

LexisNexis® Information Professional Update

The newsletter specifically designed
for legal information professionals

IN THIS ISSUE ...

SPOTLIGHT ON

New LexisNexis® Clipper
powered by Ozmosys®
Helps You Create Customized
Internal Newsletters 07:062

KNOWLEDGE EXCHANGE

Is the Toast Burnt? Speak Up!
LexisNexis is Listening 07:063

FOR IPS ONLY

LexisNexis Exhibit Stations to
Showcase 20+ Products. 07:074

ONLINE WITH

Subsequent Case History May
Not Show "Foundation Cracks";
Use *Shepard's*® Table of Authorities
to Choose Firm Footings 07:066

FYI FLASH

Compile Detailed Background
on Decision Makers With New
LexisNexis® Executive Dossier . . 07:068

LexisNexis® InfoPro is Home
to *Zimmerman's Research Guide!*
Check More Than 1,000 Entries
Without Charge at
<http://lexisnexis.com/infopro>

Rise to the Challenge: 100th AALL Annual Meeting and Conference, July 14 – 17 (New Orleans)

What's your biggest professional challenge this year? Staying current and fresh on all of the expertise you need to do your job well? Getting more value without getting more budget? Finding your niche in an evolving profession?

The American Association of Law Libraries Annual Meeting is the place to be to discover your options for facing challenges head on and *succeeding*. And that's why the LexisNexis theme for this year's AALL meeting is *The Rhythm of Success*—perfect for information professionals as they pick up the tempo for learning and enlightenment during this special week and keep it reverberating throughout their library activities all year.

We hope to see you at the meeting. LexisNexis is hosting or sponsoring a variety of events and programs to help make the 100th meeting of the American Association of Law Libraries at the Ernest N. Morial Convention Center a memorable occasion. Here are the highlights:

To Rise to the Challenge, You'll Need a Few Extra Carbs! Find Them at the Opening Event Hosted by LexisNexis

Saturday, July 14, 2007, 8:30 – 10:30 p.m.
Ernest N. Morial Convention Center; La Louisiane Ballroom

Get ready for your 2007 AALL experience at the traditional after-dinner dessert extravaganza sponsored by LexisNexis. This year the confections will be just as refreshing ... just as sweet ... and just as piping hot or incitingly cool as the jazz melodies that waft through New Orleans. Savor bananas foster, bread pudding, beignets, king cakes, sweet potato and pecan pies, cobblers, chocolate—and lots of it. (And, by the way, the praline crepes are out of this world.)

Stop by the coffee bar, reconnect with old friends, network and plan your week. See you there! Your reception ticket will be waiting in your AALL registration package. Additional tickets can be purchased through the AALL and at registration.

**Turn to Page 07:064 to get details on the LexisNexis® services
available in the exhibit hall**



ISSUE 6 JUNE 2007

TOTAL PRACTICE SOLUTIONS
Client Development Research Solutions Practice Management Litigation Services

 LexisNexis®

07:061

New LexisNexis® Clipper powered by Ozmosys Helps You Create Customized Internal E-Newsletters

Your practice areas need frequent updates on legal/regulatory trends in their specialties ... PR wants to share details about the firm's recent, favorable press coverage ... One of Marketing's missions is to keep senior management apprised of what your competitors are doing.

Many departments ... many goals ... one, easy-to-use updating package.

LexisNexis Clipper powered by Ozmosys gives you the ability to produce electronic newsletters and briefings for any group of internal recipients. Draw content from the LexisNexis services. (If you subscribe to LexisNexis® Publisher, you can pull in alerts from LexisNexis news as well.) Or go beyond—and leverage content from other premium providers and aggregators. Include updates from the Web at large, including government agency sites, the *Federal Register*, RSS feeds and more than 2,000 targeted, quality Web sites and blogs.

