



Armistead M. Long

Member

400 E. Kaliste Saloom Road, Suite 4200
Lafayette, LA 70508
Phone: 337.237.0132
along@gamb.com

Overview

"I wasn't always a lawyer.

Over the course of more than 23 years prior to entering law school, I founded, successfully operated and sold multiple companies in the fields of agribusiness, mining and manufacturing.

I have lived many of the issues my clients face." – Armistead ("Army") Long

Army joined the Firm in March 2011, bringing the knowledge and experience he earned over the course of his successful entrepreneurial career. His practice focuses on bankruptcy, creditors' rights and commercial transactional work for corporate, oil, gas and energy clients in Louisiana and Texas.

Army is a skilled and diplomatic contract negotiator, facilitating his clients' national and international service and supply agreements, leases, licensed manufacturing, distribution and labor agreements. His experience includes successfully leading his clients through corporate mergers, acquisitions and sales. It also includes successful "bet the farm" crisis management.

Army understands process, manufacturing and quality control. He served as chief executive officer of JBLCo Holdings, Inc., a leading North American manufacturer of bulk materials sampling systems and mine safety equipment he co-founded in 1986. He is also the co-inventor of several U.S. patents for control and design of bulk material sampling equipment. Following the sale of JBLCo, Army entered law school in the fall of 2002.

Excelling in and out of the classroom while in law school, Army interned with the Honorable Pamela A. Mathy, Magistrate Judge for the U.S. District Court in the Western District of Texas and

with Region 7 (Western District of Texas – San Antonio) of the Office of the U.S. Trustee. He also clerked with a leading San Antonio intellectual property law firm.

Following law school graduation in May 2005, Army served as law clerk to the Honorable Ronald B. King, Chief Judge of the U.S. Bankruptcy Court for the Western District of Texas before moving to Asheville, North Carolina to work in the business and litigation practice groups of one of the state's most respected and established law firms.

Now happily residing in the Louisiana sportsman's paradise, Army and his family enjoy fishing and hunting along with Cajun food and culture.

Practices

- Bankruptcy, Restructuring and Creditors' Rights
- Commercial Litigation
- Oil, Gas and Energy Litigation and Arbitration
- Oil, Gas and Energy Transactions
- Oilfield Service Company Transactions and Litigation

Industries

- Construction
- Energy and Natural Resources
- Industrial, Chemical and Manufacturing

Admissions

- Louisiana
- U.S. District Court, Western District of LA
- U.S. District Court, Middle District of LA
- U.S. District Court, Eastern District of LA
- Texas
- U.S. District Court, Southern District of TX
- U.S. District Court, Northern District of TX
- U.S. District Court, Western District of TX
- U.S. District Court, Eastern District of TX
- U.S. Court of Appeals, 5th Circuit
- North Carolina
- Eastern Band of the Cherokee Indians

Education

- St. Mary's University School of Law, J.D. 2005
- University of Tennessee, M.B.A. 1980
- Emory University, B.A. 1978

Clerkships

- Honorable Ronald B. King, Chief Judge of the U.S. Bankruptcy Court, Western District of TX

Experience

- Multiple engagements as unofficial general counsel for Louisiana oilfield service clients handling, sales, contract, collection, employment and liability issues.
- Represented principal shareholder of a national oilfield tools manufacturer in the manufacturer's Chapter 11 proceedings.
- Collected in excess of \$2.4mm on multiple open account debts in Louisiana, Texas, Mississippi and Oklahoma for a national cement and aggregates manufacturer.
- Successfully litigated seven-figure breach of contract, fraud and conspiracy claims of a national construction equipment company against several of its former franchisees.
- Obtained a ruling of non-dischargeability for a client's \$750k fraud claims against a former business partner.
- Assisted a client in the \$5.6mm purchase of a Baton Rouge chemical plant from a Ch 11 bankruptcy estate.
- Defended and negotiated preference claims against multiple clients in Louisiana, Texas, Oklahoma, Ohio and Delaware bankruptcies.
- Discovered defective security claims against an Oklahoma directional drilling company which would have precluded a client's \$600k unsecured claim. Subsequently placed the directional driller into an involuntary Ch 7 bankruptcy, preserving recovery prospects for the client.
- Represented multiple clients in the purchase of Louisiana and Texas oil well working interests from a large Gulf Coast oil & gas producer in Chapter 11 bankruptcy.
- Highly experienced in oil well and materialman's lien prosecution and defense in Louisiana, Texas and the OCS.
- Successfully represented the principal member of a family oilfield service company in the purchase of minority member interests and the subsequent profitable sale of the company two years later.
- Successfully represented the Unsecured Creditors Committee in the Ch 11 bankruptcy of a large Louisiana ready-mix manufacturer.

