

PRACTICE CONTACT

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COMPETITIVE MARKETING

Our lawyers have considerable experience in advising clients on competitive marketing issues in the energy industry. For example, we frequently counsel large industrial and commercial clients on the challenges and opportunities presented by the natural gas market. This includes advising clients on negotiating North American Energy Standards Board (NAESB) agreements for the physical purchase of natural gas and International Swaps and Derivatives Association (ISDA) agreements for the financial hedging of natural gas. We also regularly represent gas marketers in commercial and administrative matters before state regulatory agencies, including state public utilities commissions.

We regularly counsel clients on matters pertaining to the electric energy market as well. Our attorneys assist clients such as large industrial and commercial customers, electric energy marketers, and land developers in negotiating power supply coordination service agreements and master power purchase and sale agreements. In addition, we are frequently asked to represent clients in connection with legislative and rulemaking proceedings and to assist them in undertaking industrial and commercial development projects, including transactions with local utilities to obtain long-term sources of supply. We also have extensive experience representing energy companies and end users in many of the large bankruptcies that have impacted energy markets.