



SOURCING IN CHINA FOR CHINA: STANDARD TERMS & CONDITIONS FOR CHINESE PURCHASE ORDERS

Please join Joseph J. Dehner and Mathew P. Forgue as they discuss the Contract Law of China and some important issues for inclusion in your standard set of terms and conditions that would accompany a purchase order between a U.S.-owned Chinese facility and its Chinese suppliers.

As China becomes a bigger player in the global marketplace and the Chinese and American economies become more intertwined, many American firms find themselves operating inside China. These operations often source raw materials, components, and other goods and services within China. Firms operating in China are well aware of the problems that can spring up in these sourcing relationships: quality control failures, intellectual property infringements and supply interruptions. Purchasers within China know that they need to take steps to protect their interests. But the playing field is different. U.S. companies are often much less familiar with Chinese laws associated with commercial contracts than they are with their U.S. counterparts. This presentation will provide a brief overview of the Contract Law of China and some steps that can be taken to protect your company's interest in sourcing contracts with Chinese suppliers.

Joe Dehner chairs the Firm's International Services Group and has been involved in international matters for over thirty years. He chairs the Southern Ohio District Export Council, was founding chairman of the Ohio State Bar Association's International Law Committee and has assisted clients in over fifty countries. Joe heads Business Development for MULTILAW, Frost Brown Todd's association of independent law firms with over 6,000 attorneys covering the world's commercial centers.

Matt Forgue is a member of the Firm's International Services Group and Entrepreneurial Venture Capital Practice Group. Matt's corporate practice has a special emphasis on closely-held emerging businesses and international transactions. While Matt practices out of the Firm's Cincinnati offices, he is licensed to practice in both Ohio and Kentucky. Prior to joining the Firm, Matt lived for a year in Hangzhou, China.

To register for this free event, please contact:

Cincinnati: Kathy - kstrunk@fbtlaw.com or 513.651.6166
Columbus: Becky - rjarrett@fbtlaw.com or 614.464.1211
Indianapolis: Teresa - tgraham@fbtlaw.com or 317.237.3923
Lexington: Diana - dstokley@fbtlaw.com or 859.244.7510
Louisville: Sherri - scunningham@fbtlaw.com or 502-779-8429
Nashville: Stan - spyr dum@fbtlaw.com or 615.251.5575

Sponsors



Friday September 25, 2009

12:00 p.m. – 1:15 p.m. (Eastern Time)
Lunch/Presentation

You are invited to attend at any of these
Frost Brown Todd offices:

2200 PNC Center
201 East Fifth Street
Cincinnati, OH 45202

400 W. Market Street
32nd Floor
Louisville, KY 40202

250 West Main Street
Suite 2800
Lexington, KY 40507

One Columbus Center
10 West Broad Street
Columbus, OH 43215

424 Church Street
Suite 1600
Nashville, TN 37219

201 North Illinois Street
Suite 1900
Indianapolis, IN 46244

To find out more
Visit www.frostbrowntodd.com.