Whereas LexisNexis® Total Alerts powered by *Ozmosys* allows you to combine LexisNexis and other premium/ Web content into customized e-mail messages for individual professionals, reach out to like-minded groups with LexisNexis Clipper powered by *Ozmosys*. You can:

- Gather news and legal updates from thousands of resources automatically.
- Tap into an easy-to-use interface to review and select just the articles you want to publish for specific groups.
- Customize your newsletter, adding interpretation and analysis to articles. Insert logos, title/banners and more, creating professional-looking publications. Or add news to internal blogs.
- Deliver via e-mail, HTML/XML or even RSS feed. Just cut and paste e-mail addresses. Or use distribution lists.

- Save busy readers precious time. They can browse an efficient at-a-glance format, click on items of interest and move to content without stopping for ID and password authentication.

So where does LexisNexis Clipper powered by *Ozmosys* fit into the LexisNexis Current Awareness offering? How is it best used? Delivered through a variety of methods and delivery times, LexisNexis Current Awareness products provide critical information to individuals and/or the entire organization.

LexisNexis® Current Awareness Building Blocks

If you'd like to:	Turn to:
Monitor current and prospective clients, relevant businesses, court cases and much more, on a regular basis. Receive updates—delivered automatically to your desktop.	LexisNexis® Alerts
Get e-mail news updates within minutes of the story breaking so you can mitigate risks quickly or jump on new opportunities.	LexisNexis® Continuous Alerts powered by <i>Factiva</i>
Incorporate LexisNexis news and legal content into single or group updates delivered via e-mail, RSS feed, XML, intranet, portal, BlackBerry® wireless handheld—even your extranet or Web site.	LexisNexis® Publisher
Consolidate LexisNexis and other high-value content —from more than 2,000 quality, legally oriented Web sites, blogs, RSS feeds, etc. into e-mail updates personalized to each individual user's information needs. Or let Total Alerts be the tool that retrieves and normalizes updates from disparate sources to a single XML or RSS feed for portals or other internal applications.	LexisNexis Total Alerts powered by <i>Ozmosys</i>
Create group newsletters with LexisNexis content plus content from 2,000+ Web sites, premium services, blogs, RSS feeds and much more.	LexisNexis Clipper powered by <i>Ozmosys</i>
Keep your organization updated daily on the legal profession.	LexisNexis® <i>Legal Industry Monitor</i> newsletter

KNOWLEDGE EXCHANGE

Is the Toast Burnt? Speak up! LexisNexis is Listening!

by Michael Saint-Onge, LexisNexis Senior Librarian Relations Consultant

One of my favorite jokes is about a mother and a father whose infant son never made a sound. As the child grew, he didn't speak. They took him to specialist after specialist, all of whom confirmed that there was nothing physically wrong with the child. One day, when the boy was 15, as his mother made his breakfast, the boy turned to her and said, "The toast is burnt."

The mother and father looked at each other with gaping mouths, and then asked the boy, "Why haven't you said a word up until now?"

"Well," the boy answered, shrugging, "Up until now, everything was pretty good!"

That joke makes me laugh. I think it is human nature to keep quiet about what is working well, and to speak up only when something isn't working quite right. The real trick, however, is voicing your concerns and suggestions and getting them heard by the appropriate people.

The good news? LexisNexis is making it easier to do just that!

Last year, the LexisNexis Presidents and CEOs Mike Walsh (legal markets) and Kurt Sanford (corporate markets) instituted an ambitious program called "The Voice of the Customer." The goal: to capture and consolidate customer comments, gathered from more than 1,500 sales representatives, other LexisNexis employees and thousands of daily Customer Support interactions.

This feedback is compiled into a monthly report by Customer Support and sent to Sales and Marketing management for review. The report identifies top issues and trends, and targets any suggestions for appropriate action within the company.

This means your comments and suggestions are getting attention from the very individuals within the company who can act on them.

