

## Gary P. Biehn

Partner

Co-Chair, International Group and Corporate and Securities Group

Philadelphia, PA  
t. 215.864.7007  
f. 215.789.7507



Gary's strong relationships with an expanding global network of professional advisors enables him to advise clients seeking to do business and establish ventures abroad.

### OVERVIEW

Gary Biehn focuses his practice on assisting clients in forming strategic partnerships and pursuing business opportunities in China and Europe. Gary frequently counsels clients on forming domestic and international commercial relationships, including joint ventures, partnerships and strategic alliances. He represents both public and privately held companies, including cultural and educational institutions, manufacturers, distributors, engineering firms, as well as technology and energy companies and vendors.

Gary's 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 Philadelphia's Sister City, Tianjin, China, and throughout China, as well as advisors in China and Europe, to assist businesses in forming strategic partnerships and pursuing business opportunities in those regions.

Gary works closely with lawyers in across the firm 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 is a frequent traveler to China and traveled with the Trade Delegation that Mayor Michael A. Nutter lead in December 2012. He frequently shares his global transactional experiences in the U.S. and abroad, speaking on China and international law issues. Gary is actively involved in legal and trade organizations, serving as Chair of the Board of the World Trade Center of Greater Philadelphia.

### PRACTICES

Corporate and Securities  
International  
Technology Transactions

### 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  
U.S. Department of Commerce Mid-Atlantic  
District Export Council  
World Trade Center of Greater Philadelphia,  
Board of Directors, Chair

## RECOGNITION AND INVOLVEMENT

Gary is rated AV<sup>®</sup> Preeminent by the Martindale-Hubbell peer review rating system.

## REPRESENTATIVE MATTERS

White and Williams Represents CRP Industries  
10.8.19

White and Williams Represents GoodWest Industries in Its Acquisition of Skinny Mixes LLC  
4.2.19

Represented CRP Industries, a leading supplier to the automotive and industrial service, in the sale of its automotive belt business to Continental A.G., a developer of technologies and services for vehicles, machines, traffic and transportation

Represented an auto parts technology company in its acquisition of a UK technology, data and R&D company

Represented GoodWest Holdings LLC and Palladium Equity in the acquisition of Skinny Mixes LLC

Represented Eastern Warehouse Distributors, Inc., a/k/a Auto Parts Warehouse, in a recapitalization transaction with The Jordan Company/Parts Authority

Represented Image API, an electronic content management solutions company, in a recapitalization transaction with Milestone Partners

Represented SABH Holdings, parent of Bradford White Corporation, in its acquisition of Mor-Flo Industries, to form the largest water heater manufacturing company in the world

Represented Holtec, Inc., a U.S.-based supplier of nuclear storage technology, in contract negotiations and technology license for the dry storage facility at Chernobyl, Ukraine

Ongoing representation in technology transfer/license agreements between U.S. and China based technology companies

Assisted the Philadelphia Orchestra with contract preparation and negotiation for China Tours

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

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

Counsel to architectural glass manufacturer in its \$40 million sale to a private equity backed acquirer

## IN THE NEWS

Gary Biehn Discusses US-China Relations Under the Biden Administration

2.26.21

White and Williams Sponsors 17th Annual Global Business Conference

2.10.21

International Group Presents on the Evolution of CFIUS

10.21.20

Gary Biehn Moderates Discussion With Craig Allen, President of the US-China Business Council

9.8.20

Gary Biehn Participates In Inaugural WTCGP "India & South Asia Club" Meeting

2.14.20

Gary Biehn Serves as Delaware ExporTech™ Coach

1.21.20

White and Williams Hosts "Access Asia"

12.4.19

White and Williams Lawyers Attend Delaware ExporTech™ Program

*ExporTech™: Fast Track to Developing Strategies for International Sales (Newark, DE)*, 10.30.19

Gary Biehn Attends WTCGP Panel at the University of Pennsylvania

10.14.19

International Partner Gary Biehn Welcomes Tianjin, China Delegation

7.29.19

White and Williams Hosts China Operations Club Breakfast Roundtable

6.20.19

White and Williams Sponsors The Philadelphia Orchestra's Performance in Tianjin, China as Part of 40th Anniversary Celebration

2019 Marks 40 Years of US - China Diplomatic Relations, Including Sister Cities Relationship Between Philadelphia and Tianjin

6.5.19

White and Williams Sponsors Annual World Trade Centers Day Awards

5.23.19

White and Williams Celebrates The Philadelphia Orchestra's 2019 Tour of China  
5.2.19

Host Committee Reception at the IBA Annual World Life Sciences Conference 2019  
4.22.19

White and Williams Hosts Tianjin Delegation Visit  
Breakfast Program Hosted on Behalf of the World Trade Center of Greater Philadelphia  
6.27.18

White and Williams Supports Global Business Conference  
3.20.18

International Business Leaders Gather in Philadelphia  
White and Williams Sponsors Global Connections Reception  
9.19.17

Gary Biehn Interviewed on Philadelphia - China Business Outlook  
8.30.17

Gary Biehn Signs Memorandum of Understanding with Tianjin, China as Part of Trade Mission  
6.28.17

White and Williams Hosts White House Business Council Program  
3.30.16

Gary Biehn Named to Greater Philadelphia Metro Export Plan Steering Committee  
2.27.15

## **EVENTS**

International Law: A Legal Primer Exploring Key Business Issues For the U.S. and Foreign Entities  
Webinar, 1.25.22

Small and Medium-sized Enterprises and the Sino-American Relationship  
The National Committee on US-China Relations, 6.10.21

US-China Relations Under the Biden Administration  
The World Trade Center of Greater Philadelphia (Virtual Meeting), 2.18.21

Global Perspectives: Market Strategies to Remain Competitive in Response to COVID -19  
Webinar, 10.29.20

US-China Relations and the Impact On Your Business  
World Trade Center of Greater Philadelphia China Club (Virtual), 8.19.20

Access Asia Roundtable  
U.S. Commercial Service (Philadelphia, PA), 12.2.19

A Meeting With Ms. Chunfang Gu  
White and Williams LLP (Philadelphia, PA), 6.20.19

Managing Risk in International Contracting and Transactions  
Global Business Conference: Navigating Trade in the New Environment (Atlantic City, NJ), 4.27.17

Europe Roadshow: US - EU Opportunities  
3.27.15

## **PUBLICATIONS**

CFIUS 2020 Annual Report  
*International Alert*, 8.13.21

Department of Commerce Issues New Interim Final Rule on Securing the Information and Communications Technology and Services Supply Chain

Potential New Level of Scrutiny for Certain Foreign Transactions  
*International Alert*, 2.18.21

FTC Announces Revised HSR Thresholds, Pauses Early Termination  
*Corporate and Securities Alert*, 2.9.21

Final Regulations Expanding CFIUS Jurisdiction Over Investments by Foreign Persons  
*International Alert*, 2.14.20

US-Mexico-Canada Agreement Advantages Over NAFTA Relating To Intellectual Property, Agriculture and Automotive Manufacturing  
*International Alert*, 12.3.19