



PAUL J. VALLONE

Partner, Family Business & Succession Planning
Practice Leader

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A significant portion of Paul's practice involves representing private companies, both domestically and internationally, in complex acquisitions and disposition transactions such as mergers, joint ventures, asset and stock sales, and private equity investments. These transactions have involved companies operating in a variety of industries, such as wood flooring sales and distribution; hardwood and lumber sales and distribution; specialty chemical manufacturing; the printing industry; the distribution of janitorial and cleaning supplies; the wholesale distribution of plumbing supplies; the pipeline inspection business; and the distribution of confectionary, chocolate, and specialty products.

Paul also provides general corporate and contract advice, including distribution agreements, sales representative agreements, license agreements, and employment agreements, both domestically and internationally, for clients involved in various industries, including specialty chemical manufacturing, industrial pumps, wood flooring sales and distribution, hardwood and lumber sales and distribution, pipeline inspection businesses, the sale and distribution of commercial lubricants, and several tool and die manufacturers. In addition, he advises numerous closely held companies in a variety of areas, including succession planning, shareholders agreements, ownership transfers, estate planning, and exit strategies.

Paul was a member of Hodgson Russ's board of directors for three terms and previously served on Hodgson Russ's Committee for Attorney Recruiting, Development, and Diversity.

Paul exclusively practices U.S. law and is admitted to practice in New York.

Related Experience

Paul has represented a current client in numerous acquisitions in the hardwood lumber and flooring distribution industry, including asset purchases, stock purchases, and joint ventures.

The Guaranty Building
140 Pearl Street
Suite 100
Buffalo, NY 14202

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22 Adelaide Street West, Suite 2050
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Practices & Industries

Canada-U.S. Cross-Border
International-U.S. Cross-Border
Corporate & Business
Family Business & Succession
Planning
Manufacturing
Mergers & Acquisitions
Private Funds
Professional Services

Admissions

New York

Education

Franklin & Marshall College, B.A.
University at Buffalo, M.B.A.
Albany Law School of Union
University, J.D., cum laude

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Paul represented a specialty chemical manufacturer in connection with the acquisition of a manufacturing plant in Europe. The transaction involved international tax planning, senior and subordinated debt financing, environmental issues, and responding to a governmental investigation of the effects of the transaction on competition in the marketplace. Paul also later represented that same specialty chemical manufacturer in the sale of the business to a private equity buyer.

Paul represented a manufacturer of branded, unbranded, and private-label confectionery products and its affiliate in a sale, merger, equity rollover, and refinancing transaction with a distributor of gourmet food and confections. The merger more than doubled the distributor's annual revenue, while expanding the company's geographic capabilities into the northeast.

In addition, Paul has experience representing several domestic, privately-owned businesses in connection with sales to public and foreign companies. Those clients conduct business in several different industries, including the wholesale distribution of plumbing supplies, pipeline inspection services, and the Jan/San industry.

Honors

- Listed, *Best Lawyers in America* (Corporate Law) 2014 - 2024
- Listed, *Best Lawyers in America*, "Lawyer of the Year" Buffalo (Corporate Law) 2022
- Leadership Buffalo Class of 2007
- Former member, *Albany Law Review*

In the News

Fifty-Five Hodgson Russ Attorneys Named to *Best Lawyers* 2014
August 28, 2013

Mark S. Klein and Paul J. Vallone Elected to Hodgson Russ Board of Directors
August 29, 2012

Press Releases

83 Hodgson Russ LLP Attorneys Ranked in 2024 Edition of *Best Lawyers in America*
August 17, 2023

71 Hodgson Russ Attorneys Ranked in 2023 Edition of *Best Lawyers in America*
Hodgson Russ Press Release, August 19, 2022

55 Hodgson Russ Attorneys Ranked in 2022 Edition of *Best Lawyers in America*
Hodgson Russ Press Release, August 19, 2021

55 Hodgson Russ Attorneys Ranked in 2021 *Best Lawyers in America*
Hodgson Russ Press Release, August 20, 2020

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52 Hodgson Russ Attorneys Named to Various *Best Lawyers* Listings
Hodgson Russ Press Release, August 20, 2019

48 Hodgson Russ Attorneys Named to Various *Best Lawyers* Listings
Press Release, August 15, 2018

Fifty-two Hodgson Russ Attorneys Named to 2018 *Best Lawyers* Listing, Five Included in “Lawyer of the Year” Categories
Press Release, August 15, 2017

2017 *Best Lawyers* Names Fifty-four Hodgson Russ Attorneys From Multiple Offices
Hodgson Russ Press Release, August 18, 2016

Fifty-Five Hodgson Russ Attorneys Named to *Best Lawyers* 2016, Five Honored as Buffalo 'Lawyers of the Year'
Press Release, August 17, 2015

Presentations & Events

NYSSCPA Buffalo Chapter Annual Summer Symposium
Buffalo, NY, July 26, 2016

Council of American States in Canada Seminar: Canadian Business Expansion Into the U.S.: A Case Study Analysis of U.S. Business, Tax, Banking, and Immigration Issues
Mississauga, ON, June 2, 2009

Professional Affiliations

- Bar Association of Erie County
- Former chair, Bar Association of Erie County Corporation Law Committee, 2000-02

Community & Pro Bono

- Center for Elder Law & Justice Board of Directors
- Buffalo Niagara Partnership Board of Directors
- Junior Achievement of Western New York Board of Directors (2001-2017)
- Mathewson McCarthy Baseball Board of Directors (2011-2016)