Librarians have several additional ways to make their concerns known: The LexisNexis Librarian Relations Group—the first librarian-centric group created by a major legal publisher—is a great conduit for your suggestions. In fact, it is one of the most important aspects of my job as a LexisNexis Librarian Relations Consultant. My fellow LRCs and I take this responsibility seriously. As you know, librarians are some of the most discriminating users of *lexis.com*[®], so their suggestions are usually "spot on." It is particularly gratifying to see our products improve as a direct result of input gathered from librarians.

Another way that librarians offer input is through the LexisNexis Librarian Advisory Board. This group of librarians, chosen from medium to large law firms across the country, has a unique perspective. They are often the first to see new products and services, and their feedback helps shape the final product. LexisNexis has found their input to be very valuable.



Michael Saint-Onge

Lastly, there is a feedback button within *lexis.com*—up in the upper right-hand corner. Have you noticed it? This button

links you to a feedback form that offers a convenient way for you to suggest product enhancements for the LexisNexis services at *lexis.com*. Product enhancements include Web site design suggestions, requests for new or improved features and functions, browser compatibility concerns, and other input on how we can make the product better. These suggestions go directly to the product developers. (Please note that this button is for product enhancements only. If you have other issues, such as data errors or account questions, Customer Support is still the best place to contact.)

Of course it isn't possible to implement every suggestion that comes from customers. As a business, we have to weigh each suggestion against its feasibility, and prioritize accordingly, but your comments and suggestions are noticed, and ultimately the products we offer are stronger for it. So the next time the proverbial "toast is burnt," let us know. We're listening!

And Don't Forget the AALL Forum ...

Many top LexisNexis product experts plus marketing management, *LexisNexis Information Professional Update* editorial staff—and the entire team of LexisNexis Librarian Relations Consultants—make attending the AALL Annual Meeting a top priority so they can talk to you. Please take advantage of this opportunity and visit with us during the Opening Event, on the Exhibition floor, or any convenient opportunity during the meeting.

LexisNexis Exhibit Stations to Showcase 20+ Products

LexisNexis Booth 321 Exhibition Hours:

Sunday, July 15, 9 a.m. – 5 p.m.

Monday, July 16, 9 a.m. – 5 p.m.

Tuesday, July 17, 9 a.m. – 3 p.m.

Here's another AALL meeting tradition—talking with the LexisNexis product developers and seeing the latest pipeline products. Also test drive new products or get more details on the LexisNexis resources you use most. (The LexisNexis product experts always bring their treasure chests of product features to share with their best librarian customers.)

Watch and win! This year if you view *at least three demos*, you'll receive a LexisNexis tote—big enough (and sturdy enough) to hold your meeting materials and exhibit floor goodies. But stay around for *at least six demos*. You'll receive the tote and a New Orleans Jazz CD. But wait! Look inside the CD jewel case and discover a *LexisNexis Rewards Card worth 1,250 points*. (That's a \$25 value you can use when selecting a variety of merchandise at the LexisNexis Online Rewards site. Directions on your card give you ordering details. And your LexisNexis Librarian Relations Consultant can tell you how to earn more points for larger rewards.)

At the AALL Annual Meeting, Research Solutions reign. But, since many law librarians' jobs are evolving to include more business—growing additional business and maintaining the bottom line—LexisNexis will showcase its full spectrum of LexisNexis® Total Practice Solutions ■ **Research** solutions, ■ **Litigation Services** solutions, ■ **Client Development** solutions and ■ **Practice Management** solutions. Don't miss it!

