

Gary P. Biehn

Partner

Chair, China Business Group and International Group

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Gary Biehn focuses his practice on assisting clients in the pursuit of global business opportunities. He works closely with clients to form and structure ventures between U.S. and strategic partners throughout the world. His strong relationships with an expanding global network of professional advisors enables him to help clients to do business and establish ventures abroad. In particular, he works closely with White and Williams' strategic law firm alliances in Shanghai and Tianjin, China, as well as advisors in China and Europe, to assist businesses in forming strategic partnerships and pursuing business opportunities in those regions.

Gary frequently counsels clients on forming domestic and international commercial relationships, including joint ventures, partnerships and alliances. He represents both public and privately held companies, including manufacturers, distributors, engineering firms, as well as technology and power plant vendors and consultants.

Gary works closely with lawyers in the business department to advise clients on a broad range of business matters, including U.S. and international tax, regulatory compliance, as well as Internet regulation issues such as privacy, security and fair trade practices.

Gary frequently shares his global transactional experiences with interested audiences in the U.S. and abroad, speaking on China and international law issues. He is actively involved in legal and trade organizations, including serving on the Board of the World Trade Center of Greater Philadelphia.

Gary is also a member of the firm's Executive Committee.

Representative Matters

- Assisted a U.S.-based supplier of nuclear storage technology in contract negotiations for the dry storage facility at Chernobyl, Ukraine, and ongoing contract negotiations to implement "Stage 2" of the project
- Ongoing representation of a U.S. company in the sale of an equity interest in its China WFOE to an Asian-based public company
- Represented a rapidly growing technology service company with establishing a joint venture in Hong Kong with a China-based public company
- Ongoing representation of a Pennsylvania corporation and negotiations with Korean and Chinese manufactures for sourcing and distribution agreements
- Advised a Delaware Company in the formation of a U.S. joint venture with a leading Chinese public company

Practice Areas

Business and Corporate Law

China Business

International Transactions and Disputes

Private Equity and Venture Capital

Bar And Court Admissions

Pennsylvania

Education

Duke University School of Law, with honors, JD, 1984

Temple University School of Business and Management, *summa cum laude*, BBA, 1981

Memberships

China Partnership of Greater Philadelphia, Executive Committee

U.S. Department of Commerce Mid-Atlantic District Export Council

World Trade Center of Greater Philadelphia, Board of Directors

- Regularly advise U.S. based companies in Structuring their business presence in China, by way of joint venture, WFOE or Representative Office

Recognition & Involvement

Since 2005, Gary has been selected in a survey of his peers as a Pennsylvania “Super Lawyer” by *Law & Politics* magazine. He is also AV® rated by the Martindale-Hubbell peer review rating system.

In The News

World Trade Center of Greater Philadelphia Selects White and Williams as 2012 Member Company of the Year for PA
April 13, 2012

Mayor Nutter Addresses Audience at Strategic Alliance Signing
February 13, 2012

Congratulations 2011 PA Super Lawyers and Rising Stars
May 25, 2011

Gary Biehn and Tony Lu Host Reception for China Executives
August 11, 2010

Gary Biehn and Tony Lu Attend International Private Equity Forum
June 10, 2010

Gary Biehn Discusses President's Push to Increase Exports
February 5, 2010

White and Williams Named "Member of the Month" by World Trade Center of Greater Philadelphia
November 7, 2009

Enforceability of Drag-along Rights under Chinese Law
September 18, 2008

Ten questions you should ask about doing business in China...and the answers!
May 14, 2007

Hong Kong: Your Partner for Successful Business Ventures in China
March 16, 2006

Events

Navigating the U.S. Marketplace: Breaking the Ice for New Foreign Entrants
February 7, 2012

Gary Biehn Speaks about Doing Business in China as Part of Temple's SMDC Going Global Series
November 16, 2011

China International Private Equity Forum
June 2011

Exporting Basics: Grow Your Global Sales

June 22, 2011

Put China in Your Business Future: Health & Green / China Business Toolbox
September 18, 2010

China International Private Equity Forum
June 2010

Chinese Companies, Brands & Investors Going Global
February 18, 2010

China International Private Equity Forum
June 2009

Due Diligence and Labor Law Issues in China
March 3, 2009

China International Private Equity Forum
June 2008

Current Legal Issues and New Developments
April 2008

USPTO China Road
July 2007

China International Private Equity Forum
June 2007

Global Economic Summit
June 2007

China and Philadelphia: 21st Century Partners
May 2, 2006

World Trade Center's 36th General Assembly
September 2005

Hong Kong Turning China Into Opportunity
June 2005

Exporting to China: Seizing Opportunity and Managing Risk
May 2005

Live from Hong Kong; Strategies for Trade and Investment in China
June 2004

How to Best Form Partnerships, Joint Ventures and Structure Other Agreements with Chinese Nationals

Publications

Why Representative Offices in China are Now Less Attractive to Foreign Investors
November 15, 2011

China's Economy in 2011
January 2011

China Issues New Patent Law Regulations on Remuneration for Employee Inventions
June 17, 2010

Developments in China Set Stage for Increase in Investment in the United States
February 2010

China's New Draft Anti-Monopoly Regulations
October 22, 2009

China Relaxes Forex Controls to Encourage Outbound Investments and Offshore Lending
September 9, 2009

Case Study: Application of China's New Anti-Monopoly Law
August 27, 2009

Private Equity in China: Enforceability of Drag-Along Rights
July 17, 2009

"China RoHS" Electronic Information Products Labeling Requirements Effective March 1, 2007
March 26, 2007

Doing Business in China
March 2006

Cases & Deals

Private Equity in China: Enforceability of Drag-Along Rights
2008

Contract for Storage of Chernobyl Used Nuclear Fuel
Summer 2007