

【1:29 – 4:08】

包先生：我姓包，包恒。我是律师，做法律工作。第一次来中国时 1972 年 4 月 13 号。这个时候是代表美国公司来中国做业务。

Mr. Buxbaum: My last name is Bao, and my full name is Bao Heng [Mr. Buxbaum's Chinese name in Pinyin]. I am a lawyer and I do legal works. I first came to China on April 13, 1972, to handle business matters in China on behalf of US companies.

(右下角批注：包恒：首位来华从业美国律师)

(the note on the right corner: Bao Heng: the first American lawyer practicing law in China)

旁白：1972 年，尼克松访问中国，中美关系由对抗转为合作。这为 6 年之后的改革开放创造了外部环境。尼克松访华 3 周后，在基辛格的推动下，美国人包恒作为首位代表美国商界来中国处理业务的律师来到了广州，曾经向西方世界紧闭的中国的门悄悄地开了一道缝。

Narration: In 1972, after the former US president, Richard Nixon's visit in China, the relationship between China and the US shifted from collision to cooperation. His visit created an external environment for the Reform and Opening-up risen 6 years later. 3 weeks after Nixon's visit, with the influence of the former US Secretary of State, Henry Kissinger, US citizen, Bao Heng came to Guangzhou as the first lawyer to handle business matters in China on behalf US commercial field, which provided an access between the Western world and China.

包先生：我在美国学法律，我的硕士学位、博士学位都是中国法律，所以这个是因为我来中国。这个时候，如果你要代表外国公司做业务，广州是唯一的地方。

Mr. Buxbaum: When I studied law in the US, I obtained master's degree and PHD, both majoring in Chinese law. That's why I came to China. At that time, Guangzhou was the only place for business on behalf of foreign companies.

旁白：广州毗邻港澳，拥有得天独厚的口岸位置。在广州举办的“广交会”，是当时中国与世界贸易往来的唯一窗口，可以说是当时中国最开放的地方。在 1972 年以前，广交会的参展商大多都来自于港澳和东南亚地区。直到学习中国法律专业的包恒在这里代表美国与中国签署了第一个合资合同[贸易合同 – 包先生 释]，历史翻开了新的一页。

Narration: Guangzhou, near Hong Kong and Macau, has the unique position of port. Canton Fair, held in Guangzhou, was the only place for business transactions between China and other countries around the world. It can be regarded as the most opening city in China at that time. Before 1972, most of the exhibitors in Canton Fair were from Hong Kong, Macau and Southeast Asia. Bao Heng, who majored in Chinese Law, entered into the first joint venture contract [trade contract – by Mr. Buxbaum], with a Chinese company, on behalf of a US company, which led to a new period in history.

包先生：这个相片是 1972 年春季在广州交易会，是我代表一个美国公司跟中方的纺织品进出口公司谈一个合同。美方委托我去帮他们签字。这是我。这个小胡子[小伙子 – 包先生 释]是我。那个时候跟进出口贸易公司才能签合同，不能直接跟生产单位签合同。如果这个时候有问题的纠纷，没有法院，没有仲裁机构，所以你只有一个办法，你要去上级单位，请上级单位帮你跟他们下面的有关系的单位办理。

Mr. Buxbaum: This picture was taken at the Spring Canton Fair in 1972, as I was having a

negotiation on a contract with a Chinese textile import and export corporation on behalf of a US company. The US company authorized me to sign for them. This is me. This one with a little mustache [this young man – by Mr. Buxbaum]. At that time, we could only enter into contract with import and export trading companies, other than directly with factories. If disputes arose from the contract, they couldn't be resolved because there was no courts or arbitration institutions, unless you referred the disputes to the superior companies, and had your superiors resort the disputes with their subordinates with close relations.

旁白：包恒代表美国公司与中国签署了第一个合资合同[贸易合同 – 包先生 释]之后，就留在了广州。6年之后，中国正式宣布改革开放。

*Narration: Bao Heng signed the first joint venture contract [trade contract – by Mr. Buxbaum] with Chinese company on behalf of US company. 6 years later, China officially announced the Reform and Opening-up.*

【22:54 – 23:25】

旁白：留着了广州的包恒，一直在从事法律工作。至今已整整46年。

*Narration: Bao Heng, who stayed in Guangzhou, has been in legal practice for 46 years.*

员工：这个委托书也需要他签字，但是这个英文还需要您再看一下。

Employee: This power of attorney also requires his signature. You might want to review the English version.

包先生：英文没有问题。

Mr. Buxbaum: The English version is fine.

包先生：原来我来的时候没有律师事务所。1978年以后有国营的律师事务所。现在中国法律发展的非常好。现在中国法律基本上是全面的。

Mr. Buxbaum: By the time I first arrived here, there was no law firm. After 1978, some state-owned law firm were established. Nowadays, Chinese law is well developed, and basically comprehensive.