

Evil 89

Chapter 89 - 89: Excuses.

Rasmus revealed to Eduard his plan to monopolize the trading and shipping business in Eddenvilla. He also told Eduard about his work, including the documents he had gathered about the Vivelda and Urion companies. Eduard listened to his explanation and plan as he read the data on the current market price, which was overpriced.

"I have known Vivelda and the Urion companies for a while now since they also have trading posts back there in the capital city. They're not as greedy as here because they have to compete with other powerful companies in the Refenus Kingdom. But to think they could do something like this here is unbelievable," Eduard muttered as he flipped the papers in his hands.

"This is their gold mine," Rasmus nodded as he looked outside the window. Do you have any idea why no other companies are competing here in Eddenvilla? I thought everyone would want to compete here. " He looked at Eduard, who was too focused on the documents in his hands.

"If Eddenvilla is a gold mine, Airedale is a diamond mine," Eduard responded as he leaned back. "Everyone competes there since it's the busiest harbor in the whole world. You can say that the Vivelda and the Urion companies are right below the big companies while the rest are far below Vivelda and the Urion," he explained and took a sip of his tea.

"Right, the Vivelda and the Urion companies are basically new compared to those big companies," Rasmus hummed and nodded. "To think these two can go this far to secure their business, I couldn't imagine how those big companies do it over there in Airedale," he smiled as he shook his head and stared at the city through the window.

Rasmus thought for a moment and couldn't stop imagining himself competing with those companies in the future. He wondered how high he could reach before he either fell or reached the peak.

"Count, you want me to be the face of your company, am I right?" Eduard asked with a worried expression. "I'm flattered by the offer, but I'm just a merchant from a small village who sells fruits, vegetables, and cheap goods. I don't know if I can handle this."

"And I was a boy who got abandoned and exiled, hated by everyone. But look at me now. So, what's your point, Eduard?" Rasmus glanced at Eduard with a stoic expression. "If you're looking for an excuse

for any situation, you'll find one eventually. You're determined by others for who you are, but in the end, it's you who holds the accountability for that since you made yourself that way. They judge what they see."

Eduard wanted to argue since he wasn't like Rasmus, but he then realized what Rasmus said was true. He tried to use another excuse to justify who he was, and that was why people never looked at him as anything more than just a merchant from a small village.

"They complain about who they are, and yet they do absolutely nothing to change it. Don't expect things to change without any effort. That's the first mistake," Rasmus crossed his arms and leaned against the wall. "Those who did put effort into changing who they were, suddenly decided to give up because they didn't see any changes. They think by rowing the boat they will find a land eventually without knowing where they're going. That's the second mistake," he added.

"In the end, what could go wrong?" Rasmus asked as he walked toward Eduard on the couch. "You already hate who you are, right?" He stood in front of Eduard, staring down at him in the eye. "You're not the center of this world, but you have to know that you're also not bound by it."

Eduard looked down, rubbing his face with a hidden smirk underneath. He couldn't believe he had got a lecture from someone who was younger than him. He hated how Rasmus could make him feel good and hated himself at the same time.

"So? Is there any excuse?" Rasmus raised his brows. "Or do you want to take this opportunity?"

"Fuck it..." Eduard muttered as he slowly lifted his head to look up at Rasmus. "Yeah, fuck it," he nodded as he scoffed.

Rasmus offered his hand to Eduard for a handshake. Eduard didn't hesitate to grab Rasmus's hand as he stood up and shook his head firmly. They both nodded, sharing a stare with smiles on their faces.

"Now, let's go around the city and see the city that you're going to take over," Rasmus said as he walked toward the door. "There's a saying that I really like. I came, I saw, I conquered," he looked over his shoulder at Eduard with his brows raised.

"Those are powerful words. Who said that?" Eduard asked as he followed Rasmus.

"Some dead guy," Rasmus chuckled.

They walked around the city so Eduard could understand the battlefield that he was going to join later. He already had a few plans in mind that he shared with Rasmus. The first one was to check the merchants, the second one was the people who lived in the city, the third one was the demand for certain items or products, and lastly how to maintain the funds from it even though they would buy for a higher price and sell for a cheaper price.

Rasmus knew of a method called Loss Leader Pricing where a product was sold at a lower price way below the standard price to the point it was unbelievably cheaper than making it your own. On the other hand, the other products were sold at a higher price, but in this case, it would still be less than what the Vivelda and the Urion offered.

Eduard was surprised that Rasmus knew that method since it was something only good merchants knew. Rasmus revealed that it was already a part of his plan and he had taken care of that part.

They were enjoying their coffee in a cafe which became overpriced because of those two companies. They both discussed the right approach to compete against the Vivelda and the Urion companies in trading. They thought of plans to anticipate if Vivelda and the Urion decided to play their game.

"Have you decided what you're going to do with the city mayor? He must have gotten a lot of shares from those two companies from allowing this to happen," Eduard said as he took a sip of the coffee. He didn't like the taste, but somehow it was addicting since it was his first time drinking coffee.

"You don't have to worry about that. I'll handle that part," Rasmus answered as he took a sip of the coffee. "You just focus on the front end while I deal with the back end."

Eduard nodded and he was glad that he didn't have to deal with politics because he didn't know anything about it.

"There are people that I want you to meet, come with me," Rasmus said as he stood up from his chair.

Eduard drank all his coffee in a single shot, he grimaced and scrunched by the bitterness of the coffee. As a merchant, he didn't want to waste something expensive. He then followed Rasmus out of the cafe. Rasmus brought Eduard to the brothel house, and the first reaction that came out of Eduard was that his eyes and mouth gaped widely.

"Wait, what are we doing here?" Eduard swallowed hard as he looked at Rasmus. "You said that you want me to meet someone..." He watched Rasmus walk toward the door.

"They're here, come on," Rasmus nodded as he walked into the brothel house.

Eduard swallowed hard and tried to fix his old rugged clothes as best as he could before he walked in. When he was inside, his eyes were wide open to the scenery and the women with alluring bodies and minimal clothing that barely covered their bodies.

"So you're here," Rasmus looked at Videl flirting with a courtesan.

"Where else would I be?" Videl raised his brows with a smirk on his face.

"Ah, my dear patron..." Erlina's eyes brightened when she saw Rasmus as she walked down the stairs with Carrion behind her. "I heard everything from Rion, but I want to hear it from you personally... alone..." She smirked as she bit her lip and stood in front of Rasmus and placed her hand on his chest.

"Maybe later, I want you guys to meet a friend of mine," Rasmus said as he gently pushed Erlina's hand from his chest and pointed his other hand at Eduard. "Eduard Merc," he looked at Eduard and nodded his head.

"Nice to meet you, My Lord, My Lady," Eduard bowed his head, feeling inferior because of his outfit and his status.