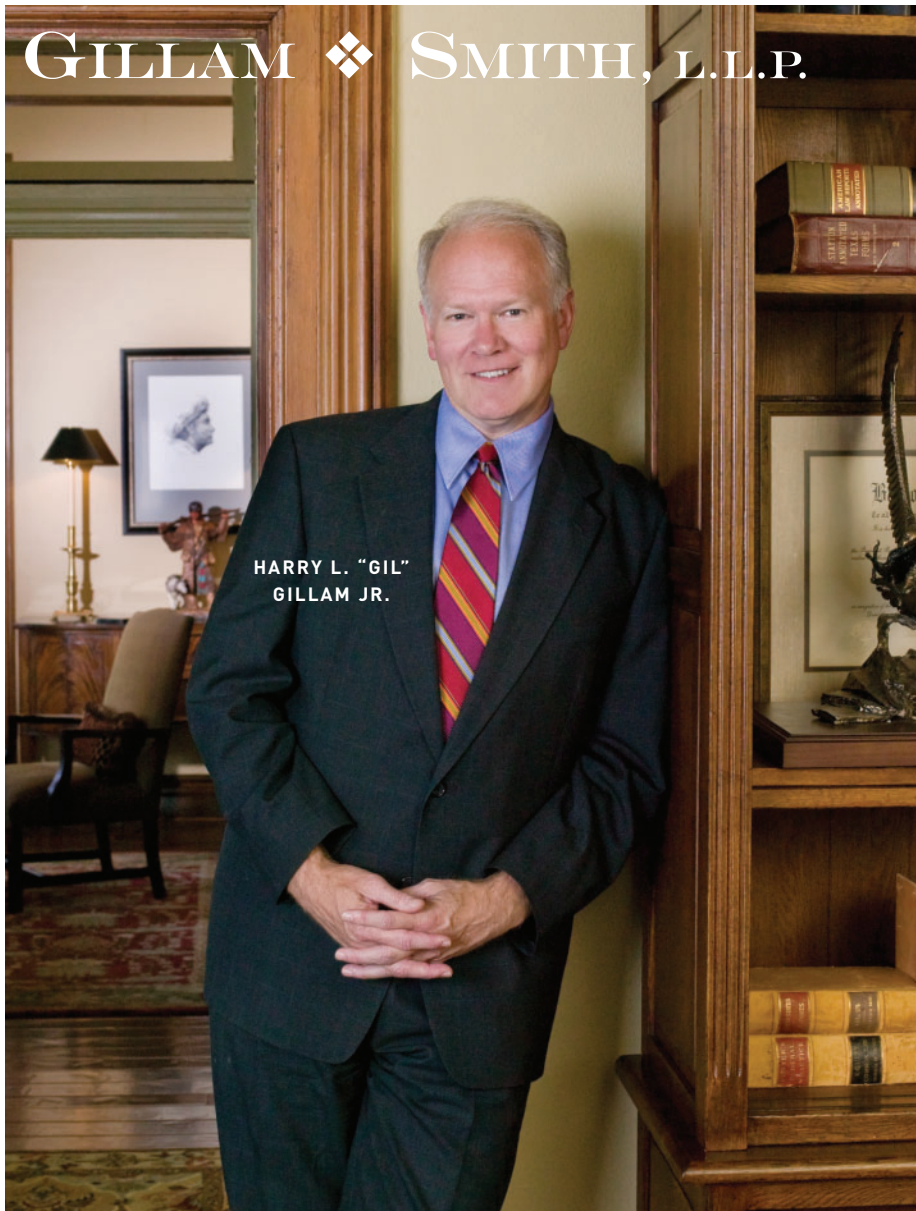


GILLAM ❖ SMITH, L.L.P.



HARRY L. "GIL"
 GILLAM JR.

Another reason for the success of Gillam & Smith is its track record. Its lawyers are known for their willingness to "go to the courthouse." Gillam has tried and won cases for clients ranging from oilfield and timber workers to some of the largest corporations in the world. His representation of a small group of Texas investors in the *MaximiCER v. Pepsi* case resulted in a \$55 million win at trial in 2003, the largest verdict of its kind in Marshall federal court.

Likewise, his partner Melissa Smith is recognized as a top litigator. Her 2007 verdict of \$24 million for the family of a young woman killed as a result of a defective seat belt is the largest wrongful death verdict recorded in federal court in Marshall. On the other side of the docket, Gillam and Smith routinely assist corporations in successfully defending themselves in intellectual property litigation. In the past three years alone, they have served as counsel in over 60 patent disputes filed in the Eastern District of Texas.

Gillam and Smith have practiced together since 1997. The duo established Gillam & Smith LLP, their law partnership, in 2004. Both are certified as Civil Trial Advocates through the National Board of Trial Advocacy and are both board certified in personal injury trial law by the Texas Board of Legal Specialization. They maintain active personal injury practices representing clients who were injured on job sites, roadways or through the use of defective products. They also devote a substantial amount of time to the representation of plaintiffs and defendants in commercial and intellectual property litigation.

Gillam and Smith believe it is important to give back to their profession. Gillam serves on the board of directors of TTLA and is vice president of the East Texas Chapter of ABOTA. Smith is second vice chair of the AAJ Women's Caucus and serves on the AAJ Board of Governors. Their role in the community is important to them as well. Their office is a restored 1881 Victorian home outfitted for the needs of a modern law practice. Located two blocks down the street from the Federal Courthouse, "it is a great place to practice law and we think we've helped preserve a piece of the town's history," Gillam says.

GILLAM ❖ SMITH, L.L.P.

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Trying lawsuits in East Texas for over a quarter century, Marshall attorney Harry Lee "Gil" Gillam has seen numerous changes in the attitudes of jurors. "Juries approach disputes differently than they did when I started trying cases in the '80s. Ways of presenting evidence 20 years ago might not necessarily be the best way to do it today. Lawyers have had to adapt as technology has progressed," says Gillam. Several things have remained constant, however. "Jurors around here take their responsibility seriously and work very hard to do the right thing."

Understanding East Texas juries has been a key to Gillam's success as a trial lawyer. It is one of the reasons lawyers

looking to refer a case or seeking co-counsel continually seek out his services and those of his partner, Melissa Smith. "Recognizing the way people view things here cannot be learned from polls or

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surveys," Gillam says. "When you go to church with folks, coach their kids' teams, work in civic organizations with them, you figure out what's important to people who may end up sitting in your jury box. You have to live here to understand that."