

Mandell Clip 1 Transcript

SPEAKER 1: Good morning, everyone. Thank you so much for being here so early. Hi.

RYAN: Good morning. Good to see you again.

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RYAN: Good morning. Good to see you.

SPEAKER 1: Good to see you. Yes, so I just want to thank you guys for getting up at the crack of dawn. I know it was not easy. And yeah, I'm hoping that we can come to an agreement. As you know, the two of you are our largest trading partners. And we just as well as we have had a good relationship with both of you. And we'd like to preserve that relationship.

FADI: Wonderful.

RYAN: Yeah, same here.

FADI: Sounds great.

RYAN: How are things going in Fuji these days? How is the nation doing? How is your family doing? How are things?

SPEAKER 1: Things are good. I think we're fine. My family is doing well.

RYAN: Good.

SPEAKER 1: The island is as beautiful as ever. We have a few kangaroos running loose. But other than that, we're pretty good.

RYAN: That's excellent.

FADI: I heard that you had a very good tourism season this year.

SPEAKER 1: Yeah, you should come and visit, both of you.

FADI: You know, maybe we can visit together, just have a trip, yeah.

SPEAKER 1: That sounds good. We would love to have you.

RYAN: I think that would be an awesome way for us just to, in the future, get to know the needs of the Fujian people a little bit better and understand how our nations can interact well together.

FADI: Yeah.

SPEAKER 1: Great. So in the interest of time, I think that's a good segue point in understanding the needs of the Fujian people. I was hoping maybe we can talk a little bit more about our interests and what we're looking to get out of this deal.

FADI: Sure.

SPEAKER 1: How does that sound?

FADI: Yeah. That's what we're looking for.

SPEAKER 1: OK, great. So basically, my priorities are to-- my priorities are really to get a fair price that will meet the needs of the Fujian people for rice and to continue our good relationships with both of you.

FADI: OK.

RYAN: That's great to hear.

FADI: Yeah. So can you help me learn a little bit more about the needs of the Fujian people? I know you mentioned that you're looking to meet the needs of the Fujian people. What are their needs specifically when it comes to rice exports? But is there anything else that our nations can do to help meet the needs of the Fujian people?

SPEAKER 1: Certainly. So my understanding is that both of you have rice and both of you have pros and cons in terms of exporting rice to us. Our needs are really to make sure that supply is steady. So I guess one question that I have for both of you is, in the case of a disaster to the rice crop, how would you be able to recover and how quickly do you think you'll be able to recover?

RYAN: Sure. So the Indocartan people are passionate about their rice farming. It's a core part of our nation's identity. And it's something that we've always taken pride with our relationship between ourselves and Fuji.

One thing that we're very proud of is our transportation and logistics operation. We feel very comfortable not just with our ability to produce rice but also to export it all throughout the PACRIM region. So we are confident in our ability and have never had any sort of issues in the past with any sort of production-related issues.

SPEAKER 1: Can I follow up on that a little bit?

RYAN: Sure.

SPEAKER 1: So I'm hearing that you're good on transportation. So I think my understanding is that, yeah, so my understanding is that we're closer and the seas are less rough, so transportation is a little bit easier. My concern is that there have been some projections for a drought. And I know that Indocarta has faced drought in previous years. And in case there were a drought this year, how do you think Indocarta will be able to recover?