

manufacturing

POOL MANUFACTURER

For more information contact your Conner Strong & Buckelew representative at 1-877-861-3220.

THE ISSUE

A large manufacturer of residential swimming pool equipment was one of many defendants in a litigation matter involving the death of a minor. Despite their attempt to resolve the matter, several insurance carriers refused to enter into mediation causing a significant roadblock to resolution. In addition, the primary carrier asserted that legal defense costs were not included in the deductible/aggregate of the policy, potentially costing the manufacturer millions of dollars.

OUR RESPONSE

Conner Strong & Buckelew's claims professionals actively managed this claim, working tirelessly towards a resolution. By utilizing their experience, leveraging strong carrier relationships, and effectively working with the client's outside counsel, they were able to:

- > Convince the primary carrier to tender policy limits to the umbrella carrier
- > Work with monitoring counsel to get the excess carrier to concede on the potential denial of coverage
- > Convince the excess carrier to participate in the mediation settlement discussions and make a reasonable contribution to the proposed settlement
- > Serve as facilitator between the excess carrier and the client during mediation

THE RESULT

The coordination of Conner Strong & Buckelew's efforts led to a successful resolution of this claim without a trial, saving significant legal costs and preventing negative publicity. The client personally wrote us a thank you letter, recognizing that Conner Strong & Buckelew's guidance and strong carrier relationships made all the difference in this case.

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