

## GOOD MORNING: 07/20/17 Farm Direction - VanTrump Report

1 message

Kevin Van Trump <info@farmdirection.com>  
To: Kevin Van Trump <info@farmdirection.com>

Thu, Jul 20, 2017 at 6:51 AM



"Worrying does not take away tomorrow's troubles, it takes away today's peace."

THURSDAY, JULY 20, 2017

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**Morning Summary:** Stocks continue to show strength, with the S&P 500 and Nasdaq again setting fresh record-highs yesterday. It's worth noting the the S&P 500 tech sector (.SPLRCT) broke its long-standing record closing high yesterday, one which it has held since March 2000. Earnings are proving to be a major source of strength for stocks, with second-quarter results expected to show another consecutive quarter of growth. Morgan Stanley took the spotlight yesterday, reporting better-than-expected second-quarter results across the board, with trading revenue coming in above expectations. Today's earnings highlights include Abbott Labs, Capital One, Dish Network, Ebay, Microsoft, Union Pacific and Visa. Economic data remains fairly light with just Weekly Jobless Claims, the Philadelphia Fed Business Survey and Leading Indicators. In U.S. politics, health care reform may not be dead in the water. Apparently, Republican leaders are going to still try and advance a bill that will repeal and replace Obamacare, a move they say could happen as early as next week. Senate Majority Whip John Cornyn (R-Texas) says if they fail to win a procedural vote, they will still vote on another bill that would simply repeal the legislation. President Trump is currently urging Senators to cancel their August recess until they have successfully come up with a better solution for health care. Keep in mind there are now 1,300 counties in our country with one insurer or less, which is expected to hit 1,400 counties by year's end. More than 80 insurers have left the Obamacare exchanges. It's also being reported that an estimated eight million Americans paid a fine, totaling \$3 billion, for not having health insurance in 2016. The Centers for Medicare and Medicaid Services reports that the number of insurers applying to participate in ObamaCare exchanges next year plunged by 38% compared with last year, and is half what it was in 2016. The CMS also reported that 40 counties in Indiana, Ohio and Nevada are at risk of having zero insurance companies in their ObamaCare exchanges next year. The Kaiser Family Foundation put the number of at-risk counties at 38. Bottom-line, ObamaCare isn't working and isn't the longer-term solution. In fact, health care is such a mind-numbing mess in the U.S., I don't think either party has a perfect solution, everything proposed is quickly and easily shot down by an opposing view. I'm worried that we've kicked the can down the road too many times and now find ourselves in a corner. Meaning someone has to pay up and will ultimately draw the short-end of the straw. I suspect perhaps a moment of clarity will arrive next week...

**Housing Construction Rebounded In June:** Housing data found renewed strength in June with both Housing Starts and Permits witnessing strong gains and easily topping forecasts. U.S. building permits increased +7.4% for June to an annualized rate of 1.254 million, up from 1.17 million in May and compared to consensus forecasts of a figure close to 1.20 million. Housing starts rose +8.3% on the month to an annual rate of 1.215 million from 1.12 million in May. This was also above market expectations and marks a 4-month high for starts. After notably weak results for April and May, there was a sharp recovery in starts for the Northeast. There were also gains for the Midwest and West, but starts edged lower in the South. U.S. housing data releases have been generally weaker than expected over the past 3-4 months with a slowdown in construction. The evidence suggests that housing demand is still strong, but there have been significant issues with supply. On the Starts and Permits side of things, builders are battling both land and labor shortages, as well as higher lumber costs. (Sources: Economic Outlook, Wall Street Journal)

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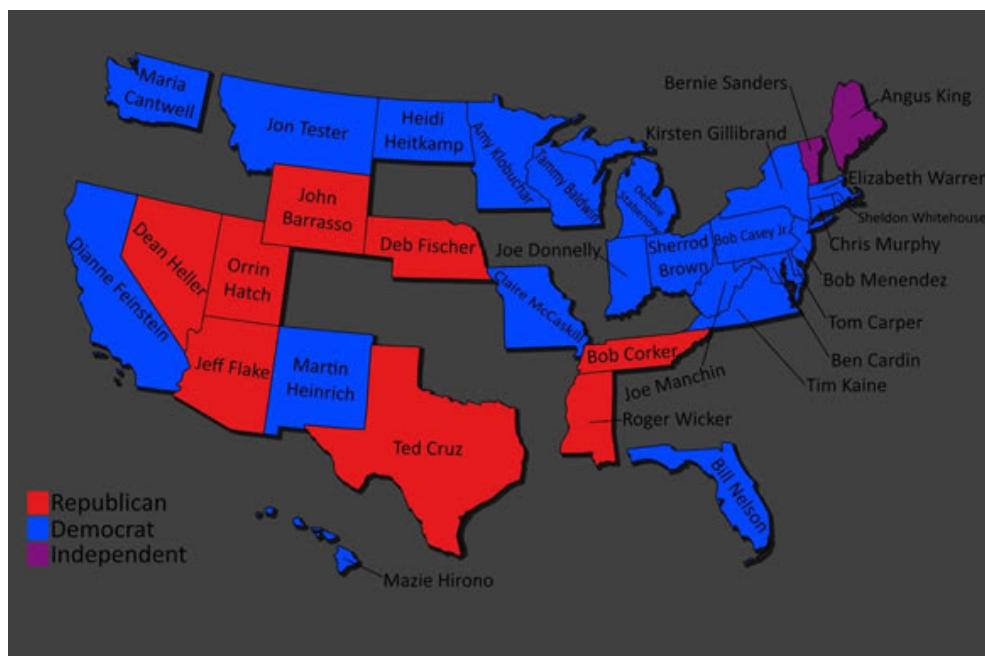
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**Senate Seats Up For Reelection In 2018:** *President Donald Trump is calling for more Republicans to get elected in 2018 following this week's collapse of the Republican health care bill. The current U.S. Senate has 52 Republicans and 48 Democrats (including two independents). The 2018 Senate election takes place on November 6, 2018. There are 34 seats up in 2018, of which 25 are held by Democrats. The Republicans will need to pick up 8 seats to give them a filibuster-proof majority. However, if Democrats hold on to all of their current seats and add just 3 more, they will regain control of the Senate. As it stands right now, just one of the eight Republicans up for reelection, Sen. Dean Heller of Nevada, looks to be in danger of losing. Trump said this week he thinks Republicans will "do very well" in the midterm election, and he said he'll "be working very hard for that to happen." (Sources: 270towin, MarketWatch)*



**Weather** in the Corn Belt is seeing cool conditions linger across the upper Midwest. In contrast, heat and humidity levels are building across the southern Corn Belt. On July 16, Midwestern topsoil moisture remained highly variable, ranging from 60% surplus in Ohio to 85% very short to short in South Dakota. On the Plains, widely scattered showers in Montana and the Dakotas yesterday provided very limited relief from punishing drought. On July 16, South Dakota led the nation among major production states in very poor to poor ratings for spring wheat (74%), sorghum (45%), corn (38%), and soybeans (33%), while North Dakota led for rangeland and pastures (74%), oats (54%), and barley (28%). Today's high temperatures are expected to reach or exceed 100 degrees F in many locations from Texas to South Dakota, maintaining stress on rain-fed crops. In the South, hot, humid weather continues to promote a rapid crop development pace. During the next several days, moisture embedded within the Southwestern monsoon circulation will continue to interact with cold fronts crossing the North. Some of the heaviest rain should occur across the northern Corn Belt, resulting in local flooding. Showers on the northern Plains could provide limited drought relief. At the same time, a strong ridge of high pressure will result in hot, humid, mostly dry conditions across a broad area stretching from the southern Plains into the Mid-Atlantic States. Elsewhere, locally heavy showers will continue in the Southwest, while dry weather will accompany building heat in California and the Northwest.

