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"Sensei, we don't mind even if you don't do this for us."

"Betty!"

Betty, the younger sister of the shop owner here, made a statement betraying our expectation. She basically says that it's fine for the restaurant run by her brother to go bankrupt.

"Still, isn't that a bit heartless towards your brother?" (Wendelin)

I reprimand Betty who asked her brother, who desperately puts in effort to gather guests for his restaurant, "But am I not right?"

"That's right! It's just as Earl Baumeister-sama says!"

The shop owner is angry at Betty.

"I mean, there are actually no guests coming here. Brother, being employed as a cook will be a more secure lifestyle for you. Right now I'm sharing the meat I obtained through hunting with you, but once I graduate from the prep school, you will need to procure it from somewhere else. Since you have no creativity as a cook, I'm telling you that it's better to give up as soon as possible."

"That's a sound argument that's quite hard to refute."

Overturning my previous statement, I switch sides to Betty.

It's because I have realized that she has said all that with the readiness to be hated for the sake of her brother.



"Your sister is correct, I think."

"She's a good girl. Whether I'd be able to tell my bro off in such a way is..." (Katia)

"You did tell him. During the matter with the tunnel."

"Erwin, don't bring up that story anymore. I have reflected on that whole mess in my own way..." (Katia)

Erw and Katia also join Betty's cause. With this the prevailing opinion is that it would be better to close down the restaurant.

The 『Wendelin's Second Consultation Job』 has come to an end here.

By becoming a cook hired by an independent restaurant, it will secure him a stable life without any need to live in debts.

It's a slightly boring conclusion, but it can't be helped.

"With this out of the way, go and look for a job. Since you're skilled, I will introduce you to Arterio's company. If it goes well, you will be able to get promoted and become part of the top

management there."

"Brother, that's much better. Speaking of Arterio Company, it's running a big number of eateries, and I hear that it's very profitable."

Yep, yep. If I can introduce a very promising manager candidate to him, Arterio-san will be thankful, and I will get something out of it as well.

If the elder brother of my cute student drowned in debt, it would cause troubles for his sister and stand in the way of her future.

Far from killing one bird with two stones, you might as well call it an idea that kills three birds with one stone.

It's definitely not just for the sake of my own benefit.

"Then, let's go with that."

"Please wait! I won't close this restaurant! Betty! Isn't this place a valuable legacy of dad!? Shutting it down is nothing I could do!"

"Wend, what's your take?"

"The legacy of their deceased father, huh...?"

I guess if you consider that part to some extent, it brings the whole matter back to a neutral position. Most recently, there are places that have been starving for such heart-warming stories.

"Even the memories of our mother, who passed away at the time when Betty was just born, are remaining in this restaurant! I can't close up shop so easily!"

"Betty, is that true?"

"Yes..."

I try asking Betty about the details...



—In the past, there existed a young, married couple that wanted to open up their own restaurant. Husband and wife procured a store by laboring away, and in spite of the store's bad location, they earned enough money to lead a normal life.

However, at some point they reached a turning point in their lives.

After the wife gave birth to her second child, she immediately died from illness.

The husband frantically ran the restaurant while raising the two children by himself.



"That's a touching story."

It's a drama as you will encounter on TV.

"The problems started at this point."



—Even after having lost his wife, the restaurant's management went well for the husband. Soon he declared that the elder child would succeed the restaurant once grown into an adult. Since he had helped his father from an early age, this child had enough confidence. That child was Betty's brother.



"Dad told me to come back after getting proper training at another restaurant. According to his words, he would spoil me too much when teaching me himself."

"That was a very correct assessment."

"Is that so, sensei?"

It's one of the reasons why successors suddenly run down popular restaurants. Without putting in any decent effort as they just rest on their laurels while relying on the previous generation's reputation, the taste becomes worse over time, and gradually guests stop coming in, resulting in the restaurant going bankrupt. That's a regular pattern. During my time as a salaryman I have heard those kinds of stories from many directions.

"Even though it's exceedingly easier than making a new restaurant thrive from scratch, there are some who have to close their restaurant after a short time, right?"

Since stupid rich boys making their noble houses fall into ruin regularly pop up, I can't really speak about other social classes, though...

"Fearing that, Dad sent brother to another place for training."



—However, another problem cropped up at this point. Even their father, who was the restaurant owner, ended up collapsing from sickness.



"I guess that means you hurriedly returned as the new owner?"

"In his sickbed, Dad told brother to not come back yet."



—He told him to not interrupt his training halfway, and come back after properly bringing his training to a close since the store wasn't rented but the family's possession. Despite being told so by his father who was on the verge of dying, his son willfully resigned from his training place, and started to run the restaurant. Of course the guests gradually stopped coming. Nowadays they even lack the funds to buy ingredients, and it has developed into the sorry state of him relying on the meat hunted by his younger sister.



"Uwaah...you're telling me you're completely dependent on your sister who's close to ten years younger than you...no way..."

"Don't you have any pride as an older brother, dude?"

In the past, Erw has gone through rough times thanks to his elder brothers. Katia's brother never placed any financial burden on his sister. That's why both openly showed their disgust towards Betty's older brother who was naively dreaming about his dead father's memories in this restaurant even though he was fully relying on his younger sister. It's probably because they believe that something like that can only be said by someone who somehow manages things by himself without depending on others.

"I mean, this is my father's restaurant!"

"As you said yourself, your father told you to reopen the restaurant after finishing your training, didn't he? This restaurant is owned by you, so you don't need to pay any rent. As long as you don't have any turnover, you won't have to pay much taxes either. Wouldn't it have been fine to continue your training while maintaining the store so that you could reopen it at any time?"