Count on Comprehensive, Authoritative Research Solutions

Stop by Booth #321 to see:

- New! See **LexisNexis® TotalPatent™**, is a Web-based patent search-and-retrieval tool that combines our extensive collections of full-text, bibliographic and English language translations with legal status, family and citations data, under a single, powerful search platform. See it at Booth #321—or schedule a more personalized demonstration. Just send an e-mail note to AALL.2007IP@lexisnexis.com.
- New! **Transactional Practice Areas Pages**—Yes ... you do have a lot to offer your transactional attorneys.
- LexisNexis Current Awareness products—so many choices to fit your organization's many needs. Whether you need **e-mail updates on a timed or news-as-released basis, or you have electronic newsletters or extranet content in mind**, LexisNexis Current Awareness offers it. See it all.
- Litigation Practice Areas, including new state jurisdiction pages.
- What can the technology of the future do for law libraries? See it now. The **LexisNexis product visionaries will be back with products now in development**. It's your opportunity to see and comment.
- **More than 20,000 News & Business sources** strong—See the latest group sources that pinpoint negative news about people and businesses. Get tips for using LexisNexis SmartIndexing Technology™ indexing terms for research precision, *The Wall Street Journal in association with LexisNexis*, the growing bank of Factiva sources and much more.
- What's new at *lexis.com*—Take a closer look at **Elsevier Science** publications, case-law features, including searchable noise words, new linking capabilities, official PDFs and much more.

- The LexisNexis® Public Records offering continues to grow. Get the details on how to search and how to get the most from the **LexisNexis® SmartLinx® feature**, the public records report product that combines multiple public-record and private database sources.
- **Shepard's Citations Service**—never stops growing and improving. The *Shepard's* product veterans will be back to show you what's new.
- Special law librarians require special exhibit stations. So **law school and other academic librarians** can visit and view *their* special LexisNexis offerings. Plus the **LexisNexis Librarian Relations Consultant will have a station just to showcase the many programs they offer to you without charge**.

Manage Every Facet of Litigation

It's true ... **LexisNexis® Total Litigator** has what your litigation team needs to efficiently and effectively manage cases through each step of the civil litigation process. See it in action—the tools for case analysis, document drafting, e-filing and service, discovery, intelligence gathering and legal research.

(Also consider attending the educational program (G-3) *The Challenge of Electronic Discovery: How Reference Service, Records Management and Litigation Support Interact*, Tuesday, July 17, at 9 a.m. Program speaker and coordinator **Lee R. Nemchek** of Morrison & Foerster LLP will be joined by **Rachelle DeGregory** of LexisNexis Litigation Services and **John C. Montaña** of Cunningham & Montaña as they discuss the roles librarians who desire to be part of the interdepartmental team that supports litigators and their clients in firms and corporate legal departments.)

There's more on the AALL exhibit floor. Also see how effectively litigators



can store and manage vital case facts, create timelines—even search transcripts with laser precision—through **LexisNexis® CaseMap®**, **LexisNexis® TimeMap®** and **LexisNexis® TextMap®**.

LexisNexis® CourtLink®, the leading online docket access, research and tracking solution, will also be showcased. CourtLink® provides searchable access to more than 200 million federal, state and local court records, making it easy for litigators to gather insights on key players in any case, including an opposing party, attorney or judge.

Grow Client Business and Acquire New Clients

See **LexisNexis® atVantage™**—an innovative, new business-development tool designed specifically for the marketers in your firm. Learn how atVantage can help your firm fully analyze and track its opportunities and growth with clients and prospects, research and stay up-to-date on industry and market trends, even evaluate competing firms.

Also review **martindale.com**—and all of its powerful listing and profile opportunities.

Improve Practice Efficiency—and Cost Recovery

Check out **LexisNexis® Cost Recovery Manager** and **LexisNexis® PowerInvoice™** as well as efficiency tools for transactional and litigation specialists, including **HotDocs®** document- and form-automation. **LexisNexis® Total Search**, a perennial favorite that allows firms to search its internal documents with the LexisNexis searching precision, will also be displayed. And learn how your firm can meet its full range of document-management, e-mail-management, records-management and collaboration needs while reducing its technology investment risk. Ask about **NetDocuments® from LexisNexis®**.

LexisNexis is Also Proud to Sponsor ...

these important AALL meeting events. Locations for all these events are governed by AALL and will be announced closer to the date of the show. (Check your official program for locations.)

