

NEWS & INSIGHTS

Your Trucking Attorney Choice Could Make or Break Your Case

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Why It Matters

Too many trucking companies are getting burned by generalist attorneys who learn on your dime.

By the Numbers

The problem: Most insurers treat all attorneys as interchangeable, focusing on hourly rates rather than total case costs.

The reality check: Would you trust a walk-in clinic doctor to perform neurosurgery?

What's Happening

At every phase, knowledge gaps hurt:

- **Accident response:** Generalist attorneys miss ECM protocols and drug/alcohol testing requirements
- **Discovery:** They don't know logbook discovery limits or drug and alcohol confidentiality rules
- **Trial:** Plaintiffs exploit their ignorance to mischaracterize regulations

The Bottom Line

A recent trial illustrates the stakes: A plaintiff attempted to twist pre-trip inspection requirements to pin liability on my driver. Without trucking expertise, they would have succeeded. Instead, my specialized knowledge flipped the script – exposing the plaintiff's deception and undermining their credibility with the jury.

What You Can Do

Before you need them:

- Demand counsel selection rights in insurance negotiations
- Require insurers to use trucking-specialized attorneys
- Inquire as to the trucking experience of the attorney your insurer provides
- Ask your insurer, "Why not commit to a trucking experienced attorney?"
- Engage an attorney today, pre-accident, to understand your systems (ECM, telematics, etc.)

The upshot: Trucking law is specialized. Generalist attorneys cost more in the long run – you pay for their education while they learn trucking on your cases. Let alone the payout at the end.

Go deeper: Don't let insurers' cost-cutting on attorney selection become your liability nightmare.

If you have any questions about choosing a defense attorney experienced in trucking, please [contact me](#) at any time.

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