



CAPEHART
SCATCHARD

ATTORNEYS AT LAW

Our First 125 Years



1876 2001

FRONT COVER:

Market Street, Camden c. 1893; Campbell Soup c. 1950; Camden County Courthouse c. 1950

Capehart & Scatchard

A HISTORY 125 YEARS IN THE MAKING

The year is 1876. It is the year of the United States of America's Centennial celebration and the summer in which General George Custer meets his destiny at the Little Bighorn in Montana. In Camden, New Jersey, 1876 marks the year that Thomas E. French, the founder of the law firm that is now Capehart Scatchard, began to practice law.

The French family moved to Camden prior to the American Civil War from the town of Atsion, NJ, where Thomas was born. "It is said that Mr. French's mother confined him to the front yard of their home when trains carrying Northern troops to the battlefields were passing through to avoid solicitations from the soldiers to join them as a bugle boy." In 1870, 15-year-old Thomas became a clerk to Mr. Benjamin D. Shreve in his office at 106 Market Street. This building, eventually purchased by Mr. French, was built by the



Thomas E. French

Cooper family in 1865, and also served as home to the Circuit and Common Pleas Court, and the courtroom was utilized by Supreme Court justices who rode the South Jersey circuit.



Camden City Hall c. 1896

After admission to the bar as an attorney-at-law in 1876, Mr. French soon left the employment of Mr. Shreve to open his own law practice in the very building in which he had clerked. In 1878, he partnered with Charles Garrison, a graduate of the University of Pennsylvania Medical School

who abandoned the medical profession for the practice of law. Mr. Garrison clerked for the office of Samuel Grey until being admitted as an attorney.



Market Street East from Second Street, Camden, NJ

By 1881, both Messrs. French and Garrison had become counselors-at-law, allowing them to argue cases before the New Jersey appellate courts.

Mr. Garrison became Chancellor of the Episcopal Dioceses of New Jersey in 1882, following in his father's footsteps, the Reverend Joseph Garrison,

who had been the rector of Saint Paul's Episcopal Church in Camden for over 20 years. He would be named Judge Advocate General on the staff of the Governor in 1884 and left the Firm in 1888 upon his appointment as Associate Justice of the State Supreme Court, where he served until 1920.

For a short time, Mr. French's brother-in-law, Mr. William Casselman, was a partner in the firm that was briefly known as Garrison, French and Casselman. Eventually, Mr. Casselman established the West Jersey Title and Guarantee Company, one of the first title companies in New Jersey. This business became one of the Firm's earliest corporate clients.

FRENCH AND RICHARDS

*S*amuel H. Richards, who had clerked for Thomas French since 1890, became a partner in 1896. Mr. Richards claimed to have been paid four dollars a week while a clerk at the Firm, eventually earning a raise to ten dollars per week upon his admission to the bar as an attorney in 1892. It is here that the formula for becoming a partner in the Firm is first heard. Mr. French's theory on choosing a partner, one that continues today, is clear.



Samuel H. Richards

His philosophy was that one selected a partner as you did a spouse since they both could have a great impact upon your personal and financial success and happiness.

It was during the early 20th century that the City of Camden began its metamorphosis from a small town, whose primary businesses were agriculture and transportation (at one time there were seven ferries connecting Philadelphia and Camden) to a center of industrialization with dozens of corporations that employed tens of thou-

sands of people and supplied the world with everything from “pens to battleships.” Census records show that between the years 1870 and 1920 the population of Camden City grew from 20,000 to 116,000 people.

The list of these growing companies included French and Richards’ clients, the Esterbrook Pen Company, which employed 15 employees in 1856 and would eventually come to have 450 workers producing 600,000 pens a day; the Pennsylvania-Reading Seashore Line, which

had consolidated control of most of Camden’s and South Jersey’s rail transportation by 1932, and the Victor Talking Machine Company, which would be bought by the Recording Company of America (RCA) in 1929.

