

分类号: H315.9

密 级: 公开

学校代码: 10363

学 号: 2221210119



安徽工程大学

Anhui Polytechnic University

硕士学位论文

题 目 《徽商故事（清代）》（5-8篇）

英译实践报告

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专业学位类别 翻译硕士

研究方向（领域） 英语笔译（文化艺术翻译）

论文提交日期: 2025 年 5 月 15 日

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报告

**A Report on the C-E Translation Practice of
The Stories of Hui Merchants in Qing
Dynasty (Chapters 5-8)**

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论文答辩日期: _____ 2025 年 5 月 14 日

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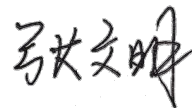
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致 谢

时光荏苒，岁月如梭，硕士生涯的旅程已至终点。回首过往，这一路既有知识的探索与积累，也有诸多温暖与力量的陪伴，让我得以在学术的道路上坚定前行。

师恩如海，深铭于心。首先，我要向我的导师张文明教授致以最崇高的敬意与最真挚的感谢。张老师治学严谨，学识渊博，从查阅资料，确立题目，完成开题报告，到中后期的论文修改，无不倾注其心血。每当我陷入学术迷津，他总能以睿智的见解拨云见日；每当我困于思路阻滞，他又能以渊博的学识指点迷津。张老师不仅授我以“鱼”，更授我以“渔”，其严谨的治学态度与谦和的为人风范，将永远指引我在学术与人生的道路上砥砺前行。其次，我要感谢我的父母与家人，你们是最坚实的后盾，亦是我最温暖的港湾。求学之路漫长而艰辛，是你们无条件的支持与包容，让我得以心无旁骛地追逐理想。同时，我要感谢一路走来陪伴我的好朋友们。那些并肩奋战的日夜，那些畅谈理想的时光，是你们让枯燥的学术生活充满色彩。

最后，致敬岁月与成长。硕士生涯不仅是知识的积累，更是心智的磨砺。感谢这段旅程中所有的挫折与惊喜，它们让我学会坚持，亦懂得谦卑。愿以此为序，奔赴下一程山海。

摘 要

本次翻译实践报告的文本选自董家魁和孟颖佼合力编著的《徽商故事（清代）》，该著作于 2016 年由安徽师范大学出版社出版，全书由 50 篇历史上真实发生的故事组成，致力于普及徽商知识，弘扬徽商精神。译者选取本书的第 5-8 篇故事作为翻译文本，文本描绘了盐商、茶商等徽商在清朝的艰难处境，集中体现了徽商诚信不欺、乐于助人的高尚品格。源文本以叙事为主线，融入了大量富含文化意蕴的四字格词语，文学色彩浓厚。同时，文本中包含了诸多流水句和口语化表达，句式灵活多变，整体风格兼具文学性与口语化的特点。

在翻译过程中，传达四字格的文化内涵，将流水句的意合转为形合，和口语化表达风格的传递，是此次翻译实践报告中遇到的三个难点。译者的解决方案如下：首先，对于四字格翻译，译者通过借用目的语意象再现源语意象，和摒弃源语意象，仅传达核心意义来传达四字格的文化内涵；其次，在流水句翻译方面，译者通过增译衔接词和重构句子的方法，从而化意合为形合；最后，对于口语化表达翻译，译者通过转换句式、巧用英语习语、和使用直接引语来再现原文的口语风格。

通过本次翻译实践，译者不仅深入了解了徽文化知识，还积累了丰富的翻译经验，提升了对叙事类文本的翻译能力。同时，在翻译过程中，译者也掌握了一些翻译策略和技巧，为今后处理类似文本奠定了坚实基础。最后，译者希望本篇翻译实践报告能够为其他翻译此类文本的译者提供一些借鉴和参考。

关键词：《徽商故事（清代）》；叙事文本；四字格翻译；汉语流水句；语言风格

Abstract

The text selected for this translation case study is taken from *The Stories of Hui Merchants in Qing Dynasty*, co-authored by Dong Jiakui and Meng Yingjiao and published by Anhui Normal University Press in 2016. The book comprises 50 historically authentic stories dedicated to spreading knowledge about Hui merchants and promoting their spirit. The translator selected stories 5 to 8 from this book as the translation text. These stories depict the challenging circumstances faced by Hui merchants, such as salt and tea traders, during the Qing Dynasty, and highlight their noble character, including their honesty, integrity, and willingness to help others. The source text is primarily narrative-driven, incorporating a wealth of culturally rich four-character idioms that lend it a strong literary flavor. At the same time, the text features numerous run-on sentences and colloquial expressions, with a flexible and varied sentence structure. The overall style combines both literary sophistication and a conversational tone.

During the translation process, conveying the cultural connotations of four-character phrases, transforming the paratactic structure of run-on sentences into a hypotactic one, and preserving the colloquial style of expression were the three main challenges encountered in this translation practice report. The translator's solutions are as follows: Firstly, for the translation of four-character phrases, the translator reproduced the imagery of the source language by borrowing target language imagery or, in some cases, abandoned the source language imagery to convey only the core meaning, thereby effectively transmitting the cultural essence of the four-character phrases. Secondly, in translating run-on sentences, the translator added cohesive devices and restructured sentences to convert parataxis into hypotaxis. Lastly, for the translation of colloquial expressions, the translator employed strategies such as altering sentence structures, skillfully using English idioms, and incorporating direct speech to reproduce the oral style of the original text.

Through this translation practice, the translator has not only gained an in-depth

understanding of Huizhou culture but also accumulated extensive translation experience, significantly enhancing their ability to translate narrative texts. In the process, the translator has also mastered various translation strategies and techniques, laying a solid foundation for handling similar texts in the future. Lastly, the translator hopes that this translation practice report can serve as a source of reference for other translators working on similar texts.

Key Words: *The Stories of Hui Merchants in Qing Dynasty*; narrative text; four-character idioms translation; Chinese run-on sentences; language style

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第一章 任务简介

1.1 源文本来源

本次翻译实践报告的文本来自《徽商故事（清代）》，由董家魁和孟颖佼合力编著，由安徽师范大学出版社于 2016 年出版。本书是解码徽商系列丛书之一，该系列共有 8 本，致力于普及徽商知识，弘扬徽商精神，传播徽商正能量。本书是该系列的最后一本，通过 50 篇故事介绍了历史上清代徽商的真实情况，尽管属于故事类文本，但完全是有史实根据的。经多方查证以及和导师确认，至今为止，本书尚未有过英文版译本，本次翻译为首译。本次英译实践的内容选取源文本的第 5 篇到第 8 篇故事，字数共计 10062 字，译文共计 7581 词，符合翻译硕士毕业论文的字数要求。本次翻译实践为一项翻译模拟项目，旨在通过对徽文化相关文本的翻译，为对徽文化感兴趣的读者提供一条了解徽文化的途径。

1.2 源文本简介

源文本以尊重历史事实为前提，以通俗易懂的语言、图文并茂的形式讲述了徽商的一个个传奇故事，描绘了盐商、茶商等徽商在清朝的艰难处境，反映了封建社会背景下徽商的经营模式与经营之道，侧面表现出徽商独特的经商天赋和才能，并赞扬了他们诚信不欺、乐于助人的高尚品格，一定程度上反映了在我国封建社会晚期，徽商对政治、经济、文化、社会等各方面产生的重要影响。本次翻译实践报告选取的是源文本的第 5-8 篇故事，讲述了茶商是如何利用自己的经商天赋积攒财富的，诚信老店是如何经营而来的，以及面对官商勾结的现象时，徽商是如何坚守自己的处事原则，并依然坚持诚信待人的。这些故事反映了徽商经营的信条和准则，也道出了徽商称雄数百年的重要秘诀，故事中徽商所代表的拥有丰富内涵的徽商精神，也将成为后人宝贵的精神财富。

