

# PROSPECTING GUIDE: CENTRAL REGION

## 450+ ENTERPRISE PROSPECTS BY VERTICAL



Tyson

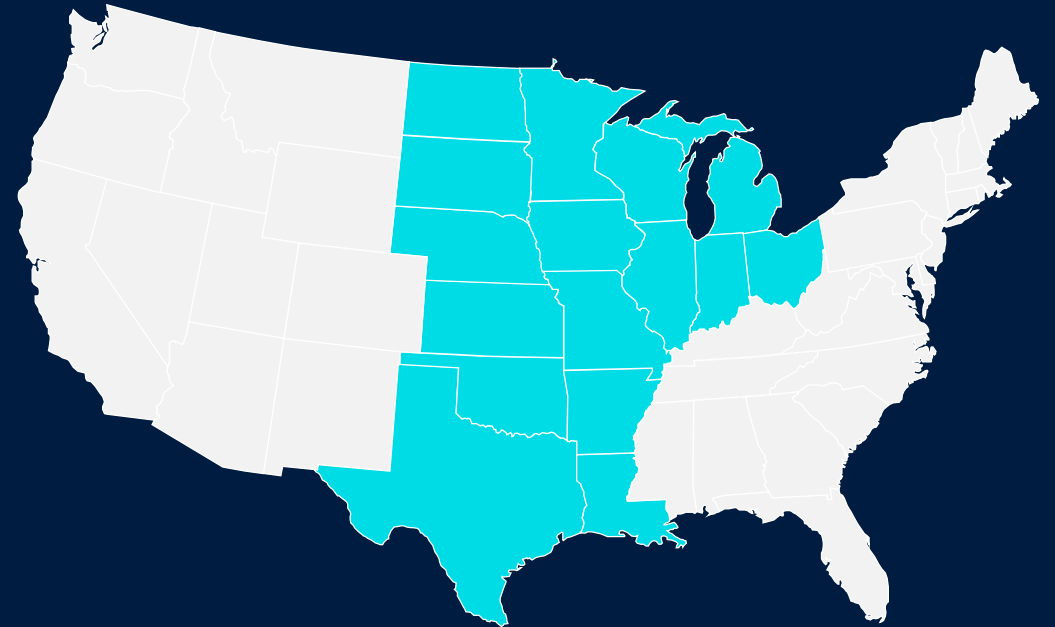


ExxonMobil



JOHN DEERE

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# Enterprise Prospecting Guide