**out early last year!**



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# FarmLogs



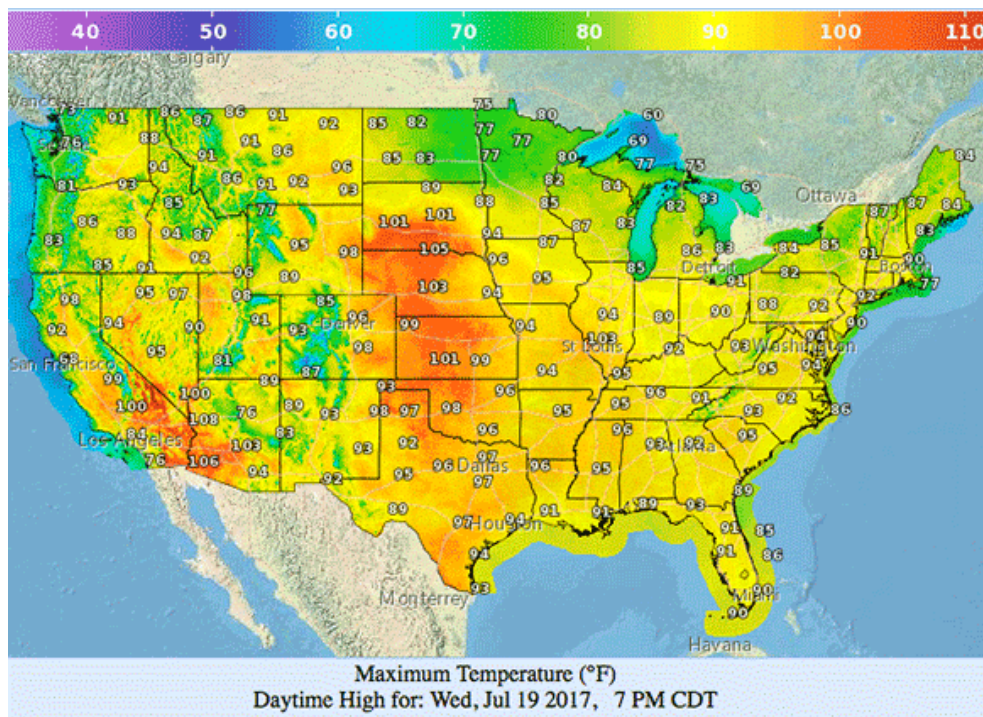
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weather will accompany building heat in California and the Northwest.

**Stressful Heat Settles Over the Midwest:** During the next three to five days, stressful heat and dryness will push into much of the western Midwest this week. Remember, the corn crop is only half finished with the critical pollination phase. Corn and soybean ratings are the lowest for this point in the season since the hot and dry year of 2012. Graphic below shows daily maximum temperatures through Sunday.



**Corn** traders continue to debate U.S. weather and yield. The "over-under" inside the trade right now seems to be running around 165 bushels per acre, which is well below the USDA's current estimate of 170.7. If I was forced to place a bet today, I would have to bet on the "under". As for price, for the moment the market seems to feel most comfortable trading in the \$3.80 to \$4.00 range. Technically, I keep hearing talk inside the trade that nearby resistance in the DEC17 contract is up between \$10.15 and \$10.20 per bushel. For the market to breakout above that level, it seems like the trade is going to need confirmation of the U.S. crop dropping to a sub-165 type yield. From there most suspect a long-term wave of resistance will come into play between \$4.40 to \$4.50 range. And to breakout above that level, I suspect we will need to see confirmation of a sub-160 yield forecast. I currently think the crop is somewhere in the 162-163 range, perhaps even lower. I also believe the USDA's harvested acreage estimate is overly optimistic and will work its way lower in the coming reports. On the flip side, the record South American crop seems to keep getting larger, and I'm a bit worried about U.S. demand headlines losing some momentum in the 3rd and 4th quarter of 2017. The weather here in the U.S. remains the biggest wild-card. As a producer, I feel I have enough longer-term risk reduced, therefore can afford to stick around and see how the final cards play themselves out. Also keep in mind the DEC18 contract is still trading within sniffing distance of its most recent high just shy of \$4.30 per bushel. The most recent DEC19 high was posted early last week at \$4.22 per bushel. I'm staying patient for the moment, but will be considering a lot of options if we can catch a bit more tailwind. **Dry conditions scattered across Iowa and around the Missouri-Illinois border, seem to now have the markets full attention! If these areas don't catch a good drink in the next few days and conditions appear to get worse, I have to imagine prices move higher. I should note, there's specifically a ton of debate and variance right now regarding the upcoming rains in Iowa, keep a very close eye on these forecasts and rainfall totals over the next several days.**

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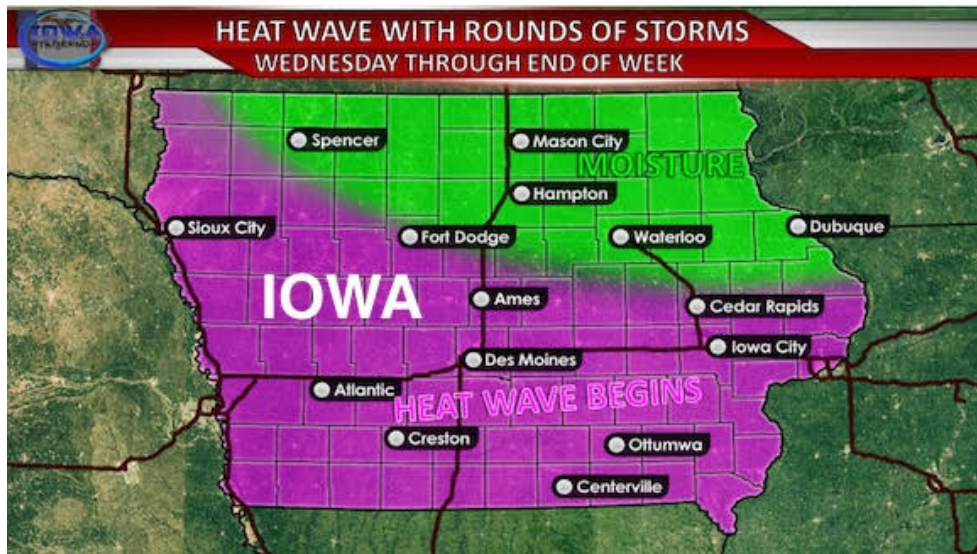
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#### Today In History



#### 1894, Pullman Strike -

During the summer of 1894, the Pullman Palace Car Company was embroiled in what proved to be one of the most bitter strikes in American history. The strike was a direct response to company chief George Pullman and his hardball tactics, most notably his decision in the midst of the Depression of 1893 to preserve profits by slashing wages and hiking up workers' rents. A band of frustrated employees implored Pullman to ease rents and restore wages; Pullman responded by firing three of the workers. In May, the workers fired back at their avaricious boss by calling a strike. Backed by the organizational muscle of Eugene Debs and the mighty American Railway Union (ARU), the workers touched off a round of sympathy strikes and boycotts that effectively crippled the Chicago-based company. However, Pullman had his own network of powerful allies, including other rail honchos and a number of government officials. In hopes of enlisting the aid of the federal military, Pullman and his cronies convinced the government that the strikes and boycotts were inhibiting the delivery of America's mail. Though Pullman's cars didn't carry any mail, the scheme proved effective: in early July, the government banned the boycotts and swiftly shipped troops to Chicago. Fighting broke out shortly after the government forces hit the scene; by the time the militia left Chicago on July 20, the "war" between the troops and the strikers had left thirty-four men dead. But, the damage had already been done to the Pullman strikers: their ranks and clout had been depleted, and, when American Federation of Labor chief Samuel Gompers' refusal to lend them any substantial support, the rail workers were forced to capitulate to management. In the wake of the settlement, many of the strikers were barred from working in the rail industry.

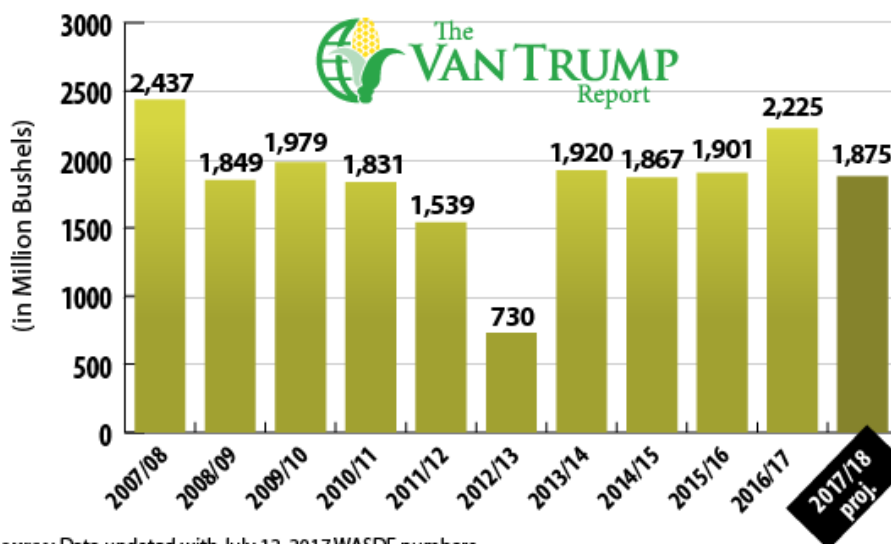


**1948, Draft** - President Harry S. Truman institutes a military draft with a proclamation calling for nearly 10 million men to register for military service within the next two months. Truman's action came during increasing Cold War tensions with the Soviet Union. Following World War II, the United States moved quickly to demobilize the vast military it had constructed during the conflict. During the war, more than 16 million men and women served in the U.S. military; when the war ended in August 1945, the American people demanded rapid demobilization. By 1948, less than 550,000 men remained in the U.S. Army. This rapid decline in the size of America's military concerned U.S. government officials, who believed that a confrontation with the Soviet Union was imminent. During the years following World War II, relations between the Russians and Americans deteriorated rapidly and by 1948 most Americans believed that actual combat with the Soviet Union was not far away. President Truman announced on July 20, 1948, that the United States was re-instituting the draft and issued a proclamation requiring nearly 10 million men to register for military service in the next two months. Truman's decision underlined the urgency of his administration's concern about a possible military confrontation with the Soviet Union. It also brought home to the American people in concrete terms the possibility that the Cold War could, at any moment, become an actual war.



**1969, Neil Armstrong** - At 10:56 p.m. EDT, American astronaut Neil Armstrong became the first human to walk on the surface of the moon. The American effort to send astronauts to the moon has its origins in a famous appeal President John F. Kennedy made to a special joint session of Congress on May 25, 1961: "I believe this nation should commit itself to achieving the goal, before this decade is out, of landing a man on the moon and returning him safely to Earth." Eight years and 10 Apollo missions later, on July 16, 1969, Apollo 11 took off from Kennedy Space Center with astronauts Neil Armstrong, Edwin Aldrin Jr. and Michael Collins aboard. Armstrong, a 38-year-old civilian research pilot, was the commander of the mission. After traveling 240,000 miles in 76 hours, Apollo 11 entered into a lunar orbit on July 19. The next day, at 1:46 p.m., the lunar module Eagle, manned by Armstrong and Aldrin, separated from the command module, where Collins remained. Two hours later, the Eagle began its descent to the lunar surface, and at 4:18 p.m. the craft touched down on the southwestern edge of the Sea of Tranquility. Armstrong immediately radioed to Mission Control in Houston, Texas, a famous message: "The