1.3 实践意义

首先，本次《徽商故事（清代）》的英译实践，旨在向外国读者展现清代徽商的商业智慧与道德精神。徽商不仅以诚信经营著称，更以乐善好施、扶弱济困的品德闻名，其商业伦理深深植根于中国传统儒学。通过翻译，可以让国际社会更深入地理解徽商文化所蕴含的儒家价值观，如“以义为利”“贾而好儒”等核心理念。此外，徽商所代表的徽商文化植根于中国传统文化的土壤之中，展现徽商文化能够在一定程度上弘扬中国传统文化，吸引更多人了解徽文化，促进不同文化的交流与传承。

其次，本次翻译实践不仅是文化输出的过程，也是译者自身能力提升的重要契机。此次翻译实践报告有助于提高译者的翻译技能，为今后的翻译活动积累一些宝贵的经验，并为同类文本的翻译实践报告提供一些参考，同时在实践的过程中，译者可以不断提高问题意识，对翻译中的出现的问题及时给出翻译策略及解决方案，进一步提高翻译水平，并且不断学习和积累文化知识，提高跨文化交际的能力。

第二章 译前准备

2.1 文本类型及特点分析

源文本主要以叙事为主，该类文本通常以时间顺序或事件发展为线索，情节连贯，故事性强，塑造的人物形象鲜明，语言生动形象，具有独特的风格。翻译时应注重保留原文的风格和情感表达。

从文本的文化内涵上看，源文本巧妙地运用了富含文化底蕴的四字格，如“东山再起”、“寒窗苦读”等，其中包含了丰富的文化背景，涉及中国传统文化中的墨文化、茶文化、商道和经营理念，如胡开文墨店的背景、墨的制作技术、徽州茶叶的名声等，这些四字格不仅丰富了语言的层次，还增添了文本的文化深度，丰富了文本的内涵，使读者在阅读中能够感受到浓厚的文化氛围。另外，文本通过讲述家族兴衰和商业传承的故事展现出徽商的价值观和经营理念，通过描写徽商人物的智慧、果断和仁义之举，展示他们在商业和人际关系中的才能和品德，传递了诚信、正义、善良这些基本的价值观。

从文本的句式特点上看，源文本多用流水句来增强表达的流畅性和连贯性。使得读者可以顺畅地跟随故事的发展，减少了阅读中的停顿和断裂感。例如，“一个不小心，扑通一声，他便左右摇晃着倒进了河里”“自幼家贫，勤快能干，很得东家赏识。”这种句式特点在叙述性文本中尤为常见，形式上看似松散，但通过语义上的紧密联系，形成一种自然、连贯的表达效果，能够增强文本的节奏感。

从文本的语言风格上看，文本中多处采用了口语化的表达方式，使得对话和叙述显得更加自然和亲切。例如，“你这不是自己跟自己过不去么”，以及“就像嫁闺女，哪有在盖头巾上写着‘美’和‘丑’，再让人来娶的”，这些口语化的表达既通俗易懂，又增强了文本的生动性和趣味性，使读者能够更加直观地感受到文本的情境和情感。

2.2 平行文本的查阅

译者通过广泛查阅，收集了大量与徽州文化相关的平行文本。这些文本主要

关注徽州的建筑、美食、民俗和历史故事，是本翻译实践报告报告的重要参考资料。例如，由上海社会科学院出版社于 2002 年出版的《徽州社会文化史探微：新发现的 16—20 世纪民间档案文书研究》详细介绍了徽州地区的历史文化、建筑艺术、民俗风情等，是了解徽州文化的重要媒介。另外，译者详细查阅了和源文本有关的解码徽商系列丛书，包括《徽商精神》、《第一商帮》等关于徽商文化的书籍，这些文本都分别从某一侧面较为详细地展示徽商鲜为人知的地方，深入讲述了徽商的发展历程和贡献，有助于译者进一步理解徽商的优秀文化。通过对平行文本的查阅，译者可以更好地理解不同文化背景下的徽商的思想、观念和价值观，进一步理解源语言和目标语言在表达上的异同，从而提高翻译技能。

2.3 翻译工具的选择及术语表构建

本次英译实践报告使用了多种翻译工具，包括谷歌在线词典、有道词典、DeepL Translate、Cambridge Dictionary 和 The Free Dictionary 等。其中，谷歌词典和有道词典主要用于确认单词的精确用法，Cambridge Dictionary 则用于核查词组的搭配是否恰当。此外，还借助了必应（Bing）、DeepSeek 和 ChatGPT 等辅助工具，以了解原文相关文化背景信息，进一步完善译文表达。

针对本次翻译实践中可能涉及的专有名词，译者建立了专门的术语表：首先，通过查阅文学翻译领域的书籍、论文等资料，收集并整理常见文学翻译术语；其次，参考权威在线词典和翻译工具（如 Cambridge Dictionary、The Free Dictionary 等），确保术语的准确性；最后，结合具体文本语境，筛选并确定最终的术语译法。通过系统化的术语管理，有效提升了本次文学翻译的准确性和一致性。

第三章 案例分析

在本次英译实践中，译者遇到了不同方面的翻译难点，针对这些难点，译者秉持着从提出问题到分析问题，再到解决问题的思路 and 原则，根据不同的翻译难点采取针对性的翻译策略和方法，从而将这些难点一一汇总并解决。

3.1 四字格翻译——传达文化内涵

汉语的四字格词语，有时也称四字词组，或直接称四字格，是汉语中一种独特的词汇现象（陈宏薇、李亚丹，2005：113）。由四个汉字组成，结构紧凑，意义凝练。从结构来看，四字格词语可分为两类，一为固定搭配的组合，即一般人们所称的成语；还有一类属于自由组合，搭配相对灵活（但仍为四字格的结构）。作为一种约定俗成的语言形式，四字格词语是人们长期社会文化生活的积累，承载着丰富的历史文化内涵（唐根金，2020：71）。源文本属于叙事类文本，多描述明清时期某一行业商人经商或为官的故事，所以存在很多四字格词语，要准确地译出这些词语的文化内涵和意义，对译者来说，是一大挑战。

3.1.1 借用目的语意象，再现源语意象

四字格，因其独特的结构、节奏以及所承载的文化信息，往往成为汉译英中的一大挑战（Zhou Yu, 2024：154）。从表面上看，翻译是两种语言之间的转换，但在深层次上，翻译传递的是文化信息（姜倩、何刚强，2008：43）。这一点，在四字格词语的翻译中体现得尤为明显。作为一种典型的文化词语，对它的意义理解不能脱离独特的民族文化环境。纽马克（Newmark, 1981：84）指出：所有语符都是事物的隐喻或转喻，一切词语都具有隐喻性。依此可见，翻译本身也是一种隐喻，用一国语言去表示另一国的语言，或用新的隐喻来适配原来的隐喻（王寅，2017：9）。这意味着在翻译过程中，译者需要调用隐喻思维，借由一事物来理解另一事物，通过“始源域”与“目标域”之间的隐喻关系获得其内涵意义。译者需要先在源语的文化语境中理解四字格的含义，再利用目的语中现有的意象或惯用语来传达原文四字格的文化内涵和意义。这种方法在不改变原文基本意义

的基础上,通过将原文的隐喻意义与目标语言中的习语或表达方式相结合,创造出新的译文。这样做不仅保留了原文的精髓,还使得译文更加贴近目标语言的文化和语境。通过这种意象转换,译文能够更自然地融入目标语言的表达习惯,增强了译文的可读性和文化适应性,同时也让读者更容易理解和接受。

例 1

原文:少东家经过十年寒窗苦读,先后考取了秀才、举人,眼看就要到京城参加会试了,但是从歙县到京城来回一趟需要大半年的时间。

译文: The young master had burned the midnight oil for a decade, successively earning the titles of xiucai and juren. Now poised to journey to the capital for the imperial examination, he faced a six-month round trip from She County.

