

Losing Money to Become a Tycoon: Starting with Games

Chapter 537: President Pei Wants Us to Work Together as One

Thursday, June 2

Liang Qingfan had been locked away working for two straight days.

He had already obtained the blueprints for both buildings. The mixed-use building was newly constructed, so getting its plans was relatively easy. The apartments in Binhu Residential Community, however, were quite old. After tracking down the property management office, it took considerable effort to locate the original construction drawings.

After that, Liang Qingfan shut himself away to work.

And became increasingly frustrated.

This time, he genuinely couldn't understand President Pei's intentions.

For the previous luxury apartment, President Pei had insisted on a minimalist design. Liang Qingfan could at least understand that. After all, only wealthy people could afford to rent a place like that, and among wealthy people there were certainly some who appreciated minimalist aesthetics.

But applying the same minimalist style to forty-square-meter lofts and sixty-square-meter two-bedroom apartments?

Would there be anything left inside these homes at all?

Liang Qingfan felt he could solve any aesthetic problems through careful design.

That simply required more thought and effort.

But how exactly did President Pei intend to solve the apartments' severe lack of practicality?

He was thoroughly puzzled.

Still, he didn't feel it was appropriate to keep asking questions.

The duplex lofts in the mixed-use building were relatively straightforward. Since the units were small, every area already had a clearly defined purpose, making it easy to finalize the design.

The real challenge was the "miraculous" lake-view apartments in Binhu Residential Community.

That semicircular, 180-degree curved living room would need a complete functional redesign to improve space utilization. The kitchen and bathroom had to be enlarged, and the front entrance and hallway needed to be widened.

All of these changes would directly affect the living experience. If they weren't done well, then no matter how extravagant the renovation looked, the project would still be a failure.

Fortunately, after examining the structural drawings, Liang Qingfan discovered that several walls which had appeared to be load-bearing actually weren't.

That meant they could be modified.

Even so, developing the renovation plan would require an enormous amount of work.

'Come on.'

'President Pei said that only difficult floor plans truly reveal a designer's ability. No matter what, I have to make this layout work. I can't disappoint President Pei's expectations.'

Putting aside his lingering doubts, Liang Qingfan immersed himself once again in perfecting the design.

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Friday, June 3

Moyu Delivery Store No. 1 – Food Laboratory

Rui Yuchen was sitting alone in the store, sampling a newly developed fitness meal.

Although he was the person in charge of Moyu Internet Café, Rui Yuchen had always believed that he shouldn't become detached from the customers. He regularly visited the stores, chatted with customers, and even occasionally worked as a waiter himself.

Today, on a whim, he had sent the regular waiter away and decided to serve customers personally.

Since there were no customers at the moment, he took the opportunity to try the new fitness meal.

Inside the transparent lunch container, one side held stir-fried sliced beef garnished with onions, carrots, and green peppers. The other side contained banana oatmeal pancakes and pan-seared cod.

There was fish, meat, and vegetables—healthy while still fitting Chinese dining habits.

Previously, the fitness meals developed by Moyu Delivery had already been rolled out to every Managed Fitness gym and had been very well received.

But Rui Yuchen hadn't stopped there.

He continued developing new fitness meals.

Because he understood something very clearly:

Even if Chinese-style fitness meals suited customers' tastes and were sustainable over the long term, eating the same dishes over and over would eventually become boring.

They needed to ensure there was enough variety to constantly rotate the menu and keep customers interested.

The day customers no longer viewed eating fitness meals as a chore, but instead looked forward to them, would be the day the fitness meal program could truly be considered a success.

For now, though, it was only an initial success.

The menu still needed to be expanded.

Just as Rui Yuchen was about to pick up his chopsticks, he noticed a familiar figure.

"Brother Lin, you're here. Have a seat."

Rui Yuchen stood up to greet him.

Lin Canrong casually pulled over a chair and sat down, looking around the room.

It was his first visit to Moyu Delivery's Food Laboratory.

Rui Yuchen called toward the kitchen.

"Another fitness meal, please."

Lin Canrong sighed with admiration.

"Moyu Delivery's Food Laboratory is really impressive."

Rui Yuchen got up and poured Lin Canrong a drink, smiling as he said,

"It's all done according to President Pei's instructions. By the way, Brother Lin, didn't you mention before that Mingyun Private Kitchen also wanted to set up a Food Laboratory? How did that turn out?"

Lin Canrong shook his head.

"President Pei didn't approve it."

"He didn't?" Rui Yuchen was surprised. "Why not? If anything, Mingyun Private Kitchen should be doing food research to provide an even better dining experience for high-end customers."

Taking the glass of juice from Rui Yuchen, Lin Canrong took a sip before answering,

"That's what I thought at first too. It wasn't until I spent a long time thinking about it that I finally understood President Pei's deeper intentions."

"At first I couldn't figure it out either. President Pei told me not to open branch restaurants and not to establish a Food Laboratory, but at the same time he still allowed me to spend money."

"So where was I supposed to spend it?"

"I thought about it for a long time and eventually decided to invest it in staff training."

Rui Yuchen blinked.

"Staff training?"

Lin Canrong nodded.

"That's right. I started recruiting multilingual waitstaff directly from Handong University at high salaries. At the same time, I began standardized training for all the servers, requiring every one of them to memorize each dish's ingredients, cooking methods, proper cooking temperatures, and flavor profile so they could answer customers' questions fluently."

