

EDWARD JONES STOCK TABLES

The following is a listing of the Edward Jones Research Department U.S. coverage.

Prices as of January 2, 2020

For important disclosures, please see page 6.

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Index	Recent Price (\$)	52-week High (\$)	52-week Low (\$)	Earnings Per Share 2019 / 2020 (Est.) (\$)	Earnings Per Share 2020 (Est.) / 2021 (Est.) (\$)	P/E 2020 (Est.) / 2021 (Est.)	L-T EPS Growth Est. (%)	PEGY	Annual Dividends (\$)	Dividend Yield (%)	L-T Div. Growth Est. (%)	Dividend Outlook	Dividend Pay Months	Cash Dividends Since	\$10,000 Invested 10 Years Ago Now Worth (\$)	Investment Category	Important Disclosures		
Dow Jones Industrial Average	28869	28869	22686	1665.97	1838.03	15.7			604.62	2.1					25,841				
S&P 500	3258	3258	2448	174.32	193.02	16.9			59.90	1.8					26,937				
COMMUNICATION SERVICES (10%)																			
Alphabet *	GOOGL	Buy	1368.68	1368.68	1022.37	49.91	60.14	22.8	1.3	0.00	0.0	0	ND		65,583	G			
AT&T	T	Buy	38.86	39.70	28.30	3.59	3.65	10.6	4	1.1	2.08	5.4	2	S	2,5,8,11	1984	17,448	G/I	14
BCE Inc.	BCE	Buy	45.92	49.58	39.00	2.68	2.85	16.1	4	1.8	2.41	5.2	4	R	1,4,7,10	1881	32,597	G/I	12
CenturyLink	CTL	SELL	12.92	16.75	9.64	1.32	1.40	9.2	0	1.2	1.00	7.7	0	AR	3,6,9,12	1974	12,257	G/I	14
Comcast Cl. A *	CMCSA	Buy	45.37	47.27	33.42	3.10	3.29	13.8	8	1.4	0.84	1.9	9	R	4,7,10,1	2008	46,133	G/I	
Disney (Walt) Company *	DIS	Buy	148.20	153.41	105.94	5.54	6.35	23.3	8	2.5	1.76	1.2	8	R	1,7	1957	52,242	G/I	
Facebook	FB	Hold	209.78	209.79	128.56	6.38	9.21	22.8	19	1.2	0.00	0.0	0	ND		NA		G	
Omnicom Group **	OMC	Buy	79.87	85.05	71.50	6.06	6.56	12.2	7	1.2	2.60	3.3	6	R	1,4,7,10	1986	33,049	G/I	
Verizon Communications ***	VZ	Buy	61.05	62.22	52.28	4.83	4.92	12.4	4	1.6	2.46	4.0	3	R	2,5,8,11	1984	28,470	G/I	2,4
Vodafone PLC	VOD	Hold	19.43	21.72	15.53	0.58	1.02	19.0	3	2.3	1.01	5.2	0	S	2,8	1989	9,458	G/I	12
CONSUMER DISCRETIONARY (9%)																			
Amazon	AMZN	Hold	1898.01	2035.80	1460.93	20.00	25.00	75.9	25	3.0	0.00	0.0	0	ND		283,137	G		
Booking Holdings *	BKNG	Buy	2074.58	2082.67	1637.02	102.00	113.00	18.4	13	1.4	0.00	0.0	0	ND		223,917	G		
D.R. Horton	DHI	Hold	52.57	56.12	34.08	4.29	4.50	11.7	9	1.1	0.70	1.3	9	R	2,5,8,11	1997	53,787	G	
Dollar General *	DG	Buy	156.54	166.98	106.03	6.65	7.30	21.4	11	1.8	1.28	0.8	7	R	1,4,7,10	2015	NA	G/I	
eBay	EBAY	Hold	36.30	42.00	27.56	2.64	2.95	12.3	10	1.1	0.56	1.5	10	R	3,6,9,12	2019	46,758	G	
Ford Motor	F	Hold	9.42	10.56	7.48	1.28	1.40	6.7	5	0.6	0.60	6.4	0	AR	3,6,9,12	2012	43,712	G/I	14
General Motors	GM	Hold	37.38	41.90	32.20	4.70	6.60	5.7	6	0.6	1.52	4.1	2	S	3,6,9,12	2014	NA	G/I	
Gildan Activewear	GIL	Hold	29.77	40.40	23.45	1.65	1.85	16.1	9	1.5	0.54	1.8	9	R	3,6,9,12	2011	54,252	G/I	12
Harley-Davidson	HOG	Hold	37.09	41.40	30.17	2.95	3.55	10.4	6	1.0	1.50	4.0	1	S	3,6,10,12	1993	22,864	G	
Home Depot	HD	Hold	219.66	239.31	168.21	10.12	10.40	21.1	9	1.8	5.44	2.5	10	R	3,6,9,12	1987	91,427	G/I	
Kontoor Brands	KTB	Buy	41.69	42.88	25.78	3.75	3.60	11.6	4	1.2	2.24	5.4	2	S	3,6,9,12	2019	NA	G	
Lowe's ***	LOW	Buy	120.46	121.46	90.23	5.65	6.65	18.1	11	1.4	2.20	1.8	14	R	2,5,8,11	1961	48,794	G/I	
Magna International	MGA	Hold	55.51	57.09	42.51	6.05	6.60	8.4	6	1.0	1.46	2.6	8	R	3,6,9,12	2010	69,423	G/I	12
McDonald's ***	MCD	Buy	200.79	221.93	173.41	8.20	8.85	22.7	8	2.2	5.00	2.5	7	R	3,6,9,12	1976	37,621	G/I	
Nike	NKE	Hold	102.20	102.21	71.21	2.95	3.35	30.5	12	2.3	0.98	1.0	10	R	1,4,7,10	1984	63,828	G/I	
O'Reilly Automotive	ORLY	Buy	437.52	454.31	329.86	17.90	20.00	21.9	13	1.7	0.00	0.0	0	ND		108,543	G		
Ross Stores	ROST	Hold	116.83	117.58	81.80	4.55	4.90	23.8	10	2.2	1.02	0.9	12	R	3,6,9,12	1994	120,639	G/I	
Starbucks	SBUX	Buy	89.35	99.72	61.40	2.83	3.10	28.8	13	1.9	1.64	1.8	13	R	2,5,8,12	2010	150,516	G/I	
Tapestry	TPR	Buy	26.93	39.63	18.54	2.57	2.50	10.8	5	1.1	1.35	5.0	0	S	1,4,7,10	2009	19,983	G	
Target	TGT	Hold	126.07	130.24	64.76	6.25	6.50	19.4	5	2.7	2.64	2.1	5	R	3,6,9,12	1967	25,048	G/I	
Tiffany & Co.	TIF	Hold	133.85	134.03	78.16	4.85	5.20	25.7	8	2.7	2.32	1.7	5	R	1,4,7,10	1988	39,020	G	
TJX Companies *	TJX	Buy	61.70	61.70	43.80	2.65	2.90	21.3	11	1.7	0.92	1.5	14	R	3,6,9,12	1980	94,615	G/I	
Tractor Supply *	TSCO	Buy	93.11	114.25	80.31	4.75	5.25	17.7	13	1.2	1.40	1.5	12	R	3,6,8,11	2010	98,256	G	
Ulta Beauty *	ULTA	Buy	254.55	368.83	222.00	12.00	13.20	19.3	13	1.5	0.00	0.0	0	ND		302,132	G		
VF Corp. **	VFC	Buy	100.23	100.25	65.01	3.35	3.85	26.0	13	1.7	1.92	1.9	10	R	3,6,9,12	1941	64,211	G/I	
YUM China	YUMC	Hold	49.13	49.15	32.84	1.65	1.85	26.6	12	2.0	0.48	1.0	8	R	3,6,9,12	2017	NA	A	
YUM! Brands	YUM	Hold	102.17	119.72	88.52	3.85	4.15	24.6	13	1.7	1.68	1.6	10	R	2,5,8,11	2004	48,773	G/I	