分析:例 1 中,“寒窗苦读”这一四字格词语,字面义为“在寒冷的窗下用功读书”,源自于中国古代科举制度中的读书文化,用以形容学子勤奋读书的情景,更成为了中国传统文化中用来象征学子勤学苦读、追求知识的经典意象,原文中用来形容少东家勤奋读书的场景,侧面反映科考的艰辛。奈达指出,文化差异对译者造成的复杂性远超过语言结构差异,因此译者在翻译过程中应高度重视并尊重文化差异。基于中外文化的差异,外国文化中没有“寒窗”的意象,若一味直译,势必造成读者误解。因此,在译文中,译者没有选择直译“寒窗”的意象,而是借用目的语中的经典习语表述,“burned the midnight oil”,字面意思是“挑灯夜战”,用来形容“一个人熬夜到很晚,工作或学习到深夜”;“midnight”对应“寒窗”的夜间苦读场景,“burn”对应“苦”的坚持意味,其内涵与源文本“寒窗苦读”所表达的文化内涵基本一致,且准确表达了原文中“苦读”的意味,再现了“寒窗苦读”的勤学意象,更符合原文的意境。译者在保持原文基本义不变的前提下,用新的物象来包装原四字格的文化内涵,很大程度上满足了译文读者的需要,让译文更容易理解。

例 2

原文:吴荣运看着眼前这个啜泣着的大老爷们,赶忙安慰道:“我再送你一船茶就是了,你自然可以东山再起,何必寻死觅活的。”

初译: Looking at this sobbing grown man in front of him, Wu Rongyun hurried to comfort him: “I’ll give you another shipload of tea. You can restart your business again. Why resort to such extremes?”

改译: Looking at this sobbing grown man in front of him, Wu Rongyun hurried to comfort him: “I’ll give you another shipload of tea. You can certainly make a comeback. Why resort to such extremes?”

分析: 源文本在此处描绘了商人程立明因为自家整船的茶叶都被掀翻在江里, 从而产生了轻生的念头, 茶商吴荣运安慰他的情境。“东山再起”的出处源于《晋书·谢安传》, 讲述的是东晋时期谢安的故事。谢安曾退隐东山, 后来再度登上政治舞台, 并且声望极高, 因此人们将退而再出比喻为“东山再起”。后来这个四字格多用以比喻失败后, 又重新振作, 恢复力量再干或者失势后重新恢复地位的情况。译者分析了源文本的语境, 根据功能对等理论, 奈达指出, 翻译应追求译文读者与原文读者的反应一致, 而非形式上的逐字对应(谭载喜, 1999: 57)。不同的译文实际上代表了不同程度的对等。这表明“对等”不能从数学意义上理解, 而应从近似角度, 即功能对等的近似程度上来理解。因此, 译者最初并未采用直译的方法, 而是将其意译为“restart your business again”, 后发现初译的表达显得较为直白, 对于“东山再起”传递的文化内涵略有欠缺。经查证, 译者发现, 在 The Free Dictionary 中, 习语“make a comeback”的英文解释是“to return to one’s former (successful) career”, 与源文本的内涵基本一致, 因此译者在改译中借用了英语中的习语表述, 不仅完整传递了背后的文化含义, 即失势后重新恢复地位, 且符合英语母语者的表达习惯。

例 3

原文: 这些商人小者仅足养家糊口, 大者却富比王侯、家资千万。

初译: Among these merchants, some of whom earned a living, while others were excessively wealthy with assets worth millions.

改译: Among these merchants, some of whom lived from hand to mouth, while others were excessively wealthy with assets worth millions.

分析: 源文本用一个对偶句描述了清代徽商的不同处境。其中“养家糊口”

的典故可以追溯到清代姚雪垠所著的《李自成》，其含义是勉强维持家人的生计，使家人不饿肚子。该四字格用在此处侧面反映了徽商在封建社会背景下的艰难处境。由于四字格在特定语言环境中的感情色彩会产生诸多联想意义，因此译者在翻译过程中不能只注意如何将一种语言转换成另一种语言，还要力求表达两种文化本身携带的情感色彩。译者初译时采用意译的方式，将其译成“earn a living”，虽然语义上比较接近，但相比源文本“养家糊口”所蕴含的“勉强维持生计”的意思，其表达的情感色彩显得更为中性，缺乏原文所传达的勉强和艰难的意味；而改译选择借用了英语中的一个习语表述，即“live from hand to mouth”，不仅其内涵与“养家糊口”的表达基本一致，而且带有一定的情感色彩，生动形象地描述了徽商生活的艰辛和不易，使得整个句子的对比更加鲜明；同时，这种习语表述能够传达原文的意境，更符合英语国家的文化和表达习惯。

3.1.2 摒弃源语意象，仅传达核心意义

对于原文中某些无法传达意象的四字格，译者将抛弃原四字格中的隐喻或象征意义，直接将其核心意义传达给读者，这样能够直接对准读者的认知结构，而不是让他们通过复杂的隐喻或象征来推断意义，从而有效地跨越文化和语言的障碍，实现更准确、更流畅的交流，另一方面，采取这种策略能够确保译文在目标语言中的流畅性和可读性，从而有效地缩短了译文与读者之间的认知距离，使得译文能够更加流畅、自然地融入目标语言的文化背景之中。

例 4

原文：想着今日在街上看到的那些枯瘦如柴的饥民，徐老板实在是心中不平，也不忍心，这样的事情是万万不能去做的，对不起自己良心！

初译：Thinking of those victims suffered from hunger he saw in the street today, who was as thin as a rail, Mr. Xu felt a surge of injustice and compassion. He absolutely could not do such a thing, it would betray his conscience.

改译：Thinking of those emaciated victims suffered from hunger he saw in the street today, Mr. Xu felt a surge of injustice and compassion. He absolutely could not do such a thing, it would betray his conscience.

分析：例 4 中，经译者查证，“枯”在“枯瘦如柴”中的解释为“干枯；形容非常瘦弱”，在源文本中，此处使用该四字格是想表达饥民受官员迫害导致身体瘦弱不堪的惨状，非常符合语境。译者在初译时，选择保留源文本的隐喻意象，用目的语中的一个地道的短语，即初译中“as thin as a rail”，来表达“枯瘦如柴”的文化内涵和意义；而后，译者仔细查阅了剑桥英语词典(Cambridge Dictionary)，发现词典中对于该短语的解释是“to be very thin”，这个表达虽然能够传达出极瘦的状态，但没有译出“枯瘦如柴”中“枯”的部分，即因长期饥饿导致的身体状态，不仅仅是瘦，还有干瘪、无力、身体虚弱的意味。翻译活动要旨不在语言层面，而在于思想内容，传播文化，理解和翻译原文所要传达的意义是第一重要的(王寅，2019: 164)。因此，改译中，译者选择摒弃了源文本的意象，直接采用意译的翻译方式，用一个形容词“emaciated”(very thin and weak, usually because of illness or extreme hunger)来传达原文中的“枯瘦如柴”的核心意义，保留了因饥饿而导致这种状态的社会背景，更符合原文的语境和文化内涵。

例 5

原文：他诚信经营，童叟无欺，所以生意日益兴隆，历久不衰，可谓天理昭彰。

初译：He ran his business with integrity, treating both young and old fairly, so his shop's business flourished and endured, demonstrating that “Heavenly principles are clear and distinct”.

改译：He ran his business with integrity, treating both young and old fairly, so his shop's business flourished and endured, demonstrating that “Virtue is truly rewarded”.

