

What I know:

I know I expect people who work with me to STEP UP.

I know activity without results is failure.

I know the Midwestern work ethic is no myth; my parents made sure I knew that.

I know that you must run a legal department of a large insurance company as if it were a business unit itself, providing superior services to customers and understanding their business completely.

I know there is always something new to learn about life and health insurance and annuities.

I know that quality of outside counsel representation is important, but that a close working relationship with that outside counsel is vital.

I know that when I'm working with Bradley Arant Boult Cummings, I feel like its only client.

That's what I know.



MATT ZIMPFER
GENERAL COUNSEL
CONSECO



What I know:

I know more about manufacturing OSB structural panels than you might imagine.

I know that my outside counsel must know more about manufacturing OSB structural panels than you might imagine.

I know I physically can't practice law in every state where we conduct business, or I would.

I know SEC football.

I know my two dogs own my house; I simply pay the mortgage.

I know I have to have confidence my outside counsel will represent my company's interests as aggressively as I would.

I know that I can count on Bradley Arant Boult Cummings to do just that.

Laura E. Proctor

LAURA PROCTOR

ASSOCIATE GENERAL COUNSEL OVER LITIGATION

LOUISIANA-PACIFIC CORPORATION

LP
BUILDING PRODUCTS



BRADLEY ARANT
BOULT CUMMINGS
LLP

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What I know:

- I know** that at any one time, we may have 30 large construction projects underway all over the world.
- I know** that by hiring 70% of our workers from the community in which we're building, we build more than just a project.
- I know** the only way to run an international construction company is to delegate.
- I know** that coaching a competitive soccer team relates to running a successful construction company in ways you might not realize.
- I know** that working with people is supremely satisfying.
- I know** our success is predicated upon allowing people to do what they know.
- I know** we can allow Bradley Arant Boult Cummings attorneys to do what they know and B.L. Harbert International will be well served.

That's what I know. 
JIM REIN
CHIEF OPERATING OFFICER
B.L. HARBERT INTERNATIONAL



What I know:

I know we manufacture an incredibly diverse range of tires from 13-pound passenger tires to 48-pound light truck tires.

I know a typical tire has 6 pounds of steel that, if laid end to end, would be almost 2 miles long.

I know we provide exceptional value to our customers.

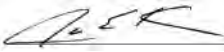
I know we are proud of our products, our customers and our business partners.

I know our business partners include our attorneys.

I know our attorneys provide exceptional value to us.

I know that I can count on Bradley Arant Boulton Cummings to do just that.

That's what I know



JAMES E. KLINE
VICE-PRESIDENT, GENERAL COUNSEL & SECRETARY
COOPER TIRE & RUBBER COMPANY



BRADLEY ARANT
BOULT CUMMINGS
LLP

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What I know:

I know there are just as many real estate deals to be had in a down market as an up market.

I know that you don't get to be the largest private developer in the country without keeping your finger on the pulse of your markets.

I know it's 187 miles from my office in Nashville to my office in Memphis.

I know LEED® certification provides interesting challenges for industrial development.

I know that the schedules of a 13 year-old daughter and a 12 year-old son are often more complex than large real estate deals.

I know I can find a competent attorney anywhere, but I need one who introduces me to unique opportunities.

I know I can count on Bradley Arant Boult Cummings for that.

That's what I know.



HAYNE HAMILTON
SENIOR DEVELOPMENT MANAGER
PANATTONI DEVELOPMENT CO, INC.

