



OUTLOOK

WEST VIRGINIA

Special Advertising Section



Martin & Seibert, L.C. Celebrates 100 Years of Service

Martin & Seibert, L.C. is a rarity among top-tier law firms. It has retained its foundation and heritage with the same name and core business principles begun a century ago. Since 1908, the firm has continuously provided exemplary service and leadership throughout the Mid-Atlantic region, producing leaders in the areas of litigation, employment law, governmental affairs, collections law and real estate. Martin & Seibert, L.C. has grown not by mergers, but through the development of attorneys who bring national prominence to a firm that began with two men.

Legal Luminaries with a Legacy of Service

The shareholders of Martin & Seibert, L.C. have a collective reputation of excellence that has earned the practice distinction on many fronts. *Corporate Counsel* magazine named it a "Go To Law Firm" for defending insurance "bad faith," employment and class actions. *Collections & Credit Risk* magazine ranked its Collections

practice seventh in the nation in 2007, and Martin & Seibert attorneys figured prominently in the 2007 *West Virginia Super Lawyers* publication.

Clarence E. Martin III, grandson of one of the firm's founders, Clarence E. Martin, who served as president of the American Bar Association, builds on his family's history of prominence in the state. Martin leads the West Virginia business community as chair of the West Virginia Chamber of Commerce. His service in the West Virginia Legislature, as an assistant counsel to the Interstate and Foreign Commerce Committee of the U.S. House of Representatives and as a trial attorney for the U.S. Department of Justice gives Martin invaluable insight to offer clients in both his litigation and governmental affairs practice.

Walter M. Jones III, the firm's managing attorney, is nationally recognized in the areas of risk and litigation management, with an emphasis on class action defense. Jones has tried cases and consulted in numerous jurisdictions and has been instrumental in developing electronic discovery protocols for some of the nation's largest insurance carriers. Jones emphasizes the necessity of cutting-edge technology to produce the most cost-efficient results for clients. "Use of innovative products like iBlaze and e-discovery tools allows us to manage litigation, documents and data efficiently and effectively in national multi-jurisdictional cases," he says.

West Virginia native Susan R. Snowden focuses her practice on class action defense of employment and insurance-related claims. She is also a monthly contributor to a regional business magazine on employment issues. An effective litigator in cases involving wage and hour disputes, sexual and

racial discrimination and wrongful termination, Snowden takes an assertive but proactive approach to help clients achieve their business purposes and goals.

E. Kay Fuller practices exclusively in the areas of litigation and appellate matters. Representing insurance carriers, claim employees and agents in bad-faith claims, Fuller has successfully litigated several cases of first impression in West Virginia in the field of insurance and privacy law. Fuller is also sought after to lecture regionally and nationally on insurance issues in addition to serving as an expert witness in bad-faith claims.

Ronald Rossi practices primarily in the area of collections law. He led the firm's Collections Department to national recognition this year. Rossi also capitalizes on technological advances to provide the firm's business clients the best tools available to effectively collect accounts of all sizes. The Collections Department manages accounts for local and national clients.



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Practice Areas

- Appellate
- Class Action Litigation
- Collections & Subrogation
- Employment Law
- Extracontractual (Bad Faith) Liability
- Governmental Affairs
- Insurance and Reinsurance Practice and Litigation
- Product Liability
- Public Utility
- Railroad
- Real Estate
- Regulatory
- Worker's Compensation

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