The scope of the practice matched the diversity and breadth of their clients. While Mr. Richards became an authority in the fields of equity, jurisprudence, and



Broadway North of Walnut Street



City Scene: Second Street, Camden, NJ



Market Street East, Camden, NJ c.1893

real estate, Mr. French was considered to be one of the outstanding trial and corporate lawyers of his day. One of the continuing hallmarks of the Firm since its inception is that it practices in many areas of the law and does not specialize in any one area of expertise.

VICTOR TALKING MACHINE AND THE FIRM

*T*he tale of the Firm's relationship with the Victor Talking Machine Company and its founder Eldridge Johnson is one of the legendary stories of the Firm, and says as much for French and Richards' reputation as it does of their legal knowledge and courtroom prowess.

By 1905, the Victor Talking Machine Company was on its way to becoming the single largest industry in the City of Camden. Major musical artists considered being recorded by Victor an extraordinary honor. Shortly after signing a recording contract, Enrico Caruso was asked by a reporter who would write his biography. He replied, "My Victor records will be my biography." By 1917, sales of Victrolas reached over a half million a year.



Eldridge R. Johnson



*Second & Cooper Streets, looking southwest.
Old Victor Talking Machine Co. building, subsequently
enlarged to cover all the houses shown in foreground.*

Not all, however, were so pleased about or with the continued growth and success of Mr. Johnson's endeavors. It seems that Isaac Seligman, a shop owner at 117 Market Street in Camden, whose home and business abutted Victor Talking Machine's (VTM) workshops, was being adversely affected by the company's operations, and he decided to file suit. In

1905, VTM had constructed a building that housed a record making facility powered by two large boilers. Because of growing sales, the plant had increased its hours of operation from six o'clock in the morning until four o'clock in the morning. Mr. Seligman claimed that:

“The vibrations are shown to be about the same character and intensity as those occasioned...by the passage of trolley cars or of heavily-loaded trucks, the only difference being that those occasioned by the machinery are continuous.”

French and Richards represented Mr. Seligman in this case and won an injunction against the company that curtailed the hours of operation for VTM.

Needless to say, this put a crimp in the profits of the company. Legend has it that several VTM officials approached Mr. Johnson to discuss placing the Firm on retainer. He is said to have responded, “The company cannot afford to hire every lawyer who wins a suit against it.” The officials’ response to Mr. Johnson was, “But you can’t afford not to have lawyers like them working for you.”

Soon thereafter, French and Richards was retained to work for the Victor Talking Machine Company. The Firm’s work for VTM ran the gamut from drafting recording contracts for Caruso, Galli Curci, and many others, to copyright and patent infringements as well as the “general representation of the company.” This association continued even after the Radio Corporation of America acquired Victor Talking Machine in 1929. Blaine Capehart recalls,



“His Master’s Voice”

“The relationship with RCA lasted for many, many years. Mr. Richards drafted contracts for all the famous singers of the day, like Caruso.”

GROWTH AND CHANGE

*J*oining the Firm during the time of the Seligman case was Floyd H. Bradley. Born in 1884, he was the son of a Camden businessman who would later become a State Senator from Camden County. After graduating from Swarthmore College and Harvard Law School, Mr. Bradley joined the Firm

in 1907 and was made a partner in 1918. He was known as a legal technician who was an expert in the law of evidence and procedure. Mr. Bradley's accomplishments in the field of rail law, defending railroad crossing and negligence cases led to the Firm representing both insurance companies and other clients which sought their services. This early success would play no small part in the Firm's retention by the Pennsylvania-Reading Seashore Line when the Pennsylvania Rail Road Company and Atlantic City Rail Road consolidated in 1932. This relationship continued with Conrail which acquired that company in 1976.