- Represented the interests of a national factoring company in the Chapter 11 bankruptcy of a Louisiana oilfield pump manufacturer.
- Assisted an oilfield service company in a financial restructuring involving the discounted purchase of existing debt.
- Represented a national asset based lender in fraud litigation against the principals of a corporate borrower
- Served as Special Counsel for Trustees in multiple bankruptcy proceedings and claim objections.
- Represented oilfield service companies in defense of multiple well damage claims.
- Served as local counsel to a national bonding company in defense of plug and abandonment bond claims.

UNITED STATES PATENTS:

- United States Patent Number 6,520,035 – “Control System for Belt Sample Cutters”
- United States Patent Number 5,767,421 – “Belt Conveyor Cross-Stream Sampling System”
- United States Patent Number 5,505,096 – “Particulate Material Sampling Apparatus”

Affiliations

- American Bankruptcy Institute
- American Bar Association – Business Law Division
- American Inns of Court – Acadiana Inn
- Federal Bar Association
- State Bar Associations of Louisiana and Texas
- Society for Mining, Metallurgy, and Exploration
- Society for the American Institute of Mining, Metallurgical, and Petroleum Engineers
- Acadiana Center for the Arts
- Louisiana Folk Roots
- Former Board Member – National Stone Association / Manufacturers Division
- Former Board Member – National Weighing and Sampling Association

Recognition

- AV-Preeminent® Peer Review Rated by Martindale-Hubbell
- Acadiana Profile Magazine Top Lawyer – Bankruptcy and Creditor / Debtor Rights / Insolvency and Reorganization Law (2014, 2015, 2016, 2018 and 2019)

Publications

- *Commercial Bankruptcy Issues*, Presenter, Gordon Arata Montgomery Barnett Duck Lunch, October 2017
- *Louisiana Oil Well Lien Act and the Effect of Bankruptcy Proceedings on a Claimant's Rights*, Presenter, Gordon Arata Seminars (August 4, 2016, June 16, 2016 and May 19, 2016)
- *Supreme Court Makes It Easier to Show "Actual Fraud" in Dischargeability Actions*, Drill Deeper Blog, June 2016
- *LIEN on Me: Are You Privileged* – LAGCOE 2015, Lafayette, Louisiana, October 27, 2015
- *Oil & Gas Rights in Louisiana / Lien on Me, Are You Privileged*, Lorman Education Services CLE Presentation, Baton Rouge, Louisiana, September 2014
- *Construction Lien Law / Construction Liens and Bankruptcy*, Lorman Education Services CLE Presentations, Asheville, North Carolina, February 2009 & February 2010
- *Automated Sampling & The Road Ahead*, 8th Annual Symposium, International Center for Aggregates Research, Denver, Colorado, April 2000
- *The Evolution of Automatic Cross-Belt Sampling Systems & Their Application to Sampling Lignite* – New Technologies for Coal Quality Control & Homogenization Workshop, Directorate General for Energy/European THERMIE Commission, Athens, Greece, October 1999
- *Getting It Right From the Start – Proper Sampling & Practical Automated Solutions*, 7th Annual Symposium, International Center for Aggregates Research, Austin, Texas, April 1999