

BUCHANAN INGERSOLL & ROONEY HOST CHINA DELEGATION

By William W. Uchimoto, Chair of Buchanan Ingersoll & Rooney's China Practice Group and Bingjie Shen, China Practice Coordinator

Buchanan Ingersoll & Rooney PC was host to a successful luncheon reception at the Union League on Friday, October 3, to welcome 80 Chinese executive MBAs from Lingnan College of Business, affiliated with Sun Yat-sen University.

After completing a management training course at the MIT Sloan School of Business, Harvard Business School and the Graduate School of Business at Columbia University, the delegates arrived in Philadelphia on Friday morning.

The delegation was served traditional Philadelphia cuisine, including, of course, cheesesteaks, Tasty Kakes and soft pretzels. In attendance were Buchanan professionals from each of the firm's Pennsylvania offices, as well as some from Washington, D.C. Members of the Philadelphia business community also attended.

Shareholder **William Uchimoto**, chair of Buchanan's China Practice, introduced **Frank A Mayer, III**, a shareholder in the Corporate Finance & Technology practice at Buchanan's Philadelphia office and also a member of the Union League. He opened the reception with a talk about the history of the Union League building. And Litigation shareholder **Howard D. Scher**, a member of Buchanan's Board of Directors and co-managing shareholder of the firm's Philadelphia office, gave an overview of the firm's practice.

During the reception, attorneys and business people talked with the Chinese executives, exploring opportunities for cooperation in a wide range of business areas.

Honghui Chen, vice dean of Lingnan College of Business, presented Uchimoto with a traditional bamboo copy of *The Art of War*.

After the luncheon, the Chinese visitors chose from five break-out sessions:

In the first, the group went with Barry Nobel, vice president of marketing with the Philadelphia Stock Exchange, to tour the facility and learn about the history and development of U.S. stock exchanges.

Two groups visited Philadelphia businesses — Cherokee Pharmaceuticals and Radnor Research and Trading — where representatives gave overviews of the companies, especially as they relate to opportunities in China.

A fourth group visited the Federal Commerce Department and Pennsylvania International Office to talk about opportunities for Chinese companies to set up businesses in Pennsylvania.

Uchimoto took the fifth group to Buchanan's Philadelphia office to talk about the firm's China Practice, which helps Chinese companies go public in the U.S., to raise capital for operations in China.

After these sessions, the executives visited the Wharton School of Business to hear professor Marshall Meyer.

The group returned to China on October 5, each with a souvenir Liberty Bell from Buchanan Ingersoll & Rooney.

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