Floyd H. Bradley

The routine of work in the offices of French, Richards and Bradley was set early on by the founder of the Firm. Mr. French, who lived on a farm near



Haddon Avenue Train Station

Swedesboro, New Jersey, rode the train into Camden and arrived in his office on the second floor by seven o'clock every morning. By that time, the janitor had picked up the Firm's mail at the local post office. Each day, Mr. French would sort the mail and place it on each addressee's desk. He would then read his own mail, taking the time to draft his

response in long hand which would await his secretary upon her arrival. He took the rest of the morning to conduct interviews or handle other business before he left at noon to take the train home. And so it would continue until his death.

Prior to Mr. French's passing, other changes were in store for the Firm during the tumultuous times of the Great Depression. The Campbell Soup Company,



Pennsylvania - Reading Seashore Line

one of Camden's few industries not adversely affected by the huge economic upheaval, was in search of space to expand its operations. By 1935, all of the property needed for the planned expansion had been purchased, every lot and building but one. In this path of industrial progress stood 106 Market Street, home of French, Richards and Bradley. This magnificent structure, then seventy years old, had become famous as the headquarters of the Firm



Campbell Soup production c. 1950

and was known in legal circles as the “Temple Bar” because of its connection with so many of Camden City and County’s distinguished legal luminaries.

For a time, Mr. French, who had purchased the structure in 1914, refused all offers to sell his beloved building claiming that moving his office would be akin to “parting with his birthright, like

selling his arm. I won’t sell and I won’t go anywhere else. I expect to remain here until I die and nobody can buy this property.” After some prolonged deliberations, Mr. William Chalmers, who handled negotiations for the soup giant, proposed a solution. If he (French) would agree to sell the building, Campbell’s would erect a building, of Mr. French’s design, and lease it to the Firm at a nominal fee. Included in this deal was the specification that any of the building’s tenants that wished to could move to the new site, 217 North Sixth Street, at the same rent as French, Richards and Bradley. This deal was reluctantly agreed to and on September 1, 1937, the Firm moved into its new home where it remained for over forty years.

UPHOLDING A TRADITION

*I*t was in this same year that Blaine Capehart, who had worked for the Firm since October 1, 1930, became a counselor-at-law. Blaine, from Pennsauken, New Jersey, had graduated from Camden High School in 1925. Asked in an interview why he chose to be an attorney, he replied, “I didn’t have any choice in the matter. My father told me I was going to be a lawyer.” He relates,

"I came back home one year after having a wonderful course in chemistry and I said to my father, 'I've decided I want to be a chemist.' And he looked at me with fire in his eyes and said, 'you're not going to be a chemist. You are going to be a lawyer... I've had bosses all my life and you're going to be your own boss.'" And in those days you did what your father suggested, commanded, rather."



Blaine E. Capehart

Looking through the Camden High School year-book, however, one discovers that it was not only his father who believed Blaine should practice law. Next to his graduation picture a classmate's comment, "He's got the 'makins' of a lawyer and we predict he will be a successful one."

Mr. Capehart graduated from Dickinson College in 1929. He was accepted at Harvard Law School and attended his freshman year there before being forced to leave due to financial hardships brought on by the onset of the Depression. With his father's help, Blaine secured a clerkship at French, Richards and Bradley. During this time, he attended Temple University Law School at night from which he graduated in 1933. Working as a clerk at the Firm, he was paid ten dollars a week, a rate that increased to twenty dollars upon his passing the New Jersey bar exam in 1934.

Mr. Capehart has set a shining example of how law was at one time practiced. "We believed the practice of law is a profession and not a business."

He, as the senior partner of the Firm, has carried on the beliefs of Mr. French and continues to influence the Firm's ideals of dedication and loyalty both to the Firm and the clients it represents. He states his case clearly, "We care about people....the people that I brought along and later that Bill [Scatchard] and I brought along, they are still here. We always wanted long lasting and satisfactory relationships."

While there is a sense of stability within the Firm itself, the same can be said for many of the Firm's clients, both corporate and private, many of which have entrusted their business to the Firm for over fifty years. Mr. Capehart offers, "We do our best to put the interest of the client first...the dollar is not the most important thing in life." As a current employee states, "If we take care of our clients, our clients will take care of us." And while the business credo of the Firm is firmly embedded in its Quaker heritage, it has a rich tradition of breaking new ground in the practice of law, as the years to follow would attest.

