



# Nicholas S. Salter

Partner

[nsalter@foxrothschild.com](mailto:nsalter@foxrothschild.com)



Warrington, PA

Tel: 215.918.3576

Fax: 215.345.7500

Nick is an experienced trial attorney and partner in the firm's Litigation Department whose practice areas include complex commercial, product liability, employment and insurance litigation.

Nick also advises clients on risk mitigation strategies and cost-effective alternatives to litigation. As a trial lawyer, Nick always begins with the ending in mind and helps clients understand the shortest path to achieving their goals while also positioning them for the best possible outcome at trial.

He has successfully tried cases as lead counsel in Pennsylvania, New Jersey, Florida and Georgia.

## Services

- Litigation
- Class Actions
- Product Liability & Mass Torts

## Select Matters

- Currently representing several wholesale pharmaceutical distributors in defense of numerous public nuisance, RICO, and negligence claims brought in National Prescription Opiate Multi-District Litigation and related state actions.
- Secured complete defense verdict as lead counsel for wholesale pharmaceutical distributor after five-week jury trial in a landmark opioid lawsuit involving claims by 21 plaintiff-family members of individuals addicted to controlled substances. [Watch a video clip](#) of Nick's closing argument.
- Lead trial counsel in defense of design-builder against subrogation claim for largest recorded warehouse property loss involving more than 20 parties with claims and cross claims alleging product liability, negligence, and breaches of construction and insurance contracts. The matter resulted in a favorable settlement two weeks into a jury trial.
- Delivered a defense jury verdict for insurer in direct action for damages arising out of alleged traumatic brain injury with pretrial demand of more than \$1 million.
- Obtained defense verdict in favor of product manufacturer in defect claim arising from yacht fire.

## Before Fox Rothschild

After law school, Nick served as an Assistant District Attorney in Metro Atlanta. He acted as lead counsel in numerous jury trials and secured convictions for serious violent felonies, including murder, armed robbery, drug trafficking and child

molestation offenses. Nick also practiced at a product liability and personal injury defense firm in Atlanta before he and his family relocated to the Greater Philadelphia Area in 2011.

## Beyond Fox Rothschild

Nick has repeatedly volunteered his legal services on a *pro bono* basis through the Philadelphia VIP program, obtaining favorable outcomes for those who otherwise could not afford representation. Nick is also an active parishioner at Nativity of Our Lord Catholic Church. He is a member of the Order of the Knights of Columbus and has also been actively involved in the community through outreach programs such as the Saint Vincent DePaul Society, which provides aid to families in crisis.

## Bar Admissions

- Pennsylvania
- Georgia

## Education

- Georgia State University College of Law (J.D.)
- University of Richmond (B.A.)

## Honors & Awards

- Named to the "Future Stars" list in Pennsylvania by *Benchmark Litigation* (2018-2022)
- Named to the "40 and Under Hot List" by *Benchmark Litigation* (2018, 2019)
- Named to the "Rising Star" list in Pennsylvania by *Benchmark Litigation* (2016)

## Representative Matters

- Currently representing several wholesale pharmaceutical distributors in defense of numerous public nuisance, RICO, and negligence claims brought in National Prescription Opiate Multi-District Litigation and related state actions.
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- Lead trial counsel in defense of design-builder against subrogation claim for largest recorded warehouse property loss involving more than 20 parties with claims and cross claims alleging product liability, negligence, and breaches of construction and insurance contracts. The matter resulted in a favorable settlement two weeks into a jury trial.
- Delivered a defense jury verdict for insurer in direct action for damages arising out of alleged traumatic brain injury with pretrial demand of more than \$1 million.
- Obtained defense verdict in favor of product manufacturer in defect claim arising from yacht fire.
- Investigation and defense of dozens of lawsuits arising out of alleged product failures and personal injuries.
- Summary judgment in favor of numerous companies defending product liability and personal injury claims, including:
  - National home builder defending claims of catastrophic injury by subcontractor's employee
  - Property management company defending subrogation action involving electrical panel system failure and catastrophic fire
  - Construction company defending vicarious liability claim for altercation leading to catastrophic injury of plaintiff
  - Warehouse operator defending alleged negligence in forklift accident
- Investigated and reached favorable settlement on behalf of plaintiff insurer pursuing insurance fraud claim against insurance agent and insured business based on misrepresentations in application process.
- Successfully pierced the corporate veil to pursue and leverage confidential settlement from manufacturing client's former senior employee and ERP vendor engaged in RICO bribery scheme and fraud.
- Recovered full amount of indemnity claim for product manufacturer in AAA proceeding arising out of settlement of catastrophic personal injury action.
- Obtained injunction and monetary damages for client pursuing defamation action against disgruntled former employee.
- Dismissal of action to enforce non-solicitation and non-competition agreement against former employee and new employer.
- Successful defense of insurers in numerous claims for tortious interference, trade secret theft, and breach of contract claims brought by independent insurance agents.

- Dismissal of class action lawsuits involving antitrust and tortious interference claims against insurance industry.
- Prosecution and defense of breach of contract claims in construction, supplier, services and insurance contracts.

## Publications

April 8, 2016

**Identifying Class Members Prior to Certification**

*The Legal Intelligencer*