*Stock Focus List; **Equity Income Buy List; ***SFL/EIBL

Ask your financial advisor about stocks eligible for dollar cost averaging and dividend reinvestment.

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CONSUMER STAPLES (9%)																				
	Altria Group	MO	Hold	49.25	57.88	39.30	4.23	4.40	11.2	2	1.3	3.36	6.8	0	S	1,4,7,10	1928	54,270	G/I	
	Church & Dwight	CHD	Hold	70.03	80.99	59.64	2.48	2.68	26.1	9	2.5	0.91	1.3	9	R	3,6,9,12	1901	54,022	G	
	Clorox	CLX	Hold	152.61	166.90	143.58	6.32	6.20	24.6	7	2.5	4.24	2.8	6	R	2,5,8,11	1968	36,309	G	
	Coca-Cola	KO	Hold	54.99	55.92	44.42	2.10	2.27	24.2	7	2.4	1.60	2.9	7	R	4,7,10,12	1920	27,894	G/I	
	Colgate-Palmolive	CL	Hold	68.12	76.41	58.62	2.81	2.98	22.9	6	2.7	1.72	2.5	4	R	2,5,8,11	1895	21,649	G/I	
	ConAgra Brands	CAG	Buy	33.63	35.59	20.80	2.00	2.14	15.7	6	1.8	0.85	2.5	4	S	3,6,9,12	1976	22,127	G/I	
	Costco	COST	Hold	291.49	307.34	199.85	8.50	9.30	31.3	10	2.9	2.60	0.9	11	R	2,5,8,12	2004	49,693	G/I	
	Diageo PLC	DEO	Buy	166.75	176.22	137.88	6.51	7.03	23.7	7	2.6	3.71	2.2	6	R	4,10	1998	32,589	G/I	12
	Estee Lauder	EL	Hold	206.26	208.33	121.47	5.34	5.90	35.0	10	3.2	1.92	0.9	10	R	3,6,9,12	1995	90,827	G/I	
	General Mills *	GIS	Buy	52.13	56.40	38.12	3.22	3.42	15.2	7	1.4	1.96	3.8	4	S	2,5,8,11	1928	17,572	G/I	
	Hershey	HSY	Hold	143.96	162.20	100.80	5.70	6.10	23.6	7	2.6	3.09	2.1	7	R	3,6,9,12	1930	37,813	G/I	
	Hormel Foods	HRL	Hold	44.31	45.84	37.00	1.74	1.78	24.9	10	2.1	0.93	2.1	12	R	2,5,8,11	1928	63,297	G/I	
	Kellogg **	K	Buy	67.64	69.32	51.34	3.99	4.08	16.6	6	1.8	2.24	3.3	4	R	3,6,9,12	1923	17,070	G/I	
	Kimberly-Clark	KMB	Hold	135.83	143.50	107.44	6.82	7.25	18.7	7	1.9	4.12	3.0	6	R	1,4,7,10	1934	31,034	G/I	
	Kraft Heinz	KHC	Hold	31.61	48.66	24.86	2.82	2.77	11.4	6	1.0	1.60	5.1	0	AR	3,6,9,12	2015	NA	G/I	
	McCormick & Co.	MKC	Hold	167.53	173.31	119.00	5.38	5.72	29.3	8	3.1	2.48	1.5	8	R	1,4,7,10	1925	52,225	G	
	Molson Coors	TAP	Buy	53.54	67.24	49.82	4.28	4.10	13.1	6	1.3	2.28	4.3	6	S	3,6,9,12	1970	14,577	G	
	Mondelez International *	MDLZ	Buy	54.33	56.72	39.46	2.50	2.65	20.5	8	2.0	1.14	2.1	10	R	1,4,7,10	2012	28,711	G/I	
	PepsiCo ***	PEP	Buy	135.82	140.45	106.73	5.55	5.95	22.8	8	2.1	3.82	2.8	8	R	1,3,6,9	1952	26,289	G/I	
	Philip Morris International *	PM	Buy	85.19	92.74	65.74	5.17	5.58	15.3	8	1.1	4.68	5.5	4	R	1,4,7,10	2008	23,849	G/I	
	Procter & Gamble **	PG	Buy	123.41	126.60	89.08	4.52	5.00	24.7	7	2.6	2.98	2.4	6	R	2,5,8,11	1890	19,999	G/I	
	Sysco	SY	Hold	84.66	85.98	60.98	3.55	3.80	22.3	9	2.0	1.80	2.1	8	R	1,4,7,10	1970	35,276	G/I	
	Walgreens Boots Alliance	WBA	Hold	59.08	74.95	49.03	5.99	6.03	9.8	5	1.2	1.83	3.1	5	R	3,6,9,12	1933	32,759	G/I	
	Walmart	WMT	Hold	118.94	125.38	91.64	4.90	5.15	23.1	5	3.4	2.12	1.8	2	R	1,4,6,9	1974	20,953	G/I	
ENERGY (5%)																				
	BP PLC	BP	Hold	38.14	45.38	35.73	3.10	3.35	11.4	4	1.1	2.46	6.4	2	R	3,6,9,12	2011	13,488	G/I	12
	Baker Hughes	BKR	Buy	25.61	28.65	20.43	0.85	1.25	20.5	8	1.9	0.72	2.8	5	R	2,5,8,11	1987	10,362	G	
	Canadian Natural Resources	CNQ	Hold	31.75	32.56	22.58	2.50	1.80	17.6	7	1.7	1.14	3.6	7	R	1,4,7,10	2001	14,219	G/I	12
	Cenovus Energy	CVE	Hold	10.14	10.82	6.75	0.45	0.20	50.7	6	6.4	0.19	1.9	5	R	3,6,9,12	2009	NA	G/I	12
	Chevron ***	CVX	Buy	121.43	127.34	107.10	6.15	7.30	16.6	6	1.7	4.76	3.9	4	R	3,6,9,12	1912	20,954	G/I	
	ConocoPhillips	COP	Hold	65.46	71.01	50.13	3.77	3.97	16.5	6	1.9	1.68	2.6	6	R	3,6,9,12	1934	21,692	G/I	
	Devon Energy	DVN	Hold	25.79	35.39	19.72	1.25	1.80	14.3	8	1.5	0.36	1.4	8	R	3,6,9,12	2003	3,832	G	
	EOG Resources *	EOG	Buy	84.14	107.89	64.33	4.50	4.80	17.5	11	1.4	1.15	1.4	20	R	1,4,7,10	1989	27,537	G/I	
	Enbridge **	ENB	Buy	39.71	39.97	30.54	2.00	2.15	18.5	6	1.5	2.45	6.2	6	R	3,6,9,12	1952	27,464	G/I	12
	Encana	ECA	Buy	4.74	7.70	3.77	0.66	0.53	8.9	10	0.8	0.08	1.7	5	R	3,6,9,12	1960	2,858	G	12
	ExxonMobil	XOM	Hold	70.90	83.49	66.31	2.60	3.85	18.4	5	1.9	3.48	4.9	3	R	3,6,9,12	1882	11,530	G/I	
	Halliburton	HAL	Hold	24.68	32.71	16.97	1.25	1.40	17.6	4	2.6	0.72	2.9	3	S	3,6,9,12	1947	16,134	G/I	
	Kinder Morgan	KMI	Hold	21.04	21.50	15.10	0.93	1.02	20.6	5	2.1	1.00	4.8	5	R	2,5,8,11	2011	NA	G/I	
	Marathon Oil	MRO	Hold	13.68	18.93	11.06	0.80	0.30	45.6	10	4.0	0.20	1.5	0	S	3,6,9,12	1972	10,457	G	
	Marathon Petroleum *	MPC	Buy	61.91	69.65	43.96	4.65	8.00	7.7	8	0.7	2.12	3.4	10	R	3,6,9,12	2011	NA	G/I	
	Occidental Petroleum	OXY	Sell	42.58	68.83	37.25	2.00	1.65	25.8	5	2.1	3.16	7.4	0	AR	1,4,7,10	1975	14,272	G/I	
	ONEOK	OKE	Hold	75.71	77.21	52.72	3.10	3.80	19.9	10	1.3	3.66	4.8	10	R	2,5,8,11	1939	63,439	G/I	
	Pembina Pipeline	PBA	Buy	36.75	38.56	29.13	1.90	1.95	18.8	5	1.8	1.94	5.3	5	R	1-12	1998	NA	G/I	12
	Phillips 66	PSX	Hold	112.20	119.92	80.24	8.90	10.45	10.7	7	1.1	3.60	3.2	8	R	3,6,9,12	2012	NA	G/I	
	Pioneer Natural Resources	PXD	Buy	152.34	178.22	114.79	7.90	7.75	19.7	11	1.6	1.76	1.2	10	R	1,4,7,10	2004	75,214	G/I	
	Royal Dutch Shell PLC	RDSA	Buy	59.74	66.48	54.56	4.30	5.40	11.1	7	0.9	3.20	5.4	3	S	3,6,9,12	1947	17,696	G/I	12
	Schlumberger	SLB	Hold	40.17	48.88	30.65	1.45	1.65	24.3	4	2.7	2.00	5.0	3	S	1,4,7,10	1957	9,979	G/I	
	Suncor Energy	SU	Buy	32.78	34.87	27.28	2.05	1.90	17.3	7	1.6	1.27	3.9	7	R	3,6,9,12	1990	16,713	G/I	12
	Total SA *	TOT	Buy	55.27	58.82	47.70	4.70	5.25	10.5	8	0.9	2.12	3.8	5	R	1,4,7,10	1992	14,697	G/I	12
	TC Energy	TRP	Buy	52.70	53.95	35.19	3.15	3.05	17.3	6	1.7	2.27	4.3	6	R	1,4,7,10	1964	19,955	G/I	12
	Valero Energy	VLO	Buy	95.13	101.99	69.44	5.00	10.00	9.5	8	0.8	3.60	3.8	10	R	3,6,9,12	1997	46,180	G/I	
	Williams Companies	WMB	Hold	23.49	29.55	21.53	0.98	1.05	22.4	5	1.9	1.52	6.5	5	R	3,6,9,12	1974	27,824	G/I	

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FINANCIAL SERVICES (16%)																			
Aflac	AFL	Buy	53.35	57.18	44.28	4.50	4.70	11.4	5	1.6	1.08	2.0	5	R	3,6,9,12	1992	25,437	G/I	
Allstate	ALL	Hold	112.82	113.32	80.21	10.20	10.80	10.4	7	1.2	2.00	1.8	5	R	1,4,7,10	1993	30,858	G/I	5
American Express	AXP	Hold	125.85	129.34	93.23	8.10	8.75	14.4	8	1.5	1.72	1.4	8	R	2,5,8,11	1870	58,566	G/I	13
American Tower	AMT	Hold	228.50	242.00	153.93	7.87	8.59	26.6	11	2.1	4.04	1.8	15	R	1,4,7,10	2012	59,101	G/I	16
Bank of America *	BAC	Buy	35.64	35.72	24.01	2.90	3.10	11.5	7	1.3	0.72	2.0	7	R	3,6,9,12	1903	19,037	G/I	†
Bank of New York Mellon	BK	Hold	50.92	54.27	40.52	3.95	4.10	12.4	8	1.2	1.24	2.4	8	R	2,5,8,11	1785	20,043	G/I	5,10
Berkshire Hathaway Cl. A	BRK.A	Buy	342261	342261	286650	15900	16500	20.7	7	3.0	0.00	0.0	0	ND			30,409	G	
Berkshire Hathaway Cl. B *	BRK.B	Buy	228.39	228.39	191.04	10.60	11.00	20.8	7	3.0	0.00	0.0	0	ND			30,515	G	
BlackRock ***	BLK	Buy	508.98	510.00	377.28	28.00	30.50	16.7	10	1.3	13.20	2.6	9	R	3,6,9,12	2003	36,108	G/I	5,15
Capital One Financial	COF	Hold	103.61	105.70	74.39	11.55	11.80	8.8	8	0.9	1.60	1.5	0	S	2,5,8,11	1998	27,000	G/I	
Citigroup	C	Buy	81.23	81.26	50.67	7.75	8.50	9.6	8	0.9	2.04	2.5	8	R	2,5,8,11	2011	7,920	G/I	††
Duke Realty	DRE	Hold	34.37	36.04	24.88	1.44	1.52	22.6	4	3.4	0.94	2.7	4	R	2,5,8,11	1988	37,593	G/I	16
Equity Residential Properties	EQR	Buy	79.77	89.55	63.41	3.46	3.60	22.2	5	2.8	2.27	2.8	5	R	1,4,7,10	1993	37,265	G/I	16
Fifth Third Bancorp	FITB	Hold	31.02	31.64	23.11	2.80	3.00	10.3	6	1.1	0.96	3.1	6	R	1,4,7,10	1980	34,790	G/I	10,13
Invesco	IVZ	Hold	17.99	22.18	15.15	2.60	2.70	6.7	8	0.4	1.24	6.9	3	S	3,6,9,12	2001	15,113	G	5,6,15
JPMorgan Chase ***	JPM	Buy	141.09	141.10	95.94	10.15	10.45	13.5	7	1.4	3.60	2.6	7	R	1,4,7,10	1827	39,244	G/I	†††
Manulife Financial	MFC	Buy	20.56	20.59	13.90	2.26	2.39	8.6	10	0.6	0.76	3.7	2	S	3,6,9,12	2000	11,867	G/I	††††
Moody's	MCO	Buy	241.72	241.73	135.92	9.00	9.70	24.9	10	2.3	2.00	0.8	10	R	3,6,9,12	2000	73,442	G/I	
Morgan Stanley	MS	Hold	52.04	52.06	38.76	4.85	5.25	9.9	8	0.9	1.40	2.7	6	R	2,5,8,11	1993	27,509	G/I	5,13
PNC Financial	PNC	Hold	160.37	161.79	114.85	11.33	11.64	13.8	7	1.4	4.60	2.9	7	R	2,5,8,11	1865	30,333	G/I	10,13
Progressive Corp.	PGR	Hold	74.33	84.96	58.10	6.05	5.25	14.2	6	2.2	0.40	0.5	0	S	4,7,10,1	2009	53,677	G	
Prologis	PLD	Hold	88.40	92.80	56.40	3.31	3.62	24.4	7	2.6	2.12	2.4	7	R	3,6,9,12	1997	35,481	G/I	16
Public Storage	PSA	Hold	211.42	266.76	193.89	10.76	11.02	19.2	4	2.5	8.00	3.8	4	S	3,6,9,12	1981	35,993	G/I	16
Realty Income	O	Hold	72.48	82.17	61.59	3.30	3.45	21.0	3	3.1	2.73	3.8	3	R	1-12	1994	46,197	G/I	16
Regions Financial	RF	Buy	17.09	17.54	13.11	1.53	1.65	10.4	7	1.0	0.62	3.6	9	R	1,4,7,10	1984	18,916	G/I	
S&P Global	SPGI	Buy	277.84	277.90	163.99	10.40	11.35	24.5	10	2.3	2.28	0.8	10	R	3,6,9,12	1937	87,465	G/I	
Simon Property Group	SPG	Hold	145.09	186.44	142.40	12.35	12.50	11.6	5	1.1	8.40	5.8	5	R	2,5,8,11	1994	48,732	G/I	16
State Street	STT	Buy	80.76	81.23	48.62	5.80	6.40	12.6	8	1.2	2.08	2.6	8	R	1,4,7,10	1910	18,148	G/I	5,10
Synchrony Financial	SYF	Hold	36.21	38.18	23.12	4.25	4.50	8.0	9	0.7	0.88	2.4	9	R	2,5,8,11	2016	NA	G/I	
T. Rowe Price	TROW	Hold	125.16	126.16	86.61	7.85	8.10	15.5	8	1.5	3.04	2.4	8	R	3,6,9,12	1986	33,487	G/I	5
Truist Financial Corp. **	TFC	Buy	56.67	56.92	42.79	4.61	5.04	11.2	8	1.0	1.80	3.2	8	R	3,6,9,12	1995	22,610	G/I	5,10
The Travelers Cos.	TRV	Sell	137.51	155.09	115.06	9.60	11.25	12.2	5	1.7	3.28	2.4	5	R	3,6,9,12	2000	33,323	G/I	
U.S. Bancorp	USB	Hold	59.20	61.11	45.05	4.35	4.45	13.3	6	1.5	1.68	2.8	6	R	1,4,7,10	1864	22,558	G/I	†††††
Ventas	VTR	Hold	56.39	75.40	54.59	3.83	3.83	14.7	3	1.7	3.17	5.6	2	S	1,4,7,10	1999	33,004	G/I	16
Wells Fargo ***	WFC	Buy	53.75	54.75	43.34	4.28	4.30	12.5	8	1.1	2.04	3.8	8	R	3,6,9,12	1939	20,029	G/I	2,4,5,10,13
Welltower **	WELL	Buy	80.14	93.17	66.82	4.18	4.34	18.5	4	2.2	3.48	4.3	3	S	2,5,8,11	1970	29,140	G/I	16
HEALTH CARE (15%)																			
Abbott Laboratories *	ABT	Buy	86.95	89.24	65.50	3.25	3.64	23.9	11	1.9	1.44	1.7	9	R	2,5,8,11	1926	35,170	G/I	
AbbVie	ABBV	Hold	89.55	92.30	62.66	8.87	9.46	9.5	5	0.9	4.72	5.3	7	R	2,5,8,11	2013	NA	G/I	
Allergan PLC	AGN	Hold	192.24	192.27	114.27	16.70	17.00	11.3	5	1.7	2.96	1.5	3	R	3,6,9,12	2017	53,252	G/I	
Amgen	AMGN	Hold	240.10	244.99	166.30	14.05	14.80	16.2	5	2.1	6.40	2.7	10	R	9,12,3,6	2011	38,511	G/I	
Baxter International	BAX	Hold	85.87	89.93	64.13	3.35	3.60	23.9	11	2.0	0.88	1.0	11	R	1,4,7,10	1934	26,809	G/I	
Becton, Dickinson and Co.	BDX	Hold	272.54	275.48	210.72	11.68	12.60	21.6	10	1.9	3.16	1.2	2	R	3,6,9,12	1926	37,932	G/I	
Bristol-Myers Squibb	BMJ	Hold	63.34	64.75	42.48	4.28	4.48	14.1	7	1.4	1.80	2.8	5	R	2,5,8,11	1900	30,877	G/I	
Cerner	CERN	Buy	73.62	76.47	50.51	2.67	3.15	23.4	10	2.1	0.72	1.0	5	R	7,10,1,4	2019	52,956	G/I	
CIGNA	CI	Buy	204.94	207.28	141.95	16.96	19.00	10.8	11	1.0	0.16	0.1	0	S	1,4,7,10	1983	106,078	G/I	5
CVS Health	CVS	Hold	74.16	77.03	51.72	7.02	7.25	10.2	6	1.2	2.00	2.7	0	S	2,5,8,11	1916	26,317	G/I	
Danaher	DHR	Buy	155.11	155.24	96.44	4.73	5.70	27.2	12	2.2	0.68	0.4	6	R	1,4,7,10	1993	47,742	G/I	
Gilead Sciences	GILD	Hold	65.23	70.50	60.89	7.00	6.92	9.4	0	2.4	2.52	3.9	4	R	3,6,9,12	2015	26,728	G/I	
GlaxoSmithKline PLC	GSK	Hold	46.92	47.57	37.60	2.85	2.91	16.1	5	1.8	1.94	4.1	0	AR	1,4,7,10	1959	17,501	G/I	12
Johnson & Johnson ***	JNJ	Buy	145.97	147.84	125.00	8.58	9.10	16.0	7	1.7	3.80	2.6	7	R	3,6,9,12	1944	28,611	G/I	
Eli Lilly **	LLY	Buy	132.21	137.00	101.36	5.72	6.67	19.8	10	1.6	2.96	2.2	10	R	3,6,9,12	1885	41,526	G/I	
McKesson	MCK	Hold	138.69	154.79	109.16	13.57	14.35	9.7	5	1.6	1.64	1.2	7	R	1,4,7,10	1994	31,455	G/I	
Medtronic PLC ***	MDT	Buy	114.56	115.94	81.66	5.22	5.60	20.5	8	2.1	2.16	1.9	8	R	1,4,7,10	1977	33,619	G/I	
Merck ***	MRK	Buy	92.04	92.64	72.05	5.17	5.44	16.9	8	1.6	2.44	2.7	8	R	1,4,7,10	1935	35,450	G/I	

