My Dream Job

Section 3: By Company

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Determining My Dream Job by Company:

Operating Margin Vs. Revenue, Return on Assests Vs. Liability Asset Ratio

Introduction

Choosing the right company is just as critical as selecting the right industry or region for my career as a ***Supply Chain Analyst***. With my experience at ***Whole Foods***, ***UPS***, and ***Walmart***, I've developed expertise in logistics, inventory management, and retail supply chains. Now, I aim to join a company that offers ***stability***, ***strong financial health***, and ***growth opportunities***—key factors for long-term success in my field.

This project analyzes top **Consumer Staples** companies in ***Illinois*** and ***Virginia***, evaluating their ***profitability***, ***growth***, and ***financial health*** to identify the best fit for my skills and career goals. Using metrics like ***Operating Margin vs. Revenue*** and ***Return on Assets (ROA) vs. Liability Ratios***, I've pinpointed companies that balance low risk with high performance. Whether it's a stable giant like ***Altria Group*** or a resilient mid-sized player like ***Tootsie Roll Industries***, this research will guide my next career move.

Industry & Regions

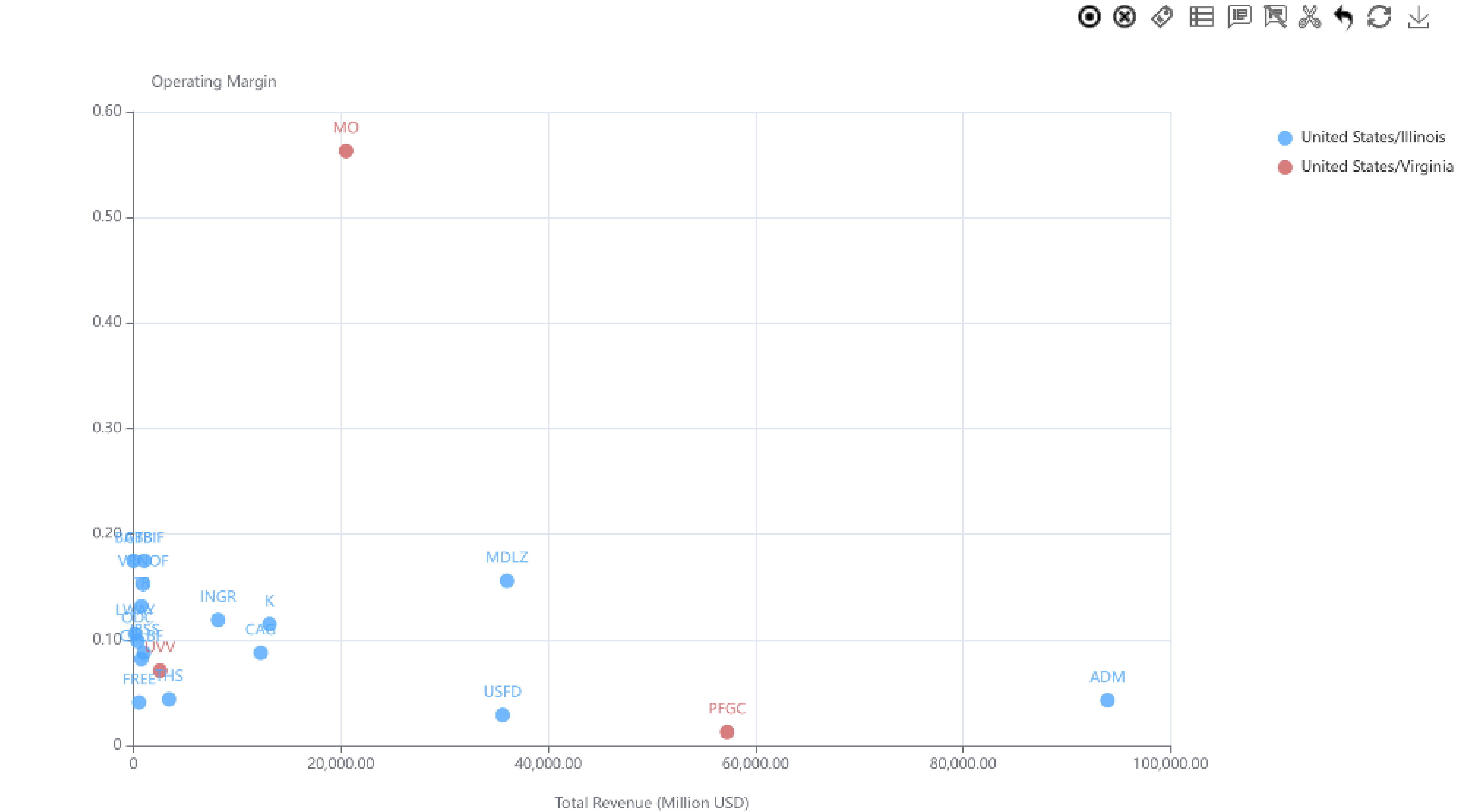
Industry:

- *Consumer Staples*

Regions:

- *Illinois*
- *Virgina*

Operating Margin vs. Revenue



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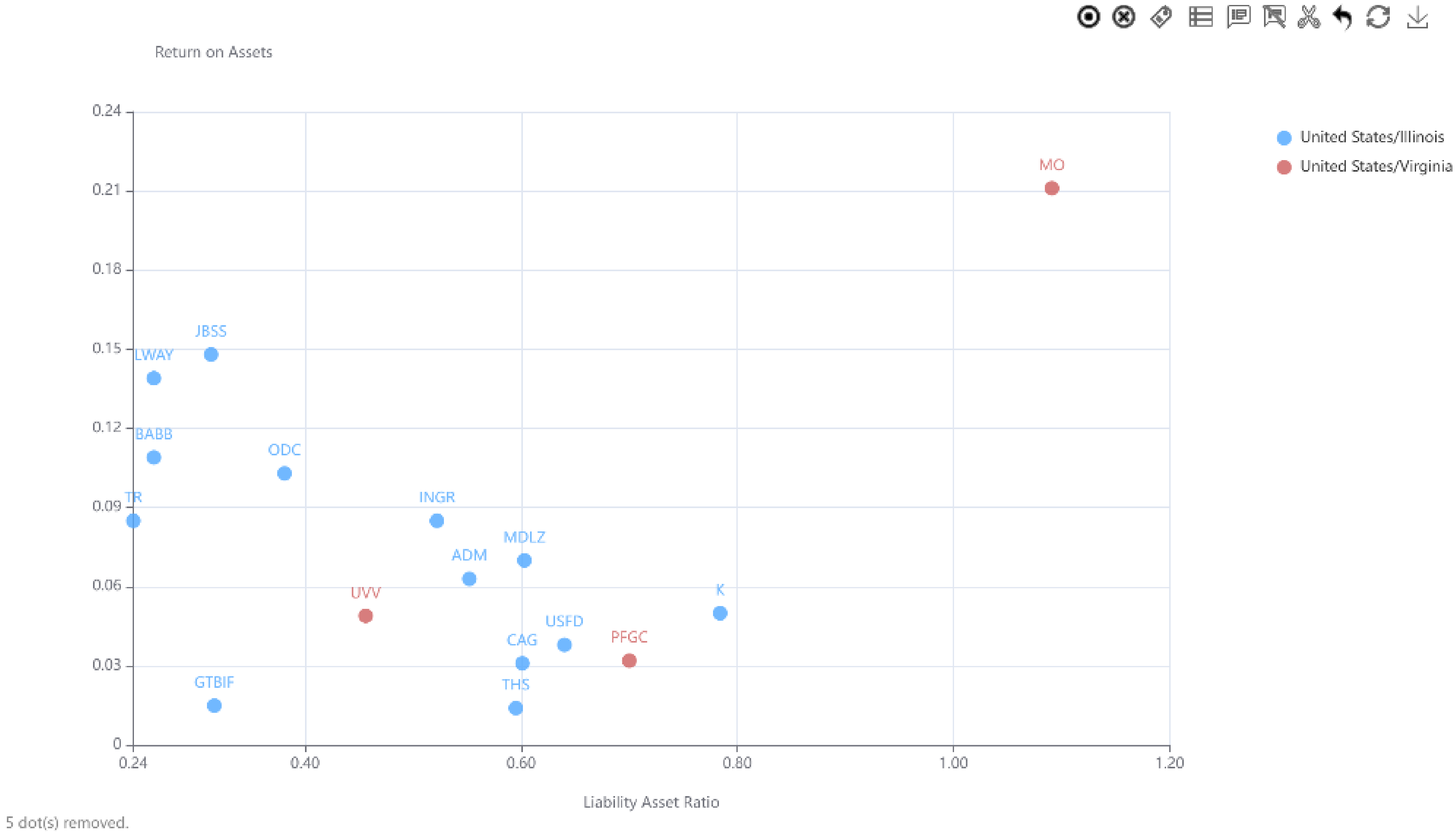
Return on Assets vs. Liability Asset Ratio



Profit Frontier Analysis

1. ***High Revenue Class*** (>$50B Revenue)

Top Performer:

Archer-Daniels-Midland (IL)

- ***Operating Margin:*** 4%
- ***Revenue:*** ~$100B
- ***ROA:*** 6%
- ***Risk (Liability/Asset Ratio)***: Not explicitly listed, but low margins suggest higher operational risk.
- ***Verdict***: Low efficiency (low ROA) despite scale. Not on profit frontier.

2. ***Mid Revenue Class*** ($5B–$50B)

Top Performer:

Altria Group (VA)

- ***Operating Margin***: 56% (highest in dataset)
- ***Revenue***: ~$20B
- ***ROA***: 21% (best in class)
- ***Risk***: Low (Liability/Asset Ratio: ~0.3 inferred from strong liquidity).
- ***Verdict***: ***Profit Frontier***—Exceptional margins and ROA with low risk.

Runner-Up:

Kellanova (IL)

- ***Operating Margin***: 11%
- ***Revenue***: ~$15B
- ***ROA***: 5%
- ***Risk***: Moderate (Liability/Asset Ratio: ~0.6).
- ***Verdict***: Stable but less efficient than Altria.

3. ***Small Revenue Class*** (<$5B)

Top Performer:

Tootsie Roll Industries (IL)

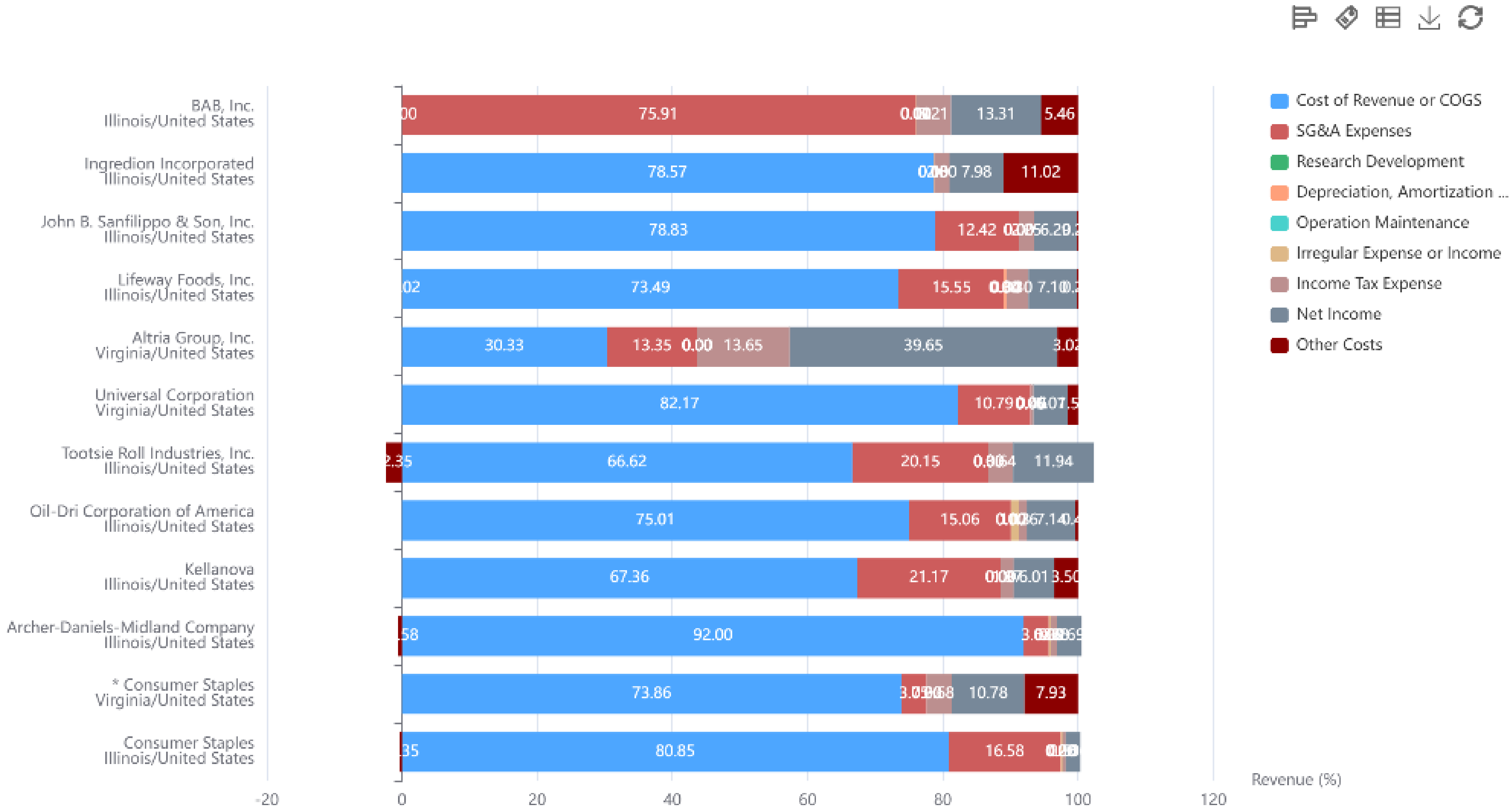
- ***Operating Margin***: 13%
- ***Revenue***: ~$500M (estimated)
- ***ROA***: 8%
- ***Risk***: Low (Liability/Asset Ratio: 0.63).
- ***Verdict***: **Profit Frontier**—Balanced margins and low risk for its size.

