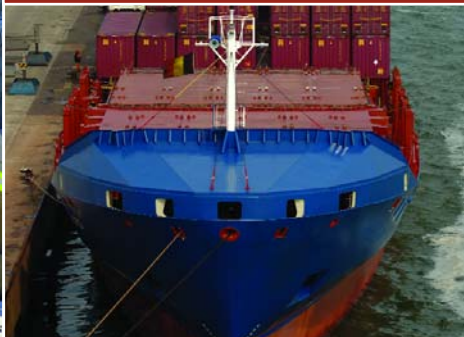




SUBROGATION
AND RECOVERY



COZEN
O'CONNOR®

UNITED STATES OFFICES:

Philadelphia, PA

Atlanta, GA

Charlotte, NC

Cherry Hill, NJ

Chicago, IL

Dallas, TX

Denver, CO

Houston, TX

Los Angeles, CA

Miami, FL

New York, NY

Newark, NJ

San Diego, CA

San Francisco, CA

Santa Fe, NM

Seattle, WA

Trenton, NJ

Washington, DC

West Conshohocken, PA

Wilmington, DE

INTERNATIONAL OFFICES:

London, UK

Toronto, Canada

Cozen O'Connor has subrogation and recovery programs in place with most of the major property and casualty underwriters in the United States, the United Kingdom and Canada, as well as with many international and regional insurers.

NEW YORK



For almost four decades, Cozen O'Connor has been maximizing subrogation recoveries from legally responsible third parties on behalf of the insurance industry.

CHICAGO



Revenues achieved through an effective and well managed program will significantly enhance the profitability of claims and underwriting operations.

DALLAS



We represent primary insurers, reinsurers, self-insurers, insurance syndicates, third-party administrators, managing general agents, insurance brokers and agents, and independent adjustment companies.

ATLANTA



We are focused on providing timely and accurate investigation and analysis of losses for subrogation and recovery potential including on-site investigation by the Firm's attorneys.

Cozen O'Connor partners with our clients by handling subrogation and recovery claims on a contingent fee basis. The Firm does not charge our clients on an hourly fee basis for investigative, research and other legal services. There is no fee for our work on any claim that does not produce a recovery.

PHILADELPHIA



In recent years, Cozen O'Connor has recovered in excess of \$200 million annually for our subrogation and recovery clients. These recoveries arise from losses involving fires, explosions, structural collapses, energy claims, boiler, machinery and equipment failures, gas and water leaks, and from a wide variety of nature induced losses including windstorms, floods and hurricanes. Cozen O'Connor is able to respond to the needs of our clients by deploying attorneys from our 21 U.S. offices, situated strategically in all major population centers across the country, as well as from our international operations based in London and Toronto. In addition to our almost 40 years of experience in handling property damage losses, we have unparalleled attorney expertise in ocean and inland marine, environmental, energy, boiler and machinery, and fidelity and surety claims.

Our attorneys have successfully prosecuted tens of thousands of subrogation claims, involving complex legal, technical and forensic issues and evidence. Our cases range from major catastrophes to highly complex industrial/commercial losses to smaller scale business and personal lines claims.





SUBROGATION IS A SPECIALIZED PRACTICE AREA
demanding experience and expertise.



Cozen O'Connor's subrogation and recovery attorneys focus exclusively on third-party responsibility for your losses. Our team of 125 plus attorneys practice exclusively in this highly complex and challenging field of commercial litigation. Our investigative, research and legal skills are continually honed so as to establish the standard of excellence in litigating commercial disputes and recovery claims in specialized areas such as products liability and construction failures. Our collective experience and knowledge make us uniquely qualified to represent your interests.

BECAUSE OF COZEN O'CONNOR, MANY LEGAL PRECEDENTS HAVE BEEN ESTABLISHED
which protect and preserve the insurance industry's rights to pursue subrogation recoveries.



MARITIME, OCEAN MARINE, INLAND MARINE AND TRANSIT LOSSES

Our maritime subrogation group is comprised of nationally renowned litigators who have handled ocean marine, inland marine and other transportation claims for several decades on behalf of most major marine underwriters. Our maritime subrogation attorneys and recovery analysts specialize in the investigation, analysis, evaluation and handling of subrogation claims for all lines of marine insurance. Our attorneys are based in most major ports and other critical transportation locations within the U.S., and we have corresponding counsel relationships with attorneys throughout the world which enable us to take immediate action on behalf of our clients in all international venues. Our attorneys have a profound understanding of the complex statutory framework governing marine losses, as well as potentially applicable time bars and notice/suit requirements. We have authored a series of papers addressing recovery issues arising in ocean and inland marine subrogation claims, including a survey of an insurer's subrogation rights under the pertinent statutory framework including the I.C.C. Termination Act, the Carriage of Goods by Sea Act (COGSA), and other relevant statutes.

