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PUBLIC INSURANCE ADJUSTERS, INC.

## Case Study

SUNCO CABINETS, INC.

On February 2, 2011, heavy snow caused a roof collapse at the Sunco Cabinet manufacturing facility in Easton, Massachusetts. As the roof caved, the entire building collapsed in on itself, destroying everything inside, but miraculously leaving the fifty people who had been inside the building unharmed.

before



Sunco looked to SMW to help them with the massive and complex insurance claim involving everything from business interruption, business and personal property, code enforcement issues, and total loss of stock and inventory. The company had custom cabinets on order, and had to find another vendor to help them get the product out.

SMW managed all of this, and in less than a year, a new 140,000 SF building was completed, thanks to a \$14.3 million insurance settlement negotiated by SMW. David Sun, Sunco's president and owner, told the Boston Globe that he was committed to the business his family founded in 1983. "I guess we could have walked away, but we wanted to continue," he said. "The new building is 10 times better and has all new manufacturing equipment.

When the roof of our building collapsed, I reached out for some recommendations on adjusters, and multiple sources whom I trust recommended SMW. It was a very complex claim dealing with not only personal property, but the demolition and construction of a completely new 140,000 SF building. The team at SMW, including Paul Winnick and James Harlor, showed from the beginning

that they had the expertise and experience to handle the situation, I had complete confidence in their ability to achieve results, and they expressed genuine care and support for our situation. In the end, SMW was able to settle our personal property insurance to the maximum amount – I know I could never have achieved the same result in the amount of time without SMW.”

-DAVID SUN, President, Sunco Cabinets, Inc.

To read more:

<https://www.bostonglobe.com/metro/regionals/south/2012/10/17/-longtime-easton-cabinet-manufacturer-opens-new-million-plant/nnPBbi7263Y9FCTjegOT7J/story.html>



**PAUL WINNICK** is President of Swerling Milton Winnick. In his work throughout the United States and the Caribbean, Paul has successfully refined SMW's distinctive approach of processing claims to each client's complete satisfaction.