



Association of International
Energy Negotiators

Optimizing the AIEN Model Liquefied Natural Gas (LNG) Sale & Purchase Agreement with Mock Negotiation

Tuesday, June 11, 2024 | 1:30 p.m. - 5:00 p.m.

Program Description

The workshop will take a deep dive into the AIEN FOB LNG Sale and Purchase. The instructors will guide the participants through multiple base provisions and options chosen for inclusion in the model form. A particular emphasis on heavily negotiated issues in the LNG industry (quantity flexibility, liabilities, delivery start date, etc.) will guide the discussion. The instructors will also draw from example deals in the Asia Pacific region (Japan, Korea, China, Thailand, Malaysia, Australia etc.) to put deal provisions in context.

Workshop Faculty

James English, Partner, Clark Hill

James English advises companies in the international oil & gas, LNG, fuel, mining, chemicals, and technology industries as they develop, buy, and sell projects and related infrastructure globally. James negotiates contracts required for every stage of a project's life cycle from initial investment, during commercial operations, and through decommissioning. His experience covers a wide range of complex development and commercial contracts, including host government instruments, joint ventures, supply, offtake, tolling, acquisitions, divestment, trades, credit support, site services, facility sharing, transportation, and numerous other industry tailored agreements. James has recently supported major infrastructure projects in LNG (Richmond LNG, SPEC LNG Cartagena), chemical manufacturing (La Porte PTMEG), mining (Grand Saline Salt), and fuels (fuel terminals). As a project leader, he has supported general counsel responsibilities, including compliance, technology (especially SaaS implementation), dispute avoidance, restructuring, and general M&A. Prior to joining Clark Hill, James worked at Anadarko Petroleum Corporation. His responsibilities included deepwater transactions and new ventures in Asia Pacific, Africa, Australasia, Canada, and the Caribbean. While at Anadarko, James also worked extensively with natural gas commercialization and marketing projects in West Africa, East Africa, Central Asia, Trinidad, Australia, and New Zealand.

Norman Nadorff, Special Counsel, Mayer Brown

Special Counsel Norman Nadorff, is located in Houston and works extensively with the firm's Rio de Janeiro office. His practice centers on energy law and transactions and ethics law compliance. For 30 years, Norman served as in-house counsel for major oil companies with primary focus on Latin America, West Africa and Indonesia. He was Senior Counsel for BP in Angola from 2006 to 2015 as well as Legal Manager for BP Brazil and ARCO Indonesia, where he held two expatriate assignments in the 1990's. Norman has dealt with a wide range of commercial contracts, including farmout, unitization, joint operating, study and bidding, EPC, drilling and wellsite services, gas sales, shareholder, joint venture, and project finance agreements, as well as a wide variety of host government granting instruments. At ARCO, Norman wrote the Company's policies on Foreign Corrupt Practices Act, US Anti-boycott laws and US Export Regulations. He has participated in corruption, fraud, conflict of interest and hostage-taking investigations and helped resolve various commercial disputes. A law professor at the University of Houston Law Center since 2012, Norman has taught International Petroleum Agreements in several other U.S. and foreign law schools, including Agostinho Neto University Faculty of Law in Angola ("FDUAN"). In 2006, he played key roles in the creation of a pioneering international oil and gas postgraduate program at FDUAN, which is in its sixteenth year. Norman lectures frequently on petroleum law, anti-corruption laws, contract drafting and negotiations, and development of local talent. Norman is fluent in Portuguese and Spanish, proficient in French, and has experience negotiating in all three languages. He is currently a Director of the Brazil-Texas Chamber of Commerce and a former Director of the Association of International Energy Negotiators in which he is active in several capacities, including Co-Chair of the 2022 and 2023 Model Contracts Workshops and member of the Education Advisory Board.

Patricia Tiller, Partner, Hunton Andrews Kurth

Patricia is an experienced projects lawyer advising clients on the full life cycle of energy and infrastructure projects. Patricia is the managing partner of the firm's Dubai office and has over 16 years of experience advising participants in the energy industry, adding value to her client's projects, and helping them achieve the desired results. She advises on energy projects involving both conventional and renewable energy sources, including development of regulatory regimes for the exploration, production, distribution, and sale of energy resources.

Patricia has advised on several "first-of-a-kind projects" in the energy-rich countries of the Middle East and Africa, and has a wealth of experience advising government authorities, sponsors, developers, and international contractors on innovative and complex energy projects.

In recent years, Patricia's practice has focused on the transition to net zero and helping clients make strategic decisions when structuring energy development and production projects. She has worked on various initiatives designed to assist the conventional energy industry transition to a carbon-neutral production environment, including advice on new regulatory regimes, carbon capture and storage, and the continued role of natural gas as a transition fuel.