Important Disclosures: †Bank of America 2,4,10,17; ††Citigroup 2,4,13; †††JPMorgan Chase 5,10,15; ††††Manulife Financial 5,6,12,15; †††††U.S. Bancorp 5,7,8,10,11,13

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*Stock Focus List; **Equity Income Buy List; ***SFL/EIBL

	Ticker Symbol	Current Opinion	Recent Price (\$)	52-week High (\$)	52-week Low (\$)	Earnings Per Share 2019 / 2020 (Est.) (\$)	Earnings Per Share 2020 (Est.) / 2021 (Est.) (\$)	P/E 2020 (Est.) / 2021 (Est.)	L-T EPS Growth Est. (%)	PEGY	Annual Dividends (\$)	Dividend Yield (%)	L-T Div. Growth Est. (%)	Dividend Outlook	Dividend Pay Months	Cash Dividends Since	\$10,000 Invested 10 Years Ago Now Worth (\$)	Investment Category	Important Disclosures	
(CONTINUED)																				
	Novartis *	NVS	Buy	94.95	95.66	73.97	5.09	5.63	16.9	8	1.7	1.87	2.0	4	R	4	1996	23,191	G/I	12
	Pfizer ***	PFE	Buy	39.14	44.56	33.97	2.98	2.72	14.4	6	1.5	1.52	3.9	6	R	3,6,9,12	1901	34,786	G/I	
	Stryker	SYK	Hold	210.45	223.45	151.63	8.23	9.08	23.2	10	2.1	2.30	1.1	10	R	1,4,7,10	1992	42,621	G/I	
	Teva Pharmaceuticals	TEVA	Hold	9.56	20.21	6.07	2.39	2.50	3.8	0	NA	0.00	0.0	0	ND			4,446	G	12
	Thermo Fisher Scientific *	TMO	Buy	326.37	330.14	210.07	12.34	13.55	24.1	12	2.0	0.76	0.2	0	S	4,7,10,1	2012	64,341	G/I	
	Zimmer Biomet Holdings	ZBH	Buy	149.20	151.67	98.60	7.85	8.42	17.7	8	2.1	0.96	0.6	8	R	4,7,10,1	2012	26,082	G/I	
	Zoetis	ZTS	Hold	134.14	134.28	81.37	3.57	3.96	33.9	12	2.7	0.80	0.6	12	R	3,6,9,12	2013	NA	G/I	

INDUSTRIALS (9%)