HARD TIMES

*I*n 1939, Blaine Capehart and Grace Heritage Smith were named partners and the Firm became known as Richards, Bradley, Capehart and Smith. Grace Heritage Smith's family had been neighbors of Mr. French when he lived in Swedesboro. After Grace graduated from Swarthmore College in 1929, Mr. French suggested that she attend law school at the University of Pennsylvania. After matriculating at that institution, Mr. French employed her to work part-time as a law clerk. Upon her passing the bar in 1933, Ms. Smith was offered a position with the Firm. With her admission to the bar, she became one of eight women lawyers practicing law in the City of Camden. Messrs. Capehart and Bradley worked together on matters relating to trial cases while Mr. Richards and Ms.



Grace Heritage Smith

Smith handled matters involving trusts, estates, foreclosures, receivership, and real estate.

The Great Depression severely impacted the City of Camden, its businesses and, of course, the many residents who lived there. Even a successful law firm would not escape its effects. In the early days of the Depression, French, Richards and Bradley was busy, especially with bankruptcies, foreclosures and restructuring monetary obligations. As times grew worse, insurance companies and large corporations, which represented the majority of the Firm's clients, began to suffer economically and unpaid legal bills led to cash flow problems. It was recommended by some larger clients that the Firm discount its fees for services by as much as twenty percent, a suggestion that was promptly heeded. In some matters, services were rendered in kind as in the case of a drug store operator who provided ham salad sandwiches to Mr.



*Launching of U.S. South Dakota
N.Y. Shipbuilding Company c.1942*



Plant of Esterbrook Pen Mfg. Co.

Capehart until his bill for services was satisfied. There are numerous instances of individuals represented by the Firm who paid in small installments for services rendered.

The economic instability of the times, combined with plant closings and layoffs, led to labor unrest among the major industries in

Camden. Labor unions appeared on the scene as strikes ensued. The first of these strikes occurred at the RCA plant. Successful negotiations led to the Firm representing other local employers facing strikes and other labor difficulties. RCA, New York Shipbuilding, Campbell Soup Company, R.M. Hollinghead Company, American Dredging Company, and Esterbrook Pen were just a few of the companies utilizing the Firm's expertise to settle labor disputes.



The Nipper Building

JUDGE WOOD AND BILL SCATCHARD

At one time, Mr. Richards was the Regional Vice President of the American Bar Association for Pennsylvania, New Jersey, and Delaware. Through this office, he became friends with the dean of Harvard Law School, who recommended one of his students, Alexander C. Wood III, known to friends as Sandy, for a clerkship with the Firm. Mr. Wood served his clerkship under the watchful eye of Mr. Richards and joined French, Capehart and Richards as an attorney upon passing his bar exam in 1939.

Despite his Quaker background, Mr. Wood enlisted in the Army in 1943, during the height of the Second World War, and served as a military police-



Alexander C. Wood III

man in North Africa. He was discharged from the Service at the end of hostilities with the rank of Captain and resumed his association with the Firm in 1946. In the interim, Mr. Bradley had suffered a debilitating stroke in August 1943 while on vacation. Despite hopes that he would recover well enough to resume his practice, he was unable to do so. With the absence of both Mr. Wood and Mr. Bradley, the bulk of the Firm's litigation and labor work fell onto the shoulders of Mr. Capehart, who, with the help of Ms. Smith, carried on until the return of Mr. Wood. Mr. Richards, who was now in his seventies, capably handled the Firm's estate and probate matters.