"I also enrolled the existing waitstaff in language courses. Now that we have more employees, scheduling is much easier, so they can rotate through foreign-language classes during working hours."

"Huh?"

Lin Canrong explained, "I only decided to do this after carefully considering the hints President Pei gave me."

"The reason he wouldn't let me open branch restaurants is that Mingyun Private Kitchen is a high-end restaurant. The premium ingredients are limited, and the chefs are all highly paid specialists recruited from all over the country. They're scarce talent. If we opened branches, there'd be no way to guarantee consistent quality. It would be like destroying our own reputation."

"So what President Pei truly cares about is protecting that brand."

"If I'm going to keep spending money, then it should be spent on further enhancing the prestige of that brand."

"I thought it over again and again. Our chefs are already exceptionally skilled. Their cooking can only improve gradually, and throwing more money at them won't necessarily help. As for ingredients, we're already using the best we can obtain."

"That means the only area left to improve is the quality of our service."

"So we have to invest more in our waitstaff."

"Who knows? Maybe one day we'll have international guests dining at Mingyun Private Kitchen. If our servers can speak multiple languages, it'll greatly improve their experience. Spending money in that area is absolutely worthwhile."

Rui Yuchen nodded in realization.

"I see... President Pei really does have an international perspective."

"You're right. Mingyun Private Kitchen is already very well known domestically. It makes sense to prepare in advance for overseas visitors."

Lin Canrong continued,

"Besides that, I also enrolled every waiter at Mingyun Private Kitchen in Managed Fitness."

"I figured that since President Pei opened a Managed Fitness gym near Mingyun Villa even though he knew it would probably lose money, it was most likely intended for employees."

"After observing things for a while, I found that I was right. The members of the DGE esports club had already started using it."

"So I thought Mingyun Private Kitchen shouldn't fall behind, and I arranged for all our servers to work out there as well."

"A few of them really needed better physical conditioning. Their appearance might leave a poor impression on customers, so that's another area we can improve."

Rui Yuchen nodded thoughtfully.

"I understand now... but I still think opening a Food Laboratory for Mingyun Private Kitchen to improve its dishes wouldn't necessarily be a bad idea."

As they were talking, the new fitness meal was ready.

"Here, Brother Lin. Try the latest Fitness Meal developed by the Food Laboratory."

Rui Yuchen went into the kitchen, brought out the meal, and placed it in front of Lin Canrong.

Lin Canrong took a couple of bites.

"Hmm. Not bad."

Rui Yuchen smiled.

"Brother Lin, you eat Mingyun Private Kitchen's dishes every day. Hearing you say 'not bad' is already more than enough praise for me."

Lin Canrong continued eating.

"I really do think it's good. For a fitness meal, it's practically delicious, okay?"

"Now, where were we?"

Rui Yuchen replied,

"I was saying that it wouldn't be a bad idea for Mingyun Private Kitchen to establish a Food Laboratory to improve its dishes."

Lin Canrong nodded.

"Right. President Pei had already thought of that."

"He told me not to set up a Food Laboratory for Mingyun Private Kitchen. He said, '*At most, you're allowed to make use of the research results from Moyu Delivery's Food Laboratory.*'"

Rui Yuchen was puzzled.

"Use our research results? That doesn't make sense. Our research is all focused on affordable meals. There's no way those dishes could be served at Mingyun Private Kitchen."

Lin Canrong smiled and shook his head.

"That's exactly what I thought at first."

"But later I realized President Pei meant something much deeper."

"Both of our departments are in the food business. On the surface, one specializes in high-end dining while the other focuses on affordable meals, but we're both brands under the Tenda Group umbrella."

"If each of us had our own Food Laboratory, we'd each be doing our own research independently. We wouldn't be able to integrate our resources, and that would just waste them."

"Besides, given Moyu Delivery's scale, having a Food Laboratory makes perfect sense. Mingyun Private Kitchen, on the other hand, is simply too small. No matter how popular it is, it's still only a single restaurant. Running a Food Laboratory for it alone would be like asking a small horse to pull a heavy cart—it would be far too much."

"But what if we combined our resources?"

"When President Pei said Mingyun Private Kitchen could use Moyu Delivery's research results, he was really hinting that we shouldn't treat ourselves as completely separate operations. We should conduct research together and share the results."

"One Food Laboratory is more than enough."

Rui Yuchen suddenly understood.

"Oh~ so *that's* what he meant!"

Lin Canrong continued,

"So I'm planning to regularly send our head chefs to the Food Laboratory to experiment with new cooking techniques and new dishes."

"When that happens, I'd like your nutritionists and other specialists to help out by offering suggestions."

Rui Yuchen nodded immediately.

"Of course! We'd be more than happy to."

"Once new dishes are developed, we can benefit from them too. And who knows? They might even inspire the people working in the laboratory to come up with new ideas."

Lin Canrong couldn't help but sigh with admiration.

President Pei really did see the bigger picture.

Previously, he'd felt a little resentful.

Why was Moyu Delivery allowed to keep expanding despite constantly losing money, while Mingyun Private Kitchen kept making money but wasn't expanding at all?

Had President Pei been playing favorites?

Now it seemed he had completely misunderstood.

President Pei's real message was that Mingyun Private Kitchen and Moyu Delivery were both essential parts of Tenda Group's strategy in the restaurant industry.

Rather than treating themselves as separate entities, they should work together seamlessly and cooperate as one.