



The Hanley Company was founded by William Lee Hanley's grandfather in 1893 as a brick manufacturing company. The company used a patented continuous kiln process that produced stronger brick for industrial construction. In order to supply the fuel needed to fire the kilns for brick making, the oil and gas company, Hanley and Byrd, paved the way for Hanley to enter the Permian Basin in the 1950s.

The Hanley Company began the accumulation, exploration, development, and operation of oil and gas properties primarily in the Spraberry Trend. The company continued to increase its daily production, presence, and reputation as a dependable and efficient producer of oil and gas.

William Lee Hanley assumed a leadership position in Hanley Petroleum, Inc. in 1964, eventually rising to the rank of Chairman and CEO. Using the business model set in place, Hanley eventually sold the brick company and worked to continue expanding the company's oil and gas production. Through the booms and busts, Hanley maintained the company's reputation as one of the best Spraberry operators and survived in eras where divestiture was prevalent.

Hanley sensed the looming technological changes ahead and he worked to change the company's business model once again to prepare for the industry's future challenges. He divested part of Hanley Petroleum to a small, startup company, Concho Resources. The company continues to form partnerships with entrepreneurial operating companies focusing strategically in developing industry plays in the Permian Basin and Southeast New Mexico.

Hanley's tireless efforts as an advocate for the oil and gas industry, for the American free enterprise system, and for private property and entrepreneurial rights earned him advisory appointments during the Reagan administration. He served as a director on the National Petroleum Council and on the Board of Directors of the Corporation for Public Broadcasting. He also served as an advisor for the North American Prospect Exposition, which today provides five expositions annually where industry participants gather for business and networking.