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Shumaker Names Two Attorneys to Lead Evolving Retail and Consumer Business Sector

INDUSTRY SECTOR

Retail & Consumer

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CHARLOTTE, N.C. – With retailers facing new challenges such as labor shortages, supply chain disruptions, and rapidly changing regulations, Shumaker is launching a Retail and Consumer Business Sector to focus on helping clients successfully navigate these issues.

Partner Christian Staples will serve as Retail and Consumer Business Sector Chair, and Partner Peter Silverman will become Co-Chair. Christian works in Shumaker's Charlotte, North Carolina office, and Peter works in Shumaker's Toledo, Ohio office.

"Since COVID, we are seeing retailers reexamine how they do business and redefine their industries," said Christian. "Our team is helping companies navigate these new challenges and make significant changes to adjust to this new era of serving customers."

"Today's business environment presents opportunities for consumer-sector businesses to increase efficiencies and profits, but they need to be smart and look ahead to deal with the legal challenges they face," said Peter. "By providing our clients full-picture and practical advice, we help them thrive in this new market."

Shumaker attorneys have decades of experience counseling consumer-sector businesses on franchising, distribution, supply chain issues, vendor disputes, employment law, intellectual property, and mergers and acquisitions. Clients include individuals and companies operating in a variety of industries: motor vehicle and parts dealers; food production; furniture and home furnishings stores; electronics and appliance stores; building material, garden equipment, and supplies dealers; food and beverage stores, restaurants, breweries, wineries and distilleries; health and personal care stores; gasoline stations; clothing and clothing accessories stores; sporting goods, hobby, musical instrument, and book stores; general merchandise stores; and wholesalers and durable goods.

- Some retailers are turning challenges into opportunities. For example, 58 percent have seen inflation as a chance to raise prices and improve margins.
- Deloitte, an international professional services network, interviewed 50 senior retail executives for its "2022 Retail Industry Outlook." Respondents appear optimistic about revenue growth this year: Fifty-four percent expect growth of up to five percent, and 32 percent expect growth of five percent or more.

"Helping consumer-sector businesses turn challenges into growth opportunities is what we do best," said Shumaker Management Committee Vice Chair Jennifer Compton. "I am confident that with Christian and Pete's leadership, our Retail and Consumer Business Sector will thrive and have much more success."

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