Upon the resignation of Mr. Bradley in 1949, the Firm name was changed to Richards, Capehart, Smith and Wood. With the retirement of Ms. Smith in 1956, the name was again changed to Richards, Capehart and Wood. In that same year, William B. Scatchard, Jr. was hired as an associate. Talking with Mr. Scatchard reveals that he, like Mr. Capehart, was not driven by a life-long ambition to become an attorney. He graduated from Rutgers University in 1950. When asked why he became a lawyer he replies,

"Because I didn't want to be a teacher...I became a history major but after a year of that I thought there was no way to make a living in history. I decided, against the advice of a university psychologist, to transfer to the school of education. I got far enough to practice teach and after practice teaching I decided that was not the way I wanted to spend my life. I honestly don't know what it was which directed me to law school... I must have been struck by lightning or God, or something."

Whatever his inspiration might have been, Mr. Scatchard enrolled in the University of Pennsylvania Law School and graduated in 1953. After serving a stint in the Air Force as an agent in the Office of Special Investigations, he returned to Camden and the offices of Arthur Lewis to complete the clerkship needed to take the New Jersey bar exam. Upon the completion of his clerkship and passing the bar, Mr. Scatchard accepted a position with the Firm before he was offered a position in the offices in which he had clerked.



William B. Scatchard, Jr.

CAPEHART & SCATCHARD

*M*essrs. Capehart and Scatchard disagree on how they first met. Mr. Scatchard claims he answered an advertisement in the *New Jersey Law Journal*. Mr. Capehart, on the other hand, believes that Mr. Lewis, who had been appointed as a judge to the appellate division of the State Supreme Court, had contacted him concerning his clerk and had recommended him. Mr. Capehart recalls, “Mr. Lewis informed me he was going on the bench and he had this young man, [William Scatchard] he thought would make a wonderful addition to our operation.”

Perhaps it is just coincidence or maybe a matter of fate, but Blaine Capehart echoes the words of his 1925 Camden High School classmate to describe his first impression of Bill Scatchard some fifty years later. “I thought he was a personable young man who had the makings of a good lawyer.” With the hiring of Mr. Scatchard, we see that Mr. French’s theory on choosing the right people still applies. In the words of Blaine Capehart,

“Is this the type of person I think I would want to associate with for the rest of my career?...The expectancy was that the relationship would be a long one. When you choose a partner take greater care than when you pick a spouse because during your life you will most likely spend more hours with the partner than you will with the spouse.”

Bill Scatchard’s first impression gives us a closer look at the keys to the long-term success of the Firm, which was in its 80th year upon his arrival. “The people were attentive. My work was primarily for Blaine Capehart, he was a good mentor and a very competent attorney. I learned a great deal from him. Sandy [Alexander] Wood, who later became Judge Wood, was a very intelligent, very competent guy, and an extraordinary gentleman. The relationship with the both of them was very strong. It was a pleasant working environment.”



Campbell Soup Company c.1958

Blaine Capehart sums up the overriding philosophy of the Firm:

“We care about people...if you can’t help people then what’s life all about. It doesn’t relate just to this Firm...if you can’t help somebody, you are not worth your salt.”

After practicing law for over 65 years, Mr. Richards became ill and passed away in 1957. The year 1960 saw Bill Scatchard become a partner and the Firm of Capehart, Wood and Scatchard was formed. But other changes



Camden County Courthouse c.1950

loomed on the horizon. In 1952, Mr. Wood became a municipal court judge in Moorestown in addition to working on non-jury trials, estate planning, and other matters for the Firm. In June of 1961, he was offered a Superior Court judgeship for Burlington County, which required him to leave the Firm.

Mr. Wood immediately called Blaine Capehart to seek his counsel. He felt a deep responsibility to his partners and the Firm, and was concerned what consequences his departure would have on his two friends. Blaine Capehart, in a response that is the true hallmark of “caring about others,” did not hesitate to tell “Sandy” to take the judgeship. Blaine remembers that phone conversation and the turmoil his friend was going through. “Character, understanding, loyalty [words he uses to describe his former partner], I said ‘Sandy, I would never stand in your way, you just take it.’ When we lost him, we lost a damned good lawyer.” Judge Wood’s departure led to the forming of Capehart & Scatchard soon thereafter.

