



AIPN Seminar at NAPE

Tuesday, February 8, 2022

Speakers:

Norman Nadorff, Counsel, Mayer Brown; Adjunct Professor, University of Houston Law Center

Eric Fry, International Energy Consultant

Bill Pugh, Shareholder, Liskow & Lewis

John Almy, Shareholder, Liskow & Lewis

Frank Cascio, International Energy Counsel

Harry Sullivan, Executive Professor, Texas A&M School of Law, Adjunct Professor, SMU Dedman School of Law

Agenda:

8:30am - 9:00am Registration

9:00am-10:30am **Session 1: The Ten Commandments of International Contract Negotiations:
What plays in Peoria may not play in Pretoria**

Norman Nadorff and Eric Fry will first compare and contrast the negotiating landscapes of the U.S. and the rest of the world. Next will they present ten commandments of international negotiations designed to help US negotiators navigate the complexities of the international energy industry and its diverse players. They will be assisted by Neil Segel and Scheila Araujo who will present vignettes dramatizing key aspects of the commandments.

10:30am-10:45am Coffee Break

10:45am-12:15pm **Session 2: International Drilling Contracts - Knock for Knock and More**

Bill Pugh and John Almy will give a practical review of the AIPN 2020 Offshore Drilling Contract, examining key aspects, such as: term, basic responsibilities, indemnity, insurance, termination and remedies for breach. The session will also feature a mock negotiation of the model contract with a focus on the indemnity and insurance provisions, a practical way for attendees to learn how to use the model contract and its various options.

12:15pm-1:45pm Lunch (on your own)

Thanks to our host:



1:45pm-3:15pm

Session 3: International Farmout Agreements

Frank Cascio will discuss the new AIPN Model Farmout Agreement. The new form is more detailed than the former model, modernized to take into account current practices, and flexible. Because farmout agreements, by their nature, address often unique circumstances, the new form contains various alternatives and options for parties to tailor the agreement to meet their needs.

3:15pm-3:30pm

Coffee Break

3:30pm-5:00pm

Session 4: International Unitization - The revised AIPN UUOA

Harry Sullivan will discuss the Unitization and Unit Operating Agreement. This session will provide an overview of unitization and review the newly revised 2020 AIPN Model International Unitization and Unit Operating Agreement.

Thanks to our host:

