ArentFox Schiff LLP
Attorneys

Charles Gallaer

PARTNER

Charles is a Partner in the Automotive group.



Industries

Automotive & Transportation
— Automotive

Practices

Complex Litigation

Education

Brooklyn Law School, JD, Certificate in Real Estate Law (With Distinction), 2014

University of Virginia, BA, 1998

Offices

New York

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The automotive group has been recognized by *Chambers USA* as a leader in the category Transportation: Road (Carriage/Commercial). Charles has extensive experience in matters involving vehicle manufacturers and dealers.

Client Work

Some of Charles's work on behalf of his clients includes the following:

- Representing the purchaser of an eleven-dealership automotive group, which included negotiating and drafting asset purchase agreements, real property leases, corporate governance documents, performing due diligence and attending the closing.
- Representing the seller of a twelve-dealership automotive group, including negotiating and drafting asset purchase agreements, membership purchase agreements, corporate governance documents, and real property contracts.
- Representing dealerships under notices of default for failure to meet their respective franchisor's performance standards.
- Assisting clients in navigating complex state and federal regulations, including the Safeguards Rule, the Red Flags Rule, and state and federal advertising guidelines.

Previous Work

Prior to attending law school, Charles worked for Ford Motor Company as a Zone Manager in State College/Western Pennsylvania; Rochester, New York; and Buffalo, New York. As Zone Manager, he was responsible for vehicle sales, market representation actions, and dealership profitability within his assigned territories. Charles left Ford to become the General Manager of a Lincoln-Mercury

dealership in Virginia. He experienced firsthand the challenges dealers face each day, including those involving employees, consumers, regulatory agencies, manufacturers, and vendors. He brings a unique perspective gained from experience both from a manufacturer's/OEM perspective and a dealer's perspective.

Presentations

- "Artificial Intelligence in the Franchised Automobile Dealership — The Opportunity, the Carvana Playbook, and the Risks Dealers Cannot Afford to Ignore," MADA Dealer Webinar, July 9, 2026
- "Artificial Intelligence in the Franchised Automobile Dealership — The Opportunity, the Carvana Playbook, and the Risks Dealers Cannot Afford to Ignore," RADA and NFADA Dealer Webinar, July 8, 2026
- "Artificial Intelligence in the Franchised Automobile Dealership — The Opportunity, the Carvana Playbook, and the Risks Dealers Cannot Afford to Ignore," GNYADA Dealer Webinar, June 4, 2026

Professional Activities

Charles is a member of the National Association of Dealer Counsel.

Life Beyond the Law

Charles enjoys spending time with his family, photography, and visiting new places.

Bar Admissions

California
New York
New Jersey
Florida