	3M Company	MMM	Hold	180.00	219.75	150.58	9.10	10.00	18.0	9	1.5	5.76	3.2	6	R	3,6,9,12	1916	41,789	G/I	
	A. O. Smith	AOS	Hold	47.77	56.66	40.38	2.27	2.53	18.9	12	1.3	0.96	2.0	13	R	2,5,8,11	1941	99,774	G	
	AMETEK *	AME	Buy	100.80	100.88	65.42	4.13	4.42	22.8	12	1.8	0.56	0.6	5	S	3,6,9,12	1942	51,119	G	
	Boeing	BA	Hold	333.32	446.01	309.40	1.50	18.20	18.3	10	1.5	8.22	2.5	0	AR	3,6,9,12	1942	92,799	G/I	
	C.H. Robinson Worldwide	CHRW	Hold	77.83	92.72	74.12	4.51	4.76	16.4	7	1.7	2.04	2.6	6	R	3,6,9,12	1997	18,408	G	
	CAE	CAE	Buy	26.56	28.03	18.20	0.93	1.06	25.1	10	2.2	0.33	1.2	8	R	3,6,9,12	1998	31,218	G	12
	CSX Corp.	CSX	Buy	73.19	80.73	60.02	4.20	4.65	15.7	16	0.9	0.96	1.3	8	R	3,6,9,12	1993	66,042	G/I	
	Canadian National Railway	CNI	Hold	91.77	96.49	72.27	4.40	4.81	19.1	10	1.6	1.61	1.8	10	R	3,6,9,12	1996	46,312	G/I	12
	Canadian Pacific Railway	CP	Buy	258.27	258.27	173.58	12.26	13.77	18.8	10	1.7	2.46	1.0	10	R	1,4,7,10	2002	59,413	G/I	12
	Caterpillar	CAT	Hold	150.53	150.55	111.75	11.00	11.75	12.8	9	1.1	4.12	2.7	4	R	2,5,8,11	1914	35,976	G/I	
	Cummins	CMI	Hold	179.32	186.73	130.03	15.50	13.75	13.0	8	1.2	5.24	2.9	6	S	3,6,9,12	1995	56,852	G/I	
	Deere *	DE	Buy	176.86	180.48	132.68	9.94	9.85	18.0	7	2.1	3.04	1.7	6	R	2,5,8,11	1937	44,956	G/I	
	Donaldson	DCI	Buy	57.98	58.32	41.56	2.21	2.30	25.2	11	2.0	0.84	1.4	10	R	3,6,9,12	1956	29,160	G	
	Emerson	EMR	Hold	77.48	77.51	55.98	3.69	3.70	20.9	7	2.2	2.00	2.6	3	R	3,6,9,12	1947	21,461	G/I	
	Fastenal	FAST	Hold	37.23	37.94	24.85	1.37	1.51	24.7	9	2.2	0.88	2.4	8	R	2,5,8,11	1991	36,015	G	
	FedEx	FDX	Hold	155.10	199.32	137.78	15.52	11.00	14.1	8	1.5	2.60	1.7	7	R	1,4,7,10	2002	27,171	G/I	
	General Dynamics	GD	Buy	178.43	193.76	152.44	11.90	13.19	13.5	8	1.3	4.08	2.3	8	R	2,5,8,11	1979	33,282	G/I	
	General Electric	GE	Hold	11.93	11.96	7.12	0.57	0.68	17.5	4	4.1	0.04	0.3	0	S	1,4,7,10	1899	6,614	G/I	14
	Honeywell International	HON	Buy	180.79	183.12	129.07	8.12	8.80	20.5	10	1.7	3.60	2.0	12	R	3,6,9,12	1887	50,721	G/I	
	Illinois Tool Works **	ITW	Buy	181.68	182.34	122.58	7.65	8.15	22.3	10	1.8	4.28	2.4	10	R	1,4,7,10	1933	44,132	G/I	
	Jacobs Solutions Inc.	J	Buy	90.27	98.08	56.94	5.05	5.75	15.7	11	1.3	0.68	0.8	11	R	3,6,9,11	2017	11,830	G	
	Johnson Controls	JCI	Hold	41.40	44.82	29.16	1.96	2.54	16.3	12	1.1	1.04	2.5	8	R	1,4,7,8	1887	36,617	G/I	
	Lockheed Martin ***	LMT	Buy	399.37	399.96	256.79	21.58	25.35	15.8	6	1.9	9.60	2.4	6	R	3,6,9,12	1995	43,387	G/I	
	Norfolk Southern	NSC	Hold	196.80	211.46	143.60	10.27	11.45	17.2	9	1.6	3.76	1.9	8	R	3,6,9,12	1901	39,220	G/I	
	PACCAR	PCAR	Hold	79.51	83.41	55.84	6.75	5.75	13.8	8	1.4	1.28	1.6	8	R	3,6,9,12	1941	25,667	G/I	
	Parker-Hannifin	PH	Buy	209.77	212.05	143.80	11.85	10.85	19.3	9	1.8	3.52	1.7	5	R	3,6,9,12	1949	40,159	G/I	
	Rockwell Automation	ROK	Hold	205.64	207.11	143.91	8.67	9.03	22.8	8	2.3	4.08	2.0	8	R	3,6,9,12	1948	55,944	G/I	
	Roper Technologies	ROP	Buy	365.17	385.51	257.89	12.99	13.45	27.2	12	2.2	2.05	0.6	13	R	1,4,7,10	1992	63,289	G/I	
	Snap-on *	SNA	Buy	169.00	174.00	141.50	12.25	12.95	13.1	9	1.1	4.32	2.6	9	R	3,6,9,12	1939	44,338	G	
	Southwest Airlines	LUV	Buy	54.84	58.77	44.61	4.35	5.10	10.8	8	1.2	0.72	1.3	8	R	1,3,6,9	1976	55,838	G/I	
	Stanley Black & Decker	SWK	Buy	168.02	169.54	115.02	8.45	9.40	17.9	9	1.7	2.64	1.6	7	R	3,6,9,12	1878	42,976	G/I	
	Thomson Reuters	TRI	Hold	72.17	73.22	46.84	1.25	1.95	37.0	8	3.7	1.44	2.0	3	S	3,6,9,12	1980	23,573	G/I	12
	Union Pacific *	UNP	Buy	182.27	182.38	132.17	8.66	9.85	18.5	9	1.7	3.88	2.1	9	R	3,6,9,12	1899	67,766	G/I	
	United Parcel Service **	UPS	Buy	116.79	125.31	92.65	7.50	8.15	14.3	8	1.3	3.84	3.3	7	R	3,6,9,12	2000	23,387	G/I	
	United Technologies	UTX	Buy	153.14	153.22	103.23	8.10	8.77	17.5	8	1.8	2.94	1.9	3	R	3,6,9,12	1936	25,058	G/I	
	Verisk Analytics	VRSK	Hold	151.12	164.97	104.92	4.50	5.00	30.2	12	2.5	0.25	0.2	6	R	3,6,9,12	2019	NA	G	
	Woodward	WWD	Buy	120.72	124.78	70.64	4.88	5.55	21.8	13	1.6	0.65	0.5	10	R	2,5,8,11	1940	33,287	G	

MATERIALS (3%)

	BHP Billiton (ADR)	BBL	Hold	47.34	51.87	40.13	3.52	4.05	11.7	3	1.4	2.66	5.6	1	S	3,9	2001	16,261	G/I	12
	BHP Billiton (US ADR)	BHP	Hold	54.92	59.02	46.21	3.52	4.05	13.6	3	1.7	2.66	4.8	1	S	3,9	2001	16,076	G/I	12
	Corteva	CTVA	Hold	28.74	32.78	24.10	1.23	1.50	19.2	13	1.3	0.52	1.8	6	R	3,6,9,12	2019	NA	G/I	
	Dow	DOW	Hold	53.75	60.52	40.44	3.50	4.35	12.4	5	1.2	2.80	5.2	3	S	3,6,9,12	2019	NA	G/I	
	DuPont	DD	Hold	63.50	85.47	61.63	3.80	4.20	15.1	8	1.5	1.20	1.9	7	S	3,6,9,12	1912	48,364	G/I	
	Ecolab	ECL	Hold	190.23	209.87	141.30	5.87	6.60	28.8	9	2.9	1.88	1.0	9	R	1,4,7,10	1936	45,768	G/I	
	FMC Corp. *	FMC	Buy	99.88	101.95	62.76	5.85	6.70	14.9	14	0.9	1.76	1.8	14	R	1,4,7,10	2006	36,487	G	
	Linde PLC ***	LIN	Buy	210.74	214.45	151.93	7.28	8.20	25.7	13	1.7	3.50	1.7	13	R	3,6,9,12	1992	31,402	G/I	
	Nutrien Ltd.	NTR	Buy	47.33	56.00	44.88	2.40	3.15	15.0	9	1.2	1.80	3.8	7	R	1,4,7,10	2018	NA	G/I	
	Sherwin Williams	SHW	Hold	571.85	597.00	371.00	21.41	24.12	23.7	12	1.9	4.52	0.8	16	R	2,5,8,11	1979	75,124	G/I	

