



Tuncer at the Cheese Shop  
by  
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*- Inspired by a true story -*

Tuncer was a 13 year old boy who loved cheese. He helped his dad, Bahattin, sell cheese in their shop. Tuncer was smart and cute. The customers liked him a lot.

One day, Tuncer sold 23 bins of cheese by 1 pm. He had 40 bins in total. He was very proud of himself. He told his dad the good news.

His dad smiled and said, "That's great, Tuncer. But I want you to do something for me. Go to the cheese shop down the street and ask them how many bins they sold today."

Tuncer was confused. He did not want to go to the other shop. They were their competitors. They might not tell him the truth. He said, "But dad, why do you want me to do that?"

His dad said, "Trust me, son. It's important. Just go and ask them nicely."

Tuncer did not argue. He put on his coat and walked to the other shop. He saw the owner sitting behind the counter. He looked bored and sad. He was a friendly man with a big smile.

"Hello, young man. I am Yorgos. What can I do for you?" he asked.

"Hi, sir. I'm Tuncer. I work at the cheese shop across the street. I was wondering how many bins of cheese you sold today," Tuncer said.

Yorgos looked surprised. He checked his records and said, "Well, I only sold 4 bins out of 60. It's been a slow day."

Tuncer felt happy. He had sold more cheese than the other shop. He thanked Yorgos and ran back to his dad.

"Dad, dad, guess what? The other shop only sold 4 bins of cheese. We sold 23. We are doing much better than them!" Tuncer said.

His dad smiled, but then he said something that shocked Tuncer.

His dad said, "Thank you, Tuncer. Now I want you to do something else for me. From now on, whenever a customer comes to our shop, tell them to go to the other shop instead. Tell them they have more cheese than we have right now."

Tuncer was stunned. He couldn't believe what his dad said. Why would they do that?

Why would they help their competitor?

"But dad, why? That doesn't make sense. We have more cheese. And we need to make money," Tuncer said.

"Trust me, Tuncer. There is a reason for this. Just do as I say," his dad said.

Tuncer was not happy. He was very disappointed. He did not understand his dad's decision. But he loved his dad and wanted to obey him.

So he did what his dad told him. He sent every customer to the other shop. He told them they had more cheese than his dad's shop.

The customers were confused. They liked Tuncer and his dad's cheese. But they followed his advice and went to the other shop.

The other shop became very busy. Yorgos was happy. He sold a lot of cheese.

Tuncer and his dad's shop became very quiet. They did not sell any cheese.

Tuncer felt sad. He wondered if his dad made a mistake.

At the end of the day, they closed the shop. They only sold 25 bins all day.

As they were leaving, they saw the owner of the other shop. He came over to them. He had a big smile on his face.

"Hello, Bahattin. Hello, Tuncer. I want to thank you for what you did today. You are very kind and generous. You helped me sell all my cheese. I was worried that it would go bad and I would have to throw it away. But you saved me from that. You are true friends," he said.

Yorgos gave them a big hug. He also gave them a big box of a luxury chocolate.

"This is for you. Please take it. It's the least I can do". Tuncer was surprised. He did not expect the owner to be so happy. He did not expect him to be so grateful. He did not expect him to be so friendly.

Yorgos said, "Tuncer, I can see you are not happy. You look upset. Do you know why your dad asked you to do this?"

Tuncer said, "No, I don't. I think he is crazy. He is giving away our business. He is helping our competitor. He is hurting us."

Yorgos said, "No, he is not. He is helping me. He is helping you. He is helping everyone. He is teaching you a valuable lesson. Do you know what that lesson is?"

Tuncer said, "No, I don't. What is it?"

Yorgos said, "The lesson is that there is no competition between true merchants. We are not enemies. We are friends. We are partners. We are in this together. We share the same passion. We share the same customers. We share the same market. We need each other. We support each other. We help each other. We make each other better."

Tuncer and his dad were touched by his words. Tuncer realized that he was right. They had done a good thing. They had helped their neighbor.

They thanked Yorgos and took the chocolate. They also invited him to have dinner with them.

They walked home together, talking and laughing. Tuncer felt happy again. He understood his dad's decision. He was proud of his dad and himself.

He had learned a lesson about kindness, generosity, and friendship. And he had enjoyed the best chocolate ever.