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Chapter 136: The Price of Half a Ten Thousand Yuan Household

The intentions of the people from the food company were not much different from what Cheng Su had imagined, but she hadn't expected them to want the patent as well.

However, when it comes to the patent, there isn't really one to speak of. After all, with food, someone will eventually make something similar. It's not like a personal invention, such as a technological innovation or the like.

"Talking about patents is making too much of it, it's just making a snack. It's not really patentable technology, there will always be someone else who can make it," Cheng Su said with a light smile.

"Miss Cheng's jam is a technology in itself. We have come here sincerely and can't expect to get it for free. There's no such thing as a free lunch, right?" Gu Lijuan said with a smile, "How about Miss Cheng name a price?"

"Miss Gu, does selling you this recipe mean I can no longer make this jam?" Cheng Su asked, seemingly off-topic.

Gu Lijuan frowned, and then Li Changfa said, "Since we at Friendly are buying the recipe, naturally, you can no longer use this recipe to make jam."

Cheng Su was not surprised; everyone wants to have an exclusive business. If the recipe was sold, how could she continue making it?

"I don't think I can agree to your proposal," she said after a moment's thought.

Li Changfa became somewhat anxious and said, "Miss Cheng, we can negotiate the price. Besides, you're already running a restaurant, right? In that case, you won't be making jam anymore, will you? Why waste such resources?"

"Of course, I'll make it. Who said I wouldn't?" Cheng Su replied. "I run the restaurant, and I make the jam too. Why would I give up a profitable business?"

Gu Lijuan looked around and asked, "Is Miss Cheng making the jam right here?"

"I know I can't compare to a big food company like Friendly, but every company starts small, doesn't it? Although my operation is just a small workshop, with the right technology, who's to say I can't grow big?" Cheng Su said confidently.

"Miss Cheng, mass-producing food isn't the same as your small-scale operations. Food production depends on scale; food safety, hygiene, and quality preservation all require robust technologies. Friendly Food Company has been established for ten years, our products have always had a good reputation, and we have national certification in hygiene and food safety," Li Changfa said, unable to contain himself.

He sounded a bit excited, but Cheng Su remained calm and unruffled. "Technician Li, I understand what you mean. I also plan to be in the food business, where hygiene is of utmost importance. Of course, I will focus on it. I know that Friendly is a large company, obviously not comparable to a small workshop like ours. However, I'm not yet ready to give up on making jam; I'm really sorry."

"So, you're not willing to sell?" Gu Lijuan asked. "What if we offered five thousand?"

Five thousand was not a small sum at that time; people always talked about how impressive ten thousand yuan households were. To casually offer five thousand was half the amount of a ten thousand yuan household!

Cheng Su took a sip of water and, smiling, shook her head: "I'm sorry to have made you come all this way for nothing."

"Miss Cheng, with five thousand, you could open several small restaurants like this one!" Li Changfa's face turned dark.

Cheng Su simply smiled without saying anything.

Gu Lijuan gave her a deep look, stood up, and said, "Sorry to have bothered you, Miss Cheng. I think we will meet again!"

Li Changfa seemed anxious upon hearing this. Gu Lijuan shot him a look, and he reluctantly closed his mouth.

Cheng Su noticed this and thought to herself that it seemed Miss Gu was the one with authority. She wondered what her background was.