

### THE 2024 NLJ AWARDS: PROFESSIONAL EXCELLENCE—WINNING LITIGATORS

OCTOBER 28, 2024

**FINALIST: LATHAM & WATKINS' TONY SAMMI AND RACHEL BLITZER**

■ **Tell us about your biggest win from January 1, 2023 through June 1, 2024 and how you achieved the result for your client.**

A complete defense jury verdict in a multi-hundred-million-dollar trade secrets trial is extremely rare. But we delivered one—after almost a decade of litigation in the Northern District of Georgia, for Universal Alloy Corporation, who had been sued by Alcoa Inc. after UAC captured a portion of Boeing's business previously exclusive to Alcoa. With \$260 million at stake and complex aerospace technology at issue, this win required both a deep understanding of engineering and the ability to distill and contextualize the technology and claims for a lay jury. After nearly three weeks of trial, the jury verdict was almost immediate.



Tony Sammi and Rachel Blitzer

■ **Share two trial tips that have been key to your success.**

1. A jury's trust is invaluable. Earn it by telling them exactly what you are going to do ... and then actually do it. You'd be surprised how often attorneys don't follow through.
2. Make sure the jury understands why a witness is important within their first five minutes of testimony. Any longer and you've squandered the jury's attention and interest.