

The Business Magazine
For The Chief Legal Officer

CORPORATE

counsel

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WHO
REPRESENTS
AMERICA'S
BIGGEST
COMPANIES?

To the Mats

Jones Day is sneaking up on perennial litigation favorite Kirkland & Ellis.

Firm	Mentions
Kirkland & Ellis	17
Jones Day	15
McGuireWoods	9
King & Spalding	8
Mayer, Brown	8
O'Melveny & Myers	8
Sidley Austin	8
Winston & Strawn	8
Alston & Bird	7
DLA Piper	7
Holland & Knight	7
Morgan, Lewis	7

METHODOLOGY

HOW DID WE FIND OUT WHO REPRESENTS AMERICA'S largest corporations? We asked, sending surveys to the general counsel of the Fortune 250. We asked them to name their primary law firms for litigation, corporate transactions, labor and employment, intellectual property, and corporate governance.

In the charts, primary outside counsel refers to the law firms that are on the company's preferred list; the "go-to" firms for a specific practice area; firms that handled the most important cases in the previous year; firms used most often; and/or firms with the most billings from that company. The choice of which firms to name was up to the company, but corporations had to limit their selections to seven firms per practice area. Law firm names have been shortened for space reasons.

We heard from 244 companies, although 125 of those businesses refused to provide any information regarding their outside counsel. When companies declined to participate, we noted that on the chart with "Will not disclose." There were also six cases where we did not receive a response from the company. In those instances we noted "Company did not respond by press time."

—ROSEMARIE CLANCY

Primary Outside Counsel

Company (# of Lawyers)	Top Legal Officer	2004 Revenue (millions)	Litigation	Corporate Transactions	Corporate Governance	Labor and Employment	Intellectual Property
BellSouth Corporation ¹ (95)	Marc Gary, EVP, GC	22,729	Alston & Bird; Gordon Hargrove; Holland & Knight ; Kilpatrick Stockton; Mayer, Brown; Robbins, Russell	Fried, Frank; Kilpatrick Stockton; Mayer, Brown	Fried, Frank; Gibson, Dunn; Hunton & Williams; Kilpatrick Stockton; Nelson Mullins	Gordon Hargrove; Kilpatrick Stockton; Lehr Middlebrooks; Maynard, Cooper; Morgan, Lewis	Cantor Colburn; Jones Day; Kilpatrick Stockton; Merchant & Gould; Myers Bigel; Thomas, Kayden
The Coca-Cola Company (146)	Geoffrey Kelly, GC	\$21,962	Akin Gump; Atkins & Evans; Holland & Knight ; Howrey; King & Spalding; Morrison & Foerster; Thomas, Kennedy	None	Covington & Burling; Hogan & Hartson; King & Spalding; Skadden	King & Spalding; Morrison & Foerster; Thomas, Kennedy	Finnegan, Henderson; Howrey; King & Spalding; Sutherland Asbill
CVS Corporation (11)	Douglas Sgarro, CLO, EVP, Strategy	30,594	Davis Polk; Edwards & Angell; Hinckley, Allen; Holland & Knight ; Mintz Levin	Davis Polk	Davis Polk	Edwards & Angell; Jackson Lewis	Edwards & Angell
Exelon Corporation (64)	Randall Mehrberg, EVP, GC	14,515	Jenner & Block	Ballard Spahr; Foley & Lardner; Morgan, Lewis; Sidley Austin; Winston & Strawn	Ballard Spahr; Sidley Austin	Holland & Knight ; Reed Smith; Sidley Austin	Ballard Spahr; Kirkland & Ellis
Marriott International, Inc. (74)	Joseph Ryan, EVP, GC	10,099	Holland & Knight ; DLA Piper; O'Melveny & Myers; Williams & Connolly	Arent Fox; DLA Piper; Gibson, Dunn; Holland & Knight ; O'Melveny & Myers; Venable	Arent Fox; DLA Piper; Gibson, Dunn; Holland & Knight ; O'Melveny & Myers; Venable	Venable	Arent Fox; Holland & Knight
New York Life Insurance Company (43)	Thomas English, SVP, GC	27,176	Barger & Wolen; Holland & Knight	Skadden	None	Morgan, Lewis; Seyfarth Shaw	Brown Raysman; Fross Zelnick
Publix Super Markets, Inc. (5)	John Attaway, SVP, GC, Sec'y	18,686	Akerman Senterfitt; Ford & Harrison; GrayRobinson; Hahn, McClurg; Holland & Knight ; Trenam, Kemker	Hahn, McClurg; McClure & McClure; Trenam, Kemker	Trenam, Kemker	Ford & Harrison; Stearns Weaver	Holland & Knight ; Pillsbury Winthrop
Raytheon Company (75)	Jay Stephens, SVP, GC	20,245	Bingham McCutchen; Holland & Knight ; Kirkland & Ellis; Sidley Austin; Wilmer Cutler	Alston & Bird; Bingham McCutchen; Sidley Austin; Sullivan & Worcester	Bingham McCutchen; Sidley Austin; Wilmer Cutler	Conn Kavanaugh; Jackson Lewis; Silverstein and Mullens	Baker Botts; Benman, Brown; Daly, Crowley; Vinson & Elkins
Tech Data Corporation (16)	David Vetter, SVP, GC	19,790	Jackson Lewis	Foley & Lardner; Holland & Knight	None	Ford & Harrison; Jackson Lewis	Holland & Knight

¹Cingular Wireless LLC, a joint venture of SBC Communications Inc. and BellSouth Corporation, acquired AT&T Wireless Services in October 2004