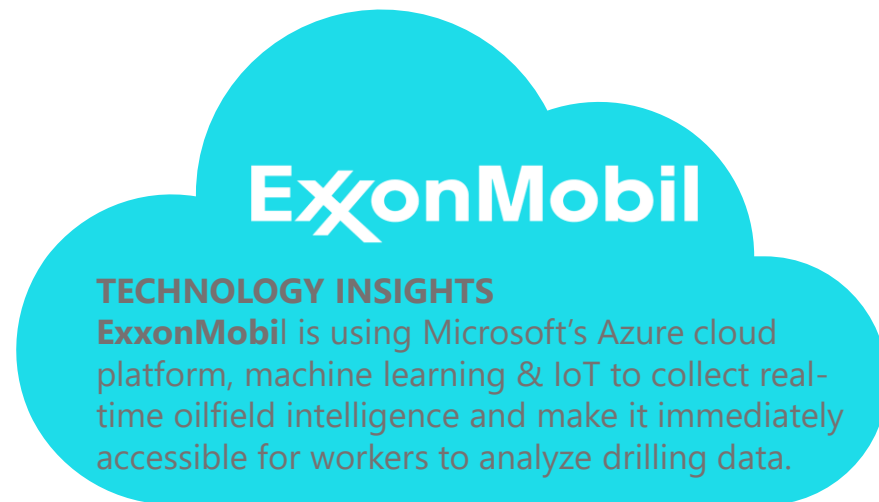
## CENTRAL REGION



### ENERGY

**\$(B) EE HQ**

Alliant Energy	\$ 3.4	3,989	WI	DTE Energy	\$ 12.7	10,200	MI
Ameren	\$ 6.2	8,615	MO	Dynegy	\$ 4.9	2,489	TX
American Electric Power	\$ 15.5	17,666	OH	Enable Midstream Partners	\$ 2.9	1,630	OK
Anadarko Petroleum	\$ 12.0	4,400	TX	Energy Transfer Equity	\$ 47.5	29,486	TX
Andeavor	\$ 34.3	14,300	TX	Entergy	\$ 11.1	13,504	LA
Apache	\$ 6.5	3,356	TX	Enterprise Products Partners	\$ 29.3	7,000	TX
Apex Oil	\$ 4.0	700	MO	EOG Resources	\$ 11.3	2,664	TX
Arch Coal	\$ 2.4	3,790	MO	Evergy	\$ 2.6	2,205	KS
Atmos Energy	\$ 3.1	4,565	TX	Exelon	\$ 33.6	34,621	IL
Buckeye Partners	\$ 3.7	1,870	TX	ExxonMobil	\$ 244.4	71,200	TX
Calpine	\$ 8.8	2,290	TX	Ferrellgas Partners	\$ 2.0	3,891	KS
Calumet	\$ 4.0	1,600	IN	FirstEnergy	\$ 13.7	15,617	OH
CenterPoint Energy	\$ 9.7	7,977	TX	Genesis Energy	\$ 2.1	2,100	TX
Cheniere Energy	\$ 5.7	1,230	TX	Great Plains Energy	\$ 2.8	2,709	MO
Chesapeake Energy	\$ 9.5	3,200	OK	Green Plains	\$ 3.6	1,427	NE
Cleveland-Cliffs	\$ 2.4	2,938	OH	Halliburton	\$ 20.7	55,000	TX
CMS Energy	\$ 6.6	7,887	MI	HollyFrontier	\$ 14.3	3,522	TX
Concho Resources	\$ 2.6	1,203	TX	Hunt Consolidated/Hunt Oil	\$ 3.2	4,500	TX
ConocoPhillips	\$ 32.6	11,400	TX	Kinder Morgan	\$ 13.8	10,897	TX
Continental Resources	\$ 3.2	1,127	OK	Magellan Midstream Partners	\$ 2.6	1,802	OK
Crestwood Equity Partners	\$ 3.9	954	TX	Marathon Oil	\$ 5.2	2,300	TX
Devon Energy	\$ 14.0	3,414	OK	Marathon Petroleum	\$ 67.7	43,800	OH



MDU Resources Group	\$ 4.5	10,140	ND
MRC Global	\$ 3.7	3,580	TX
Murphy Oil	\$ 2.3	1,128	AR
National Oilwell Varco	\$ 7.4	31,605	TX
NGL Energy Partners	\$ 13.1	2,700	OK
NiSource	\$ 4.9	8,175	IN
Noble Energy	\$ 4.3	2,277	TX
NOW	\$ 2.7	4,463	TX
Occidental Petroleum	\$ 13.3	11,000	TX