分析：源文本中的四字格“天理昭彰”的出处可以追溯到元代无名氏的杂剧《冯玉兰》，指的是天道与公理昭然明著，善恶无所掩藏。译者通过 DeepSeek 查证发现，该四字格经常出现于“天理昭彰，报应不爽”中，用以表达天道的公正性，以及善恶终有报的必然性。奈达认为，任何语言表达的内容都可以通过另一种语言传达，语言和文化之间的交际可以通过寻找翻译对等语并适当重组原文的形式和语义结构来实现。然而，在翻译汉语四字格时，绝对意义上的对等几乎是不可能的，因为四字格通常受到文化的制约。要将四字格中包含的所有成分，

包括表面意义、形式和文化特征，完全通过译文传递出来，具有极大的挑战性。译者在初译中采用直译，保留了字面意思，读起来很像中式英语，对于不熟悉中国哲学的英语使用者来说不易理解，不如改译合适；改译摒弃了原有的概念和意象，意译为“*virtue is truly rewarded*”，通俗易懂，表达了“善有善报”的意思，与“天理昭彰”表达的核心意义相吻合，即“善恶终有报”，而结合原文语境，徐老板坚持不与恶人同流合污，一直诚信经营，因此生意兴隆是对他诚信经营的一种回报，这样翻译基本符合源文本所表达的核心意义。

例 6

原文：而这些商人是怎样积聚千万资财的呢？下面就有一个徽商吴启琳“借鸡生蛋”积聚千金的故事。

初译：So, for these businessmen, how they accumulated such considerable wealth? Here is a story as followed, telling that a Hui merchant called Wu Qilin accumulated a great fortune by by “borrowing a chicken to lay eggs”.

改译：So, for these businessmen, how they accumulated such considerable wealth? Here is a story as followed, telling that a Hui merchant called Wu Qilin created and accumulated a great fortune by using other people's resources.

分析：源文本的“借鸡生蛋”从字面意思看，是“借来别人的鸡，然后生下的鸡蛋归自己所得”，意为借用他人的力量或资源，来为自己谋取利益。该四字格意象生动，形象地展现了茶商吴荣运利用高超的商业手段。初译采用直译，选择保留“鸡”和“蛋”的意象，这无疑会加重读者的阅读负担，而改译选择舍弃这两个意象，根据原文语境，吴启琳“借鸡生蛋”积攒钱财，他利用的是少东家的钱财做生意，相当于利用别人的资源，因此译为“*created and accumulated a great fortune by using other people's resources*”，这样不仅保留了原文的精髓，还使得译文更加贴近目标语言的文化和语境，另外，此处把“积聚千金”的意思进行了合并翻译，使得译文表达更流畅。

例 7

原文：衙门差役利用职权鱼肉百姓的事情，徐老板早就有所耳闻，这回是真

正体会到了。

译文：The stories of officials of yamen (local government office) abusing their power to exploit the common folk were no secret to Mr. Xu, but this time, he experienced it firsthand.

分析：源文本在此处是在描述衙门的差役们利用自己的职权制作“黑心称”，并欺压百姓的事。源文本中的四字格“鱼肉百姓”出自《后汉书·仲长统传》“于是骄逸自恣，志意无厌，鱼肉百姓，以盈其欲。”它的字面意思为：“在把百姓当作鱼、肉一样任意宰割。”后指贪官污吏残害、欺压百姓。由于中西文化和语言存在明显差异，在翻译某些汉语四字格时，译者往往难以找到与原文完全对应的表达。在这种情况下，译者应当遵循“最佳关联性”原则，在充分考量原文作者意图和译文读者认知环境的基础上，灵活采用合适的翻译策略和方法。根据关联翻译理论，此处译者抛开原汉语四字格的字面意义，灵活变通语言，摒弃“鱼”和“肉”的意象，译出其比喻义，处理成“exploit the common folk”，这样不仅简化了读者的理解过程，还降低了阅读难度，跳过了从具体物象到抽象概念的转换过程，直接触及了四字格的核心意义。

例 8

原文：所谓穷家富路，何况是参加这么重要的会试，所以老东家给足了盘缠（约是两人来回费用的两倍），并交给吴启琳保管，同时负责两人沿途的开支。

译文：As the saying goes, “be thrifty at home but generous on the road,” especially for such an important imperial examination. Therefore, the elder master provided them adequate funds to support their daily expenses on the way (about twice the cost of the round trip), and entrusted them to Wu Qilin for safekeeping.

分析：例 8 中源文本描述了老东家对于少东家要去京城赶考一事的担心。此处“穷家富路”字面意思为“居家应节俭，出门则要多带盘缠，免遭困窘”。这一四字格蕴含了古人在生活智慧上的独到见解，既强调了家庭内部应秉持节俭原则，以维持生计的稳定与长久；又指出在出门在外时，应做好充分的准备，携带足够的财物以应对不时之需，确保旅途的顺利与安全。考虑到直译难以传达四字格的文化内涵，因此译者选择摒弃了“穷”和“富”的意象，在理解原文语境里

四字格含义的基础上，对其进行意译，直接传达其核心意义，译为“be thrifty at home but generous on the road”，通过“thrifty”和“generous”的对比，清晰地表达了“穷家富路”的意思，即在不同情境下应有不同的应对方式。这样处理，能够避免读者因缺乏文化背景不知原文中意象的隐喻意义而导致的误解，使翻译更贴合目标读者的语境，也更容易理解。

3.2 流水句翻译——化意合为形合

汉语流水句，是由多个句段组成的一种复杂复句，其特点是：句段与句段之间结构松散，不借助显性的关联词语，多个主语或隐或现并常出现跨句段指认，短语和小句共现频繁（王文斌、赵朝永，2016：17）。流水句是一种通过连续的动作或事件的叙述，形成连贯表达的句式。它通常由多个动词或动作组成，没有明显的停顿或复杂的从句结构，而是通过一系列动作的自然衔接来展现事情的发展过程。源文本由一篇篇故事组成，其中涵盖了很多流水句，这一典型的汉语造句特征与英语句式有较大差异，因此，如何将其转化为语法正确、表达自然的目标译文，处理好各部分之间的关系，表达汉语隐含的语义联系，并巧妙地将汉语的“意合”转化为英语的“形合”，是英译实践的一大难点。

3.2.1 增译衔接词，外显隐含逻辑

源文本存在一些句式结构简单的流水句，句与句之间缺乏明显衔接词，按照时间顺序或逻辑顺序进行叙述，通过语义和语境自然衔接。考虑到汉英两种语言的差异：汉语重意合，句子之间常常靠内部的逻辑关系联系在一起，所谓“形散而神聚”。而英语重形合，句与句之间往往靠各种语言形式紧密结合（任晓霏，2004：34）。翻译过程是理解原文和创造性地运用另一种语言再现原文的过程，它包括理解和表达两个基本环节，其中理解是第一位的。全面透彻理解原文的语言及其逻辑关系，才能准确得体地表达原义。因此，翻译过程不仅是一种语言符号的转换过程，也可以看作是逻辑关系的转化过程（周荣娟、刘朝晖，2011：141）。在处理句式结构简单的流水句时，译者面临的主要挑战是如何处理汉英两种语言在表达逻辑联系时的显性与隐性差异。为此，译者考虑采取增译衔接词的策略，

显化原文中隐含的逻辑关系，从而确保译文的流畅性和逻辑性，使其更符合目标语言读者的表达习惯。

例 9

原文：可是，心不在焉的游学先生还在回味着刚才在店里见到的那几款墨，根本没有注意脚下的路，一个不小心，扑通一声，他便左右摇晃着倒进了河里。

译文：However, lost in thought about the ink he had seen at the shop, the scholar wasn't paying attention to his path. Consequently, after hearing the plop, he staggered and fell into the river accidentally.