- ALL-SIS Middle Managers Breakfast and Program; Monday, July 16, 7 – 8:30 a.m.
- Diversity Committee Symposium and Reception; Saturday, July 14, 2 – 6 p.m.
- GD-SIS Breakfast and Business Meeting, Tuesday, July 17, 7 – 8:45 a.m.
- SCCLL-SIS Breakfast, Silent Auction and Business Meeting; Sunday, July 15, 7 – 8:45 a.m.
- SIS Chairs and Chapter Presidents Luncheon; Saturday, July 14, 11:30 a.m. – 1 p.m.
- SR-SIS SC on Lesbian & Gay Issues Reception; Sunday, July 15, 8 – 11 p.m.

Special Dinner to Honor Scholarship and Grant Recipients

The American Association of Law Libraries is committed to providing opportunities for individuals striving to become law librarians as well as to law librarians who strive to enrich their professional growth. On Monday, July 16, AALL and LexisNexis will honor 2007 and past grant and scholarship winners with a special invitation-only dinner.

LexisNexis and its family of companies have supported the **AALL Grant Program** almost since its inception in 1952. Today, as AALL continues to provide financial assistance to law librarians and/or graduate students who hold promise of future involvement in AALL and in the law library profession, LexisNexis continues its support.

The **LexisNexis John R. Johnson Memorial Scholarship** is the first AALL named and endowed scholarship. It honors the first Director of Librarian Relations at LexisNexis. In addition, the **James F. Connolly Academic & Library Solutions Scholarship** memorializes this Matthew Bender® executive and lifelong working support of the profession.

Watch for the names of the 2007 grant program winners and LexisNexis-sponsored scholarship winners in a future issue of *LexisNexis Information Professional Update*.

AALL/LexisNexis Call for Papers to Spotlight Librarian Authors

If you want to add “author” to your list of accomplishments, don’t miss this special session Tuesday, July 17, from 10:45 – 11:45 a.m. (Check your official program for location.) The award-winning authors of the 2007 AALL LexisNexis Call for Papers competition will discuss how they chose their subjects and prepared their papers, including the challenges of scheduling writing time into their full work schedules. Also get publishing advice and tips for submitting articles and paper to AALL professional literature.

Subsequent Case History May Not Show “Foundation Cracks”; Use *Shepard’s*® Table of Authorities to Choose Firm Footings

Underpinnings ... you hear it during case-law research, e.g., to check the underpinning of your case. But what does it mean?

Think of the underpinnings as the foundation. And like the foundation of a house, even an architectural masterpiece can be sitting on a foundation that’s ready to sink. The trick, of course, is to discover the foundation’s weaknesses before you build your house.

Shepard’s Table of Authorities (TOA) offers in-depth foundational analysis for your case-law research. While *Shepardizing*™ your case shows you how courts have treated that case subsequently, a TOA report delves into what’s happened to the cases that built the foundation of your case. It does this by showing you the cases your case cited and includes *Shepard’s* Signal™ indicators to show how these cases have been treated thereafter.

Here’s a hypothetical example:

A researcher *Shepardizes* Case A, and it seems to be good law (i.e., there is no negative subsequent treatment). But upon using the *Shepard’s* TOA for Case A, the researcher sees that Case A relies upon (aka “follows”) Case B, and that Case B has a red Warning *Shepard’s* Signal. When the researcher *Shepardizes* Case B, he discovers that it has been overruled or reversed (or the like) by Case C. Because Case A relies on Case B, which is no longer good law, the researcher determines that Case A itself is no longer good law.