# CENTRAL REGION

## INDUSTRIALS & MANUFACTURING

3M	\$	31.7	91,536	MN	Koch Industries	\$	110.0	120,000	KS
A.O. Smith	\$	3.0	16,100	WI	Kohler	\$	7.0	37,000	WI
AK Steel Holding	\$	6.1	9,200	OH	Lennox International	\$	3.9	11,450	TX
Aleris	\$	2.9	5,400	OH	Lincoln Electric Holdings	\$	2.7	11,000	OH
Andersen	\$	2.6	12,000	MN	Middleby	\$	2.4	8,493	IL
Anixter International	\$	8.0	8,900	IL	Navistar International	\$	8.6	11,400	IL
Applied Industrial Tech	\$	2.6	5,554	OH	Nordson	\$	2.1	7,532	OH
AptarGroup	\$	2.5	13,200	IL	Oshkosh	\$	6.9	14,000	WI
Ashley Furniture Industries	\$	4.7	23,000	WI	Owens Corning	\$	6.4	17,000	OH
Belden	\$	2.4	8,800	MO	Owens-Illinois	\$	6.9	26,500	OH
Bemis	\$	4.1	16,582	WI	Packaging Corp. of America	\$	6.5	14,600	IL
Berry Global Group	\$	7.1	23,000	IN	Parker-Hannifin	\$	12.1	56,690	OH
Builders FirstSource	\$	7.1	15,000	TX	Plastipak Holdings	\$	2.8	6,400	MI
Caterpillar	\$	45.5	98,400	IL	Pool	\$	2.8	4,000	LA
Commercial Metals	\$	5.0	8,797	TX	Regal Beloit	\$	3.4	23,600	WI
Cummins	\$	20.5	58,600	IN	Rexnord	\$	2.0	8,000	WI
Deere	\$	29.8	60,476	IL	Rockwell Automation	\$	6.4	22,000	WI
Donaldson	\$	2.4	13,200	MN	Ryerson Holding	\$	3.4	3,600	IL
Dover	\$	7.9	29,000	IL	Signode Industrial Group	\$	2.5	7,000	IL
Emerson Electric	\$	16.4	76,500	MO	Snap-on	\$	4.0	12,600	WI
Fastenal	\$	4.4	20,565	MN	Steel Dynamics	\$	9.6	7,635	IN
Flowserve	\$	3.7	17,000	TX	Timken	\$	3.1	15,006	OH
Gardner Denver	\$	2.4	6,400	WI	Toro	\$	2.6	6,779	MN
Graybar Electric	\$	6.7	8,500	MO	Univar	\$	8.3	8,600	IL
Greif	\$	3.7	13,000	OH	Universal Forest Products	\$	4.0	10,000	MI
Hyster-Yale Materials	\$	2.9	6,800	OH	USG	\$	3.3	6,800	IL
IDEX	\$	2.3	7,167	IL	Valmont Industries	\$	2.8	10,690	NE
Illinois Tool Works	\$	14.4	50,000	IL	Verso	\$	2.5	4,200	OH
KapStone Paper & Pkg	\$	3.4	6,400	IL	W.W. Grainger	\$	10.5	25,050	IL
					Whirlpool	\$	21.3	92,000	MI
					Worthington Industries	\$	3.1	10,000	OH
					Zebra Technologies	\$	3.8	7,000	IL



### Prospecting Tip: Deere

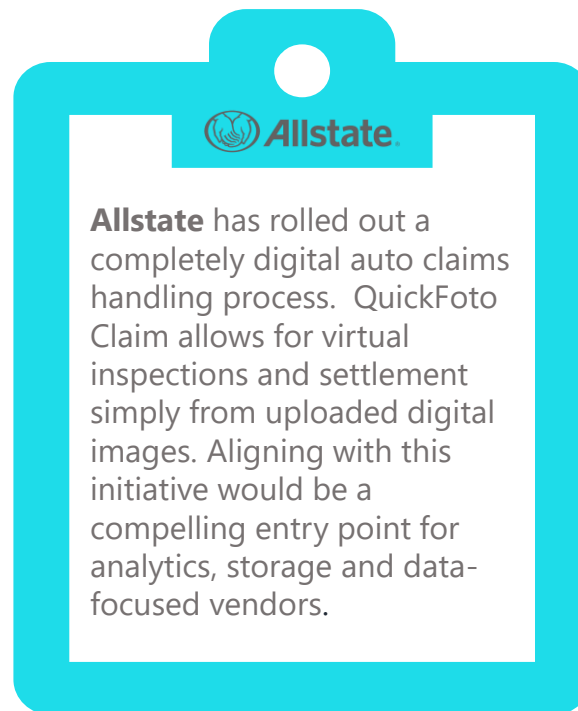
Deere (or John Deere) is investing heavily in digital technology, including IoT sensors, connectivity, cloud-based analytics, autonomous vehicles. Deere is a big SAP shop, and has highlighted private cloud and cyber security as two focus areas.

Technology firms selling to Deere would be smart to emphasize how they can help with Deere's private cloud, IoT, security and saving costs around integration of key systems.

