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JANAS



NEWSLETTER

NEGOTIATIONS FOR CLIENT IN CHINA

December 2, 2009



Carter Freeman and Kern Kwong traveled to Hong Kong and Shanghai to renegotiate our client's manufacturing agreement. Our client, [AMD Lasers](#), is a leader in soft tissue dental lasers. Carter and Kern met at the Hong Kong airport with two lawyers from Hui & Lam, a Hong Kong based law firm that they had recommended to the client. They met [Alan Miller](#), the CEO of AMD Lasers, in Shanghai to meet

with and renegotiate the relationship with the manufacturer.

In Shanghai, a new, comprehensive manufacturing agreement was completed that protected our client's interests by replacing the prior licensing agreement. We negotiated a 20% reduction in product pricing for product shipments that had been completed. In addition, an agreement was negotiated to extend payment terms. Our client's question to Carter and Kern was, "How did

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you do that? I could not have achieved these results without you." The answer?

[Janas Associates](#) and [Janas Consulting](#) professionals have conducted business in Asia since the 1960's. Kern Kwong, Chairman - Asia Pacific, commenced his relationships in the People's Republic of China more than 20 years ago and maintains extensive contacts in China and Hong Kong. Carter Freeman, Chairman, began providing professional services to Pacific Rim countries in the 1960's and travels to Asia regularly.

[Michael O'Connell](#), Managing Director, served as executive in charge of the Hong Kong office of a major US bank in the 1970's. [Ed Johnson](#), Managing Director, was the CEO of a major Japanese company. [Dick Gregerson](#) began his career in Japan. [Roy Aaron](#), Vice-Chairman, worked for over seven years with companies in Japan and other Asian countries and was CEO of a company with amusement park holdings in Shandong Province, China. [Mike Givens](#) managed and sold hotels, condominium and time share properties in Hawaii, Samoa and Tahiti. [George Lipp](#) served government and corporate clients in more than 20 Pacific Rim countries and has been called "The father of modern tourism."

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