分析：源文本描述了游学先生因为过于沉浸在自己对墨的回味中，没有注意脚下的路，从而掉入水中的过程。英语和汉语隶属于两种不同的语言系统，必然在思维逻辑和结构逻辑上存在差异。基于读者的逻辑认知环境，在翻译过程中，译者应充分尊重两种语言之间的逻辑差异，灵活地翻译文本，以最终呈现出一个满足读者认知期待并符合读者理解能力的文本。考虑到“汉语流水句重隐性连贯轻显性衔接，而英语复杂句诸成分之间的衔接大多依靠连接词、关系词等显性手段（赵朝永、王文斌：2020：30）”，因此，译者在译文中增译了“Consequently”和“after”两个衔接词。“Consequently”用来表示结果，即他的心不在焉导致了他掉入河中；“after”用来连接后面一连串发生的事，表明事情发生的先后顺序。这两个词的增译，使得原文中隐含的因果关系在译文中得到了明确的体现，增强了译文的流畅性和自然性。

例 10

原文：此去京城考试对郑家意义重大，考上了，郑家大少爷就可以出仕做官了，这是一件光宗耀祖的大事。

译文：This trip to the capital for examination held great significance for the Zheng family, as a successful result would allow the eldest Zheng son to enter civil service and bring honor to the family.

分析：汉语中的流水句往往通过连续的分句来表达一系列相关的动作或事件，这些分句之间可能没有明显的关联词，但在语义上是紧密相连的。正如源文本中

的四个分句“此去京城考试对郑家意义重大”，“考上了”，“郑家大少爷就可以出仕做官了”，“这是一件光宗耀祖的大事”在中文语境中是自然流畅的，因为它们共同构成了一个完整的事件链，但是这四个分句如果都进行顺译，就会导致译文上下句结构松散，逻辑不连贯。考虑到英语属于形合语言，而中文属于意合语言。就逻辑关系而言，前者注重形式上的显性连接，而后者则注重概念上的隐性连接。因此，译者的策略是：增译衔接词“as”来突出形式上的显性连接，译者首先对第一个分句进行顺译，然后将“考上了”译为“as a successful result”，用一个状语从句解释前句中“此次进京赶考对郑家意义重大”的原因，“as”将原因和结果清晰地结合起来，使得整句话的逻辑更加连贯，更符合英语读者的思维习惯。

3.2.2 重构句子，顺应译语连贯

对于原文中结构较为复杂的流水句的英译，译者往往无法仅依靠增译衔接词来解决问题。由于文化传统和思维方式的不同，汉英两种语言在诸多方面都存在着较大差异。就句法结构而言，汉语采用简单句依次展开的竹竿句式，但句子之间的关系却多种多样，而英语句子像一棵多枝共干的大树，往往先确立主句，在主句的基础上搭建其他成分（陈小全，2008：67）。汉语流水句多呈现平行并置结构，无所谓主从关系；英语复合句则呈现层级嵌套结构，有严格的主从之分。在汉向英的翻译过程中，需要从形散的并置结构向焦聚的层级结构转换，其中英语核心句的选择与构建是该转换过程的管钥（邬菊艳，2023：27）。因此，在翻译这类复杂流水句时，译者需要在准确捕捉原文各分句之间逻辑语义关联的基础上，结合汉英句子结构的特点，重新构建英语核心句。这就要求译者不仅要理解每个小句的含义，还要深入分析它们之间的内在联系，明确主干结构，从而确保译文既忠实于原文，又符合英语的表达习惯。

例 11

原文：吴启琳生活在清代康乾盛世之际，他是歙县昌溪人①，自幼家贫，在本县一个郑姓大户家做伴读书童②，勤快能干，很得东家赏识，在陪少东家读书时偶尔也识了几个字③。

译文：During the Kangxi and Qianlong period of the Qing Dynasty, Wu Qilin was born into a poor family in Changxi, She County. At a early age, he was employed as a study companion to the children of a wealthy family, the Zheng family. Due to his diligence and capability, he was appreciated and valued by his master and was also taught a few characters while accompanying the young master in his studies.

分析：源文本介绍了吴启琳的身世背景以及童年经历，从他出身贫寒到逐渐得到东家认可的过程。通过三重内容，层层递进地描述了吴启琳的生活背景、家庭状况和职业经历。各分句之间虽然没有明显的关联词，但语义连贯，逻辑清晰，体现了流水句的自然流畅特点。译者首先需要理清该流水句中各小句之间的逻辑语义关联，结合具体语境，重新调整句子结构。句①点明吴启琳生活的时代（清代康乾盛世）和籍贯（歙县昌溪），译者首先考虑将其单独成句，“生活在清代康乾盛世之际”是对于背景的描述，在英语中一般不译成主谓结构，一般是作为次要信息译成状语，将句①中的籍贯和句②中的“家贫”进行合译，译成核心主句来点明吴启琳贫困的家庭环境；句②中的“自幼”作为状语成分单独译出，“做伴读书童”译成英语中常见的被动结构，作为第二个主谓结构；对于句③中的三个分句，考虑到“勤快能干，很得东家赏识”明显是前因后果的关系，因此译者将“勤快能干”由原来的谓语动词译成名词形式，并增译逻辑衔接词处理成状语成分，译为“due to his diligence and capability”，同时将后两个分句合译，译成主谓结构。这样的翻译保留了原文的逻辑和叙述方式，并根据英语的句式结构进行了适当的调整，使信息传达更加清晰，更符合目标读者的认知环境。

例 12

原文：熟悉商家克扣计量的人看到这便会立即明白①，奸商坑人，多会在秤上做文章②，这伎俩之一便是用水银秤③，秤杆是空心的，灌上很重的水银④，掌秤人根据需要将水银倒动⑤，水银滚动，重心就会改变，斤两就由掌秤人任意控制了⑥，想多就多，想少则少⑦，以此短斤少两，占人便宜⑧。

译文：Those familiar with the deceptive practices of merchants would immediately recognize this as a common trick to cheat customers. Unscrupulous traders often tampered with steelyards, and one of their common tricks was using a mercury-filled steelyard. The hollow lever of the steelyard is filled with heavy

mercury, allowing the person in control to manipulate the weight. By tilting the steelyard to move the mercury, the center of gravity would shift, enabling the operator to control the measurement at will—making it heavier or lighter as desired. This deceitful practice was used to shortchange customers and gain unfair advantages.

分析：源文本以流水句的形式，通过层层递进的方式展开叙述：从背景介绍到总体行为描述，再到具体伎俩、操作过程和最终目的，各部分内容紧密衔接，形成一个完整的叙述链。这种结构使信息流动自然，逻辑连贯，生动地展现了奸商利用水银做假秤的欺骗手段。在翻译过程中，译者将源文本分为八个小句，每个小句的主语各不相同。如果简单地将每个小句顺译为主谓结构，可能会导致译文结构松散，语义连贯性减弱。因此，译者重新梳理了各分句间的逻辑关系，结合英语长句形合的特点，对句子进行了重构。具体而言，句①和句②是文章的中心句，点明了主题。译者最初考虑将两者合译，但发现句式会过于冗长繁琐。因此，译者将句①单独处理，译为主谓结构，并结合下文增译了“明白”的具体内容：“as a common trick to cheat customers”，从而构成译文的中心句，统领下文。句②和句③被合译为一句，句④则单独翻译并适当增译。句⑤、句⑥和句⑦被合译为一句，其中句⑥的“重心就会改变”作为整句的主谓结构，并通过增译分词短语“enabling...to”连接后续分句；句⑤的主谓结构被译为状语成分：“By tilting the steelyard to move the mercury”，而句⑦则被译成分词结构作状语。最后，句⑧被单独翻译，并添加“This deceptive practice”作为主语，既照应了开头，又保持了译文的连贯性和自然性。

例 13

原文：他十四岁跟随其父学习制墨技术①，年纪轻轻继承父业②，主持店务③，胡开文墨店在他手里可谓蒸蒸日上④。

译文：While learning the craft of ink-making from his father from the age of fourteen, he inherited the family business and assumed responsibility for the shop's operation at a early age. Under his leadership, the business of Hu Kaiwen ink shop continued to flourish .

