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NEWS

Saul Ewing Snags Two Dealmakers From Armstrong Teasdale

Michael Petrizzo will be based in the firm's Philadelphia and New York offices, while Julia Taylor will be working from Washington, D.C.

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Philadelphia Eastern PA



Amanda O'Brien



What You Need to Know

- Saul Ewing has added on two corporate attorneys in Philadelphia and Washington, D.C., from Armstrong Teasdale.
- The pair are bringing their clients along with them in the move, seeing a pick-up in deal work despite a slow-down in the cannabis industry.

Saul Ewing has snagged two corporate attorneys from Armstrong Teasdale, bolstering its bench in the mid-Atlantic region.

Attorneys Julia Taylor and Michael Petrizzo joined the Philadelphia-founded Am Law 200 firm as partners effective June 3, bringing their clients along with them in the move.

"Saul Ewing is really an excellent opportunity for us to better serve our existing and future clients," Taylor said. "They have an excellent footprint and wonderful professionals; we're excited to be at the firm."

Petrizzo will be based in the firm's Philadelphia and New York offices, while Taylor will be working from Washington, D.C.

Both attorneys focus on midmarket clients and have observed a fair amount of industry-dependent deal flow, although not quite reaching the high-water marks of 2021 and 2022. The cannabis industry in particular, Taylor said, has become sluggish, with clients reevaluating their presences in less-profitable states.

"We're seeing certain clients wanting to exit certain states that are not successful for them and consolidate in states that are better for them," Taylor said. "It just depends on the client ... they may be fine-tuning their assets."

Overall, however, both attorneys are beginning to see the middle market loosen up in terms of deal work and investments.

“It’s not as robust as in years past, but it looks like it’s starting to pick up,” Petrizzo said. “The beginning of the year was a bit slow, but we’re picking up in the second half of the year.”

As work for the pair begins to pick up, Taylor and Petrizzo are looking to rely upon the firm’s expanded footprint to support their practices.

“Mike and I both practice nationwide; we have national clients with local needs,” Taylor explained. “Saul Ewing will allow us to better serve our existing clients in those [regional] areas than we could at our prior firm.”

The duo is also looking to cross-sell services to their clients, taking advantage of expanded practice areas as well.

“Saul Ewing provides us the ability to provide additional services to existing clients that we weren’t able to because of the firm’s footprint and bench strength,” Taylor said. “We can expand client relationships where we previously could not—we just didn’t have the bench strength to do it.”

“We are thrilled to welcome Michael and Julia to Saul Ewing,” said Philadelphia office co-managing partner Joshua Pasker in the firm’s press release. “The depth of their experiences makes our bench of corporate attorneys even stronger.”

Despite the loss of Petrizzo and Taylor, Armstrong Teasdale has continued to grow. On Monday, it announced the hires of a senior associate in IP and an associate in estate planning the firm’s New York and St. Louis offices, respectively.

A spokesperson from Armstrong Teasdale did not immediately respond to a request for comment.

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