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Saul Ewing's energy strategy



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When Philadelphia-based law firm Saul Ewing opened its Pittsburgh office last May, Managing Partner [Dave Antzis](#) said it was prompted by Marcellus Shale activity. Clients promised more work if a Pittsburgh office was added and flying lawyers in from Philly and Harrisburg wasn't the most efficient way to operate. But of the 13 hires so far here, just one lawyer, [John Englert](#), formerly of K&L Gates, specializes in energy. Otherwise, Saul Ewing followed a full-service model for hiring. So, what gives?

"A lot of people jumped on the Marcellus Shale bandwagon and that's significant," Antzis said. "But we think Pittsburgh is an economic growth area and when new people come into your city, more hotels and roads are built, there's more construction, a lot's going on that involves more than energy. Business activity spawns litigation. Sometimes I'm not sure what an energy lawyer is. It's too confined to someone who practices energy law."

His broader-range approach hasn't hampered garnering energy clients.

"Two years ago, we didn't have any clients in the Marcellus Shale and now we have several significant ones and they're growing," Antzis said.

Saul Ewing wants to have at least 20 lawyers downtown by year-end. The practice areas he's looking to build? Real estate, bankruptcy and litigation, Antzis said.

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