分析：源文本描述了胡余德的经商过程，从“学习制墨技术”到“继承父业”，

再到“主持店务”，最后道出结果“墨店蒸蒸日上”。源文本语义连贯，节奏流畅，符合汉语流水句的特点。与中文“竹”状结构不同，英语是“树”状的分支结构，有了主语和谓语组成的主干，其它成分便可以像枝叶一样依附于它们而存在。原文中有四个分句，译者首先确定句②为核心主句，和句③的动宾结构先进行合译，然后考虑将句①和句②合译，将句②译成英语主谓结构，句①处理成伴随状语，表明胡余德在学习制墨技术的同时，已经开始承担和接管家族企业的责任，更贴近原文中描述的动态过程；另外，将句④进行单独译，同时用介词短语“Under his leadership”作状语，来表达原文“在他手里”这一次要信息的含义，表明了墨水店生意继续繁荣是在胡余德的领导下发生的。这样翻译不仅增强了句子的流畅性和层次性，也更符合英语句子的表达习惯。

例 14

原文：原来，墨工疏漏①，这批墨在制作过程中②，未按规定操作③，少了一道工序④，所生产的遇水不化墨都未能达到要求⑤，最近天气炎热，其存在的问题便暴露了出来⑥。

译文：It turned out that it lacked a crucial step due to the workers' negligence when this batch of ink were produced. Because of its failure to operate according to the regulations, the water-resistant ink produced did not meet the required standards. With the recent hot weather, the existing problems became apparent.

分析：例 14 的源文本描述了胡余德家的墨溶于水的真正原因。该句子由多个动词性成分组成，包括“墨工疏漏”“未按规定操作”“少了一道工序”“问题暴露”等。这些动词性成分通过逻辑关系依次排列，但缺乏一个明确的主谓核心贯穿始终。在翻译过程中，译者首先分析了各分句之间的逻辑关系，将流水句分解为五个分句，然后根据目标读者的语言表达习惯重新构建译文，以便读者更容易理解信息和作者的交际意图。经过分析，句①、句②、句③、句④和句⑤之间存在隐含的因果关系。因此，译者将句⑤译为主谓结构，作为核心主句。同时进一步分析原文，确定句④是导致墨溶于水问题暴露的主要原因。由于英语表达更倾向于直接切入主题，将重要信息前置，译者将句④置于句首，并将句①、句②和句④进行合译，将句④译为主谓结构，作为整句的主干；句①中的主谓结构

则被译为状语成分，并添加关联词“due to”以保持语义连贯；将句③处理为状语成分，与句⑤进行合译；最后，译者将句⑥单独翻译，并将“最近天气炎热”这一次要信息处理为伴随状语，以确保译文主干清晰、层次分明。

3.3 口语化表达翻译——传递语言风格

口语化表达是指在日常交流中使用的语言形式，通常不遵循严格的语法规则，句式灵活，词汇通俗易懂，语气自然流畅。它反映了人们在日常生活中的真实语言习惯，带有一定的地域性、文化性和情感色彩。口语化语言表达在当代文艺作品中很常见，其优点是通俗平易，亲切生动，受众容易理解。相比于书面语言的严谨和规范，口语化表达在文艺作品中展现出更多的自由度和通俗性，使得作品更加贴近现实生活，更易于被广大受众所接受和喜爱。奈达认为，优秀的译文就是要用目标语以最自然的方式重现原文的信息，首先是意义，然后是风格（Nida, 1964: 12）。在文学作品翻译过程中，语言风格的传递和再现是一个核心问题，它直接关系到翻译作品的质量和效果。口语化表达的翻译不仅仅是文字的直接转换，更是情感和语境的传递。翻译者需要深刻理解原文的语境和文化背景，以及目标语言的文化特点和受众的接受习惯，才能准确地捕捉原文的口语化风格，并在目标语言中找到合适的表达方式。因此，传递好口语化表达的语言风格，对提升译文的质量至关重要。源文本中有很多口语化的表达，对此，译者采用了不同的翻译策略。

3.3.1 转换句式，强调语气表达

源文本中包含一些运用反问修辞手法的陈述句，其句子结构简单，语言表达简洁直白，通俗易懂。尽管形式上属于陈述句，但其表达方式和语气却带有强烈的反问意味。这种现象在口语化表达中十分常见，尤其是在情感色彩浓厚或质疑语气强烈的语境中。老舍曾谈及文学作品的翻译，强调译者最好保持原著的风格，文学作品的美不仅在于它们说了什么，还在于它们怎么说；如果译者在翻译时只关注所说的内容，而不关心表达方式，那么翻译很可能会显得平淡无奇（老舍，1992: 64）。因此，在翻译源文本中的这些陈述句时，为了确保译文与原文在语

言风格上保持一致,译者采用了转换句式的策略,以准确传达原文的语气和情感。

例 15

原文: 就像嫁闺女,哪有在盖头巾上写着“美”和“丑”,再让人来娶的。

初译: It's like marrying off a daughter--there is no such thing as writing 'beautiful' and 'ugly' on the bridal veil and then asking someone to marry her.

改译: It's like marrying off a daughter--who in their right mind would write 'beautiful' or 'ugly' on the bridal veil and then ask someone to pick her based on that?

分析: 源文本是一个比喻,作者把卖茶比喻成嫁闺女,比喻中的“美”和“丑”分别对应“新茶”和“陈茶”,新茶代表高质量、新鲜的产品,而陈茶则代表质量较差、不新鲜的产品。通过这个比喻,作者描述了店里的伙计们的心理活动,表达了对少东家要把新茶和陈茶分开售卖的反对态度。他们认为这种做法是荒谬的,因为分开售卖会暴露陈茶的质量问题,从而导致顾客流失。相反,将新茶和陈茶掺杂在一起卖,可以掩盖陈茶的不足,从而更容易地将陈茶卖出。伙计们试图劝阻少东家不要将新茶和陈茶分开售卖,因为这样可以避免因陈茶质量问题而失去顾客。源文本在句式上是陈述句,然而实际语气上带有批评和讽刺的意味,暗示这种做法是荒谬的、不合情理的。初译中,译者使用了陈述句,语气较为平淡,未能充分传递原文的反问和讽刺意味;同时语言较为正式,缺乏口语化的表达,与原文风格不符。奈达的功能对等理论强调,译文应在目标语中实现与原文相同的功能。在改译中,译者通过反问句式“who in their right mind would...”,成功再现了原文的讽刺语气;接受理论强调译者应以目标读者为中心,选择适合读者语言习惯和文化背景的翻译策略,源文本涉及中国传统婚俗(盖头巾),译者因此增译了“pick her based on that”,不仅保留了文化意象,还使目标读者更容易理解原文的讽刺意图,贴近原文的口语风格,引起目标读者的共鸣。

例 16

原文: 他该不是呛水呛傻了,明明刚刚才捡回条命,还寻死觅活呢。

初译: He had lost his mind from choking on water. He just barely escaped with his life, and yet he's still thinking of killing himself.

改译: He can't have been addled by the water, can he? He just barely escaped with his life, and now he's trying to throw it all away again?

