

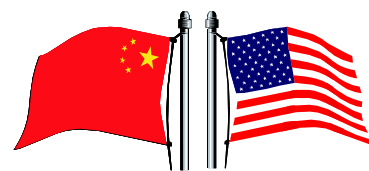
The University of Alabama  
BEC309-E  
1530-3rd Avenue South  
Birmingham, AL 35294-4460

OPPORTUNITIES  
FOR ALABAMA  
BUSINESSES IN  
CHINA

# OPPORTUNITIES FOR ALABAMA BUSINESSES IN CHINA

April 28, 2006  
8:00 a.m. – 12:00 noon  
Birmingham Area Chamber of Commerce  
505 20<sup>th</sup> Street North  
Suite 200  
The Financial Center  
Birmingham, Alabama 35203

Presented by:  
ALABAMA DEVELOPMENT OFFICE  
BIRMINGHAM AREA CHAMBER OF COMMERCE  
HASKELL SLAUGHTER YOUNG & REDIKER, LLC  
&  
THE UNIVERSITY OF ALABAMA AT BIRMINGHAM  
SCHOOL OF BUSINESS



## 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 the Chinese Market
- Service Providers, Consultants, Owners, CEOs or CFOs Interested in the Global Economy
- Anyone Interested in Participating in Alabama's Trade Mission to China in July, 2006

# OPPORTUNITIES FOR ALABAMA BUSINESSES IN CHINA

## AGENDA

8:00—8:30	SIGN IN AND REGISTRATION
8:30 – 8:45 a.m	WELCOME AND INTRODUCTION <i>Bruce H. Nichols—The University of Alabama at Birmingham</i>
8:45 – 9:10 a.m.	CHINA'S CURRENT BUSINESS CLIMATE AND OPPORTUNITIES FOR ALABAMA BUSINESSES — <i>K. C. Pang, The University of Alabama at Birmingham</i>
9:10 – 9:40 a.m	LEGAL FRAMEWORK AND PROTECTION OF INTELLECTUAL PROPERTY AND ACCOUNTING AND BANKING ISSUES IN CHINA — <i>F. Lane Finch, Jr., Haskell Slaughter Young &amp; Rediker and _____, The University of Alabama at Birmingham</i>
9:40 – 10:10 a.m	BREAK
10:10 – 10:30 a.m	WHY ALABAMA BUSINESSES HAVE AN ADVANTAGE IN ADAPTING TO CHINA'S BUSINESS/CULTURAL DIFFERENCES — <i>K. C. Pang, The University of Alabama at Birmingham</i>
10:30 – 11:00 p.m	EXPLANATION OF AN ALABAMA COMPANY'S SUCCESS IN LANDING A \$10,000,000 CONTRACT IN CHINA - A CASE STUDY — <i>Gregory R. Bray, President, Electric Controls and Systems, Inc.</i>
11:00 – 11:25 p.m	HOW TO ESTABLISH A SUCCESSFUL BUSINESS PLAN FOR DOING BUSINESS IN CHINA — <i>Frank M. Young III, Haskell Slaughter Young &amp; Rediker</i>
11:25 – 11:50 p.m.	EXPLANATION OF ALABAMA'S TRADE MISSION TO CHINA IN JULY 2006 — <i>Hilda Lockhart — Alabama Development Office</i>
11:50 – 12:00 p.m.	SPEAKERS' PANEL AND Q&A

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**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. Lane will travel to Anshan, China this summer to teach Business Law as part of the Haskell Slaughter-UAB China exchange program.

**BRUCE N. NICHOLS, JR.**  
**DIRECTOR OF EXECUTIVE EDUCATION**  
**UNIVERSITY OF ALABAMA AT BIRMINGHAM**  
**SCHOOL OF BUSINESS**

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Bruce Nichols graduated from Marion Institute with an AA degree and from Auburn University with a B.S. and a Master’s degree in Business Administration. With over 30 years’ experience as a human resources professional, Bruce is Director of Executive Education for the University of Alabama at Birmingham. He is responsible for professional training and education and insuring expertise and discipline in the UAB Executive Program.