INTERNATIONAL SUBROGATION AND RECOVERY

Cozen O'Connor's Subrogation and Recovery Department has a full complement of attorneys in our two international offices located in London and Toronto. Our London subrogation group handles claims throughout the United Kingdom and Europe. Our Toronto subrogation group is licensed in Ontario Province, which allows our Canadian attorneys to practice in every Canadian province, with the exception of Quebec, where we partner with local counsel. We similarly have corresponding counsel arrangements with commercial litigation firms throughout Europe, Latin America and Asia. Our foreign local counsel work with us on a contingent fee basis wherever permitted by applicable law, thus further reducing legal expense to our clients. Our subrogation attorneys are fluent in many foreign languages, including Spanish, German, French, Italian, Russian, Finnish, Swedish and many other languages. We currently have active subrogation claims in over 40 international jurisdictions throughout the world.

OPERATION GOLD® (pending and closed file review)

For clients who enter into new Subrogation Programs with us, we offer comprehensive evaluation of all pending and recently closed files that did not produce a subrogation recovery to determine if there is any overlooked, viable subrogation claim which may be pursued. A file analysis report is prepared for each claim, summarizing all pertinent information regarding the circumstances of the loss and potentially responsible parties. There is no cost or fee to our clients for conducting our Operation Gold® reviews. In addition to having identified and perfected numerous, substantial recoveries for our clients under our Operation Gold® program, we also utilize this as a teaching tool for private client training by focusing upon legal, forensic and claims issues that may have resulted in lost recovery opportunities so as to further enhance our clients' subrogation revenue.

CHARLOTTE



SUBROGATION DEMANDS TECHNICAL AS WELL AS LEGAL EXPERTISE.

All of our subrogation attorneys undergo extensive training in the technical and legal issues which we frequently encounter in handling your subrogation and recovery claims.

OUR ATTORNEYS

Cozen O'Connor's Subrogation and Recovery Department is comprised of more than 125 attorneys who focus exclusively on subrogation and recovery claims. Our attorneys are admitted in 43 separate state courts, and virtually every federal district and appellate court throughout the country. For those very few jurisdictions where our attorneys are not licensed, we secure our attorneys' admission on a pro hac vice basis. All of our subrogation attorneys participate both in formal and informal training programs which enable us to stay on the cutting edge of all legal, claims and scientific developments germane to the subrogation and recovery area.

QUALITY ASSURANCE

All Cozen O'Connor subrogation and recovery attorneys who have been practicing for less than 10 years undergo a regular, comprehensive audit of the quality of their file handling which is conducted anonymously by senior subrogation attorneys serving on our Quality Control Review Committee. In addition, all jumbo losses in excess of \$500,000 are reviewed independently by another senior subrogation attorney before any closing recommendation is provided, to ensure that no subrogation potential is overlooked in any file assigned to us.

ELECTRONIC LIBRARY AND EDUCATIONAL SERVICES

Cozen O'Connor has a strong commitment to providing educational and training services to our clients, without charge. We have designed programs for most major insurers, supported by our electronic library which contains more than twenty 50-state jurisdiction comparative charts, and over 250 papers and reference materials authored by our firm's subrogation attorneys on every issue of importance in the subrogation and recovery profession. Cozen O'Connor is an approved CE and CLE provider in many states. Claim professionals employed by our clients can satisfy their licensing requirements through our subrogation educational programs.

SEATTLE





EARLY INVESTIGATION IS THE KEY TO ENHANCING YOUR SUBROGATION REVENUES.

The sooner our team of specialists is brought into the picture, the better we can assist in your recovery efforts.

Cozen O'Connor's High Recovery Ratios result from our early investigation methodology.

Our Hot Lines Are Open 24 Hours A Day, 7 Days A Week.

OUR SUCCESS

The blueprint for a successful subrogation claim is best designed within 24 to 48 hours following the occurrence of the loss. The keystone of our industry-leading performance standards is immediate notification of all large losses to our firm, thereby enabling our attorneys to coordinate an immediate - and highly cost effective - investigation into the cause of the loss and potential third-party responsibility. Since all of our work is performed on a contingent fee basis, our clients' costs are substantially reduced by avoiding or limiting outsourced services on an hourly fee basis to investigators and adjusters. When appropriate and approved by our clients, we go to the loss site and supervise the field investigation, ensuring that relevant evidence is properly identified and preserved, and that potentially responsible third-parties are placed on notice and offered a supervised opportunity to conduct a scene examination.

Our clients can reach our subrogation attorneys 24 hours a day, 7 days a week, by calling our central hotline, 800-523-2900 or by calling the hotline at any of our office locations. We also provide our clients with home and cell telephone numbers for each of our attorney managers so that we can be contacted after business hours or on weekends regarding any new loss or other important matters.

Through our expert database, we maintain home and cell telephone numbers for expert forensic consultants with whom we work throughout the country, as well as internationally. This enables us to contact and retain consultants for new losses during non-business hours to insure their immediate availability to assist us on emergency scene investigations.



OUR SUPPORT

Forensic Experts and Consultants

Cozen O'Connor maintains an extensive database of fire cause and origin experts, forensic engineers, technical consultants and other scientific specialists to assist in the initial analysis of a loss, and to work with us throughout the life of the case. This database enables Cozen O'Connor to retain highly qualified experts located in close proximity to a loss who can reach a loss site quickly and conduct an investigation cost effectively. Each approved expert listed in our database has an established track record of investigating and testifying in subrogation cases, and has demonstrated the integrity, demeanor, analytical ability and technical expertise necessary to serve effectively the interests of our clients. We grade all experts in every claim that we handle, and maintain all expert resumes, reports and testimony for future reference.