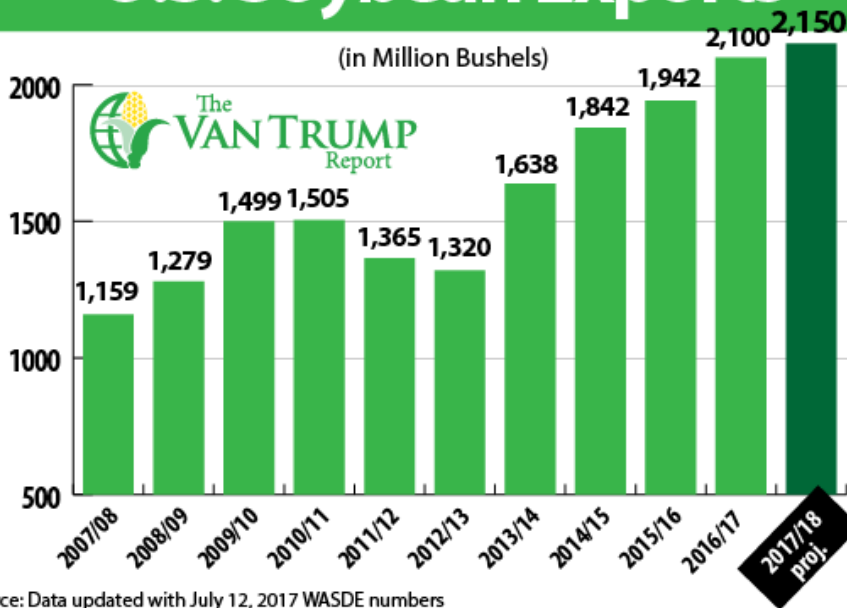
## U.S. Corn Exports



Source: Data updated with July 12, 2017 WASDE numbers

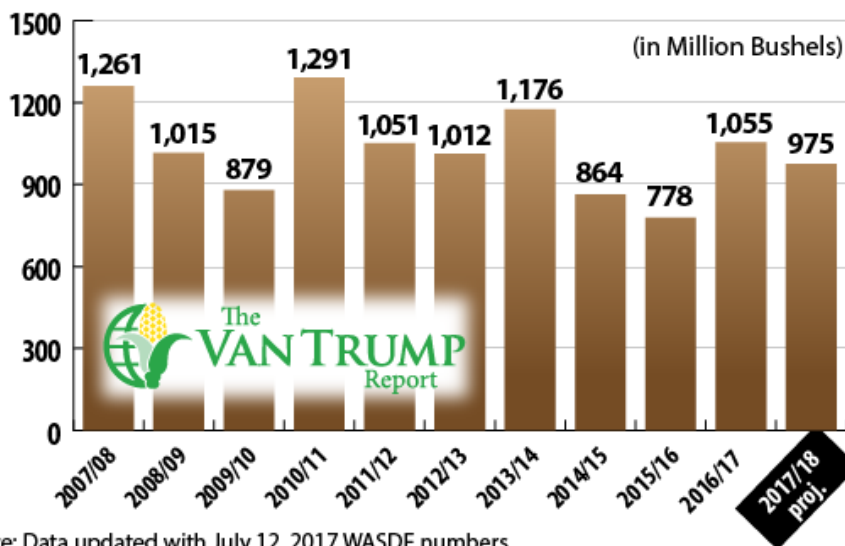
**Soybean** traders are eagerly awaiting the NOAA's updated 30-day forecast for August, which is scheduled to be released this morning. The more nearby forecast for late-July into early-August continues to show above normal temperatures and little relief for dry areas. Meaning the downside could be limited if the extend forecast shows no significant change. From a technical perspective, there is still very strong nearby support in the \$9.60 to \$9.80 range. To the upside, it seems there could be a bit of nearby resistance in the \$10.25 range, but beyond that, the market will look to re-test the high posted last week up at \$10.47 per bushel and psychological resistance around the \$10.50 area. As for demand, the bulls continue to argue strong exports, while the bears believe the USDA's current domestic crush estimate might be overstated by 10 to 20 million bushels. Regardless, I have to believe "U.S. weather" will remain in the spotlight, capturing most all attention for the next several weeks. Inside the trade, the "over/under" on the U.S. yield right now seems to be around 47 bushels per acre. I would like to say I'm taking the "under", but with so much time still on the clock and the yields we've seen the past few years, it's tough to have a lot of conviction.

# U.S. Soybean Exports



**Wheat** bulls continue to point towards tough growing conditions in portions of the U.S., Canada, Australia, and Europe. Unfortunately, there's been very little fresh or new in the headlines to attract additional money flow, so the market has become somewhat stagnate. The Chicago SRW contract continues to flirt with psychological support in the \$5.00 range. It feels like it's only a matter of time before it breaks below that level and tries to shake the nerve of more bulls. Hence the reason I've been preaching not to get yourself overextended. If this truly is a "changing of the guards" and a longer-term bull market is developing, I suspect there will be many opportunities to jump on the bullish bandwagon. Rarely have I been involved in an extended bull market that didn't give you multiple times to jump on board the train. Weather markets are a bird of a completely different color, as timing is absolutely everything... I don't think that's what we are dealing with here. Yes, weather is clearly the driving factor and force behind the explosive move higher in the Spring wheat contract, but I think a longer-term shift is taking place and perhaps wheat will start to take on a bit more bullish tone and flavor. Staying extremely patient and very conservative with my strategy.

# U.S. Wheat Exports



Eagle has landed." At 10:39 p.m., five hours ahead of the original schedule, Armstrong opened the hatch of the lunar module. As he made his way down the lunar module's ladder, a television camera attached to the craft recorded his progress and beamed the signal back to Earth, where hundreds of millions watched in great anticipation. At 10:56 p.m., Armstrong spoke his famous quote - "That's one small step for man, one giant leap for mankind." He then planted his left foot on the gray, powdery surface, took a cautious step forward, and humanity had walked on the moon.

## Upcoming Events

**Fri. 7/21** - Cattle on Feed

**Mon. 7/24** - Cold Storage

**Tues.-Wed. 7/25-26** - FOMC Meeting

**Fri. 8/10** - USDA Supply and Demand

**Wed. 8/16** - Minutes From 7/26 FOMC Meeting

**Tues. 8/22** - Cold Storage

**Fri. 8/25** - Cattle on Feed

## Kevin's Song of the Week



## About the Report



> **'Atypical' Mad Cow Case Confirmed In Alabama:** The USDA Animal and Plant Health Inspection Service says that an 11-year-old cow in Alabama tested positive for atypical Bovine Spongiform Encephalopathy, better known as mad cow disease. The animal never entered slaughtered channels nor the food supply, and didn't present a risk to human health, APHIS said. It added that the agency and state veterinary officials were gathering more information on the case. The finding marks the fifth time that BSE has been detected in the United States - and the first time since 2012. The last three cases also have been atypical, which is different from "classical BSE" that cattle typically contract by eating feed contaminated with protein derived from rendered infected cattle. The FDA has prohibited those ingredients from being in cattle feed since 1997. (Source: Politico) You can also read more [HERE](#)

> **Ethanol Production Week Ending July 14:** Weekly ethanol production for the week averaged 1.026 million barrels per day, up +1.89% from last week but down -0.29% compared to last year. Stocks rose to 22.137 million barrels, up +4.51% from last week and up +4.63% from last year. Total corn usage is estimated at 107.73 million bushels.

> **Argentine Corn Harvest Forecast To Reach 49 Million Metric Tons:** Argentina's 2016-17 corn harvest will reach a record 49 million metric tons, Agriculture Minister Ricardo Buryaile announced in a Tweet on Wednesday, which would be higher than the government's most recent official estimate for a 47.5 million metric ton harvest. An Agriculture Ministry spokeswoman confirmed to Reuters that Buryaile was referring to the 2016-17 harvest, which is currently winding down. (Source: Reuters)

> **Canadian Wheat Production Pegged Lower, But Exports Could Still Rise:** Canada's 2017/18 wheat production is marked down from last month by its official analyst, but its export volumes could still be higher than last year's, despite reports of dry conditions in its prairie states. Agriculture and AgriFood Canada has reduced its wheat production forecast by nearly 1.3 million metric tons from the June figure, in line with a reduced planted area estimate from Statistics Canada. It now predicts a 22.7 million metric tons Canadian wheat crop (excluding durum), down -5% on the 23.96 million harvested for 2016/17. But higher carry-out stocks and a reduced domestic usage - last year's high volume but poorer quality crop saw more crop diverted from export markets to Canada's animal feed mills - means exports should be up on 2016/17. The AAFC expects exports to increase by +3% year-on-year to 16.6 million metric tons from 15.6 million last year, although they will be limited by supply. (Source: Agrimoney)

> **India Revises Proposed Palm Oil Import Taxes:** India's Food Ministry is promoting a reduction in the crude palm oil imports tax from the current 7.5%, as well as leaving the import tax of 15% on refined palm oil imports at 15.0%. This is in response to other government officials calling for an increase in import taxes in an effort to raise domestic prices. The Food Ministry argues that raising the taxes would raise prices for consumers. (Source: Oil World)

> **China Group Buys Dow Corn Seed Assets:** A Chinese fund part-owned by conglomerate CITIC Ltd. has paid \$1.1 billion for some of Dow Chemical's corn seed business in Brazil. The deal includes seed processing plants and seed research centers, a copy of Dow AgroSciences' Brazilian corn germplasm bank, the Morgan seed brand and a license for the use of the Dow Sementes brand for a certain period of time. The assets, which generated revenue of about \$287 million in 2016, are being sold by Dow to meet conditions set by Brazilian antitrust regulators for its \$130 billion merger with DuPont. The deal will boost China's share of the global seed business, which is being remade by a series of huge mergers. (Source: Reuters)

> **Dow AgroSciences Seeking Info From Beijing On Enlist Status:** Global seed and crop chemical firm Dow AgroSciences is seeking to clarify China's position on its Enlist soybeans, the company said in an email to Reuters, after the product was not included in this week's biotech import approvals. The approvals came after Beijing promised during the recent 100-day trade talks with the United States to review eight biotech crops waiting for its go-ahead. Dow said it had been informed by China's Ministry of Agriculture (MOA) that there has been no decision related to the import approval for Enlist soybeans and that the crop was not covered by the 100-day agreement. MOA's position is contrary to Dow AgroSciences' understanding that Enlist



My goal at "The Van Trump Report" is to help readers better identify the moving parts and dynamics associated with the financial markets, geopolitical events, economics, media and culture that is currently influencing and shaping the direction of the agricultural markets. I like to believe I "Challenge the Traditional" and encourage our readers to think outside the box.