While the Firm’s customs were anchored in the professionalism and civility of the 19th century, it was moving forward to broaden the scope of its practice to better serve the needs of its clients in the 20th century. Capehart & Scatchard began the process of enlarging the Firm to meet those needs. Joseph Georgiana was brought on board in June 1963 and Alan R. Schmoll, who had once clerked in the office of Judge R. Cooper Brown, came to the Firm in 1966. Having graduated from Rutgers University Law School in Camden in 1965 and passing the bar exam that same year, Mr. Schmoll was recruited by Mr. Capehart, who, at that time, was one of only two South Jersey attorneys handling management side labor relations work. By 1967,

the Firm had four attorneys handling matters in connection with defending corporations and individuals in civil and criminal matters.

The New Jersey Employment Relations Act of 1968 added more work to the Firm's caseload. Mr. Schmoll relates,

"Bill Scatchard became Solicitor for the Pennsauken Board of Education in the late 1960s, and the law changed in New Jersey to allow employees of public entities to organize in labor organizations. This led to a great deal of labor relations work for the Firm. Public sector employers frequently looked to attorneys who represented management in the private sector for help."



Alan R. Schmoll

Success in management side labor relations work led to referrals in public sector negotiation work. Overwhelmed by requests for quality legal counsel, the Firm hired Thomas Morgan as an associate in March 1969. A native of the metropolitan New York area, he had earned both his bachelors and law degrees from Duke University in North Carolina, and had practiced law there for over two years.

Having decided to return to the Northeast, Tom discussed being hired by Capehart & Scatchard. "Blaine and Bill were very able lawyers, they had a good client mix and an interesting practice. One of the things that impressed me about the Firm which became apparent was that there was a good sense of communication within the Firm. It was not a top down operation. There was more of a sense of give and take. I thought it was good that the two senior people were not afraid to hear suggestions from someone who was only a couple of years out of law school." Looking back on his thirty plus years with the Firm, Mr. Morgan clearly senses the continuities that are responsible for the Firm thriving in its 125th year. "I think that we have always had an exceptional group of people here. Not just the lawyers




"...an exceptional group of people."

but the technical and support people who have always been excellent. It's not the contribution of just any one person which makes the organization successful, but the contribution of people from all areas of the Firm. The strengths of Capehart & Scatchard lie not just with its employees but also with its clients and the relationships that have been nurtured and maintained through the generations.

"People in the Firm still regard the practice of the law as being serious business. Conducting it with a high regard for the best interest of the client and attempting to do the best one can for the client...I would like clients to know that we value the relationship we have with them greatly. I'm talking about the type of relationship in which the client trusts us and values our representation in more than one area, and for more than just a short period of time. The success of this Firm can be, in large measure, attributed to consistently satisfying clients and maintaining those relationships over the years."

It should not be surprising then that Mr. Capehart handles the legal matters of the children and grandchildren of clients he represented when he first joined the Firm.

A NEW ERA

 On June 30, 1970, Capehart & Scatchard was incorporated as a professional corporation. This began an era of written employee contracts, company paid medical and life insurance benefits, and ultimately a profit sharing plan for all professional employees. While these actions were taken to benefit its employees, the Firm was consistently seeking ways to better serve the needs of its clients.

Perhaps no other decision made by the Firm demonstrates this as well as the flexibility of Blaine Capehart and Bill Scatchard, their willingness to listen and consider the opinions of a junior attorney, than their decision to move from the City of Camden. By the 1970s, Camden's industrial base had long since relocated and the majority of the Firm's clients were no longer in



Thomas H. Morgan

the city. This economic decline, along with the fact that Capehart & Scatchard had outgrown its small two-story building, led to the decision to relocate. Tom Morgan, then with the Firm less than ten years, posed the question,

“Why are we here? Does the Firm being situated in Camden have any real benefit to our clients?”