# CENTRAL REGION

## FINANCIAL SERVICES

Allstate	\$ 38.6	42,680	IL
Ally Financial	\$ 9.9	7,900	MI
American Family Ins.	\$ 9.6	11,307	WI
American Financial	\$ 6.9	7,600	OH
American National Ins.	\$ 3.5	4,621	TX
Ameriprise Financial	\$ 12.1	13,312	MN
Arthur J. Gallagher	\$ 6.2	26,783	IL
Auto-Owners Insurance	\$ 7.7	5,227	MI
Berkshire Hathaway	\$ 242.2	377,000	NE
Cboe Global Markets	\$ 2.3	889	IL
Cincinnati Financial	\$ 5.8	4,925	OH
CME Group	\$ 3.7	2,830	IL
CNO Financial Group	\$ 4.3	3,300	IN
Comerica	\$ 3.3	7,999	TX
Country Financial	\$ 3.6	3,834	IL
Crown Castle Int.	\$ 4.4	4,500	TX
CUNA Mutual Group	\$ 3.6	3,300	WI
Discover Financial	\$ 11.6	16,500	IL
Edward Jones	\$ 7.6	45,000	MO
Equity Residential	\$ 2.5	2,683	IL
Federated Mutual Ins.	\$ 2.2	2,388	MN
Fifth Third Bancorp	\$ 7.8	18,125	OH
GGP	\$ 2.4	1,700	IL
H&R Block	\$ 3.1	44,900	MO
Huntington Bancshares	\$ 4.8	15,770	OH
Kemper	\$ 2.8	5,550	IL
KeyCorp	\$ 6.9	18,415	OH



Medical Mutual of Ohio	\$ 2.9	2,244	OH
Mutual of Omaha Ins.	\$ 8.8	5,896	NE
Nationstar Mortgage	\$ 2.3	7,600	TX
Nationwide	\$ 44.0	33,135	OH
Northern Trust	\$ 5.8	18,100	IL
Northwestern Mutual	\$ 29.4	5,437	WI
Ohio National Mutual	\$ 2.0	1,300	OH
Old Republic Intl.	\$ 6.3	8,700	IL
OneMain Holdings	\$ 3.8	10,100	IN
Principal Financial	\$ 14.1	15,378	IA
Progressive	\$ 26.9	33,656	OH

Reinsurance Grp of America	\$ 12.6	2,640	MO
Rock Ventures	\$ 6.6	30,000	MI
Sammons Enterprises	\$ 5.2	4,433	TX
Securian Financial	\$ 6.1	5,000	MN
Sentry Insurance	\$ 3.4	4,139	WI
State Farm	\$ 78.4	65,664	IL
Stewart Info Services	\$ 2.0	5,960	TX
Stifel Financial	\$ 3.0	7,100	MO
TD Ameritrade Holding	\$ 3.7	10,412	NE
Thrivent Financial for Lutherans	\$ 8.6	3,622	MN
Torchmark	\$ 4.2	3,102	TX
U.S. Bancorp	\$ 24.0	72,402	MN
USAA	\$ 30.1	32,705	TX
Western & Southern Financial	\$ 5.9	2,226	OH

## HOUSEHOLD PRODUCTS

ACCO Brands	\$ 2.0	6,620	IL
Amway	\$ 8.6	17,000	MI
Edgewell Personal Care	\$ 2.3	6,000	MO
Fortune Brands Home & Security	\$ 5.3	23,870	IL
Herman Miller	\$ 2.3	7,478	MI
Kimberly-Clark	\$ 18.3	42,000	TX
Leggett & Platt	\$ 4.0	22,200	MO
Mary Kay	\$ 3.6	5,000	TX
Masco	\$ 7.7	26,000	MI
Procter & Gamble	\$ 66.3	95,000	OH
SC Johnson	\$ 10.3	13,000	WI
Steelcase	\$ 3.1	12,650	MI