I use story telling techniques that are written in an easy to read format to help convey my current thoughts about business, markets, technology, weather, sports and life. I also like to include links, filter the noise, and pass along in-depth research and information that I believe could challenge your current thought process and help you make more informed decisions. In addition I include valuable lessons I have learned from other traders, executives and investors, along with an occasional inspirational piece about life, family and faith.

What I do not do in "The Van Trump Report" is give specific financial advice or tell individuals how to invest or how to specifically hedge. Remember, this information is being read by hedge fund managers, bankers, CEO's, and Ag leaders around the globe, therefore it's NOT tailored to fit your specific individual needs. For specific investment or hedging advice please seek the help of a licensed representative that can better understand your particular situation, individual needs and overall risk tolerance. This information should ONLY be used for educational and entertainment purposes.

My family and I would like to thank you again for your support!

Kevin Van Trump

## What Others Are Saying

"I am a recent subscriber to Kevin's newsletter, but I'm a long-time reader of many other high-profile marketing services. I am particularly impressed with the thorough manner in which Kevin evaluates every economic aspect, both nationally and internationally, that influences commodity prices. His analysis and conclusions are highly thought out and conveyed in layman's terms so that the reader can comprehend the numerous and often complex interrelationships that impact the markets. Kevin is a real attribute to the agricultural sector."

A.M., FDIC

"As a national federal farm policy administrator and commodity producer, I find it critical to keep updated with what is going on in the real world of agriculture and with the domestic and global markets. Of all the services I've have been privy to or have subscribed to over the past 20 years I've found in the past

soybeans were one of the "eight pending U.S. biotechnology products" to be reviewed, according to a May 11 statement by U.S. Department of Commerce. (Source: Reuters)

**> SCOTUS Won't Let Travel Ban Hit Grandparents:** The Supreme Court has rejected the Trump administration's effort to subject foreigners who are grandchildren or cousins of Americans to the president's travel ban executive order, but it will allow the administration to block many refugees for now. The Trump administration initially said grandparents and cousins did not qualify for an exemption to the travel ban, which was required by the high court for foreign citizens with close ties to U.S. people or institutions. But a federal judge in Hawaii disagreed with the administration's interpretation. The judge also said refugees assigned to a U.S. resettlement organization were exempt from the ban. But the justices put that part of the decision on hold, meaning the refugee aspect can move forward for now. (Source: Politico)

**> Robots Are Replacing Workers Where You Shop:** Shopping is moving online, hourly wages are rising and retail profits are shrinking—a formula that pressures retailers, ranging from Wal-Mart to Tiffany & Co., to find technology that can do the rote labor of retail workers or replace them altogether. Economists say many retail jobs are ripe for automation. A 2015 report by Citi Research, co-authored with researchers from the Oxford Martin School, found that two-thirds of U.S. retail jobs are at "high risk" of disappearing by 2030. Self-checkout lanes can replace cashiers. Autonomous vehicles could handle package delivery or warehouse inventory. Even more complex tasks like suggesting what toy or shirt a shopper might want could be handled by a computer with access to a shopper's buying history, similar to what already happens online today. Since January, the U.S. economy has lost about 71,000 retail jobs, according to data from the Bureau of Labor Statistics. David Autor, an economist at the Massachusetts Institute of Technology, tells The Wall Street Journal, "The decline of retail jobs, should it occur on a large scale—as seems likely long-term—will make the labor market even less hospitable for a group of workers who already face limited opportunities for stable, well-paid employment." (Source: Wall Street Journal)

the past 20 years to reach in the past several months of engaging in your "Farm Direction" services to be the best perception and analysis of what is really happening in today's world. Not only here in the United States, but across the globe as well. US farmers need this type of help and information to assist them in their daily efforts. I commend you for a job well done. Please let me know if I can ever be of any help or assistance to you in the future..."

**L.T., Assistant Deputy Administrator  
for Farm Programs USDA**

[More Testimonials](#)

### My Own Personal Truisms

"Not To Trade, is often considered a good trading decision..."

"First Rule of HOLES: When you are in one stop digging..."

"Every looser in Vegas, always walks away from the table thinking he could have done better, the winners on the other hand leave while on top..."

"Bulls make money, Bears make money, but pigs get slaughtered..."

"The markets ability to remain irrational can often times last much longer than your ability to remain solvent..."

I'm more of a long-term player, therefore you will not see me give many short-term suggestions or trade ideas. One of my most important rules is that I always follow my long-term direction. Therefore, as long as I am "bullish" a market I will only play that particular market in one of three ways.

- Option #1 - Conservatively long.
- Option #2 - Aggressively long.
- Option #3 - Sitting on the sideline.

I never initiate a "short" position in a market that I am "bullish" longer-term, nor do I initiate a "long" position in a market I am "bearish" longer-term.

## Occupational Hazards

The following industries may see the highest worker displacement due to automation by 2030.

### Percentage of industry at risk of being automated

■ Low risk   ■ Medium risk   ■ High risk

Accommodation and food services



Transportation and warehousing



Real estate and rental and leasing



Retail trade



Wholesale trade



Administrative and support services



Manufacturing



Construction



Finance and insurance



Sources: Citi Research, Oxford Martin School

THE WALL STREET JOURNAL.

## FROM THE FIELD

**Northwest Iowa** - We are in bad need of rain. We haven't seen any moisture for nearly three weeks. Then when we got any it was .2 or less so no help. Crops are holding on but if we don't see rain soon, there will be yield drag for sure. We were very surprised that the USDA numbers remained the same for yields. We are holding on to some corn to market hoping it will rally when the "real" numbers come out after the survey results are announced. They won't get the real production numbers figured out till January or February so we think opportunities will be there.

**Central Missouri** - We have missed the last few rains and the ones that we have gotten were about a third of what they should have delivered. We are not hurting around here by any means. Our corn crop this year actually is in good shape and looks excellent. Where we are right here looks like there is a huge potential for yields. The corn crop does have a wide variance in what the growth stage is within fields and across different farms. We have corn that is waist high, other that is pollinating and some areas that getting ready to tassel. The soybeans are struggling a bit and really look terrible. We are battling weeds and trying to get everything sprayed. The beans have been hit with heavy rains and we have had to replant some areas on two different occasions. We had switched weed control this year and it is not working well. We are

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watering every day on our farms in the delta pretty heavy right now. We have had some good early rains and it looks like ears are starting to fill nicely.

**Eastcentral Ohio** - We are still pretty wet around here. I think the early planted corn might be ok. We replanted 50% and choose not to replant the other half which was in same condition. The funny thing is that the half we left alone is looking better than the replant. I truly believe one thing that may have helped is that it rained so hard during one shower that it may have shook the ground enough to assist in breaking the soil enough. Beans in between the tiles are a bit yellow and need some help, the rest look fine. We are still sitting on a bit of old crop corn and hoping for a chance to hit a homerun soon.



