

# MSA Negotiations

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## Disclaimer

- Results of this negotiation are not necessarily typical.
- Names have been changed to protect the innocent.

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# WARNING!

- This is a demonstration by  
trained negotiators!

**DO NOT TRY THIS AT  
HOME!**

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## The Situation



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# The Situation

Suntan Oil is drilling a well in the Permian Basin

A tool has become lost in the well and now they need to hire a contractor ASAP to fish for the tool.

Gone Fishin' is happy to help; in fact they're ecstatic as the jobs have been nibbling but not biting recently and the CEO is considering selling the company bass boat.

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Suntan has sent its form MSA and Gone Fishin' has responded with its comments.

Counsel now need to hash out the open items so the Gone Fishin' crew can head out to the wellsite in the morning.

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