

# THE NATIONAL LAW JOURNAL

JULY 12, 2010

Daily Updates at  
NLJ.COM

An ALM Publication



ISTOCKPHOTO/DAVIDKOLIC

A SPECIAL REPORT

## EDITOR'S NOTE

This year's Midsize Hot List shows the agility of law firms with 50 to 150 attorneys in ducking the recession's blows—or at least bouncing back more quickly than many big-firm competitors.

Lower hourly rates remain the greatest advantage that midsize firms offer, but it's not all about the money. The firms included on this year's list have demonstrated the ability to snag big clients by offering specialized services and to hold on to smaller clients through bread-and-butter practices including estate planning and employee benefits.

*The National Law Journal's* Midsize Hot List includes 20 law firms that have thrived amid

the downturn. From among the stacks of nominations we received, we selected firms that experienced a string of successes and that showed innovative ways to run their operations despite the economy.

We've highlighted two firms—Minneapolis-based Bowman and Brooke and Shartsis Friesen of San Francisco—to illustrate what it takes to get ahead as a midsize law firm in a market increasingly dominated by large-firm competition.

We recognize that many firms could have made the list. That said, those included here show not only that bigger is not necessarily better, but that midsize is often the right size. —LEIGH JONES

# MIDSIZE HOT LIST

## HOLLINGSWORTH LLP

Big cases don't necessarily demand big law firms. Case in point: 70-lawyer litigation boutique Hollingsworth LLP handles complex trial and appellate work for major corporate clients including Novartis Pharmaceutical Corp., Koch Industries Inc. and General Electric Co. The Washington firm is best known for its expertise in the pharmaceutical industry—particularly its mastery of the *Daubert* standard, which requires expert-witness testimony to be reliable and relevant in order to be presented to a jury. Its willingness to try cases in court distinguishes it from much of the competition, said partner Frank Leone. "A lot of these complex litigation cases don't go to trial, but we approach all of them as though they will," he said. Hollingsworth LLP is currently involved in several prominent matters, including the defense of security contractor DynCorp International against a group of farmers from Ecuador who allege that the company's aircraft sprayed their land with possibly toxic chemicals while on missions to eradicate Colombian coca farms. —KAREN SLOAN



Reprinted with permission from the July 12, 2010 edition of THE NATIONAL LAW JOURNAL © 2010 ALM Media Properties, LLC. All rights reserved. Further duplication without permission is prohibited. For information, contact 877-257-3382, [reprints@alm.com](mailto:reprints@alm.com) or visit [www.almreprints.com](http://www.almreprints.com). #005-07-10-05