In-House Investigative Services

The expertise of our Director of Investigative Services, Joseph R. Rizzo, former Fire Commissioner of the City of Philadelphia, is offered to our clients without charge. Mr. Rizzo's lifetime of dedicated public service and active involvement with associations of firefighters and other public service fire professionals, facilitates our ability to work closely with fire and police authorities as part of our subrogation and recovery investigations.

COZEN O'CONNOR HAS IDENTIFIED EXPERT CONSULTANTS

with the specific background, experience and skill level required for the particular demands and unique issues involved in each loss. We also maintain numerous electronic databases for comprehensive client reporting.

OUR TECHNOLOGY

Client Reporting

Our attorneys immediately acknowledge all files by e-mail and provide regular and thorough status reports on all significant developments. In addition to our attorneys' case specific reports, Cozen O'Connor's Subrogation Department offers two levels of comprehensive electronic reporting for all pending and closed files.

For clients who enter into Subrogation Services Agreements with a minimum three-year term, we offer utilization of our unique Subrogation Claims Database, which provides for internet-accessible, real-time reporting with numerous fields of information for each subrogation claim. Our Subrogation Claims Database utilizes the highest levels of security to insure the protection of your claims data. Our systems offer comprehensive reporting features, including performance summaries for all active and closed files. Reports can be generated independently by our clients, or Cozen O'Connor will provide them at our clients' request.

For files that are assigned on a pilot or intermittent basis by clients who have not yet entered into a contract with us, we provide monthly and quarterly electronic spreadsheets, which are exported from a real-time database maintained by our subrogation attorneys, including projected and actual recoveries and other pertinent subrogation metrics.

Subrogation Databases

Cozen O'Connor's Subrogation and Recovery Department has a number of robust databases designed to ensure that our clients have access to the most current information relating to product defects, including repetitive failures and other technical and forensic data. We track all product liability claims by manufacturer make and model, and cross-reference failure modes so as to identify recurring manufacturing and design defects. We subscribe to numerous services which provide immediate updates on statutory amendments and decisional law impacting theories of liability and affirmative defenses, and track all decisions impacting the insurance industry's subrogation rights.

NSS

National Subrogation Services, LLC

National Subrogation Services, LLC (“NSS”) is a Cozen O’Connor subsidiary dedicated to handling first-party subrogation claims below the threshold of losses handled by Cozen O’Connor. NSS provides comprehensive and professional subrogation and recovery services for small to moderate sized property, automobile, inland marine (trucking and railroad), fidelity and related first-party lines, on a national and international basis. NSS has more than 25 recovery analysts with strong backgrounds in property, energy, inland marine, environmental, and ancillary underwriting lines of business. NSS’s management team is comprised of former insurance company managers with decades of experience in managing subrogation business units.

Like Cozen O’Connor, NSS offers comprehensive electronic reporting for all subrogation claims, including internet-accessible, real-time reporting with numerous fields of information for all pending and closed files for clients who enter into Subrogation Services Agreements.

For additional information, contact Sherri Kaufman, Director, at skaufman@nationalsubrogation.com, 877-983-3600, or Jerry Nolan, Assistant Director, at jnolan@nationalsubrogation.com, 877-983-3600.

MSS

Maritime Subrogation Services, LLC

Maritime Subrogation Services, LLC (MSS) is a subsidiary of Cozen O’Connor dedicated to handling ocean marine (wet) subrogation claims on behalf of our national and international clientele. MSS works seamlessly with our Maritime Subrogation Group, typically focusing on claims below the threshold of losses handled by Cozen O’Connor. Within the specialized discipline of maritime subrogation claims, MSS’s recovery analysts have extensive experience in all lines of marine losses, including allisions, vessel fires, hull damage claims, marina losses, and all related maritime lines of business.

Like Cozen O’Connor, MSS has corresponding counsel relationships with maritime attorneys throughout the world, enabling us to act immediately and cost effectively on behalf of our clients to investigate, pursue and perfect all maritime subrogation claims in any international venue.

The prompt notice requirements applicable to many ocean and inland marine claims make it important for our clients to notify us immediately of any maritime loss so that your subrogation rights can be preserved. For additional information, contact Mika Hallakorpi, Director, at mhallakorpi@maritimesubro.com, 866-913-0013.



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GETTING STARTED

For additional information concerning Cozen O’Connor’s subrogation and recovery services, please contact Elliott R. Feldman, Chair, or Kevin J. Hughes, Vice-Chair, National and International Subrogation and Recovery Department, or visit our website at www.cozen.com to access additional information regarding our subrogation resources, including a directory of our attorneys, and a comprehensive survey of our electronic library and educational bulletins.

LONDON



DENVER



SAN FRANCISCO



LOS ANGELES



HOUSTON



SAN DIEGO



TORONTO





COZEN

O'CONNOR®

PRINCIPAL OFFICE

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