

## The 80s 159

### Chapter 159 Never Be a Salted Fish

Are you tempted?

To be honest, Cheng Su was very tempted. Twenty thousand yuan, not two hundred, not two thousand, but a whole twenty thousand.

What was the concept of twenty thousand yuan at that time? If it were the 21st century, it might have been equivalent to being a millionaire, right? And yet, all of her savings didn't even reach two thousand yuan.

Therefore, Cheng Su was indeed tempted, but she was very clear that the future economy was promising. Selling this recipe would mean giving up this segment of the business. If in the future, she could obtain even more sets of twenty thousand, what would the current twenty thousand count for?

Moreover, as Wan Fuyu himself said, if it becomes the first brand to go overseas, that's where the real money is.

Cheng Su didn't have such a long-term plan at the moment because she knew that there was an abundance of foreign jams that were more sought after by the people of her country. Right now, her target market was just the citizens of her country. If she were the first to venture into this, even just doing business among her countrymen would be enough for her.

So, she resisted the temptation, all for the sake of more twenty thousand yuan sets in the future.

Hearing Cheng Su's explanation, Ning Ge raised an eyebrow, "You have quite the ambition."

Cheng Su chuckled lightly, "What's the difference between living without ambition, without a goal, without a dream, and being a salted fish?"

She, Cheng Su, would never be a salted fish.

Pfft!

Cough!

Ning Ge and Mu Yan burst out laughing at her fresh metaphor.

"So you want to continue with this business?" Mu Yan asked, "As Boss Wan said, to do this business, you also need to apply for various patents and other rights. Moreover, other brands of jam have already been introduced to the market. If you're a step slower, the competition might be fierce and riskier."

Cheng Su had been busy with the small restaurant lately and hadn't paid attention to this news. Now, hearing Mu Yan's words, she felt a bit surprised, but it was only a fleeting moment. She said, "Now, Comrade Xiao Ping is talking about focusing on the economy, saying the economic prospects are very good. It's not surprising that others are following the trend of this fresh jam; but I believe excellence can be achieved in any field."

"That's because the jam you make tastes the best. Our Supply and Marketing Cooperative has also stocked other brands of jam, but yours is the bestseller. Look, I've come back for more," Mu Yan spread her hands, thought for a moment, and then said, "Actually, if you're too busy right now and are preoccupied with the small restaurant business, you could sell the jam recipe to Friendly. Twenty thousand yuan isn't a small sum. Or perhaps, you could negotiate, sell the recipe, but also stay in the business."

Cheng Su replied, "That's not impossible, but would they agree? Besides, I want to give it a try. If I truly missed the moment to dominate the market, then it's just not meant to be!" To stand firm in the market at this great time, Cheng Su had much to do. Relying solely on her manual production, the full promotion would be even more challenging.

However, speaking of manual production, it might not seem so extraordinary now, but in later years, handcrafted would be highly valuable!

"I love this attitude of yours, good or bad, always following your heart," Mu Yan gave a thumbs-up, her eyes flashing with admiration.

Cheng Su put on a pretend bitter smile, "Stop it, I'm regretting it in my heart, thinking about whether to go back to Friendly and trade for that twenty thousand yuan."

Mu Yan laughed heartily, "If you really thought like that, there's no need for regrets. I estimate they would rush to bring you the twenty thousand yuan right away. But do you truly think so?"

Cheng Su had an expression like she'd been caught out, and the two women shared a laugh.

Ning Ge watched Cheng Su thoughtfully from the side.