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**K. C. PANG**  
**INSTRUCTOR IN INTERNATIONAL BUSINESS**  
**UNIVERSITY OF ALABAMA AT BIRMINGHAM**  
**SCHOOL OF BUSINESS**  
K. C. Pang is a full time faculty member at the University of Alabama at Birmingham School of Business, where he teaches senior level International Business, Management and Business-to-Business Marketing courses. K. C. is active in the International community and currently serves as Commissioner for the Sister Cities Commission of the City of Birmingham; Co-Chairman of the City of Birmingham’s China Committee; Co-Chairman of the International Partnership for Economic Development of Alabama; Advisor to the Birmingham International Festival; Advisor to the Birmingham Chinese Business Association; Councilor for the International Trade Steering Council of the Birmingham Regional Chamber of Commerce; and Advisor to the American Marketing Association of the University of Alabama at Birmingham.

**FRANK M. YOUNG, III**  
**HASKELL SLAUGHTER YOUNG & REDIKER, LLC**  
As a member of the American, Alabama and Birmingham bar associations with over 30 years of litigation practice, Frank Young has argued cases in virtually every kind of local and appellate court, representing both defendants and plaintiffs. Frank, who chairs the firm’s rapidly growing International Practice Group, was the first chairman of the International Law Section of the Alabama State Bar and is a member of that section’s Executive Committee. He is a former officer and director of the Society of International Business Fellows, a national business leadership organization headquartered in Atlanta, and is the current Chairman of the Birmingham Committee on Foreign Relations. In September of 2005, Frank received the Birmingham Business Journal’s Best of the Bar Award in International Law. He was instrumental in establishing the firm’s relationship with Baker & Daniels, an international firm with offices in Beijing and Qingdao, China.

**STATE OF ALABAMA**  
**ALABAMA DEVELOPMENT OFFICE**  
  
www.ado.state.al.us

Recognizing that more than 70% of the state's new jobs are created from existing industry, Governor Riley has sought to expand the definition of economic development beyond the traditional project recruitment approach. Trade involving Alabama companies can become an even greater contributor to the state's growth in existing industry jobs and wealth. ADO recently amended its Strategic Plan to further guide its efforts. Among the primary objectives for the Agency is increased business between Alabama companies and China. As a major part of this strategy, ADO will lead a trade mission of Alabama companies to China in July of 2006.

**BIRMINGHAM AREA CHAMBER OF COMMERCE**  
  
www.birminghamchamber.com

Since 1887, there has been one consistent voice for business throughout the Birmingham area marketplace: the Birmingham Regional Chamber of Commerce. The general purpose of the Chamber is “to foster, promote, advance and improve the civic, industrial, agricultural and general business conditions of the Metropolitan Statistical Area.” Enhanced international trade is a significant area the Chamber seeks to address to fulfill this mission.

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

Haskell Slaughter is a premier Alabama law firm in the key practice area of International Law. The firm began as a public finance firm and continues to be recognized as one of Alabama's leading firms in that practice area. With a reputation for quality legal services that achieve results in an array of sophisticated practice areas, Haskell Slaughter is routinely involved in some of the most complex and challenging transactions and litigation in the country. The firm has offices in Birmingham and Montgomery, Alabama, and New York City and a relationship with Baker & Daniels which has two law offices in China.

**UNIVERSITY OF ALABAMA**  
**AT BIRMINGHAM**  
**SCHOOL OF BUSINESS**  
  
www.uab.edu

Established in 1971, the UAB School of Business and the Graduate School of Management currently enroll approximately 2,200 students. Fully accredited by the AACSB International, the Association to Advance Collegiate Schools of Business, with separate accreditation of the accounting program, the school attracts students from throughout the United States and globally. The School of Business has just initiated a joint project with Haskell Slaughter for members of both organizations to teach International Business courses at two universities in Anshan, China in June of 2006.

## REGISTRATION

Pre-registration Fee: \$125.00 per person and \$100.00 for each additional person from the same company/ organization.  
Deadline for pre-registration is April \_\_\_\_, 2006.

Onsite Registration Fee: \$150.00 per person

Mail-in Registration: Complete this form and mail it with the registration fee to:  
*Mr. Bruce H. Nichols*  
*University of Alabama in Birmingham*  
*BEC309-E*  
*1530-3rd Avenue South*  
*Birmingham, AL 35294-4460*

Cancellation: Pre-registration fee will be refunded if cancellation is received by April \_\_\_\_, 2006, 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 a confirmation by that date or have any questions, please contact Bruce Nichols at (205) 934-8846 or brucenichols@uab.edu.

Name

Title

Address

Telephone

E-Mail Address