

Middle Age 78

Chapter 78: The Hen That Lays Golden Eggs

Qi Yun frowned slightly, quickly calculating the costs in his mind.

After a while, he opened his mouth and asked again, "For these ripe strawberries in his greenhouse, how much do you plan to sell them for per kilogram if you bring them back?"

Wei Yong rubbed his chin, thought for a moment, and said, "The well-presented ones in the wholesale market are priced around 100 to 130. I think selling his at eighty or ninety per kilogram shouldn't be an issue.

I also know a few fruit vendors like me who can help distribute some of them."

Qi Yun nodded slightly upon hearing this, "Alright, let's go talk to him."

The two of them turned and went back into the greenhouse, where Ding Kang looked at them eagerly, his eyes fixed on them.

"How about it, gentlemen? Please, you must help me!"

Qi Yun stepped forward with a smile and patted his shoulder, "Haha, Boss Ding, don't worry. Let's talk about the price first. If it's reasonable, we can take some."

Upon hearing this, Ding Kang's face immediately showed joy and he nodded quickly, "Good, good, Boss Qi, you say it, the price is negotiable."

Seeing his demeanor, Qi Yun couldn't help but feel a twinge of reluctance, finding it hard to state the price he originally had in mind.

He sighed inwardly, after so many years of struggle, he still hadn't become a qualified businessman.

"Boss Ding, you go ahead, let's talk about the ones in your cold storage, what price do you intend to sell them for?"

Ding Kang's eyes showed a hint of hesitation, he licked his dry lips, and cautiously said, "Four... thirty-five! Thirty-five per kilogram, how about that?"

He initially wanted to say forty, fearing the other might think it's high, he quickly adjusted to thirty-five, as the batch in the cold storage would spoil in four or five days. If he didn't sell it now, his losses would be greater.

The two people in front of him were his last hope.

Qi Yun was slightly moved by the price Ding Kang offered, it was a bit higher than Wei Yong anticipated, but not by much.

Although the city's tea shops would probably buy some, the specifics were still unclear, so bringing back these strawberries would indeed involve some risk.

The two exchanged a glance, Qi Yun then nodded in agreement, "No problem, we'll go with the price you mentioned."

Hearing Qi Yun agree so decisively, Ding Kang was momentarily stunned, and then his face broke into a wildly joyful smile.

"Great! Thank you, gentlemen! You're really doing me a huge favor." Saying this, he eagerly shook Qi Yun's hand with both hands.

Qi Yun patted his arm, smiling as he said, "No need to thank us, we're just doing business."

"When do you plan to pick these ripe ones in your greenhouse?"

Ding Kang, stabilizing his mood a bit, quickly replied, "Tomorrow, we can pick them tomorrow."

Qi Yun nodded, "Hmm, what price do you have in mind for this batch for us?"

Ding Kang bit his lip, a hint of conflict in his eyes, and then said, "Boss Qi, this batch in the greenhouse is all fresh, with guaranteed quality. I'm not asking for a high price, just sixty per kilogram. How does that sound?"

This price is really considering the help you two are giving me, it's a great deal." As he spoke, he fixed his hopeful gaze on Qi Yun, afraid that the price might cause him to back out.

Qi Yun didn't rush to answer, instead looking at Wei Yong.

Seeing Wei Yong nod slightly, he agreed, "Alright, this price is fair."

Hearing Qi Yun agree, Ding Kang's face instantly showed a relieved smile, gratefully saying, "Thank you, gentlemen, so much, I assure you, the quality of these strawberries will definitely satisfy you."

"Haha, alright, let's have a good partnership!"

Excited, Ding Kang rubbed his hands and said, "Great partnership, great partnership! Let's go inside and sit, stay for lunch, I'll cook a chicken."

Qi Yun waved his hand with a smile, "Boss Ding, we appreciate the thought, but we need to get back to the city to connect with sales avenues. We'll do it next time."

Hearing this, Ding Kang didn't insist further.

"First, take us to the cold storage. We'll take some strawberries back, and the rest we'll have a cold chain truck pick up this afternoon."

Ding Kang hurriedly nodded, "Alright, I'll take you there."

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Returning to the city, Qi Yun and his partner immediately started promoting to higher-end tea shops.

After visiting more than twenty shops, they finally sold over a thousand kilograms, at a unified price of sixty.

The remaining portion was distributed to some of Wei Yong's fellow vendors, also at sixty.

Exhausted, the two of them entered a restaurant, ordered two plates of stir-fried meat with noodles, and began to devour them.

At that moment, the cold chain truck Wei Yong arranged called, saying all two thousand kilograms had been loaded.

Qi Yun immediately transferred seventy thousand for the goods to Ding Kang.

After putting down the phone, Qi Yun looked at Wei Yong and said, "You handle the subsequent matters. We'll split this business fifty-fifty."

After all, selling the latter batch of strawberries mainly depended on Wei Yong.

Hearing this, with noodles still in his mouth, Wei Yong quickly raised his head, "How could that be, I didn't pay anything, I was just helping you run errands, I..."