So, in 1978, Capehart & Scatchard left Camden after one hundred and two years, and opened new offices in Moorestown, New Jersey. As a final gesture, Blaine Capehart donated the building at 217 North Sixth Street to Rutgers University. Today, the Capehart Building houses the University’s alumni services center.

As Capehart & Scatchard entered its second century, the shareholders and the Firm were making their mark on the profession of law and the communities they served. In 1983, Bill Scatchard was appointed to the New Jersey Bar Association’s Board of Trustees. This occurred ten years after Blaine Capehart had been named by the New Jersey Supreme Court to its Advisory Committee for Professional Ethics. Alan R. Schmoll was selected as the Solicitor for Washington Township’s Board of Education. This appointment led to the Firm’s establishment as a major player in school law matters, adding to its previously established Public Sector Labor Practice.

Thomas J. Mannion, Jr. came aboard Capehart & Scatchard in 1972. During his tenure, not only was he instrumental in building the workers’ compensation practice but he has also carried on the tradition of civic involvement for the good of the judicial system as a whole. Tom recently completed serving a three-year term as the Chairman of the Workers’ Compensation Section of the New Jersey Bar Association. He is currently a member of the State Workers’ Compensation Commission on Judicial Performance. Robert A. Baxter, another promising attorney with a bright future, joined the Firm in 1975. While Mr. Baxter served as Chairman of the Civil Trial Bar section of the New Jersey State Bar Association, he was appointed by the New Jersey Supreme Court to serve on its Civil Practice Committee, a panel of thirty attorneys and judges charged with developing rules for civil practice by which all New Jersey attorneys must abide. Shareholders Richard T. DeCou and Bruce L. Harrison either began their successful legal careers at the Firm or joined it shortly after they passed the bar in the early to mid 1970s. Mr. Harrison took the management baton from Mr. Rizzi when he assumed the position of Managing Shareholder in 1997.



Thomas J. Mannion



Bruce L. Harrison

The Firm saw exciting growth in the 1970s and 1980s. In addition to Tom Mannion, Bob Baxter, Bruce Harrison, and Richard DeCou joining the Firm, Glenn Paulsen began his association with Capehart & Scatchard in 1972. He left the practice to pursue a career as a civil servant in 1983. Working for the State of New Jersey, Mr. Paulsen served as the Director of the Division of Workers' Compensation from 1983 - 1986. In that year, he was appointed Assistant Commissioner of the Department of Labor. He

was later named Director of the Division of Motor Vehicles. It was in 1994 when he rejoined the Firm, opened its Trenton office, and began the Firm's Regulatory/Governmental Affairs practice. Former Deputy Attorney General Carmen Saginario Jr. joined Mr. Paulsen to assist in that effort. Together, along with additional support, they represent the interests of private sector clients affected by an action, or inaction, of a State, County or local governmental entity.

Capehart & Scatchard continued to break new ground in the practice of corporate law with its roots firmly embedded in the pride and professionalism that has supported the Firm since Mr. French hung out his shingle on 106 Market Street some one hundred and twenty-five years ago.

The year 1985 witnessed Capehart & Scatchard taking a dramatic step back into the practice of corporate defense, which had been the backbone of

the Firm's client base in its early days. William E. Reifsteck, an experienced attorney with an extensive background in business and commercial law, joined the Firm along with Peter S. Bejsiuk. Soon thereafter, Charles A. Rizzi, Jr. was recruited and the trio launched the Firm's Business and Commercial practices. This move signaled the Firm's branching out from the insurance defense practice that had comprised a majority of its more recent work. Bill Reifsteck relates, "We kind of blazed a new trail. I thought that a business and commercial practice

would be a nice complement to the existing insurance-oriented work. It was also nice to have a growing firm to support your efforts."



