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Smashing Records in the Courtroom and at the Negotiating Table

Litigator Par Excellence Daniel J. Callahan

When medical instruments manufacturer Beckman Coulter hit a logjam in its efforts to resolve a longstanding dispute with the supplier of a key component, it turned to Santa Ana's Callahan & Blaine and attorney Daniel J. Callahan.

After a three-month jury trial, the Fullerton-based company was awarded \$934 million in its breach-of-contract suit against its multibillion-dollar rival Flextronics International Ltd. **The 2003 jury verdict was — and still is — the largest in Orange County history.**

Four years later, when two San Clemente women were left quadriplegic after being struck by a hit-and-run driver while jogging in a bike lane on Pacific Coast Highway, they, too, turned to Callahan. In the **largest personal injury settlement in U.S. history**, the City of Dana Point and its insurers paid the plaintiffs \$50 million in cash.

The Will to Win

Results like these are all in a day's work for Callahan, a tenacious and aggressive litigator who has garnered many of the legal profession's highest honors — and more than \$1.35 billion in verdicts

and settlements in the last five years alone. In another prominent case, this year he and his team won an \$8.4 million settlement for a distributor of Wolfgang Puck self-heating coffee lattes following an FDA recall of the product.

"We have the will to win, and we do," says Callahan, a much sought-after lecturer on trial skills and strategies. While Callahan's primary focus is complex business and employment litigation, he also handles select catastrophic personal injury cases.

Callahan & Blaine, a 22-attorney boutique litigation firm, has represented businesses of all types and sizes, foreign and domestic, including such well known companies as 7UP, Ricoh Electronics and Mitsubishi.

Callahan notes that the firm also has significant experience in obtaining insurance coverage to help defray clients' legal expenses. It is an established leader in obtaining coverage for trade secret and other business litigation cases, setting both state and national precedent. Partner Ed Susolik is chair of the Insurance Law Section of the Orange County Bar Association and an adjunct professor of insurance law at USC.



After graduating from the University of California School of Law at Davis, where he served as editor of the Law Review, Daniel J. Callahan established Callahan & Blaine in 1984. Today, he is one of the country's premier litigators. When not in the courtroom or at the negotiating table, he enjoys spending time with his wife, Maureen, and children Caitlin and Michael cheering on the Lakers and the Angels.

"If a client no longer has to worry about mounting legal fees, they can focus on the merits of the case and not be bludgeoned into settling for less than they're entitled to or unnecessarily making a payment when they are not obligated," Callahan says. *"That changes the dynamics and leverage in the case."*

Before initiating litigation, Callahan says he takes the time to understand the client's business and true objectives, drawing on his nearly 30 years of experience as a litigator in counseling clients. *"We don't go blindly into litigation without taking into account the client's relationships with customers, vendors and third parties."* For example, he explains: *"The last thing we want is a Pyrrhic victory where the client wins but at an unacceptable cost."*



- *National Law Journal*, Top 10 Attorneys In the U.S., 2004
- California Business Litigation Attorney of the Year, 2003, *California Lawyer* magazine
- Business Litigation Trial Attorney of the Year, Orange County Trial Lawyers Association, 2000 and 2004
- *Best Lawyers in America*, 2005, 2006, 2007, 2008
- *California's Preeminent Attorneys* - Martindale-Hubbell® (highest rating – from inception to present)
- *Super Lawyer* (Top 50 in Orange County) from inception to present

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