分析: 源文本描述了吴荣运的心理活动, 他好不容易救了程立明, 结果人刚救上来, 他就想往水里跳, 吴荣运感到疑惑不解。句中“该不是”“明明还……”“呛水呛傻了”都是典型的汉语口语表达, 隐含了主人公吴荣运对程立明行为的不解和轻微的责备。目的论中的忠实原则指出, 翻译过程中译者要忠实、准确地将源语言的信息用目标语言表达出来, 做到信息的等值, 也就是说译文读者获得的信息与原文读者获得的信息内涵相等。在语言及语气表达形式上, 要做到语气翻译的忠实、准确。然而, 译者初译时仅仅是传达了句意, 对于语气和感情色彩的传递略有欠缺。而译者在改译中选择转换句式, 将陈述句转换为反问句, 使用了“can't have been..., can he?”这一反问句式, 很好地还原了原文“该不是……”的语气, 增强了猜测和不确定的情感色彩; 将“还寻死觅活呢”译成了“now he's trying to throw it all away again?”通过陈述句加问号的形式表达了一种反问的语气, 充分体现原文中的无奈、不解和轻微的责备情绪。同时, 译者也使用了如“addled by the water”等非正式表达, 更贴近原文的口语风格。

3.3.2 巧用英语习语, 避免生硬直译

汉语中的某些口语化表达常包含形象的比喻, 这些比喻不仅通俗易懂、贴近读者, 还增强了语言的趣味性。同时, 它们往往带有一定的幽默感和讽刺意味。功能主义翻译理论的代表人物——凯瑟琳娜·莱斯(Katharina Reiss)认为, 翻译作为一种互动的语用行为, 译者不必考虑其是否按照“标准”的方式在进行翻译活动, 而应当采取适当的翻译策略以达到译文特定目的(张沉香, 2008: 35)。因此, 为了还原原文比喻的生动性, 更好地传递原文的口语化风格, 译者选择借用英语习语, 避免使用过于正式的表达, 当然也尽可能保留原文的比喻意义, 同时使其符合英语读者的表达习惯。

例 17

原文: 可惜他的父亲做生意头脑平平, 只算是个茶叶的二道贩子, 比起其他在家拿白银搭积木玩的徽商, 实在不能算富贵。

初译: Sadly, his dad's business mind is mediocre—he was just a middleman dealer in the tea trade. Compared to those Hui merchants who could play around with silver bricks like building blocks at home, he was far from being wealthy.

改译: Sadly, his dad wasn't exactly a business genius—he was just a middleman dealer in the tea trade. Compared to those Hui merchants who were rolling in so much cash they could stack silver bricks like toys at home, he was far from being wealthy.

分析: 源文本描述了吴荣运的父亲, 他在经商方面能力一般, 仅仅是个茶叶中间商, 与其他富有的徽商相比, 家境并不富裕。源文本使用了通俗的语言和形象的比喻, 例如“头脑平平”“二道贩子”“拿白银搭积木玩”等, 这些都是典型的口语化表达, 赋予了文本浓厚的口语风格。其中, “拿白银搭积木玩”的意思为“家里极其富有, 白银多到可以搭积木”, 生动地描绘了徽商的富有程度。在初译时, 译者将“拿白银搭积木玩”直译为“could play around with silver bricks building blocks”, 但发现这种译法可能加重外国读者的理解负担。因此, 在改译中, 译者套用了非正式英语习语“rolling in so much cash”, 成功传递了原文的夸张和幽默感。这一习语不仅形象地描绘了徽商的富有程度, 还保留了原文的口语化风格和轻松语气。同时, 译者保留了“stack silver bricks like toys”这一比喻, 进一步强化了原文的生动性, 使读者能够直观感受到徽商的财富之多, 仿佛白银多到可以像玩具一样随意堆砌。这种处理方式既避免了直译可能带来的文化隔阂, 又通过英语中常见的习语和比喻, 使译文更加自然流畅, 贴近英语读者的阅读习惯。此外, 译者在改译中将“头脑平平”从“business mind is mediocre”改为“wasn't exactly a business genius”, 这一改动更加口语化, 且带有轻微的调侃意味, 与原文的语气更加契合。原文中的“头脑平平”并非完全贬义, 而是带有一种轻松的评价, 一种温和的批评, 避免了过于正式或负面的语气。这种处理方式不仅保留了原文的情感色彩, 还使译文更加符合英语口语的表达习惯。

例 18

原文: 如果真照他们的要求造了那杆秤, 负责这项差事的差役们就可以在收粮时多取, 放粮时少给, 在一收一发之间捞足了油水。

初译: If the steelyard was made by him according to their request, the officials in charge could take more when collecting grain and give less when distributing it. They

could make a considerable profit in the process.

改译: If he actually made the steelyard as they required, the officials in charge could take more when collecting grain and give less when distributing it. In this way, they could line their pockets in the process.

分析:源文本的主人公是以诚信著称的徐老板,他不愿违背良心去制造假秤,这是他的心理活动描写。源文本使用“多取”、“少给”、“捞足了油水”等通俗表达,贴近日常对话,具有口语化风格。“捞足了油水”这一形象的比喻,生动地描绘了差役们通过不正当手段获取利益的行为。译者在初译时,本想保留比喻,可无法进行译出比喻的原义,因此选择将其意译为“**make a considerable profit**”,虽然基本含义正确,但是表述相对书面化,未能将中文口语化表达风格进行传递。译者进行审校时,将其改译为“**line their pockets**”,这是一个典型的英语习语,字面意思是“给他们的口袋加衬里”,实际含义是“通过不正当手段获取金钱或利益”,也就是中文常说的“中饱私囊”。这一习语成功地将原文中“捞足了油水”的生动比喻义和口语化风格传递给了英语读者,不仅形象地描绘了差役们通过不正当手段获取利益的行为,还带有一定的负面含义,暗示了他们的贪婪和腐败,与原文的情感色彩高度契合。同时,译者通过增译“**In this way**”作为过渡,使句子更加流畅,符合英语口语的表达习惯。这种处理方式不仅保留了原文的口语化风格,还通过英语中常见的习语和自然过渡,使译文更加贴近目标读者的阅读习惯。

3.3.3 使用直接引语,拉近读者距离

源文本中出现了很多人物的心理活动描写,原作者通过运用第三人称和第一人称的共同描述,将人物的内心独白直接表达出来,语言通俗,没有过多的修饰,显得非常自然和真实。这种表达方式让读者能够迅速理解角色的内心想法,了解人物的个性。对此,译者选择采用直接引语替代间接引语的翻译策略,在忠实于原始表达的基础上,保留原文的人称,以便拉近读者距离,使译文在口语风格上具有与原文同等的表现力与感染力。直接引语在文学作品中可以更准确地传达说话人的原始意图和情感,因为它保留了说话人的确切措辞和语气。从作者的角度来说,如果用直接引语,就会有一种“事件重现”的感觉;从读者的角度来说,

通过直接引语,容易在脑海里建立一种活生生的形象,会有一种亲临其境的感觉。

例 19

原文:伙计们一听,这不傻么,本来准备买两斤的顾客一听还能赠送一斤,自然买的少了,到时候咱们年底的奖金更发不出来了。

初译: The staff in the shop heard it and thought, isn't that dumb? Customers who were originally planning to buy two jin now hear they can get an extra jin of tea for free, so they naturally buy less. Then they'll have even less of a bonus at the end of the year.

改译: The staff in the shop heard it and thought, "Isn't that, like, totally dumb? Customers were planning to buy two jin, but now they hear they can get an extra jin of tea for free, so they'll naturally buy less. Then, well, we'll end up with even less of a bonus at the end of the year".

分析:源文本描述了茶店的伙计们在听说老板采取买一斤茶送一斤茶举措之后的内心独白,这段文字带有较强的主观情感色彩,表达了伙计们对老板行为的质疑和对后果的担忧,这符合心理活动描写的特点,语言表达上极具口语化风格。译者在初译时,在初译中采用的是间接引语,把原句从上到下直译过来,但翻译完了发现,在间接引语中,“咱们”一词如果翻译成“we”,就会导致译文这里的人称指代不明,从而导致语句不通顺。因此译者选择改译为“they”,后进行译文审校时发现,用“they”和前面指代顾客的“they”重复,也会导致指代不明,造成歧义,且源文本中“The guys of the shop heard it and thought,”和“isn't that dumb?”之间连接过于生硬,仅仅像是在进行客观描述,忽视了对于源文本口语风格的传递。因此,译者在交际翻译的指导下,将读者的理解置于更加重要的位置,在改译中选择改用直接引语,从而顺理成章的把“咱们”译为“we”,不仅能够保留“咱们”所传达的亲切感,拉近与读者之间的距离,而且清晰地区分了叙述和直接引语的部分,传达了源文本中伙计不满的语气和情感,保留了源文本的口语化风格,使得译文更加生动和真实。另外,译者将初译时的定语从句改译成了简单句,并增译了“but”“well”这样的表述,更符合英语口语化表达的特征。

例 20

原文：吴荣运心里琢磨着，这样背着小背篓在徽州地区把茶叶倒卖来倒卖去，实在赚不了几个钱。要是爹能去京城开家店，我在徽州给他供货，咱专门搞高档茶，卖给那些有钱人，说不定就能一本万利了。

初译：Wu Rong Yun thought in his heart: carrying these little baskets back and forth around the Huizhou region just to buy and sell tea isn't making much money. If his dad can set up a shop in the capital while he'll supply the tea from Huizhou. They can focus on the high-end tea, targeting rich people. Maybe that's where the real big profits are.

