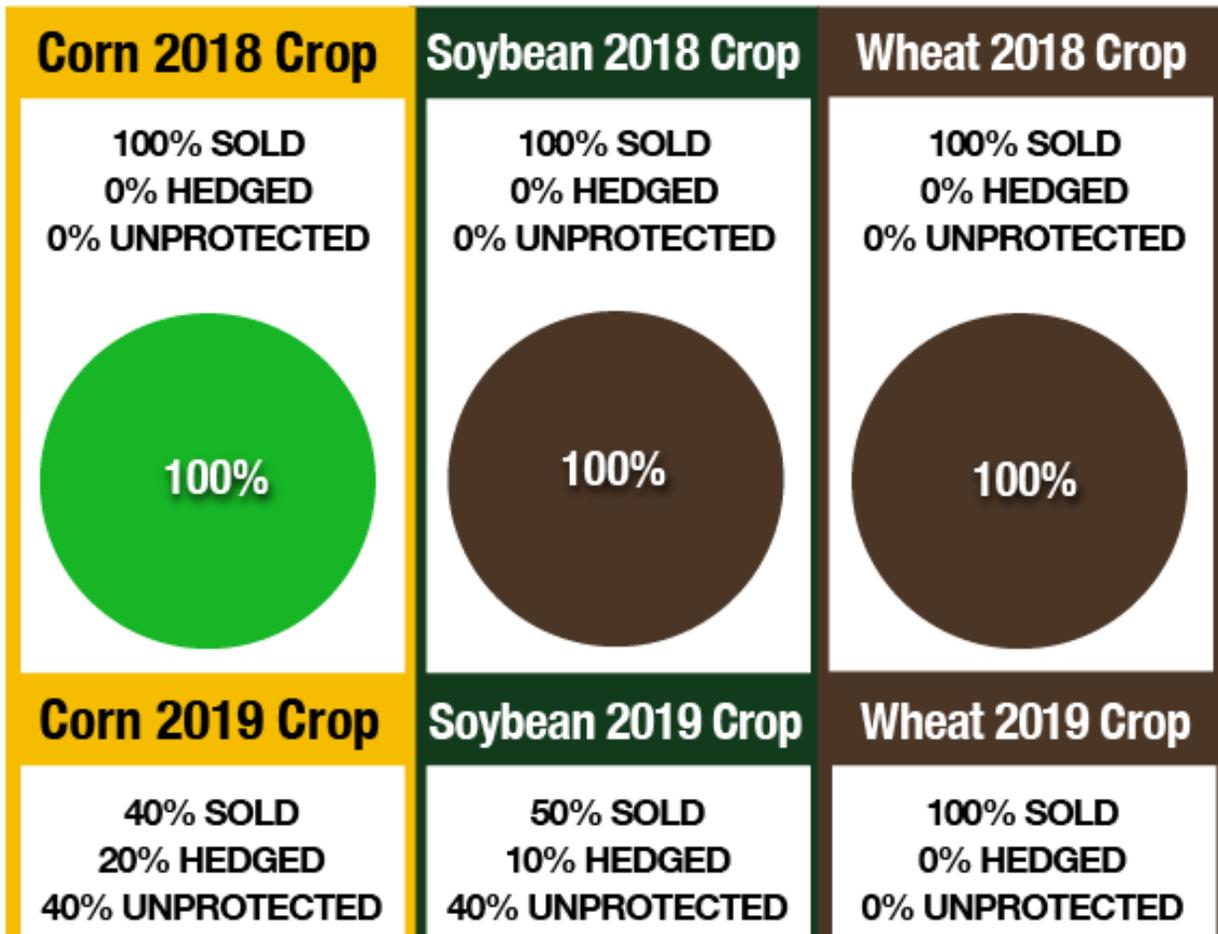


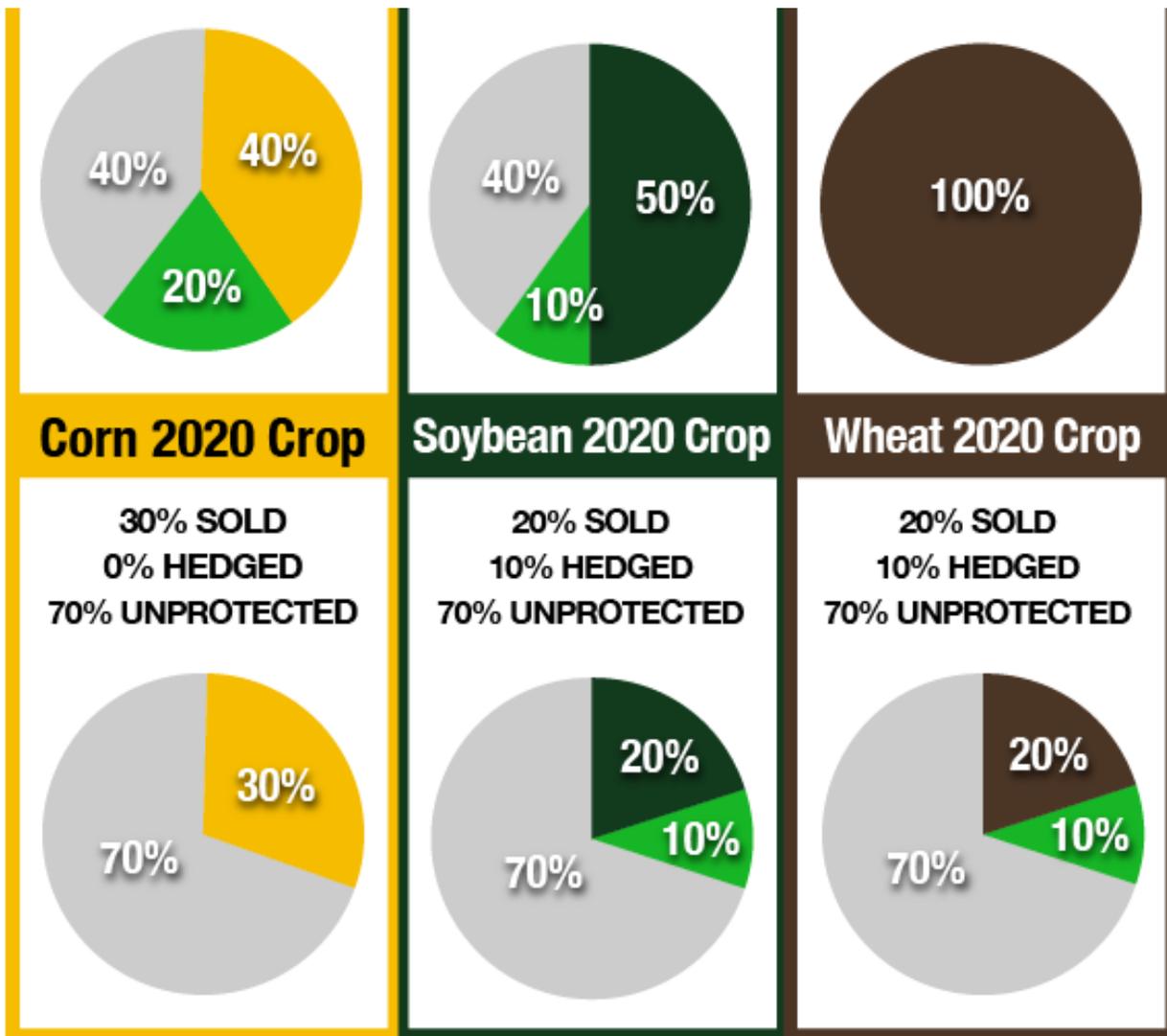


**ANSWER to riddle:** A snail.

# CASH SALES & HEDGING TOTALS

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Sponsored by **AgSwag**

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