## CENTRAL REGION

Oceaneering International	\$ 2.0	8,200	TX
OGE Energy	\$ 2.3	2,413	OK
Oneok	\$ 12.2	2,470	OK
Par Pacific Holdings	\$ 2.5	905	TX
Patterson-UTI Energy	\$ 2.4	8,000	TX
Peabody Energy	\$ 5.6	7,100	MO
Phillips 66	\$ 91.6	14,600	TX
Pioneer Natural Resources	\$ 5.5	3,836	TX
Plains GP Holdings	\$ 26.3	4,850	TX
Range Resources	\$ 2.7	773	TX
Renewable Energy Group	\$ 2.2	853	IA
SemGroup	\$ 2.1	1,220	OK
Southwestern Energy	\$ 3.3	1,575	TX
Superior Energy Services	\$ 1.9	6,400	TX
Targa Resources	\$ 8.9	2,130	TX
Tenaska	\$ 10.5	620	NE
Valero Energy	\$ 88.5	10,015	TX
Vectren	\$ 2.7	5,500	IN
Vistra Energy	\$ 5.5	4,150	TX
WEC Energy Group	\$ 7.7	8,129	WI
Williams	\$ 8.1	5,425	OK
Xcel Energy	\$ 11.5	11,105	MN

## RESTAURANTS

Brinker International	\$ 3.2	57,906	TX
Dominos Pizza	\$ 2.8	14,200	MI
Fertitta Entertainment	\$ 3.8	60,000	TX
Hyatt Hotels	\$ 4.7	45,000	IL
McDonalds	\$ 22.9	235,000	IL
Yum China Holdings	\$ 7.2	450,000	TX

## AUTOMOTIVE

Allison Transmission	\$ 2.3	2,700	IN
American Axle & Mfg	\$ 6.3	25,000	MI
Autoliv	\$ 10.4	67,352	MI
BorgWarner	\$ 9.8	29,000	MI
Cooper Tire & Rubber	\$ 2.9	9,204	OH
Cooper-Standard	\$ 3.7	32,000	MI
Dana	\$ 7.3	30,100	OH
Flex-N-Gate	\$ 7.5	13,000	IL
Ford Motor	\$ 156.8	202,000	MI
GM	\$ 157.4	180,000	MI
Goodyear	\$ 15.4	64,000	OH
Gulf States Toyota	\$ 9.0	2,000	TX
Kar Auction Services	\$ 3.5	15,488	IN
LCI Industries	\$ 2.2	9,852	IN
Lear	\$ 20.5	165,000	MI
LKQ	\$ 9.9	43,000	IL
REV Group	\$ 2.3	7,800	WI
Tenneco	\$ 9.3	32,000	IL
Thor Industries	\$ 7.3	17,800	IN
Tower International	\$ 2.1	7,600	MI
Visteon	\$ 3.2	10,000	MI
WABCO Holdings	\$ 3.4	14,631	MI
Group 1 Auto	\$ 11.2	14,108	TX
Penske Automotive	\$ 21.4	26,000	MI

## AEROSPACE & DEFENSE

Boeing	\$ 93.4	140,800	IL
Rockwell Collins (UTC)	\$ 6.9	29,000	IA
Spirit AeroSystems	\$ 7.0	15,500	KS
TransDigm Group	\$ 3.6	9,200	OH



*When I talk about cloud, I'm not talking about going to the outsourced clouds. I'm not going there. I just spent six years getting out of that. I'm not going back.*

**Randy Mott**  
**CIO, General Motors**

GM has 9,500+ IT employees focused on insourcing, innovation, and business transformation. GM recently consolidated 23 data centers into two, eliminated all contractors, and implemented a GM private cloud.

## MEDIA & ENTERTAINMENT

AT&T	\$ 160.6	254,000	TX
Cinemark Holdings	\$ 3.0	19,915	TX
Deluxe	\$ 2.0	5,886	MN
Hallmark Cards	\$ 4.0	30,000	MO
iHeartMedia	\$ 6.2	18,700	TX
LSC Communications	\$ 3.7	24,000	IL
Nexstar Media Group	\$ 2.5	8,737	TX
Quad/Graphics	\$ 4.2	21,100	WI
R.R. Donnelley & Sons	\$ 7.0	42,700	IL
Taylor	\$ 2.2	12,000	MN
Tribune Media	\$ 1.9	6,000	IL

