



## Vantage Point Associates Clients Our Consultants Have Served

### Pharmaceutical

Bayer Diagnostics  
Bristol Myers Squibb  
Ciba-Geigy  
Eli Lilly  
Glaxo-Wellcome  
Hoechst Marion Roussel  
Hoffmann LaRoche  
Johnson & Johnson  
Life Technologies  
Merck & Co.  
Parke-Davis  
Pfizer  
Sandoz  
Schering-Plough  
SmithKline Beecham  
Warner Lambert

### Financial

Bank of America  
Bankers Trust  
Chase Manhattan Bank  
Chemical Bank  
Citicorp  
Equitable  
First Alabama  
First Boston  
First Chicago  
Fleet Bank  
GE Capital  
Goldman Sachs  
Household International  
Marine Midland Bank  
Marsh McLennan  
Companies  
Merrill Lynch  
Metropolitan Life  
MONY  
Nations Bank  
Putnam Investments  
Salomon Brothers  
Shawmut and Star Bank  
UBS/Paine Webber

### Industrial

Alcoa  
American Cyanamid  
BASF  
BFGoodrich  
Boehringer Mannheim  
Bowater  
Burlington  
Cargill  
Champion International  
Chevron  
Corning Incorporated  
Dexter Corporation  
DuPont  
DuPont Dow Elastomers  
Ford / Visteon  
Fraser Paper  
General Electric  
GEON  
Hoechst  
Honeywell  
ICI  
IMS America  
James River Corporation  
Kodak  
Microsoft  
Mobil  
Motorola  
Navistar  
Perkin-Elmer  
Philips  
Praxair  
Quaker Chemical  
Reynolds & Reynolds  
Rhône-Poulenc  
Rohm & Haas  
S. D. Warren  
Specialty Minerals, Inc.  
Sumitomo Electric  
Lightwave Corp.  
Sun Microsystems  
Sun Oil Company  
Texas Instruments  
Textron  
TRW  
U.S. Steel  
Union Carbide  
Xerox Corporation

### Utilities/Telecom

Ameritech  
AT&T  
Bell Atlantic / NYNEX  
Bellcore  
BellSouth  
Centerior Energy  
Consolidated Edison  
Florida Power & Light  
GTE  
Kansas City Power & Light  
Northeast Utilities  
Northern Telecom  
Pacific Telephone  
Public Service Electric &  
Gas  
Scottish Hydro

### Transportation

Japan Airlines  
Norfolk & Southern

### Consumer

A&E Television Networks  
American Home Products  
AOL Time Warner  
Avon  
Bacardi  
Bausch & Lomb  
Coca Cola  
Diners Club International  
Hallmark Cards  
Land's End  
Lipton  
Lowe's Companies  
MasterCard International  
Mattel  
Nabisco  
PepsiCo  
Premark  
Seagram  
Unilever  
United Distiller / Guinness

### Business Services

ADP  
ARAMARK  
Deloitte Touche Tohmatsu  
Dun & Bradstreet  
Katz Media Corporation  
KPMG  
McGraw-Hill

### Non-Profit

Hartford Hospital  
Johns Hopkins University  
Hospital  
Memorial Sloan-Kettering  
Cancer Center  
Nature Conservancy  
SUNY Health Science  
Center  
Yale-New Haven Hospital

### International

BHP  
BOC  
Exxon Australia Ltd.  
Fortis  
Rank-Xerox