Richard T. Decou



William E. Reifsteck

With the development of business and commercial sections in the Firm's practice, corporations with a national as well as a worldwide presence became clients of Capehart & Scatchard. Chrysler Financial Corporation, McDonald's, Volkswagen, Mitsubishi, and Kentucky Fried Chicken are just a few of the recognizable corporate names that have come to depend on the Firm's representation. As in the past, it is the Firm's reputation that attracts potential clients. Bill Reifsteck relates the importance of providing superior client service,

"I would say that commercial work is 90% generated from referrals. For example, our files from Mitsubishi originated from counsel in California. We just received a call from a major foreign car manufacturer which is having some problems. They called Volkswagen and Volkswagen advised them to contact Capehart & Scatchard. As soon as you make one client happy, they seem to send you someone else. Consistently satisfying clients and producing favorable results has largely been our means of success within this area of practice."

The success of the Firm's business and commercial practices has led to increased responsibilities for Charlie Rizzi and Peter Bejsiuk. Mr. Rizzi is a



Laurel Corporate Center, Mt. Laurel, NJ

former managing shareholder and Mr. Bejsiuk was elected to that post in early 2001. Last year, the New Jersey Bar Association named Mr. Bejsiuk President of the Board of Trustees of its Banking Law Section.

In a bold move, driven by Tom Morgan's vision of where the epicenter of South Jersey's business and corporate growth would occur, the Firm doubled its office space by moving in 1988 to Whitesell's Laurel Corporate Center. In keeping with the

Firm's history of long lasting relationships, Capehart & Scatchard remains the only original tenant in that corporate complex.

Since the mid-1990s, the Firm's Workers' Compensation practice has doubled its caseload with the addition of numerous North Jersey clients and from winning multiple bids. Today, it thrives as a statewide practice.

Another major development occurred when the Firm instituted a Public Finance practice with the hiring of Brian P. Kowalski in 1998.



Bill Scatchard & Blaine Capehart

With each new endeavor that moves Capehart & Scatchard into the twenty-first century, there are constant reminders of its rich traditions of the past. The year 2000 witnessed Blaine Capehart being honored for his seventy-year association with the Firm and his sixty-five year membership to the New Jersey Bar Association.

Also celebrating were Bill Scatchard and Bill Reifsteck, who had enjoyed forty-five years of membership with the New Jersey Bar.

Bill Scatchard speaks of his relationship with Mr. Capehart,

"What can be a better memory than having been a partner with someone since 1960? In all of those years, we have never had an argument or a significant disagreement. It just doesn't get any better than that. That's my relationship with Blaine Capehart. It's been extraordinary. He's a remarkable person and we have had a good run together. We had some achievements and some disappointments. That relationship and many of the incidents that flow from it have clearly been the most memorable aspects of being here. . . In 1960, there were two of us and three secretaries. Today, there are forty-five lawyers and over one hundred and twenty people."

And so, in the year 2001, times have changed since the Firm opened its doors in 1876. The ideals, however, on which it was originally founded have not. There is a sense of responsibility within Capehart & Scatchard to both clients and colleagues. Quality work, fairness and reliability are the words Blaine Capehart uses when asked how he would want the Firm remembered. These words are not catch phrases to be utilized as a slick marketing tool.

Capehart & Scatchard, its shareholders, associates, and support staff realize that success is born from hard work, honesty, and a willingness to place the interest of the client above all else. Tom Morgan sums up the basic philosophy of the Firm when he says,

“We are a team of professionals who are committed to the practice of law, the best interest of our clients being paramount. The matters we have handled, the good results that we have obtained for our clients in all kinds of different matters. Not just litigation but contract negotiations and the representation of public bodies and public entities. I think that this Firm has demonstrated over and over again that we are honest, very competent, and that we genuinely care about our clients’ needs. You must be a person of your word.”

And so, the legacy of Thomas French continues as Capehart & Scatchard embraces its rich past and moves boldly onward to its next 125 years of growth and prosperity.



125th Anniversary Celebration preparations...



Research conducted and text prepared by John R. and Joanne M. Seitter.
Historical photos courtesy of the Camden County Historical Society.



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