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TECHNOLOGY (20%)																				
	Accenture PLC	ACN	Hold	210.15	213.25	135.58	7.36	7.75	27.1	10	2.4	3.20	1.5	8	R	2,5,8,11	2005	51,370	G/I	12
	Adobe Systems *	ADBE	Buy	334.43	334.48	215.15	7.87	9.77	34.2	18	1.9	0.00	0.0	0	ND			97,554	G	
	Alliance Data Systems	ADS	Hold	112.48	182.95	99.20	17.00	18.00	6.2	7	0.7	2.52	2.2	7	R	3,6,9,12	2016	33,366	G	
	Amphenol *	APH	Buy	109.23	109.32	74.95	3.66	3.92	27.9	12	2.2	1.00	0.9	10	R	3,6,9,12	2005	66,901	G/I	
	Analog Devices **	ADI	Buy	120.43	124.79	80.46	5.15	4.80	25.1	10	2.1	2.16	1.8	9	R	3,6,9,12	2003	57,293	G/I	
	Apple Inc.	AAPL	Hold	300.35	300.60	142.00	13.04	15.00	20.0	8	2.2	3.08	1.0	8	R	8,11,2,5	2012	137,934	G/I	
	Applied Materials	AMAT	Hold	62.20	63.07	31.48	3.04	3.72	16.7	8	1.8	0.84	1.4	8	R	3,6,9,12	2005	38,524	G/I	
	Automatic Data Processing	ADP	Hold	170.32	174.50	126.06	5.45	6.12	27.8	8	2.8	3.64	2.1	5	R	1,4,7,10	1974	47,835	G/I	5,15
	Broadcom Limited	AVGO	Buy	322.39	331.20	230.33	21.32	23.82	13.5	10	1.0	13.00	4.0	8	R	3,6,9,12	2011	NA	G/I	
	CGI Group	GIB	Hold	84.23	85.00	59.56	3.90	4.24	19.9	8	2.5	0.00	0.0	0	ND			77,065	G	
	Check Point Software *	CHKP	Buy	112.26	132.76	100.63	6.12	6.65	16.9	10	1.7	0.00	0.0	0	ND			52,432	G	
	Cisco Systems **	CSCO	Buy	48.42	58.26	40.96	3.28	3.50	13.8	5	1.8	1.40	2.9	5	R	4,7,10,1	2011	31,575	G/I	
	Cognizant	CTSH	Buy	61.92	74.85	56.73	3.95	4.21	14.7	10	1.3	0.80	1.3	2	S	5,8,11,2	2017	67,134	G/I	
	Fiserv	FISV	Hold	115.52	118.00	68.45	3.98	4.75	24.3	10	2.4	0.00	0.0	0	ND			75,632	G	
	HP Inc.	HPQ	Hold	20.79	24.09	15.93	2.29	2.33	8.9	2	1.7	0.70	3.4	2	S	1,4,7,10	2015	15,350	G/I	
	Hewlett-Packard Enterprise	HPE	Hold	16.17	17.59	12.52	1.88	1.99	8.1	5	1.0	0.48	3.0	4	R	1,4,7,9	2015	NA	G/I	
	IBM	IBM	Hold	135.42	152.95	111.69	12.80	13.35	10.1	5	1.0	6.48	4.8	5	R	3,6,9,12	1916	17,230	G/I	
	Intel	INTC	Hold	60.84	60.97	42.86	4.63	4.70	12.9	5	1.8	1.26	2.1	5	R	3,6,9,12	1992	42,543	G/I	
	MasterCard	MA	Buy	303.39	303.53	180.98	7.76	9.21	32.9	12	2.6	1.60	0.5	12	R	2,5,8,11	2006	132,924	G/I	
	Microsoft *	MSFT	Buy	160.62	160.73	97.20	4.73	5.26	30.5	10	2.7	2.01	1.3	8	R	3,6,9,12	2003	63,735	G/I	
	NVIDIA	NVDA	Hold	239.91	241.81	127.69	5.50	7.51	31.9	16	2.0	0.32	0.1	6	R	3,6,9,12	2012	169,138	G	
	Oracle	ORCL	Hold	53.95	60.50	44.41	3.52	3.84	14.0	8	1.4	0.96	1.8	7	R	2,5,8,11	2009	27,616	G/I	
	Paychex	PAYX	Hold	85.11	88.43	63.33	2.86	3.10	27.5	9	2.3	2.48	2.9	5	R	2,5,8,11	1988	35,070	G/I	5,15
	PayPal *	PYPL	Buy	110.75	121.48	81.91	2.90	3.52	31.5	17	1.9	0.00	0.0	0	ND			NA	G	
	Qualcomm	QCOM	Sell	88.69	94.11	49.10	3.54	3.98	22.3	5	2.9	2.48	2.8	2	S	3,6,9,12	2003	19,893	G/I	
	Texas Instruments ***	TXN	Buy	129.57	132.20	88.68	4.99	5.16	25.1	8	2.3	3.60	2.8	8	R	2,5,8,11	1962	74,963	G/I	
	Trimble	TRMB	Hold	41.94	46.25	30.85	1.94	2.11	19.9	10	2.0	0.00	0.0	0	ND			29,121	G	
	Visa *	V	Buy	191.12	191.14	127.88	5.44	6.35	30.1	14	2.1	1.20	0.6	12	R	3,6,9,12	2008	106,974	G/I	