"That's..."

Betty's brother falls silent as he can't return anything against Erw's just argument. He's probably shocked from having his own rashness pointed out to him by someone who's younger.

"At this point, you won't be able to return to that old restaurant, right?"

"Yes, it's not possible anymore..."

Betty's brother, who's thoroughly being confronted with his own failures, has his heart shattered and looks like a completely withered leaf.

Even though it's only now, he has finally realized the extent of his own ineptitude.

"Sensei, I don't mind if you abandon him. It won't do brother any good to be pampered anyway."

Having said that, it looks like Betty can't help but to be worried about her brother. I can't see anything else but the wish for me to do something about it on her face.

"I have already started this, so I won't quit now."

I will make sure that Betty's brother will be able make a living by managing this keepsake of his parents properly.

Believing that I might as well give it a try since there's nothing to lose anyway, I decide to begin with the reformation of this restaurant.

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"Earl Baumeister-sama, you say you came up with a new business?"

"New, huh? I'd say it's a combination of existing businesses."

On the next day we're in the middle of remodeling Betty's brother's restaurant.

Of course I have asked Arterio-san, and as expected, he seemed to be very curious what kind of restaurant it would become.

"But, isn't the location slightly bad?"

"The bad location will be compensated by another component. We will sell alcohol."

"A tavern? If it's a tavern, I think the management will be difficult."

Yep, the management of a tavern is troublesome.

It's because they have a wide range of dishes, and that would take quite a bit of time and effort.

If no guests show up, the loss of ingredients will grow, putting even more pressure on the management.

It also has the contrivance that the ones managed by a company are more profitable than those run by individuals.

Bigger companies can lower the costs by stocking up in bigger batches all at once, and have the advantage of being able to flexibly shuffle lacking resources and manpower around between the branch stores.

"Is that why you have increased the seats at the counter? There's no chairs either, huh?"

"We're going for a setup where guests drink while standing."

What I have come up with is a restaurant where people dine and drink while standing. Alcohol with a high profit ratio and side dishes going well with the drinks will be served. It's a store targeted at people who want to grab a drink on their way back home after work.

"There will be one to three side dishes, and up to three cups of alcohol from a wide range of different sorts. The drinking while standing is for the sake of increasing the turnover rate. We will leave those guests, who would sit down to drink normally, to taverns."

This store is scheduled to become a standing-bar like the one in Japan's Shinbashi[efn_note]A part of Tokyo[efn_note].

"Since the idea here is for the guests to drink a bit and go back home afterwards, I guess it's okay to not care that much over its location."

"Actually, it's better for the location to be slightly bad instead."

The guests will have a drink for a short time after work before heading home, and come for quick drinks during their days off and after the sun goes down. Since I'm estimating for those cases to be our targets, it's rather better for the store to be situated in a place that doesn't have many people looking at it.

"If the regular customers increase, the bad location won't be a handicap any longer. Once the regular customers come here to drink with their friends, the number of guests will increase even further."

"I see."

The remodeling results in establishing counter seats by narrowing down the cooking area. As there are no chairs despite there being tables set up, the guests will be able to drink while chatting with several peers. The lack of chairs aims at increasing the turnover of guests.

"We will also leave the guests, who stick around for a long time, to the taverns."

"Oh, so you're narrowing down the quality of the customers. And what's my part in this?" (Arterio)

"The menu." (Wendelin)

The food will be served a la carte suiting the alcohol, and I want to increase the types of drinks and side dishes as much as possible. We will use the seasoning and the menu of the restaurants run by Arterio-san.

"Cold tofu, green soybeans, pickled vegetables, and all kinds of salads. Various fried foods are possible as well, right? Deep-fried food will work as well, no?"

In addition, fried vegetables and meat on skewers, bird in teriyaki, yakitori...since bamboo skewers can actually only be procured through Mizuho, they are expensive...for now we have no other

option but to swindle our way through by placing the fried food on tables without using skewers. I think the menu will grow, as long as we provide various small dishes with salt-taste and dipping sauces.

"Fish might be nice as well." (Wendelin)

"Earl-sama, fish is unexpectedly expensive."

"I've got a connection, right? I will try to talk it over with them."

The one I discussed it with was the owner of 『River』 whom I previously taught the method of cooking eel.

"Earl Baumeister-sama, long time no see."

"It's the eel king! The eel king is here!"

"Just as you said, that nickname got stuck to me, Earl Baumeister-sama."

Nowadays the owner of River has set up several branch stores, and is even called Eel King in the capital.

"Eels would be a bit difficult, but if it's freshwater fish cuisine, I can provide the ingredients. Since I got connections to the river fishers, the prices will be slightly lower as well. Let's see...the menu will be..."

It might be fine to go with the standard fried and deep-fried fish and river shrimps. Even sweetened boiled fish and deep-fried fish marinated in spicy sauce should go very well with alcohol.

There are plenty of other fish dishes that will work as well.^[efn_note] Cutting out a bit of further Japanese dishes.^[/efn_note]

Given that it will take time to prepare all of it, it will be alright to buy finished dishes to some extent.

"The menu has drastically grown, hasn't it Earl Baumeister-sama?"

"With this we can reopen once the owner has familiarized himself with cooking the dishes on the menu."

"And, if it all goes well, it will allow him to open another store with the same concept at another place in the capital."

"That's how it is. I will have him open a branch in Baulburg, too."

"This will yield a hefty profit again, won't it?"

"No kidding."

Arterio-san and I laugh at each other while clapping our shoulders.