

The 80s 121

Chapter 121 We Did It

Cheng Su called Sister Wang into the house and went straight to the point about the business deal.

"You know, it's really time-consuming to come over from Qing City. So, I was thinking, I'll give you a fixed price of ten cents per pineapple, no matter how much you get them for from others. Sell them to me for ten cents each. Of course, the cost of transportation will naturally be on you," said Cheng Su.

Sister Wang didn't expect such a proposal and subconsciously looked towards her husband, who was sitting in the chair.

Brother Wang also pondered, ten cents per pineapple. If they could get pineapples from others for eight cents each, they could earn a two-cent margin.

"This means you'll become pineapple traders. Once you get started, you'll surely not just have me as a customer," added Cheng Su when she saw their hesitation.

What she was suggesting was almost like being middlemen. They could attract their own customers and develop the business. As long as they had many customers, how could they not make money?

"But there are certain risks, such as damage during transportation, possible accidents, and, besides, you don't have a truck at the moment. You'll have to rent one, which is another expense," Cheng Su also explained the risks involved.

Both husband and wife were honest and hardworking people. It was Sister Wang's hearty nature and reputation that made Cheng Su want to pull them into this business.

Moreover, she felt that this business could indeed be done.

If the pineapple jam she was currently making opened up the food market, other food companies would definitely follow suit. Big companies wouldn't just dabble with small-scale manual production; they would definitely come in large volumes to purchase.

By then, it would be hard not to thrive!

As time progressed, life was getting better. Starting now might be challenging, but with time, as long as they were fair in pricing and honest, would they have to worry about not being able to do it?

This was a pineapple production area, and they knew it better than anyone else. Getting goods from the villagers and selling them off, just making a margin, was better than any other job, wasn't it?

As for the risks, what business doesn't have risks? If you're willing to strive, you will definitely win. If you don't even have the courage to take risks, then don't dream about prospering!

If this were the 21st century, Cheng Su might not dare guarantee that they'd definitely earn money or succeed. But now, a few years after the reform and opening up, the future was bound to get better, and she confidently made that promise.

"If I weren't so busy now, I would want to do it myself," Cheng Su said with a smile.

She had too many plans, was currently making jam, and was planning to open a small restaurant in the future; how could she be able to manage more?

"Big sister, do you really think we can do this?" Brother Wang asked.

"I can't speak for other things, but I'm quite confident in this one," Cheng Su nodded, adding, "There are many foods you can make from pineapples: canned goods, jams, like what I'm making now. You can wholesale to other fruit vendors. Don't think it's too cheap to be valuable. As they say, 'small profits but quick turnover'. Have you done the math?"

Brother Wang thought for a moment, then a spark of light flashed in his eyes, and he said, "I'll trust you this time, big sister. We'll do it."

Cheng Su smiled, "Then I wish you business prosperity and early success. But when you and Sister Wang get the business going, don't forget about me. Remember to give me the lowest price!"

"Certainly!" laughed Brother Wang. "If we actually achieve what you said, you will be the benefactor of the Wang family!"

For some reason, looking at the woman with the faint smile and exuding self-assuredness, he had the feeling that he could really do well and expand the business, just as she had said.