# CENTRAL REGION

## BUSINESS SERVICES

Alliance Data Systems	\$	7.8	20,000	TX
Amsted Industries	\$	3.0	16,000	IL
Cintas	\$	5.5	42,000	OH
Convergys	\$	2.8	115,000	OH
Crown Equipment	\$	3.1	15,500	OH
DST Systems	\$	2.3	14,200	MO
Enterprise Holdings	\$	24.1	100,000	MO
Essendant	\$	5.1	6,400	IL
Euronet Worldwide	\$	2.3	6,600	KS
Fiserv	\$	5.7	24,000	WI
Freeman	\$	2.6	8,000	TX
Haworth	\$	2.0	7,500	MI
Heico Cos	\$	2.5	9,000	IL
Insperty	\$	3.3	2,900	TX
Jones Lang LaSalle	\$	8.0	81,900	IL
Kelly Services	\$	5.4	7,800	MI
Kirkland & Ellis	\$	3.2	3,500	IL
Lansing Trade Group	\$	4.8	550	KS
ManpowerGroup	\$	21.1	29,000	WI
Service Corp. Intl.	\$	3.1	19,468	TX
Sidley Austin	\$	2.0	3,000	IL
Simon Property Group	\$	5.6	4,150	IN
Stericycle	\$	3.6	23,200	IL
Swagelok	\$	2.0	9,400	OH
TransUnion	\$	2.0	5,100	IL
Waste Management	\$	14.5	42,300	TX
Worldpay	\$	4.1	3,560	OH

## CHEMICALS

A. Schulman	\$	2.5	4,900	OH
Celanese	\$	6.2	7,592	TX
CF Industries Holdings	\$	4.2	2,950	IL
DowDuPont	\$	62.7	98,000	MI
Ecolab	\$	13.9	48,400	MN
H.B. Fuller	\$	2.4	5,965	MN
Hexion	\$	3.6	4,300	OH
Huntsman	\$	10.6	10,000	TX
Kraton	\$	2.0	1,931	TX
Monsanto	\$	14.7	21,900	MO
Mosaic	\$	7.5	8,500	MN
Nexeo Solutions	\$	3.7	2,640	TX
Olin	\$	6.3	6,400	MO
PolyOne	\$	3.5	6,400	OH
RPM International	\$	5.0	14,318	OH
Scotts Miracle-Gro	\$	3.0	4,700	OH
Sherwin-Williams	\$	15.0	52,695	OH
Stepan	\$	2.0	2,096	IL
Valhi	\$	2.0	2,790	TX
Westlake Chemical	\$	8.1	8,799	TX

## ENGINEERING & CONSTRUCTION

ABC Supply	\$	9.3	14,000	WI
Alberici	\$	2.0	1,000	MO
Austin Industries	\$	2.0	6,000	TX
Barton Malow	\$	2.5	2,200	MI
Black & Veatch	\$	3.4	11,600	KS
Clayco Construction	\$	2.0	2,000	MO
D.R. Horton	\$	14.1	7,735	TX
Fluor	\$	19.6	56,706	TX
Jacobs Engineering Group	\$	10.1	49,750	TX
JE Dunn Construction	\$	3.0	3,000	MO
KBR	\$	4.2	20,000	TX
Kiewit Corporation	\$	8.7	22,000	NE
M/I Homes	\$	2.0	1,238	OH
McCarthy Holdings	\$	3.7	3,506	MO
Mortenson	\$	4.0	2,700	MN
Peter Kiewit Sons	\$	8.7	22,000	NE
Primoris Services	\$	2.4	7,102	TX
Quanta Services	\$	9.5	32,800	TX
SRS Distribution	\$	2.1	3,140	TX
Turner Industries Group	\$	2.5	20,700	LA
Walsh Group	\$	4.8	6,500	IL
Zachry Group	\$	3.2	4,500	TX

### TECHNOLOGY INSIGHTS

Five years ago, Fluor - a leading engineering construction company - began investing in predictive analytics and artificial intelligence capabilities. The company will leverage these solutions on megaprojects to quickly discover trends and patterns in structured and unstructured data. The goal is to achieve a competitive advantage through the digital transformation of data into critical information.

**FLUOR**<sup>®</sup>

# CENTRAL REGION



Optimizing technology resources was an integral part of **American Airlines'** *One Airline* initiative, driving \$300+ million in cost savings in FY2018.

