

After finishing high school, Andreas started thinking about what he could do to support his family. Since his parents were farmers, he thought he could sell fresh fruit and vegetables from all over the country.

Opening a grocery store was easy and didn't require a big investment. No special education was needed and the only thing needed to start his business was a store and a few tables. Then he could buy fresh fruit and vegetables from wholesalers and display them in his store.

One of the first things he did, was to think about competition. Since grocery stores can be found in almost every neighbourhood, he had to search very carefully where to open his store.

Another thing he found out after opening the store, was that fruit and vegetables **spoil** quickly and are very sensitive to high temperatures and the sun.

It is best to **renew** his **stock** every day with fresh products.



Two years in, Andreas's store is running smoothly, and he earns enough money to support his family. He has regular customers, that come every day.

Now, he is thinking about opening a second store and he has already started searching for the right location.

Glossary

- **Spoil:** Food that goes off and is no longer good to eat
- **Renew:** To replace the goods with new ones
- **Stock:** The total amount of goods for sale