



Randall A. Hanson

“Randy”

Profile

Randy advises domestic and international businesses on a variety of transactional, corporate and commercial matters. His practice is focused on providing creative and efficient solutions to clients' business opportunities in three principal areas:

- (1) negotiating, documenting and closing complex business transactions, including strategic alliances and business acquisitions and divestitures,
- (2) the establishment and expansion by U.S. clients of offshore operations (particularly in Latin America, Europe and Asia), and
- (3) investments by foreign concerns in new or growing U.S. operations (particularly within Womble Carlyle's footprint throughout the Southeastern United States).

Typical clients are engaged in the design, manufacture, sourcing, marketing or distribution of textiles, furniture, commercial vehicles, specialty chemicals and pharmaceutical products and in construction and construction-related industries.

Randy's experience has been gained through more than twenty years of practice in large law firms in Washington, DC and North Carolina and in the legal department of one of the world's largest textile manufacturers. He has also developed expertise in a variety of key domestic and foreign laws and treaties which drive his clients' businesses and which shape their international transactions and investments. His extensive work with clients in Latin America, particularly Mexico, has fostered a proficiency in reading and writing Spanish and speaking Spanish at a conversational level.

Professional Memberships and Activities

Randy is a member of the following bar organizations:

American Bar Association, Section of International Law (Vice-Chair of the [International Mergers and Acquisitions/Joint Ventures Committee](#); Mexico Committee) and Business Law Section
International Bar Association
District of Columbia Bar Association
North Carolina Bar Association

Admitted to the bar: 1993, North Carolina.

Randy also serves as the Womble Carlyle representative to the *Lex Mundi* Cross Border Transactions Practice Group. *Lex Mundi* is the world's leading association of independent law firms and provides Womble Carlyle clients access to legal

Areas of Practice

*Mergers and
Acquisitions/
International
Business
Transactions/
Corporate and
Securities*

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representation and local market knowledge around the globe. The Cross Border Transactions Practice Group strengthens working relationships between members like Randy who share their expertise wherever their clients' transactions occur.

Recognized as one of the *Best Lawyers in America* and ranked among *Baltimore and Washington D.C.'s Best Lawyers* in Mergers & Acquisitions Law in 2011.

Co-edited "[International Legal Developments In Review: 2009](#)" for the American Bar Association's Section of International Law.

Practice History

2001 -- Present. Since January, 2001, Randy has practiced as a partner at Womble Carlyle. He co-founded the firm's office in Greensboro, North Carolina in July, 2001. He now serves as a member of the Firm's Management Committee. He also maintains an office in Washington, DC.

Randy regularly advises the following representative clients:

- *International Textile Group*, and its predecessor Burlington Industries, in asset purchase and sale transactions and with joint ventures and wholly-owned operations, domestically and in Canada, Mexico and India
- *DaimlerChrysler Commercial Buses North America* in joint venture and corporate matters
- *Armacell* in the acquisition of manufacturing facilities in the United States, including facilities purchased through the bankruptcy proceedings of a major competitor
- *Piedmont Chemical Industries* in transactional, corporate and international sales matters
- *Weaver Cooke Construction* in joint venture and transactional matters

1995 -- 2000. Randy was an officer and member of the legal staff of Burlington Industries, Inc. (his last post was as Associate General Counsel, Corporate Secretary and General Counsel for Mexican Operations). During his five-plus years there, Burlington was transforming itself from a domestic manufacturer to a global supplier of finished textile products. Randy was responsible for the company's transactional needs in three main areas:

(1) the sale of non-core U.S. manufacturing businesses and assets, like an office furniture manufacturer, a fiberglass textile manufacturer, and a captive chemicals manufacturer;

(2) Burlington's international expansion, consisting of

a. the establishment of greenfield operations like Burlington's \$225 million three-plant project in Morelos, Mexico and single plants in Chihuahua and Guanajuato, Mexico (requiring assistance in economic incentives, land acquisition, zoning, business and environmental permitting, utilities, construction and corporate structure),

b. the acquisition of manufacturing facilities (like the purchase of a jeans manufacturing plant and the establishment of a complementary warehouse and distribution facility in Aguascalientes, Mexico), and

c. the establishment and expansion of manufacturing and technology joint ventures with partners or facilities in India, Italy, Mexico and the United States; and

(3) the company's ongoing financing needs (including its revolving and secured principal financings of up to \$850 million, a receivables financing facility of \$225 million, cross-border revolving lines of credit of up to \$100 million, cross-border secured project financings and several domestic project financings).

1985 -- 1995. Randy began his practice in 1985 representing in-bound foreign clients as an associate in the Washington, DC office of Winston & Strawn. In 1988, he moved to the Washington, DC office of Piper & Marbury where he worked on in-bound mergers and acquisitions for large British construction concerns and domestic clients. In 1993, Randy returned to North Carolina and Womble Carlyle (where he had clerked during law school) and focused on in-bound mergers and acquisition work for European clients and transactional needs of domestic clients.

Education

Randy graduated, with honors, from the Law School at the University of North Carolina at Chapel Hill in 1985. He started law school following an accelerated course of study at the University of North Carolina at Chapel Hill where he was a *Phi Beta Kappa* graduate with the class of 1983.

Community Activities

Randy has been active in business and charitable groups throughout his career, including with groups like Leadership Greensboro, service on the Board of Directors of groups like the Nussbaum Center for Entrepreneurship, the United Arts Council of Greensboro, and the Community Theatre of Greensboro, and fundraising for charities like The National MS Society and The United Way.