Foundational erosion happens ... probably more often than you’d like to think. In fact, written opinions are filled with discussions about undermined cases. Some more recent examples:

“Moreover, the reasoning utilized in the second case relied upon by the Fifth Circuit in *United States v. Kelley* 140 F.3d 596 (5th Cir. 1998) was effectively overruled by *Groh v. Ramirez*, 540 U.S. 551 (2004).” *United States v. Evans*, 2007 U.S. Dist. LEXIS 5842, --- n9 (D. Mt. 2007)

“*Cunningham*, the case on which *Vanschoyck* relies, was based on *Arceneaux* and the cases that have now been specifically overruled. . . . Clearly, *Cunningham* no longer is in accord with the precedents of the Texas Court of Criminal Appeals.” *Vanschoyck v. State*, 2006 Tex. App. LEXIS 1936, *4 (Tex. App. 2006)

Consider adding *Shepard’s* Table of Authorities to your standard case-law verification checks.

Let’s walk through an example. If you look at the *Shepard’s* report for *Juncker v. Tinney*, 549 F. Supp. 574, you’ll see that it hasn’t received negative subsequent treatment. (In fact, positive treatment is indicated.) But is it still good law?

You can request a *Shepard’s* Table of Authorities report three ways:

1. Click the TOA link at the top of a *Shepard’s* report.
2. Click the TOA link at the top-right side of the screen while viewing a case.
3. Click the *Shepard’s* tab on the main **www.lexis.com** menu screen and choose the Table of Authorities option tab.

When your *Shepard’s* TOA report displays, it lists cases in the following order:

- U.S. Supreme Court
- U.S. Circuit Courts then U.S. District Courts in numeric order.
- Specialty courts
- State courts (alphabetically, highest court to lower court)

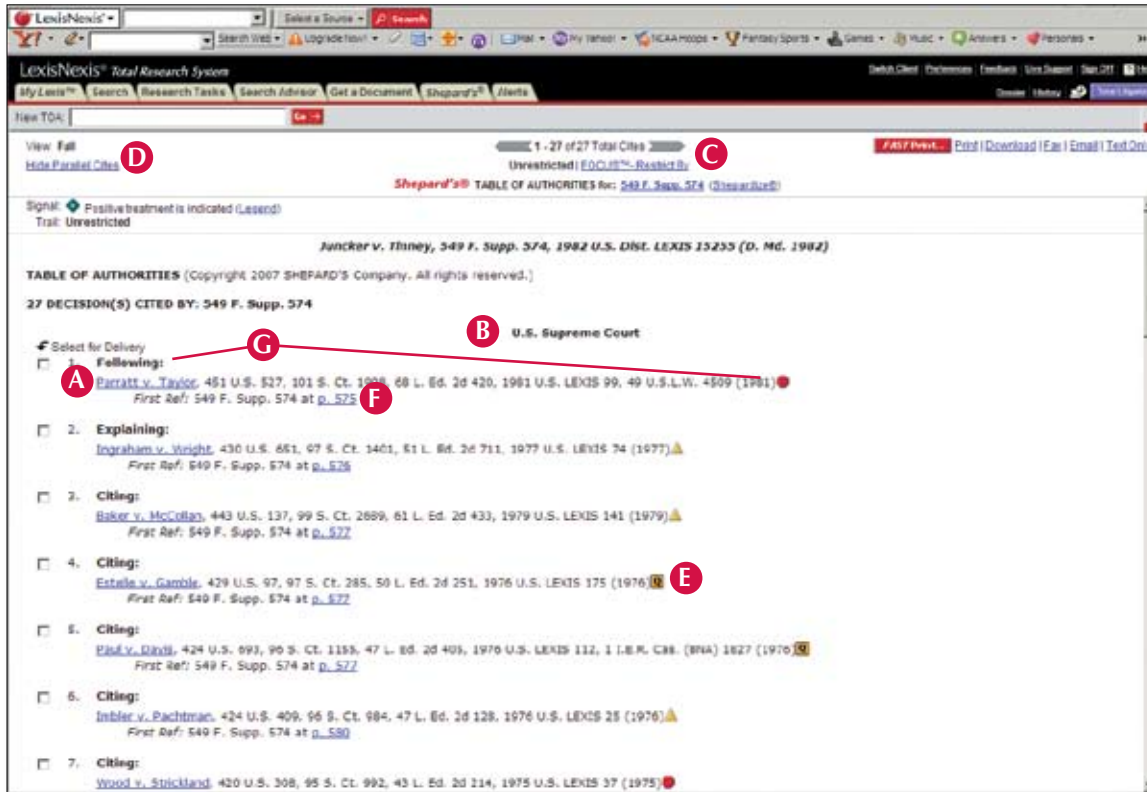
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Many of the features and functionality you find useful in *Shepard's Citations Service* are also available through *Shepard's Table of Authorities*, including the FOCUS™—Restrict By feature, “pinpoint” page citations and the ability to print Table of Authorities reports.