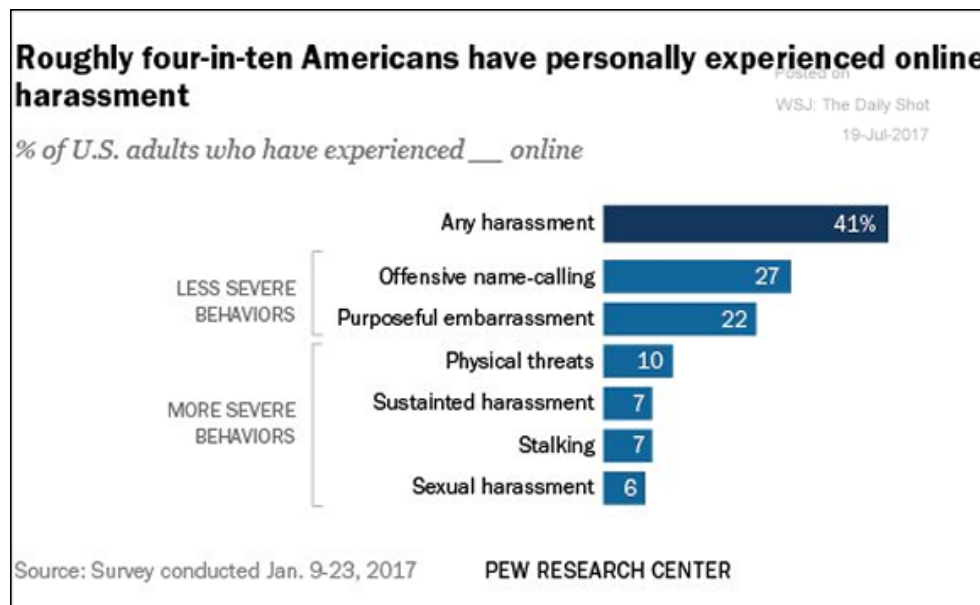
**EPA Tour To Feature Need For More Invasive Pest Control:** The Cherry Marketing Institute is taking the lead on this week's EPA Region 5 tour of the Great Lakes to highlight the importance of control measures to combat invasive pests. President Phil Korson tells Brownfield the need for crop protection tools is critical as invasive pests like spotted wing drosophila and brown marmorated stink bug continue to cause widespread damage to specialty crops. "Historically we've been able to get by with longer pre-harvest intervals dealing with the pests that we had, but with the new pests emerging we need tools that are effective close to harvest that will manage that pest." This season spotted wing drosophila populations were found earlier and have advanced more rapidly in Michigan than in past years which Korson says led to a crisis exemption for the pyrethroid Mustang Max to manage infestations. EPA is currently assessing pyrethroids for reregistration. A preliminary assessment by the agency found the insecticides used for agricultural purposes exceed acute and chronic levels of concern for aquatic animals, especially aquatic insects, however ag groups say EPA isn't using the most up-to-date and accurate science available. Listen to the full interview over at [Brownfield Ag](#).

**American Farmers Turn To Bank of John Deere:** For nearly two centuries, Deere DE 0.01% & Co. has built equipment to help farmers plant and harvest their crops. Now, the company's financial muscle is doing more of the work. Throughout the Farm Belt, low prices for corn, soybeans and wheat are putting a strain on U.S. grain farmers, making it harder to get bank lending to plant a crop, or commit to purchasing multimillion-dollar fleets of new equipment. Deere, the world's largest manufacturer of tractors and harvesting combines, is stepping in to fill the gap. It already lends billions to finance farmers' purchases of equipment. Now, it is providing more short-term credit for crop supplies such as seeds, chemicals and fertilizer, making it the No. 5 agricultural lender behind banks Wells Fargo, Rabobank, Bank of the West and Bank of America, according to the American Bankers Association. Its financing has helped farmers stay in business while generating income for Deere during the worst market for machinery sales in more than 15 years. Read more [HERE](#).

**The Deadliest Time Of Your Life To Put On Weight:** Weight gain in early and middle adulthood will increase health risks later in life, according to a study released Tuesday by researchers at the Harvard T.H. Chan School of Public Health. People who gained a moderate amount of weight (5 to 22 pounds) before the age of 55 increased their risk of premature death, chronic diseases and decreased the likelihood of achieving healthy aging, the study found. And the higher the weight gain, the greater risk of chronic diseases. "Our study is the first of its kind to systematically examine the association of weight gain from early to middle adulthood with major health risks later in life," senior author Frank Hu, professor of nutrition and epidemiology and chair of the Department of Nutrition, said in a statement. The study analyzed data from nearly 93,000 participants. Read more about their findings [HERE](#).

**A's On The Rise, But SAT Scores Are Faltering:** The good news on America's report cards: More high school teachers are handing out A's. But the bad news is that students aren't necessarily learning more. Recent findings show that the proportion of high school seniors graduating with an A average — that includes an A-minus or A-plus — has grown sharply over the past generation, even as average SAT scores have fallen. In 1998, it was 38.9%. By last year, it had grown to 47%. That's right: Nearly half of America's Class of 2016 are A students. Meanwhile, their average SAT score fell from 1,026 to 1,002 on a 1,600-point scale — suggesting that those A's on report cards might be fool's gold. Read more [HERE](#).

**Four-In-Ten Americans Have Personally Experienced Online Harassment:** To borrow an expression from the technology industry, harassment is now a "feature" of life online for many Americans. In its milder forms, it creates a layer of negativity that people must sift through as they navigate their daily routines online. At its most severe, it can compromise users' privacy, force them to choose when and where to participate online, or even pose a threat to their physical safety. A new, nationally representative Pew Research Center survey of 4,248 U.S. adults finds that 41% of Americans have been personally subjected to harassing behavior online, and an even larger share (66%) has witnessed these behaviors directed at others. In some cases, these experiences are limited to behaviors that can be ignored or shrugged off as a nuisance of online life, such as offensive name-calling or efforts to embarrass someone. But nearly one-in-five Americans (18%) have been subjected to particularly severe forms of harassment online, such as physical threats, harassment over a sustained period, sexual harassment or stalking. Read full results of the survey [HERE](#).



### Ag Robot Startups You Should Know About

While much of Ag Tech has focused on innovations such as hi-res satellite imagery to survey farm yields or the latest in drone technologies, a new player is quickly set to disrupt the space. We are talking about Ag Robots. We've seen automated machines to do some of the heavy lifting in agriculture before, but robots capable of doing labor-intensive jobs such as picking vegetables without mangling the fruits have been slow to reach the market. Today, these machines are quickly becoming a realized possibility and look to take a great deal of jobs from domestic farm laborer. Nowhere will this be felt more than in California where 60% of all fruit and nuts and about a third of U.S. vegetables are grown. While ag robots may not be as sexy as drone racing, they stand to disrupt a great deal of lives. Ag robots will eventually work faster and cheaper than the average farm laborer. While this may not be quite as relevant to our large scale row-crop farmers, I want to share a handful of tech startups innovating in this space that piques my interest. (Source: Nanalyze)

**Abundant Robotics:** This company has gotten serious interest from investors. California-based Abundant Robots took in \$10 million this month, led by GV (formerly Google Ventures). That brings total funding to about \$12 million. This money should help Abundant Robotics achieve commercial production. The startup was spun out of nonprofit research institute SRI International. The company's niche is developing robots capable of picking apples without bruising the fruit. It's pretty interesting. The machine has vacuum-like arms that sucks in the apples in order to harvest them. Watch the thing in action [HERE](#).