UTILITIES (4%)																				
	Alliant Energy	LNT	Hold	53.63	55.40	40.75	2.30	2.42	22.2	6	2.5	1.52	2.8	6	R	2,5,8,11	1946	40,977	G/I	
	Ameren **	AEE	Buy	76.05	80.85	63.13	3.30	3.50	21.7	7	2.3	1.98	2.6	5	R	3,6,9,12	1906	29,141	G/I	
	American Electric Power	AEP	Hold	93.46	96.22	72.26	4.20	4.40	21.2	6	2.4	2.80	3.0	6	R	3,6,9,12	1909	32,831	G/I	
	American Water Works	AWK	Hold	120.20	129.89	88.00	3.60	3.90	30.8	8	3.2	2.00	1.7	9	R	3,6,9,12	2008	55,486	G/I	
	Aqua America	WTR	Hold	45.88	47.33	32.70	1.45	1.55	29.6	6	3.7	0.94	2.0	6	R	3,6,9,12	1939	25,519	G/I	
	Atmos Energy **	ATO	Buy	110.38	115.19	89.19	4.35	4.65	23.7	7	2.6	2.30	2.1	7	R	3,6,9,12	1984	52,324	G/I	
	AVANGRID	AGR	Hold	50.81	52.86	47.45	2.25	2.50	20.3	8	1.8	1.76	3.5	5	R	1,4,7,10	2016	33,791	G/I	
	CenterPoint Energy	CNP	Hold	26.95	31.42	24.25	1.68	1.80	15.0	5	1.6	1.15	4.3	4	R	3,6,9,12	1922	34,330	G/I	
	DTE Energy	DTE	Hold	128.70	134.37	107.33	6.20	6.58	19.6	6	2.1	4.05	3.1	7	R	4,7,10,1	1909	44,732	G/I	
	Dominion Energy	D	Hold	81.96	83.93	67.41	4.20	4.40	18.6	5	1.9	3.76	4.6	3	R	3,6,9,12	1927	29,437	G/I	
	Duke Energy ***	DUK	Buy	90.34	97.37	82.46	5.05	5.25	17.2	5	1.9	3.78	4.2	4	R	3,6,9,12	1926	29,611	G/I	
	Evergy	EVRG	Hold	63.44	67.81	54.57	2.90	3.08	20.6	6	2.2	2.02	3.2	6	R	3,6,9,12	1995	41,257	G/I	
	Eversource Energy	ES	Hold	83.23	86.55	63.10	3.45	3.65	22.8	6	2.7	2.14	2.6	6	R	3,6,9,12	1999	36,946	G/I	
	Exelon	EXC	Hold	45.43	51.18	43.42	3.10	3.15	14.4	4	2.0	1.45	3.2	5	R	3,6,9,12	1902	11,837	G/I	
	Fortis ***	FTS	Buy	41.36	42.80	32.85	1.99	2.10	19.7	6	2.1	1.44	3.5	6	R	3,6,9,12	1972	22,232	G/I	12
	MDU Resources Group	MDU	Hold	29.18	29.83	23.36	1.60	1.70	17.2	6	2.0	0.83	2.8	3	R	1,4,7,10	1937	14,260	G/I	
	NextEra Energy *	NEE	Buy	238.62	245.01	168.66	8.35	9.00	26.5	8	2.6	5.00	2.1	10	R	3,6,9,12	1944	45,698	G/I	
	NiSource	NI*	Hold	27.18	30.67	24.69	1.30	1.38	19.7	6	2.2	0.80	2.9	4	S	2,5,8,11	1980	84,926	G/I	
	OGE Energy	OGE	Hold	44.06	45.77	38.04	2.25	2.35	18.7	5	2.2	1.55	3.5	5	R	1,4,7,10	1947	40,623	G/I	
	ONE Gas	OGS	Hold	92.43	96.66	75.82	3.50	3.70	25.0	6	3.0	2.00	2.2	8	R	2,5,8,11	2014	NA	G/I	
	Sempra Energy	SRE	Hold	149.12	154.47	106.09	6.30	7.00	21.3	7	2.2	3.87	2.6	6	R	1,4,7,10	1998	33,246	G/I	
	Southern Company	SO	Hold	62.62	64.26	43.26	3.10	3.15	19.9	5	2.2	2.48	4.0	4	R	3,6,9,12	1948	18,839	G/I	
	Southwest Gas	SWX	Buy	75.74	92.94	73.27	3.72	4.10	18.5	6	2.1	2.18	2.9	6	R	3,6,9,12		38,849	G/I	
	Spire	SR	Buy	82.52	88.00	71.67	3.90	4.10	20.1	5	2.5	2.49	3.0	5	R	1,4,7,10	1946	22,604	G/I	
	WEC Energy Group	WEC	Hold	90.67	98.19	67.21	3.52	3.72	24.4	6	2.8	2.53	2.8	6	R	3,6,9,12	1939	44,355	G/I	
	Xcel Energy	XEL	Hold	62.38	66.05	47.70	2.60	2.75	22.7	6	2.6	1.62	2.6	6	R	1,4,7,10	1910	37,694	G/I	

Please see next page for recent changes in opinions.

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*Stock Focus List; **Equity Income Buy List; ***SFL/EIBL

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- 4 Edward Jones has provided investment banking services for this company within the past 12 months.
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The table below lists the percent of stocks we follow globally in each of our rating categories. Investment banking services indicate the percentage of those companies that have been investment banking clients within the past twelve months. As of 1/02/2020.

	BUY	HOLD	SELL
Stocks	46%	53%	1%
Investment Banking Services	5%	0%	0%

OTHER DISCLOSURES

Stock prices and data are as of January 02, 2020. For more up to date prices, contact your financial advisor. The Dow Jones Industrial Average and S&P 500 Index are not managed and unavailable for direct investment.

52-week Price Range - Price range for the 52-week period ending January 2, 2020.

\$10,000 Invested Hypothetical \$10,000 investment in each company 10 years ago with dividends reinvested for the period ended January 2, 2019. Does reflect spinoff activity. Does not imply a recommendation during this period of time. Past performance is not necessarily an accurate indication of future results.

L-T EPS Growth Est. — Our expectation for average annual earnings growth through a full economic cycle. This figure avoids distortions that can occur due to one-time items or by extreme peaks or troughs within the cycle.

PEGY ratio — Calculated by dividing the current P/E by the sum of the company's estimated EPS long-term growth rate and dividend yield. While low PEGY ratios can be good for identifying undervalued stocks, there are other reasons stocks can have low PEGY ratios, such as overestimated growth rates or companies with earnings near their cyclical peak. Additionally, PEGY ratios do not factor in risk or earnings predictability.

Dividend Outlook: Rising (R); Stable (S); At Risk (AR); No Dividend (ND).

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RECENT CHANGES IN RESEARCH OPINIONS

Company Name	Symbol	Current Opinion	Previous Opinion
Apache	APA	FYI	Sell
BB&T Corporation	BBT	FYI	Buy
Cisco Systems	CSCO	Buy	Hold
Core Laboratories	CLB	FYI	Hold
Kontoor Brands	KTB	Buy	Hold
National Oilwell Varco	NOV	FYI	Sell
NVIDIA Corporation	NVDA	Hold	NA
Prologis Inc.	PLD	Hold	Buy
Southwest Gas	SWX	Buy	NA
Suntrust Banks	STI	FYI	Hold
Tapestry Inc.	TPR	Buy	Hold
Truist Financial Corporation	TFC	Buy	NA