

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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	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	
Dow Jones Industrial Average			28869	28869	22686	1665.97	1838.03	15.7			604.62	2.1					27,684			
S&P 500			3258	3258	2448	174.32	193.02	16.9			59.90	1.8					29,216			
COMMUNICATION SERVICES (10%)																				
	Alphabet *	GOOGL	Buy	1368.68	1368.68	1022.37	49.91	60.14	22.8	17	1.3	0.00	0.0	0	ND		44,110	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	24,038	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	27,767	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	7,984	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	64,800	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	52,752	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	26,624	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	31,831	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	8,131	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		141,095	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		94,986	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	54,042	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	73,822	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	37,209	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	13,671	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	27,068	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	18,492	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	96,156	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	61,804	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	54,229	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	43,307	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	70,117	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		114,774	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	121,191	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	90,887	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	9,826	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	34,529	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	37,893	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	77,140	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	78,225	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		141,753	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	73,157	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	49,461	G/I	

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

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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	41,652	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	54,250	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	33,594	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	26,255	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	21,002	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	25,219	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	63,490	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	31,648	G/I
	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	95,723	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	20,499	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	51,106	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	55,538	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	17,382	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	31,377	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	56,680	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	15,217	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	38,368	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	29,989	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	27,816	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	27,904	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	40,773	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	20,087	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	28,519	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	11,047	G/I
	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	10,855	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	11,208	G/I
	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	5,178	G/I
	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	22,893	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	23,576	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	3,978	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	18,566	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	25,485	G/I
	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	1,815	G
	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	14,386	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	9,577	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	8,867	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	7,851	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	60,568	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
	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	32,135	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	16,319	G/I
	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	7,856	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	11,948	G/I
	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	13,783	G/I
	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	23,317	G/I
	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	81,688	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	21,732	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	29,425	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	46,524	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	36,153	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	61,262	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	26,319	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	21,993	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			34,502	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			34,752	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	28,538	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	31,079	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	26,587	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	43,447	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	37,590	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	40,332	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	10,762	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	43,067	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	15,940	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	103,581	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	20,549	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	37,995	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	58,889	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	48,181	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	36,289	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	44,545	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	38,769	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	102,664	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	27,519	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	22,295	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	31,244	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	29,636	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	35,204	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	32,937	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	23,487	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	25,859	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	30,262	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	42,948	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	51,008	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	51,781	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	32,765	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	41,319	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	34,808	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	35,993	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	58,427	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	27,799	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	56,794	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	34,416	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	18,925	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	30,618	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	52,521	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	24,140	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	32,566	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	35,676	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	26,529	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	31,108	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	47,873	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			2,016	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	71,146	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	27,078	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	28,212	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	75,473	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	63,183	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	78,669	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	16,504	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	38,039	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	55,018	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	39,991	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	53,910	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	34,744	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	49,221	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	40,873	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	31,580	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	24,625	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	46,006	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	20,096	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	32,943	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	10,974	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	60,585	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	48,153	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	24,692	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	31,758	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	73,913	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	47,681	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	30,922	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	46,864	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	54,618	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	74,021	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	48,810	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	51,551	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	40,498	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	31,453	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	70,351	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	27,449	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	27,874	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	50,256	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	50,565	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	12,738	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	11,630	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	21,704	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	48,048	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	46,050	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	32,610	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	104,800	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	61,900	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			90,927	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	18,142	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	50,936	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	49,412	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	114,676	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	54,658	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	58,236	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	212,266	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			62,117	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			33,135	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	26,120	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	28,138	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			95,314	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	11,333	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	13,891	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	40,596	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	124,617	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	66,946	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	139,440	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	24,961	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	39,698	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	25,108	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	63,581	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			33,282	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	93,957	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	50,962	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	40,986	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	40,198	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	69,114	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	42,340	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	51,198	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	36,365	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	28,621	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	42,825	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	31,633	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	27,706	G/I	
	Evergy	EVERG	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	43,183	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	44,998	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	14,126	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	20,961	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	16,763	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	62,064	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	63,527	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	33,247	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	36,148	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	30,032	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		34,790	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	35,133	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	50,659	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	42,273	G/I	

Please see next page for recent changes in opinions.

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

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

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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 not reflect spinoff activity. Does not imply a recommendation during this period of time. Past performance is not necessarily an accurate indication of future results.

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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

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