

Mandell Clip 2 Transcript

SPEAKER 1: Just to check back in, in the interest of time, is it--

FADI: We don't want to--

SPEAKER 1: Are we good or do you need more time?

RYAN: I'm-- what would you like?

FADI: Yeah. Would just like two minutes more please.

SPEAKER 1: All right, I'm going to give you guys a minute more, and then we got to go.

FADI: Sure. So the final is at \$6, I'm going to buy \$6 of your production. And just like, I think we're very close to the percentage. We're talking about you talked about 50. Then you went to 45. I just want to go down to 40. That's it.

RYAN: I've made two concessions there. And I'm making a concession on price. So the two things that are important to me are price and quantity.

FADI: OK.

RYAN: And I've made concessions on both.

FADI: OK.

RYAN: And you're trying to get more concessions from me.

FADI: No. Now I'm giving you. Again, I'm offering you \$6. What's the concession that you're giving here?

RYAN: So in order for me to go--

FADI: You asked for \$6. I give you \$6.

RYAN: In order for me to go to 60/40 with you, we'd have to be, I would have to get the same price for my rice as you sell to Fuji.

FADI: But this that 40% of the deal basically I'm making going to profit from that. Actually, I'm going to lose from that because I'm going to pay for the whole storage thing.

RYAN: I will split the storage with you. I will do 75% of the storage with you. The storage to me is not an issue here. That is a small cost.

FADI: OK. So the storage is you're going to pay 75%. And we're talking about I'm going to sell at \$7 to Fuji and buy it from you for \$7.

SPEAKER 1: Oh, guys, just checking in. We have--

FADI: But this means that we need to--

SPEAKER 1: You need more time?

FADI: Yeah, just please.

SPEAKER 1: All right, one more minute, and then I'm going to ask for your final offers.

FADI: The percentage, you said this-- I mean, again, I need to profit more a little bit here like 40%.

SPEAKER 1: How much longer do we have until the end of the round?

BRADY: Three minutes.

FADI: Can you lower down this a little bit?

RYAN: No. I can't. Because remember you said that production quantity doesn't matter, right? So it's all about perceptions. You can produce as much as you want. They can take as much as they want. I produce as much as I want.

FADI: But this means that here in this case is that I will only profit from 60% of the sales. I'm not going to profit from the full.

RYAN: But 60% of an infinite amount is still a good deal.

FADI: Not like-- what about \$6.05?

RYAN: No. I'm sorry. This is my absolute stopping point. I can't do more than this. This is absolutely where I am. I'm happy if you want to take this deal to them as a joint deal, otherwise--

SPEAKER 1: Guys, two minutes. I'm asking for your final offers. Do you guys still need more time?

RYAN: I do not.

FADI: OK. Yeah, let's go. Let's go.

SPEAKER 1: OK.

FADI: Thank you.

SPEAKER 1: So final offers. I'm deciding at the end of this round. Let's go.

FADI: OK. So now we have--

SPEAKER 1: And once again, it has to be one of you.

FADI: OK. So we agreed that I'm going to take this deal.

SPEAKER 1: OK.

FADI: I agreed with Indocarta.

SPEAKER 1: Oh, I can't be a part of any agreement.

FADI: Yeah, I know. It's only with us. But we have a little bit of like, I think, a change to our initial offer due to some other considerations that's happening on the ground here now. So we need to raise the price a little bit.

SPEAKER 1: OK. What's that?

FADI: So I think we, in order to have a feasible deal, we need to sell at the market price, which is \$8.

SPEAKER 1: OK, \$8. And what are you giving me in terms of bushels?

FADI: The 500,000 that you asked for.

SPEAKER 1: Since the price has gone up a little bit, can I ask for 50,000? 550,000?

FADI: 550,000? This means--

SPEAKER 1: Bushels.

FADI: I think it's fine, yeah.

SPEAKER 1: OK. All righty. And that contains the price for paying for a storage system?

FADI: Yes.

SPEAKER 1: All right, so let's go. We're signing this deal.

RYAN: I need to talk with you briefly.

SPEAKER 1: OK. You guys have we have one minute.

RYAN: So I need this to be this. Otherwise, I go. I have to have the same price as you're giving them. Otherwise, I will try to underpin you.

FADI: Yeah, but we have just agreed to \$7.

RYAN: It has to be the same price. It's not about--

BRADY: So round nine begins with Hawani and Indocarta for seven minutes. So Indocarta needs to leave the table.

SPEAKER 1: OK. All righty. Thank you guys so much. All righty, I think we're ready to go ahead and sign this deal. So what do you have for me?

FADI: So you're going to sign the deal with me?

SPEAKER 1: I'm going to sign a deal with you.

FADI: OK. Where's the form? Do you have the form?

SPEAKER 1: I have the form.

FADI: OK.

SPEAKER 1: What group are we? 14? Yes, we reached an agreement. This is round nine. I'm selling Hawani. What price am I buying for?

FADI: You said \$8.

SPEAKER 1: OK. Any measures to guarantee delivery agreed to?

FADI: We talked about the storage.

SPEAKER 1: So Hawani will pay for a storage system for Fuji to store extra grain.

FADI: No. What we're not, again, we're not going to pay to you that. We're going to set up our own storage system for you.

SPEAKER 1: OK.

FADI: What you need to get is just like the steady supply.

SPEAKER 1: OK. So Hawani will set up a storage system for Fuji to store extra grain. Also, you mentioned that the ships, you upgraded your ships. Hawani upgraded ships to

ensure that shipment of rice will not sink. And Hawani has purchased insurance and has taken other measures to insure--

FADI: Yes.

SPEAKER 1: OK. And you will provide us with 550,000. OK. OK.

FADI: OK.

SPEAKER 1: Good job.

FADI: Do we need to sign this?

SPEAKER 1: Yeah, sign it. OK. Thank you so much. Nice doing business with you.

FADI: Thank you.