

## Clients

Our Firm philosophy: In order to effectively represent national clients in a broad spectrum of litigation and venues, we must first truly understand and appreciate their business, culture, competition, and legal challenges.

FormanWatkins is accustomed to accepting national and regional representations of new clients, and then rapidly educating members of the designated client work group about the business and litigation portfolio. This process typically begins with our lead team members meeting and interviewing client personnel to educate themselves about the companies' history, traditions, products, regulatory, and legal challenges, and the client's expectations of us as outside counsel. Simultaneously, administrative personnel compile prior pleadings and portions of selected trial transcripts, as well as publicly available information from trade organizations, the mainstream media, and corporate analysts for review by the core team members.

Our experience proves that by totally immersing our work team into the life and history of the client, we are able to create a bond and a depth of knowledge that produce a more trusting working relationship with our client, as well as building the foundation for a more cost-effective and better outcome.

- A.R. Wilfley & Sons, Inc.
- Celanese Corporation
- Chubb & Son, Inc.
- Clark Sand Co., Inc.
- Clemco Industries Corporation
- CNA Insurance
- Custom Aggregates & Grinding, Inc.
- Elliott Company
- ExxonMobil Corporation
- Friendship Materials, Inc.
- Georgia-Pacific LLC
- Google Inc.
- The Gorman-Rupp Company
- Great American Insurance Company
- Grinnell Corporation

- Home Health Care of Tennessee
- International Paper
- ITT Corporation
- Joy Global, Inc.
- LEONI Wire, Inc.
- Marathon Petroleum Company LLC
- Medtronic, Inc.
- NIBCO, Inc.
- Owens-Illinois, Inc.
- Pall Corp.
- Patterson Pump Company
- Permutit
- Penn National Insurance
- Precision Packaging, Inc.
- Primerica Life Insurance Company
- Scott Technologies
- Southern Silica of Louisiana, Inc.
- Sulzer Pumps (US), Inc.
- Temple Inland
- TransUnion LLC
- Travelers Insurance
- Union Pacific Railroad Company
- Warren Pumps, LLC
- Weyerhaeuser