## TRANSPORTATION

American Airlines	\$	42.3	126,600	TX
ArcBest	\$	2.9	13,000	AR
Brunswick	\$	4.9	15,116	IL
C.H. Robinson Worldwide	\$	14.9	15,074	MN
Echo Global Logistics	\$	2.0	2,453	IL
Harley-Davidson	\$	5.7	5,800	WI
Hub Group	\$	4.1	4,377	IL
J.B. Hunt	\$	7.2	24,681	AR
Kansas City Southern	\$	2.6	7,130	MO
Kirby	\$	2.3	5,775	TX
Polaris Industries	\$	5.6	11,000	MN
Roadrunner Transportation	\$	2.1	4,645	IL
Schneider National	\$	4.4	19,600	WI
Southwest Airlines	\$	21.2	56,110	TX
Trinity Industries	\$	3.7	15,605	TX
Union Pacific	\$	21.3	41,992	NE
United Continental Holdings	\$	37.8	89,800	IL
Werner Enterprises	\$	2.2	12,154	NE
YRC Worldwide	\$	4.9	32,000	KS

## RETAIL

Abercrombie & Fitch	\$	3.5	22,500	OH
Academy Sports + Outdoors	\$	4.9	23,000	TX
Bass Pro Shops	\$	8.0	40,000	MO
Best Buy	\$	42.2	125,000	MN
Big Lots	\$	5.3	22,900	OH
Caleres	\$	2.8	12,000	MO
Camping World Holdings	\$	4.3	10,227	IL
Caseys General Stores	\$	6.7	25,463	IA
Dillards	\$	6.5	31,400	AR
DSW	\$	2.8	12,000	OH
Express	\$	2.2	9,576	OH
Finish Line	\$	2.0	8,200	IN
Follett	\$	3.2	12,000	IL
Fossil Group	\$	2.8	12,300	TX
GameStop	\$	9.3	39,500	TX
Hobby Lobby Stores	\$	4.6	32,000	OK
J.C. Penney	\$	12.6	98,000	TX
Jo-Ann Stores	\$	2.5	23,000	OH
Kohls	\$	19.1	85,000	WI
L Brands	\$	12.7	59,200	OH
Macys	\$	24.9	130,000	OH
Menards	\$	10.2	45,000	WI
Michaels Cos.	\$	5.4	30,500	TX
Micro Electronics	\$	2.6	2,700	OH
Murphy USA	\$	10.9	6,900	AR
Neiman Marcus Group	\$	4.9	13,700	TX
O'Reilly Automotive	\$	9.0	60,365	MO
Payless Holdings	\$	3.0	18,000	KS
Rent-A-Center	\$	2.8	18,300	TX

Rush Enterprises	\$	4.8	6,825	TX
Sally Beauty Holdings	\$	4.0	21,755	TX
Sears	\$	16.8	89,000	IL
ShopKo Stores	\$	3.3	18,000	WI
Tailored Brands	\$	3.4	18,200	TX
Target	\$	71.9	345,000	MN
TravelCenters of America	\$	6.1	19,611	OH
Ulta Beauty	\$	5.9	24,200	IL
Walmart	\$	500.4	2.3 Million	AR
Wolverine World Wide	\$	2.4	3,700	MI

## TECHNOLOGY

BMC Software	\$	2.0	6,000	TX
CDK Global	\$	2.3	8,900	IL
CDW	\$	15.2	8,726	IL
CenturyLink	\$	17.7	51,000	LA
Dell Technologies	\$	78.7	145,000	TX
Diebold Nixdorf	\$	4.7	23,000	OH
Groupon	\$	2.9	6,672	IL
Mettler-Toledo International	\$	2.8	14,600	OH
Motorola Solutions	\$	6.4	15,000	IL
Plexus	\$	2.6	16,000	WI
Sabre	\$	3.6	9,000	TX
Telephone & Data Systems	\$	5.1	9,900	IL
Teradata	\$	2.2	10,615	OH
Texas Instruments	\$	15.0	29,714	TX
Windstream Holdings	\$	5.9	12,979	AR
World Wide Technology	\$	10.4	4,900	MO