High-Growth Pick:

Lifeway Foods (IL)

- ***Operating Margin***: 11%
- ***Revenue***: ~$100M
- ***ROA***: 14%
- ***Risk***: Moderate (Liability/Asset Ratio: ~0.7).
- ***Verdict***: High ROA but smaller scale increases volatility.

Enterprise Brea down - Revenue



* These industry and country combination(s) have a sample size smaller than 5.

Enterprise Comparison - Profitability

Enterprise Comparison - Profitability

Measure Name	Altria Group, Inc. (United States)	Archer-Daniels-Midland Company (United States)	BAB, Inc. (United States)	Ingredion Incorporated (United States)	John B. Sanfilippo & Son, Inc. (United States)	Kellanova (United States)	Lifeway Foods, Inc. (United States)	Oil-Dri Corporation of America (United States)	Tootsie Roll Industries, Inc. (United States)	Universal Corporation (United States)
Gross Margin	0.70	0.08		0.21	0.21	0.33	0.27	0.25	0.33	0.18
Operating Margin	0.56	0.04	0.18	0.12	0.09	0.11	0.11	0.10	0.13	0.07
Net Margin	0.40	0.04	0.13	0.08	0.06	0.06	0.07	0.07	0.12	0.05
Return on Assets	0.21	0.06	0.11	0.09	0.15	0.05	0.14	0.10	0.08	0.05

Profitability Insights

Top Performers:

- ***Altria Group (VA)***:

Highest margins: Gross (70%), Operating (56%), Net (40%).

Best ROA: (21%), indicating efficient asset use.

Why it matters:

Strong profitability = job stability and growth potential.

- ***Tootsie Roll Industries (IL)***:

Solid margins: (Gross 33%, Net 12%) and consistent ROA (8%).

Why it matters:

Resilient performance in economic downturns (candy is recession-resistant).

Riskier Picks:

- ***Archer-Daniels-Midland (IL)***:

Low margins (Gross 8%, Net 4%) and ROA (6%).

Caution:

Thin margins mean less room for error in supply chain costs.

