

HASKELL SLAUGHTER YOUNG & REDIKER, LLC
and
BAKER & DANIELS
in conjunction with
**THE BIRMINGHAM REGIONAL
CHAMBER OF COMMERCE**
Present

DEVELOPING A STRATEGIC PLAN FOR CHINA

February 15, 2005
Birmingham, Alabama
Sheraton Birmingham Hotel
at the Civic Center
Medical Forum Room G
8:00 a.m. — Noon

**A half-day seminar for companies of all sizes
and individuals seeking to better understand
the opportunities that China provides for
their business and to develop an effective
strategic plan in response**



WHO SHOULD ATTEND:

- Anyone Interested in Doing Business in China
- Companies Interested in Gaining Access to China's Retail Markets or to China's Manufacturing Capabilities
- Technology Companies or Persons with Interests in Intellectual Property and Its Exposure in the Chinese Market
- Service Providers, Consultants, Owners, CEOs or CFOs Interested in the Global Economy

DEVELOPING A STRATEGIC PLAN FOR CHINA

AGENDA

7:30 — 8:00 a.m.	SIGN IN AND ON-SITE REGISTRATION and Continental Breakfast
8:00 — 8:15 a.m.	WELCOME AND INTRODUCTION Dave Adkisson — President, Birmingham Regional Chamber of Commerce Frank M. Young, III — Haskell Slaughter Young & Rediker, LLC , Birmingham
8:15 — 9:00 a.m.	DISCUSSION OF CHINA'S CURRENT BUSINESS CLIMATE We will share the most current developments in China, how they relate to Alabama companies, and the opportunities these developments present.
9:00 — 9:45 a.m.	OPTIONS FOR STRUCTURING BUSINESS DEALS IN CHINA In recent years China has offered an increasing number of opportunities for U. S. companies to conduct business, establish manufacturing operations and enter China's vast consumer marketplace. We will discuss the ways to access China as well as the advantages and risks associated with these options.
9:45 — 10:00 a.m.	BREAK
10:00 — 10:45 a.m.	PROTECTING INTELLECTUAL PROPERTY IN CHINA Protecting intellectual property is crucial to maintaining a competitive edge. Few countries have as many pitfalls associated with intellectual property rights, including counterfeiting and conversion of company trade secrets, as does China. This session discusses the practical assessment you should be making about your intellectual property before entering the China market and what you can do to minimize your risk once in China.
10:45 — 11:30 a.m.	ANALYZING THE MARKET — DEVELOPING A STRATEGIC PLAN This session pulls everything together and provides guidance about how to analyze your company's industry in China and how to develop an effective strategic plan for your company to address, and compete in, the emerging China market.
11:30 — Noon	SPEAKERS' PANEL AND Q&A

SPEAKERS

JOSEPH W. KIMMELL BAKER & DANIELS

As Chair of Baker & Daniels’ International Practice Group, Joe Kimmell concentrates on its China practice, representing both United States and Chinese business entities. For the past five years, Joe has devoted the majority of his domestic practice to the representation of corporate and individual business clientele in domestic and Chinese business matters and spends approximately two months a year in China.



EDWARD L. WILLIAMS BAKER & DANIELS—BEIJING OFFICE

Edward Williams is the managing partner of Baker & Daniels’ practice in the People’s Republic of China, and is resident in the Beijing office. Edward spends significant time in Baker & Daniels’ Shanghai and Qingdao offices and in the offices in Indiana and Washington, D.C. Prior to joining Baker & Daniels, Edward served as Regional Counsel, Exxon Chemical Asia Pacific in Singapore, where he managed projects and stewarded investments in China and throughout the Asia Pacific Region. He also served as sole Legal Counsel for Exxon Mobil Corporation in China. Edward is the former General Counsel of the American Chamber of Commerce in China, has served as a Trustee of the U.S.—China Legal Cooperation Fund, and is currently one of only twelve western mediators accredited by the U.S.—China Mediation Center.



F. LANE FINCH, JR. HASKELL SLAUGHTER YOUNG & REDIKER, LLC

Lane Finch heads Haskell Slaughter’s intellectual property practice, which encompasses registration and licensing of copyrights and trademarks, and trade secret protection. Lane, who also practices in commercial litigation, received his Juris Doctorate from the University of California, Hastings College of Law in 1987 after earning his undergraduate business degree from the California Polytechnic State University in 1984.