Here are more details:



- A View the full text of a cited reference by selecting the case name of that reference.
- B Note that cited references are organized by jurisdiction.
- C Use the FOCUS feature to narrow the Table of Authorities by searching for terms, specific facts, or points of law within the full text of the cited references.
- D Hide/show all parallel citations. (Default is Hide.)
- E The *Shepard's* Signal indicator previews the treatment and history of a cited reference. This indicator is also a link to initiate *Shepard's Citations Service* for the citing reference.
- F Jump to the first location in *Juncker* where *Parrott* is cited; use the First Reference link.
- G Editorial analyses in *Shepard's* Table of Authorities tell you how the citing case (e.g., *Juncker*) treated the cited cases (e.g., *Parrott*) but also how those cited cases (e.g., *Parrott*) were subsequently treated themselves.

Compile Detailed Background on Decision Makers With New LexisNexis® Executive Dossier

Q: How many LexisNexis searches does it take to get a current snapshot of that executive on your radar screen? It could be a new client, a prospect or an opposing party. You could be looking for conflicts of interest, or just trying to gain a better understanding of a company's leadership for an upcoming deal. Still you need all the pertinent facts.

A: One. That is, just one search in new LexisNexis Executive Dossier.

Click the [Dossier](#) link on your *lexis.com* menu screen, and now you have three options: LexisNexis® Company Dossier, LexisNexis® Industry Dossier and LexisNexis Executive Dossier. **LexisNexis Company Dossier and Industry Dossier** compile the best current business intelligence available through the LexisNexis services into a single, organized report on **specific companies and industries**. **LexisNexis Executive Dossier** brings you that same one-search convenience for compiling **executive** information.

Together LexisNexis Company Dossier, LexisNexis Industry Dossier and new LexisNexis Executive Dossier offer a complete corporate picture—reaching beyond news and corporate developments to include key financial health, executive backgrounds and hard-to-find details on internal corporate structures.

With a single search, LexisNexis Executive Dossier pinpoints biographical information, recent news, including negative news, legislative information, current SEC filings and recent case law associated with an executive.

And not only can you build executive profiles, but LexisNexis Executive Dossier can also **compile executive lists based on a variety of criteria** you select, such as **job function, geographic area, company revenue or specialty—even SIC or NAICS codes**. A perfect way to compile prospect lists, direct marketing target lists and more.

More than 58 million executives worldwide are covered in LexisNexis Executive Dossier, which gathers its intelligence from premiere executive resources, including *S&P Corporate Register of Directors & Executives*, *Dun's Decision Makers*, *Dun & Bradstreet® Executive Affiliations* and *Dun's Principals*, plus current news from more than 22,000 news and business sources. All combined into one, easy-to-browse report that's also simple to print, download or import into Microsoft® Excel® or CRM application.

You can also begin your research in LexisNexis Company Dossier, and link from the report to executive details.

LexisNexis Executive Dossier is now available through *lexis.com* Use it when you need it on a transactional basis. Subscriptions are also available. For more information on LexisNexis Executive Dossier—and all LexisNexis Dossier products—contact your LexisNexis account executive.

LexisNexis® Information Professional Update

Newsletter editions are also available at <http://www.lexisnexis.com/infopro/current/newsletter>

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