Qi Yun interrupted before he could finish, "We're brothers, no need to say too much, we make money together, and I might not always have time to handle these things. If there's trouble later, just call me."

Seeing him say so, Wei Yong didn't insist further, nodded silently with a hint of gratitude in his eyes.

"By the way, didn't you say you wanted to open a fruit shop before? How's the shop search going?" Qi Yun asked casually.

Wei Yong sighed, "Ah, I haven't found a suitable one, it's either a bad location or the rent is too high."

Qi Yun thought for a moment, the shop he rented a couple of days ago had a decent location, currently, there aren't many people because it's near a small hospital, but once the city hospital opens there, foot traffic will surely increase.

The profit of the fruit supermarket across from the hospital must be quite substantial.

So he immediately said, "I have two shops, I'll take you to see them later."

Wei Yong showed a trace of surprise on his face and asked, "Huh? When did you quietly buy two shops?"

"Haha, it's not bought, it's rented."

Wei Yong nodded and didn't ask further.

After eating, the two drove directly to Xinghe Bay District.

After getting out of the car, Wei Yong looked around and frowned, "Old Qi, why are you renting a shop here? The foot traffic in this place is not great."

Qi Yun smiled and patted his shoulder, "Come on, let's look at the shops first and then I'll explain."

They arrived at Zhang Danfeng's shop, and Qi Yun took out the key to open the door, motioning for Wei Yong to take a closer look.

Wei Yong walked into the shop and looked around. The shop's size was not small and was just right for opening a fruit supermarket.

"There's another one next door, let's go see it."

Having said that, the two of them went to the other shop.

After looking around, Wei Yong nodded, "The shops are quite good, but..."

Qi Yun glanced around to make sure no one was nearby and then whispered to Wei Yong, "The hospital across the street is about to be acquired by the city hospital."

Wei Yong was slightly stunned when he heard this. He immediately understood what Qi Yun meant, his eyes widening in disbelief.

"Are you serious?"

Qi Yun nodded seriously, "Otherwise, why would I rent them?"

Wei Yong immediately gave him a thumbs up, "Old Qi, you're really connected now, to get such inside information ahead of time."

Qi Yun laughed out loud, "Now what do you think of these two shops?"

Wei Yong's eyes gleamed with excitement, his face brimming with unstoppable joy as he slapped his thigh hard and said, "What more is there to say? They're sure to be golden-egg-laying hens."

"These two shops are for you to open a fruit supermarket, consider it my investment. How about it?"

"Two... two shops?" Wei Yong asked in shock.

"Yes, if you're going to open, open two right away to avoid anyone else competing with you. But this is just my suggestion; whether it works or not, you can go back and discuss it with your wife.

If you only want one, I can rent out the other." Qi Yun took a drag on his cigarette and said slowly.

Wei Yong also took two strong drags on his cigarette and said seriously, "Old Qi, I know you're looking out for a brother, involving us in every profitable venture, and I, Old Wei, will remember this kindness in my heart.

You have more skills and vision than us, I trust you!"

Qi Yun smiled and patted his shoulder, "Why say that, we're all brothers. Let me know when you've made up your mind."

"Alright, I'll talk to your sister-in-law about this tonight." Wei Yong stubbed out his cigarette on the ground, his eyes firm as he spoke.

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After they parted, Qi Yun took out his phone, intending to call Zhao Qing and ask if she was still at the park, but he noticed a small red dot on WeChat.

Upon opening it, he found a message from Wang Fei.

"Brother Qi, do you have time to meet up?"

"Is there something you need from me?"

"Let's talk in person." Wang Fei replied promptly.

Qi Yun was slightly taken aback and wondered to himself why she wanted to meet.

Considering he should maintain a good relationship with this little rich woman, he replied, "Okay, you choose the place."

"Yunyan Tea House." Wang Fei quickly sent the location and coordinates.

"Alright, I'm heading over now."

Putting away his phone, Qi Yun went to the roadside to hail a cab, but after waiting for almost five minutes, not a single taxi passed, indicating how poor the foot traffic in this area was.

"Sigh, it seems I should buy a car for commuting." Qi Yun sighed, opened the ride-hailing app, and after waiting a few more minutes, finally got a ride.

Half an hour later, the car stopped at the entrance of Yunyan Tea House.

The tea house was designed like an old building, with blue bricks and white walls, looking quite upscale.

As he stepped inside, a cheongsam-clad waitress immediately came to greet him.

"Hello, sir, do you have a reservation?"

Qi Yun nodded and gave Wang Fei's name.

"Alright, Miss Wang is in a private room on the second floor. Sir, please follow me." With that, the waitress bowed slightly and led the way.

Following the waitress to the second floor, the interior decoration of the tea house was equally exquisite, with an elegant classical atmosphere.

The walls of the corridor were adorned with famous calligraphy and paintings, and the wood floor beneath his feet creaked softly, imparting a sense of tranquility.

When he pushed open the wooden door of the private room, a graceful silhouette rose to greet him.