MATTHEW T. FRANKLIN HASKELL SLAUGHTER YOUNG & REDIKER, LLC

As a member of Haskell Slaughter’s Corporate, Securities and Tax Practice Group, Matt Franklin concentrates on capital formation, securities law, mergers and acquisitions, corporate finance, corporate governance and regulatory compliance. During the 2003-2004 academic year, Matt was a visiting instructor at Tianjin Foreign Studies University, teaching a set of business courses ranging from Accounting to an Overview of International Contract Law. Matt received his Juris Doctorate from the University of Alabama School of Law in 1998 where he was senior articles editor of the Alabama Law Review. He graduated magna cum laude from the University of Alabama with a Bachelor of Science degree in accounting in 1995.



HASKELL SLAUGHTER YOUNG & REDIKER, LLC www.hsy.com

Recognizing the importance of international commerce to the State of Alabama, Haskell Slaughter has been a leader in international law in Alabama for over 20 years. One of our members helped establish and then served as the first Chairman of the International Law Committee of the Alabama Bar Association. The emergence of China as a major player in the global economy offers great opportunities for Alabama businesses. With our extensive expertise in corporate and securities law, finance and litigation, we are pleased to work with Baker & Daniels in expanding our China practice. With offices in Birmingham and Montgomery, as well as New York City, we serve the entire State of Alabama.

BAKER & DANIELS www.bakerdaniels.com

Since the 1980’s, Baker & Daniels has been building relationships and expertise in China. Because of that extensive experience, we understand Chinese culture, language, business deals and the role of the government, all important factors in doing business with China. In February 1998, Baker & Daniels became one of less than 31 U.S. law firms licensed by the Chinese Ministry of Justice to be an approved foreign law firm and open an office in China. That office allowed us to become one of the first Midwestern law firms to provide comprehensive legal and business counsel to clients doing business in China. In 2003, Baker & Daniels opened a second office in Beijing, the capitol of the People’s Republic of China, becoming one of less than 15 foreign firms with multiple licensed offices in China. In addition, the Firm’s consulting subsidiary, B&D Group, Inc., headquartered in Washington, D.C., opened a representative office in Shanghai in March 2002. Founded in 1863, Baker & Daniels is a full service firm with more than 370 professionals in nine offices worldwide, including our affiliated companies of B&D Sagamore (federal relations), B&D Quorum (public affairs) and Aventor (medical technology).

The China relationship between Haskell Slaughter Young & Rediker and Baker & Daniels developed through the firms’ joint membership in TAGLaw – “A Worldwide Network of Quality Law Firms.” Founded in 1998, TAGLaw is an international professional legal organization with a current membership of 134 prominent, high-quality firms with over 220 offices located in 70 countries. Through the TAGLaw network, member firms are able to provide quality and efficient worldwide, international legal services for clients.

REGISTRATION

Pre-registration Fee: \$100 per person and \$75 for each additional person from the same company/ organization.
Deadline for pre-registration is February 8, 2005.

Onsite Registration Fee: \$125 per person

Mail-in Registration: Complete this form and mail it with the registration fee to:
Regina Ash
Haskell Slaughter Young & Rediker, LLC
2001 Park Place North
1400 Park Place Tower
Birmingham, Alabama 35203

Make Check Payable to:
Haskell Slaughter Young & Rediker, LLC

Hotel Information: Sheraton Birmingham Hotel at the Civic Center
2101 Richard Arrington Boulevard
Birmingham, Alabama 35203
(205) 324-5000

Special Hotel Rate: For special hotel room rate of \$100/night, contact Gretchen Scott at Gretchen.Scott@Sheraton.com or (205) 307-3033.

Cancellation: Pre-registration fee will be refunded if cancellation is received by February 8, 2005, less a \$25 administrative fee.

Confirmation & Additional Information: Mail-in registrants will receive a confirmation letter one week prior to the date of the seminar. If you do not receive confirmation by that date or have any questions, please contact Regina Ash at ra@hsy.com or (205) 254-1445.

Name
Title
Address
Telephone
E-Mail Address