# CENTRAL REGION

## FOOD & BEVERAGE

Andersons	\$	3.7	1,819	OH
Archer Daniels Midland	\$	60.9	31,300	IL
Bartlett & Co	\$	2.0	900	MO
Ben E Keith	\$	3.5	4,000	TX
Brookshire Grocery	\$	2.5	13,000	TX
Cargill	\$	114.7	155,000	MN
CHS	\$	32.0	11,626	MN
Conagra Brands	\$	9.3	12,600	IL
Darling Ingredients	\$	3.7	9,800	TX
Dean Foods	\$	7.8	16,000	TX
Dot Foods	\$	5.7	4,500	IL
Keurig Dr Pepper	\$	11	25,000	TX
Eby-Brown	\$	5.7	2,275	IL
General Mills	\$	15.7	38,000	MN
Gordon Food Service	\$	13.7	19,000	MI
Great Lakes Cheese	\$	3.1	2,600	OH
HE Butt Grocery	\$	25.0	111,000	TX
Hormel Foods	\$	9.2	20,200	MN
Hy-Vee	\$	10.0	84,000	IA
Ingredion	\$	5.9	11,000	IL
J.M. Smucker	\$	7.4	7,140	OH
Kellogg	\$	13.0	32,944	MI
Koch Foods	\$	3.2	13,000	IL
Kroger	\$	122.7	449,000	OH
Kum & Go	\$	2.4	5,000	IA
Land O'Lakes	\$	13.8	10,000	MN
Love's Travel Stops	\$	19.0	22,000	OK

Republic Ntl. Distributing	\$	7.0	9,500	TX
Reyes Holdings	\$	27.8	31,000	IL
Rosen's Diversified	\$	3.1	4,000	MN
Schnuck Markets	\$	2.7	13,329	MO
Schreiber Foods	\$	5.1	7,000	WI
Schwan Food	\$	3.1	12,000	MN
Scoular	\$	4.5	1,125	NE
Seaboard	\$	5.9	11,800	KS
Sherwood Food Distributors	\$	2.2	1,200	MI
SpartanNash	\$	8.2	11,950	MI
Supervalu	\$	16.1	29,000	MN
Sysco	\$	55.4	66,500	TX
TreeHouse Foods	\$	6.4	13,489	IL
Tyson Foods	\$	38.3	122,000	AR
US Foods Holding	\$	24.2	25,204	IL
Walgreens Boots Alliance	\$	118.3	290,000	IL

## HEALTHCARE

Abbott Laboratories	\$	27.4	99,000	IL
AbbVie	\$	28.3	29,000	IL
Anthem	\$	90.1	56,000	IN
Baxter International	\$	10.6	47,000	IL
Cardinal Health	\$	130.0	40,400	OH
Centene	\$	48.6	33,700	MO
Cerner	\$	5.2	26,000	MO
Diplomat Pharmacy	\$	4.5	2,298	MI
Eli Lilly	\$	22.9	40,655	IN
Express Scripts Holding	\$	100.1	26,600	MO
Golden Living	\$	3.0	40,000	TX
HCR ManorCare	\$	5.0	55,000	OH
Hill-Rom Holdings	\$	2.8	10,000	IL
Medline Industries	\$	10.0	18,000	IL
Patterson	\$	5.6	7,500	MN
Stryker	\$	12.5	33,000	MI
Tenet Healthcare	\$	20.7	111,980	TX
UnitedHealth Group	\$	201.2	260,000	MN
Zimmer Biomet Holdings	\$	7.9	18,200	IN



Ohio-based grocery giant Kroger is continuing their global and technological expansion. Amazon's penetration into the sector has forced all grocery chains to expedite their technology investments. To compete, Kroger recently bought meal kit company Home Chef and took a stake in British online supermarket Ocado. It launched Kroger Ship for grocery delivery service and inked an alliance with self-driving car company Nuro.





LeadBridge is a sales intelligence research firm focused on creating in-depth, actionable profiles on your target enterprise accounts. We help sales and marketing teams at the world's largest technology firms sell more effectively to key prospects.

**200 Brickstone Square | Suite 105**  
**Andover, MA 01810**  
**978.409.1045**  
[www.leadbridgereports.com](http://www.leadbridgereports.com)  
[sales@leadbridgepartners.com](mailto:sales@leadbridgepartners.com)