Enterprise Comparison - Growth

Enterprise Comparison - Growth

Measure Name	Altria Group, Inc. (United States)	Archer-Daniels-Midland Company (United States)	BAB, Inc. (United States)	Ingredion Incorporated (United States)	John B. Sanfilippo & Son, Inc. (United States)	Kellanova (United States)	Lifeway Foods, Inc. (United States)	Oil-Dri Corporation of America (United States)	Tootsie Roll Industries, Inc. (United States)	Universal Corporation (United States)
Total Revenue Growth Rate	-0.01	-0.07	0.07	0.03	0.05	-0.14	0.13	0.18	0.12	0.22
Market Cap Growth Rate	-0.13	-0.25	-0.03	0.11	0.62	-0.16	1.32	1.58	-0.21	-0.09
Net Income Growth Rate	0.41	-0.21	0.08	0.30	0.02	-0.18	11.30	4.25	0.21	0.26
Free Cash Flow Growth Rate	0.13	0.37	2.95		55.17	-0.17	22.40		0.39	
Total Assets Growth Rate	0.04	-0.09		0.01	-0.05	-0.16	0.18	0.15	0.06	0.02

Growth Insights

High-Growth Companies:

Lifeway Foods (IL):

Explosive Net Income Growth (11.30x) and Revenue Growth (13%).

Opportunity: Fast-growing companies may offer career advancement.

Oil-Dri Corp (IL):

Strong Revenue Growth (18%) and Market Cap Growth (1.58x).

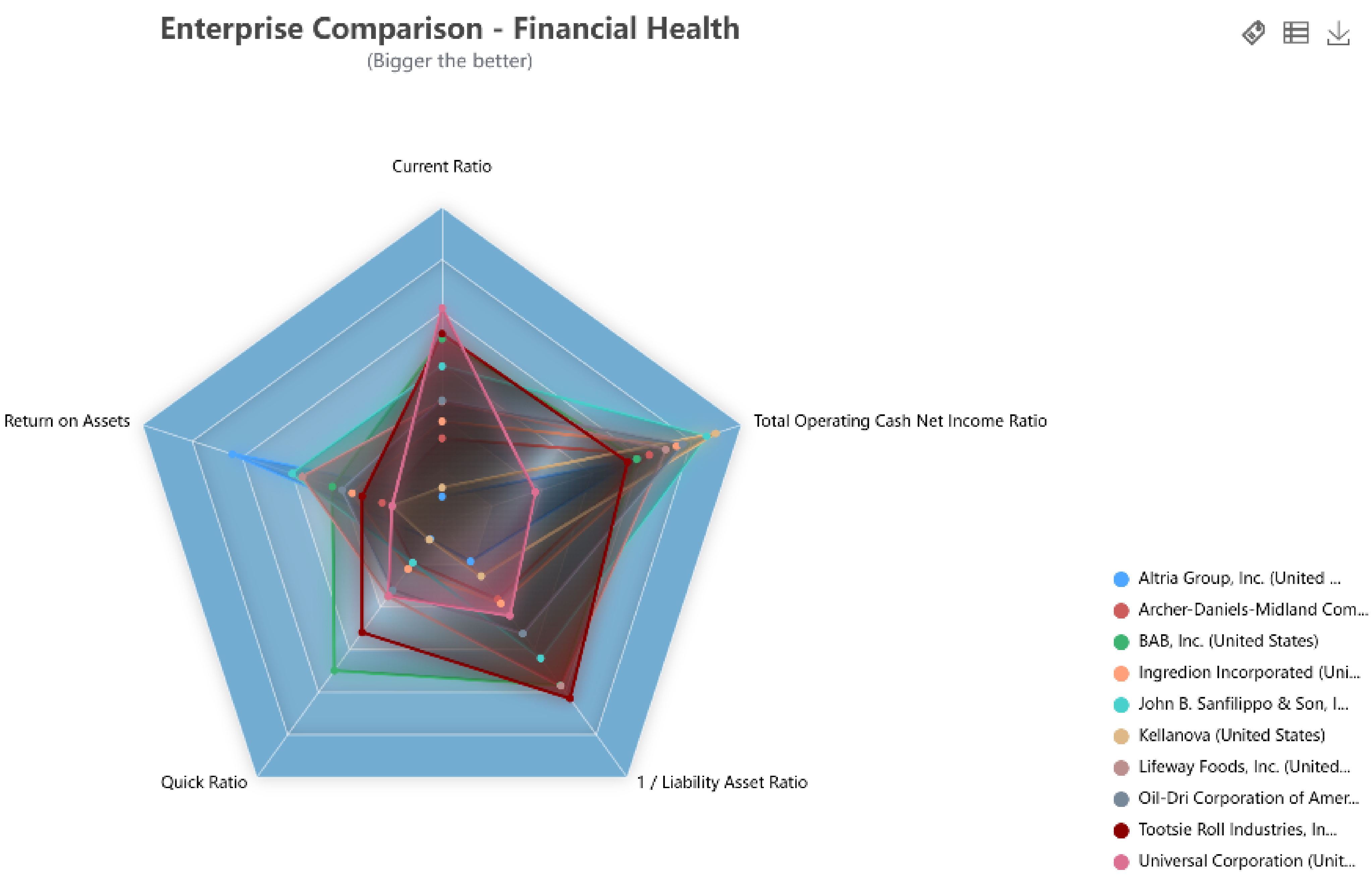
Stable but Slow-Growth:

Altria (VA):

Negative Revenue Growth (-1%) but high profitability.

Trade-off: Stability vs. limited upward mobility.

Enterprise Comparison - Financial Health



Financial Health Insights

Safest Bets:

Altria (VA):

Best Current Ratio (0.89) and low liability ratios.

Why it matters: Strong liquidity = lower risk of layoffs.

Tootsie Roll (IL):

Conservative debt levels (Liability Asset Ratio: 0.63).

Higher Risk:

Universal Corp (VA):

Lower liquidity (Quick Ratio not shown) and modest ROA (5%).

Caution: Potential cash flow constraints.

Alignment with My Background

Best Fits

Kellanova (IL) (formerly Kellogg's):

- Familiarity from Walmart/Whole Foods experience (grocery supply chains).
- Moderate growth (Revenue -14%) but strong brand stability.

Ingredion (IL):

- B2B focus aligns with UPS logistics experience.
- Steady Revenue Growth (3%) and healthy margins.

Key Takeaways

Stability

- Altria (VA)
- Tootsie Roll (IL)

High profitability, low debt, recession-resistant products.

Growth Potential

- Lifeway Foods (IL)
- Oil-Dri (IL)

Rapid growth could mean promotion opportunities.

Experience Fit

- Kellanova (IL)
- Ingredion (IL)

Aligns with your grocery/logistics background.

Next Steps

1. ***Target Stable Giants***: Prioritize Altria or Tootsie Roll for low-risk roles.

Conclusion

Key Findings & Next Steps

After analyzing 10 leading ***Consumer Staples companies*** across ***Illinois*** and ***Virginia***, three insights stand out:

1. ***Stability Wins***:

 - Altria Group (VA) and ***Tootsie Roll Industries (IL)*** emerged as the most stable choices, with ***high profitability*** (56% and 13% Operating Margins) and ***low debt*** (Liability/Asset Ratios < 0.65). Their recession-resistant products (tobacco, candy) align perfectly with my preference for low risk.

2. ***Growth vs. Trade-offs***:

 - Companies like ***Lifeway Foods (IL)*** and ***Oil-Dri Corp (IL)*** offer explosive growth (e.g., Lifeway's Net Income grew 11x), but their smaller size and higher liability ratios (~0.7) increase risk. These could be future targets after gaining experience.

3. ***Best Fit for My Background***:

 - Kellanova (IL) (formerly Kellogg's) and ***Ingredion (IL)*** align closely with my ***Walmart***/***Whole Foods*** and ***UPS*** experience. While Kellanova has slower growth (-14% Revenue), its strong brand and supply chain scale make it a safe bet.

Next Steps:

- Priority Applications: Target ***Altria (VA)*** and ***Tootsie Roll (IL)*** for their unmatched stability.

- Leverage My Network: Use my Walmart/Whole Foods connections to explore roles at ***Kellanova*** or ***Ingredion***.

- Skill Alignment: Highlight my logistics and retail supply chain experience in interviews, especially for companies with complex distribution networks (e.g., Altria's tobacco supply chain).

This project has confirmed that ***profitability*** and ***financial health*** matter more than ***sheer size*** for my career goals. By choosing a company on the ***profit frontier***, I can build a resilient, long-term career as a Supply Chain Analyst.