



Jiangang (“James”) Ou, left, and Stephen M. Packman of Archer. Courtesy photos

## **Eyeing Opportunity, A New Jersey-Based Firm Adds a China Practice Group**

The firm's China practice will help clients navigate the legal systems in China and the U.S., handle complex litigation and do cybersecurity work.

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Expanding its cross-border practice, New Jersey-based [Archer & Greiner](#) has launched a China practice group and an office in Houston, hiring three lawyers with experience in international work who had been working at boutique BOGC Legal in Houston.

The firm's China practice represents clients with business in China and the U.S. It is chaired by Archer partner Steve Packman, who works in the firm's offices in Philadelphia and New York, and lateral partner hire Jiangang (James) Ou in Houston.

The other two lawyers from BOGC Legal, Ying Chen and Brian Gargano, also joined Archer as partners in Houston.

Packman, a restructuring and litigation partner who has done work for Chinese clients for nearly a decade, said the firm sees great growth potential for middle-market China-related business.

"There are plenty of clients in China and Chinese clients in the U.S. who need counsel. The question is who can they hire that they can trust. In terms of expansion, there's definitely a continuing legal market for representation of Chinese clients," he said.

One big potential growth area is representation and litigation related to supply-chain issues, he said.

The Archer China team helps clients "navigate" the legal systems in China and the U.S., handle complex litigation and do cybersecurity work. Packman, also chair of Archer's bankruptcy, restructuring and insolvency group and its international law group, said he has worked with Ou and his firm on a number of matters over the years, and the time was right to add the team to Archer.

"I've been thinking about expanding the China practice for a long time, but it really needed the right fit," Packman said.

Ou said he and his partners decided to join Archer because the firm's full-service resources and its offices in New York, Philadelphia and Delaware will help them serve clients. His clients include Hefei Ziking Steel Pipe Co., and TB Food USA.

"We help Chinese manufacturers, Chinese companies doing business here [and] help them relocate to Texas," said Ou, who also handles litigation and bankruptcy work. Packman said Archer plans to expand the Houston office, adding lawyers in other practices including oil and gas, intellectual property and corporate.

Houston is Archer's eighth office and the first outside the Mid-Atlantic region, with others in New Jersey, Pennsylvania, New York and Delaware.

In a statement, Chris Gibson, president of Archer, wrote that it's become clear that the firm's clients need lawyers with hands-on experience in China who have a "deep understanding" of how to do business there.

"In addition, Texas is perhaps the fastest-growing economic and legal market in the United States, particularly in areas such as energy law, which is one of Archer's primary practice groups," Gibson wrote.