

## TEXAS LAWYER



### ENERGY ATTORNEY OF THE YEAR FINALISTS: Tull Florey



Courtesy photo

Tull Florey of Gibson, Dunn & Crutcher.

**T**ull Florey is a partner with Gibson, Dunn & Crutcher, and he is one of the finalists of Texas Lawyer's Energy Attorney of the Year award. Read a Q&A with him below.

**What was your most significant achievement of 2023?**

I'm proud of two significant achievements in 2023. The first involved co-leading the

Gibson Dunn team and, more significantly, leading the negotiations for Pioneer Natural Resources in the largest transaction in 2023 worldwide and the largest in the upstream oil and gas industry this century. Both Pioneer and Exxon Mobil were highly



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motivated and professional, which made it easier to work through last-minute issues to achieve a result that we believe was compelling to Pioneer's stockholders. The second was leading the representation of Patterson-UTI in its \$5.4 billion public company merger with NexTier Oilfield Solutions while simultaneously negotiating an approximately \$1 billion acquisition of private equity-backed Ulterra Drilling. Navigating the complexities of these two large concurrent transactions, one of which was a public company merger, proved challenging, but ultimately both deals closed ahead of schedule.

**What does it take to become a trusted energy attorney in Texas?**

Good client relationships are fundamental. In addition to the legal and deal-making skills I've acquired throughout a nearly 30-year career in energy, my ability to provide strong practical advice during critical junctures have earned my clients' trust. It's also very important to develop solid working relationships with opposing counsel to get deals done to the satisfaction of both sides. Houston is a very small legal community, and we sit across the table from each other often. Constant nurturing of long-term client relationships, while also maintaining strong ones with our peers, is particularly key to achieving successful M&A transactions.