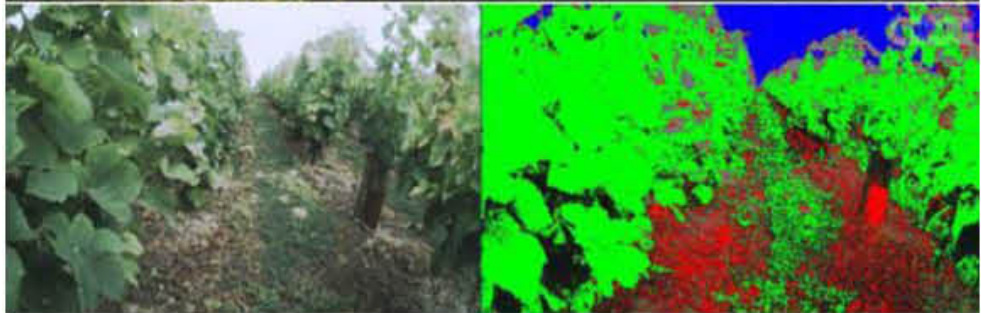
**Vision Robotics:** Another California company, VT, is reportedly also working on an octopus-like orange harvesting machine. The San Diego startup was

founded in 1999 and has taken in an undisclosed amount of funding so far. According to reports, VR is developing an agriculture robot tandem. One robot uses machine vision to build a 3D map of fruit tree while a second multi-armed robot follows to harvest the fruit. The company has also developed an intelligent vacuum cleaner another two-part robotic system -- but is reportedly looking for investors. Watch the VR robot in action [HERE](#).

**Harvest Automation:** Massachusetts-based Harvest Automation seems to be doing some things right as they have managed to raise nearly \$34.5 million in three different rounds of funding. The Company's flagship product, R2D2 VX-100 is designed to work in a variety of manual labor positions but mostly seems to be employed in nurseries to move potted plants around. Apparently that's very important for plants. In one case study, four of the droid-like VX-100s relocated 200,000 rose plants across 60 acres, perfectly spacing them at a critical time in the season, thus saving Valentine's Day and keeping those rose sellers in business.

**EcoRobotix:** EcoRobotix is a Swiss company with a solar-powered weeding robot. This ag tech startup has raised about \$3 million. Its agriculture robot, which is still in development, applies machine vision, GPS and other sensors to precisely eradicate weeds. It can follow crop rows and detect weeds with 95% precision. The company claims its machine can reduce pesticide use by 20 fold and run 12 hours on just the sun -- no batteries required. Check the autumous weed-picker out [HERE](#).

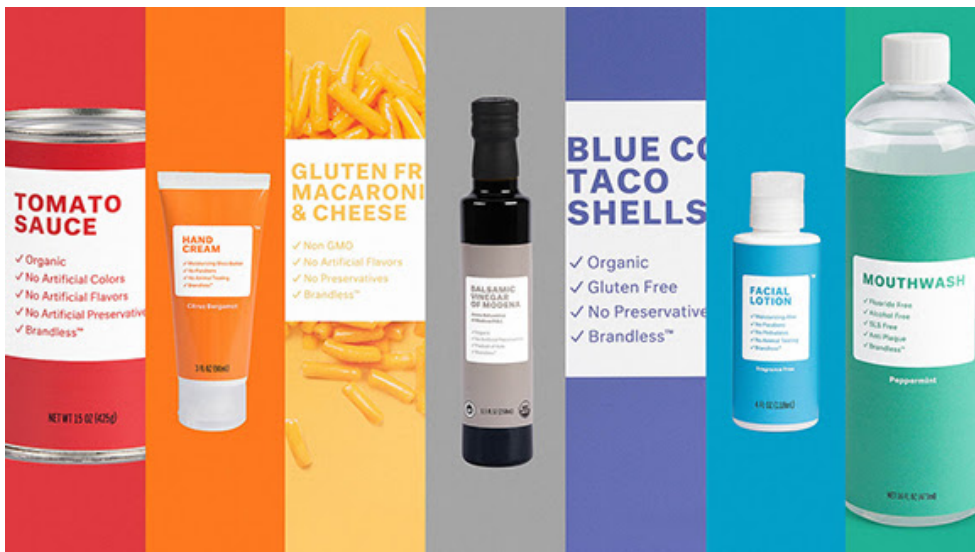






### Brandless Has All Your Household Staples For Just \$3

You are probably paying way too much for your everyday essentials, at least according to a new startup called "Brandless." The company has launched an online store that sells everything from pantry staples to beauty products for a flat \$3 each. You did not misread that - every item is priced at just \$3. Tina Sharkey and Ido Leffler brainstormed the idea about three years ago. Since then, they've been building a collection of products that cover numerous categories of consumer packaged goods, or as Brandless describes their offerings, "things you reach for every day." Food items include non-perishable items like cereals and condiments. Basic cleaning supplies like dish soap and toilet cleaner are covered. They carry hand soap, lotion toothpaste, cotton balls and lip balm. You can even purchase porcelain dishes, kitchen knives and craft paper notebooks. Sharkey and Leffler have taken out something they have dubbed the "BrandTax™" (yes, they trademarked it). This is the "hidden costs" consumers pay for a national brand. Brandless estimate the average person pays at least 40% more for products of comparable quality as what they are offering. On some items, like face creams, for instance, they estimate the BrandTax™ can be as high as 370%. By stripping away all the underlying costs that come with the traditional consumer packaged goods distribution model and going straight to the consumer, Brandless says their goods cost an average of 40% less than comparable products. Another way they are able to keep prices so low is by offering only a limited number of products. They worked with a development team run by Rachael Vegas, who oversaw Target's grocery business of 15 years. Together they have come up with what they believe to be the basic household essentials, with a few "trendy" items thrown in for good measure. They also plan to offer seasonal items around the holidays. Brandless also keeps costs down by opting for extremely simple packaging. As their goods are only available via the Brandless website, they have no need for labels or containers that can stand out among the 50 other similar products sitting on a grocer's shelf. Orders over \$72 ship for free, while anything under that amount ships for a flat \$9. They also offer an annual B.More membership for \$36 which will get you free shipping on orders over just \$48. On the philanthropic side of things, the company has partnered with Feeding America, a hunger-relief organization. The partnership donates 10 meals with every new B.More signup, and another two meals every time a B.More member shops. Non-member orders garner 1 meal donation. While the direct to consumer approach is not a new one, it is rather rare in the grocery sector. Trader Joe's is probably one of the most widely recognized companies in that space, but they rely on physical storefronts. Brandless is online only and aims to completely disrupt the traditional grocery business. If you'd like more info, check out the website [HERE](#).



### Why You Need To Be Careful Out In The Heat

As I get older the heat seems to effect me more. I was having this conversation with a few of my older friends last week and we all seemed to agree. When we were younger

we never even thought about the heat or cold. We would work outside all day and night and not think twice. I remember my grandparents talking about it when they got older, but I always thought, it would never happen to me. Wow, was I delusional... Temperatures this summer have been sweltering in many parts of the U.S., and depending on the humidity level, 95 degrees can feel drastically different. Most are likely familiar with alternative temperatures that are called things like "real feel" or "heat index", which literally indicate how hot it will feel. For example, 100 degrees in a dry desert area can feel more like 98, while the same temperature in the humid Midwest could feel closer to 110 degrees. It's the humidity - or the amount of water in the air - that makes all the difference. This is because the more humid it is, the less sweat evaporates off our skin. Sweating is the body's natural way of cooling itself. The more saturated the air is with water, the less evaporation is going to occur. When the sweat can't evaporate, our body can't regulate its temperature and our skin is literally just suffocating in its own sweat. Low humidity on the other hand makes temperatures seem cooler because sweat evaporates more quickly and efficiently. Humidity is measured in different ways. While most of us may be familiar with the term "relative humidity", the dew point is a better indicator of the level of water in the air, according to meteorologist Dave Dombek. The dew point temperature at which dew would form. The closer the air temperature is to the dewpoint, the more humid the air. Humidity begins to feel even more noticeable as dew points reach between 65 and 70 degrees Fahrenheit. Dew points above 70 degrees are when the air really starts to feel oppressive and anything above 75 degrees is going to feel like a tropical rainforest. Below are some tips and on how to stay safe and comfortable through the hottest days of the year. (Sources: Accuweather, WebMD, CDC)

**Heat Stress:** *Sometimes just referred to as heat illness, symptoms and signs of heat stress can be subtle. Generally, it can start as just dizziness or a mild headache. As things progress, the person might become confused or disoriented or just act abnormally. Symptoms can also include muscle spasms, heat rash, and heat exhaustion.*

**Heat Exhaustion:** *This can be a precursor of the more severe condition known as heat stroke. The symptoms include heavy sweating, rapid breathing and a fast, weak pulse. Causes of heat exhaustion include exposure to high temperatures, particularly when combined with high humidity, and strenuous physical activity.*

**Heat Stroke:** *Also known as sun stroke, this is a severe condition that can kill or cause damage to the brain and other vital organs. The medical definition of heat stroke is a core body temperature greater than 104 degrees, but the first sign may be fainting. Other symptoms can include lack of sweating despite the heat, nausea and vomiting, seizures and rapid, shallow breathing. Heat stroke often occurs as a progression from milder heat-related illnesses, but it can strike even if you have no previous signs of heat injury.*

**Staying Safe In Hot Weather:** *The risk of heat-related illness dramatically increases when the heat index climbs to 90 degrees or more. So it's important -- especially during heat waves -- to pay attention to the reported heat index, and also to remember that exposure to full sunshine can increase the reported heat index by 15 degrees. At these times, it is best to stay in an air-conditioned environment.*

**Why Working Out In The Heat Can Be Dangerous:** *When you work out in super hot temperatures, your body sweats a lot to cool itself. Then your blood rushes to the skin to cool it, which means there's less blood in your muscles. That makes your blood pressure drop and your heart rate go up, which can sometimes cause you to feel lightheaded. As your body temperature climbs higher, you might feel nauseous and put yourself at risk for heat stroke, seizures, and heart rhythm problems. Overall, pushing yourself in this kind of heat is both foolish and dangerous. Many say when the heat index hits 90 degrees, you should head to your air-conditioned gym instead. For example, though the thermometer might say it's 84 degrees out, when the humidity hits 75 percent, it really feels like it's 92 degrees outside, according to the heat index chart. That means you're in the danger zone for working out. For casual exercises, if dew points are in the 70s, particularly in the 80s, it might be a good day to stay inside and workout in an air-conditioned place. Make certain you take additional precautions to hydrate when exercising or working outdoors. The general recommendation is to drink 24 ounces of fluid two hours before exercise, and consider adding another 8 ounces of water or sports drink right before exercise. During exercise, you should consume another 8 ounces of water every 20 minutes, even if you don't feel thirsty.*

# Is it Heat Exhaustion Or Stroke?

Learn the warning signs so you can stay safe in the summer heat!



HEAT EXHAUSTION	OR	HEAT STROKE
Faint or dizzy		Throbbing headache
Excessive sweating		No sweating
Cool, pale, clammy skin		Body temperature above 103° Red, hot, dry skin
Nausea or vomiting		Nausea or vomiting
Rapid, weak pulse		Rapid, strong pulse
Muscle cramps		May lose consciousness

- Get to a cooler, air conditioned place
- Drink water if fully conscious
- Take a cool shower or use cold compresses

**CALL 9-1-1**

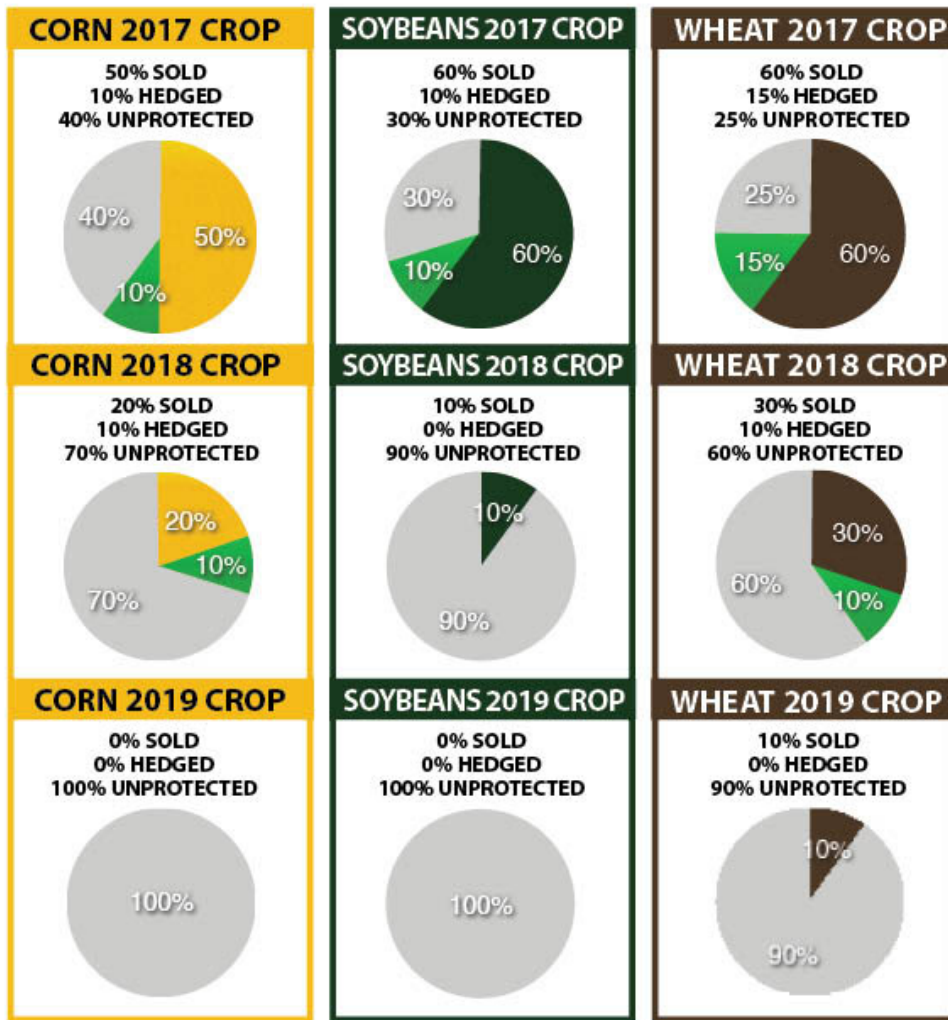
- Take immediate action to cool the person until help arrives

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[Weather.gov/heat](https://www.weather.gov/heat)

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