改译：Wu Rongyun thought in his heart, "We're just carrying these little baskets around Huizhou, buying and selling tea, but we're not making much money. If dad could open a shop in the capital, and I could supply him from Huizhou, focusing on high-end tea, selling to those wealthy folks, maybe then we could really strike it rich."

分析：源文本描述了徽商吴荣运的心理活动，他意识到目前在徽州倒卖茶叶的方式收益有限，于是他想出了一个新计划：让父亲去京城开店，自己在徽州负责供货，专注于高档茶市场，以此来赚取有钱人的钱，从而实现更大的利润。源文本在进行这段描写时，采用的是第三人称客观描述+第一人称口述的方式，文中“倒卖来倒卖去”、“赚不了几个钱”“咱们”这样通俗的语言表述，符合汉语口语化风格。译者在初译中采用的是间接引语，并且转换了人称，把源文本的内容完全改成了第三人称的客观描述，导致译文失去了原文的互动性，也没有传递出源文本的口语化表达风格。因此，在交际翻译理论的指导下，为了准确的复现原作带给读者的阅读体验，译者考虑在译文中保留原文的口语化表达风格。在改译中，译者使用直接引语代替间接引语，并尽量保留了源文本中的人称，以第一人称口述的方式还原了主人公心理活动的内容，同时，译者在改译时多使用简单词汇，语言表达更通俗，更加贴近英语的表达习惯，生动自然，能够更好地传达原文的意思和情感。

第四章 总结与反思

翻译总结与反思在翻译实践中是至关重要的一个环节。通过反思，译者可以发现自己的长处和短处，对自己的翻译文本有更深入的了解。通过分析翻译过程和结果，译者可以发现一些不足之处和需要改进的地方，这有助于完善译者的技能，提高熟练程度，最终完成更高质量的翻译。从本质上讲，反思是实践与进步之间的桥梁，使译者能够不断发展，精益求精。因此，译者对于本次实践报告存在以下反思。

4.1 译文质量提升

译后审校是确保译文质量提升的关键步骤。在本次翻译实践中，译者在完成初稿后进行了多次审校，重点关注语言表达的准确性、文化背景的适应性、句子的逻辑连贯性、语气的传递以及语言风格的保留。

首先，译者对翻译文本进行了初步检查，确保没有明显的语法错误、拼写错误或标点符号使用不当的情况。这一阶段的目标是消除基本的语言错误，为后续的深入审校打下坚实的基础。

然后，在确保内容准确的基础上，译者进一步对译文进行打磨，确保译文流畅自然。译者特别关注语言风格的保留，使译文的语言风格符合目标语言的表达习惯，避免生硬或不符合语言习惯的表达。这一阶段的目标是让译文不仅准确，而且读起来自然、流畅。

同时，译者根据目标语言的文化背景对译文进行适当的调整，以确保译文在目标读者中能够被正确理解。这一过程涉及对文化差异的敏感性和适应性，确保译文在传达信息的同时，也能够被目标读者接受和理解。

最后，在完成自我审校之后，译者将译文提交给本专业的同学及导师进行进一步的审校。借助他们的知识水平和语言能力，对译文的内容、术语准确性以及表达流畅性进行细致的检查和修正。通过他们的反馈和建议，译者对译文进行了多次加工和润色，以确保译文在准确性、流畅性和可读性方面达到更高的标准。然后，在确保内容准确的基础上，译者进一步对译文进行打磨，确保译文流畅自

然，使译文的语言风格符合目标语言的表达习惯，避免生硬或不符合语言习惯的表达。同时，译者根据目标语言的文化背景对译文进行适当的调整，以确保译文在目标读者中能够被正确理解。

4.2 心得与收获

本次翻译实践过程中，译者深刻体会到翻译不仅仅是语言的转换，更是一种跨文化的交流与再创造。通过这次实践，译者不仅提升了自己的语言能力，还对翻译的本质、技巧以及挑战有了更深入的理解。

首先，译者提升了语言能力。源文本的一篇篇故事，在语言表达上通俗易懂，生动形象，颇具口语风格，这要求译者需要更加注重语言的细节，包括词汇的选择、句式的调整以及语气的把握。在翻译过程中，译者不断查阅词典、参考平行文本，力求找到最贴切的表达方式。这一过程中，译者不仅丰富了词汇表达，对中英双语的语言结构也有了更深的理解。

其次，译者增强了跨文化意识。源文本涉及部分中国传统文化元素，这些文化元素丰富了文本的内涵。翻译不仅是语言的转换，更是文化的桥梁，这要求译者更加关注文化差异对语言表达的影响。例如，原文中的某些文化特定表达在目标语言中可能没有直接对应的词汇，这时就需要通过意译或解释来传达原文的意思。

最后，译者积累了丰富的叙事类文本的翻译经验。在翻译叙事文本的过程中，译者通过亲身实践深刻体会到叙事类文本的独特特点，以及在翻译中需要特别关注的要点。叙事类文本不仅注重内容的传达，更强调风格的传递、以及情感的表达。因此，在翻译过程中，译者始终在功能主义翻译理论和交际翻译理论的指导下，力求在忠实于原文思想情感的同时，使译文具有流畅性和可读性。

4.3 不足与改进

首先，译者对文化差异的敏感度不足。在翻译过程中，译者由于对目标语言文化背景的了解不够深入，未能充分考虑到目标读者的文化背景和阅读习惯，导致某些翻译未能完全传达原文的文化韵味。例如，某些中文四字格在英语中缺乏

直接对应的表达，传达核心意义时导致译文的文化内涵有所流失。因此，译者需要加强对目标语言文化的了解，多阅读目标语言的文学作品和新闻报道，增强对文化差异的敏感度。同时，在翻译过程中应更多地站在目标读者的角度思考问题。

其次，译者语言表达灵活度有所欠缺。译者有时过于拘泥于原文的结构和表达方式，导致译文显得生硬或不自然。例如，某些流水句的翻译未能很好地拆分和重组，影响了译文的可读性。因此，译者需要根据上下文和目标读者的接受能力，灵活选择翻译策略和技巧，如分译、合译、增译和减译等，使译文更加流畅自然。同时，多阅读优秀的翻译作品，学习他人的表达方式。

最后，译者的时间管理能力有待提高。在翻译实践中，译者有时因为过于追求完美而花费了过多时间在某个句子的翻译上，导致整体进度受到影响。译者需要学会更好地平衡翻译的质量与效率，制定合理的时间计划，避免在某个细节上过度纠结。同时，可以通过分段翻译和定期总结来提高学习效率。

在本次翻译实践过程中，译者深刻体会到翻译是一项复杂而细致的工作，需要本身具备扎实的语言能力、丰富的文化知识以及灵活的翻译技巧。尽管在实践中存在诸多不足，但这些不足也为译者提供了宝贵的改进方向。未来，译者将继续努力提升自己的翻译能力，尤其是在四字格翻译、流水句翻译和口语化表达翻译方面，力求在忠实于原文的基础上，使译文更加准确、流畅和自然。

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附录一：术语及专有名词表

序号	中文	英文
1	伴读	study companion
2	苍珮室墨	Cang Pei Shi Ink
3	昌溪	Changxi
4	陈茶	Aged Tea
5	诚信经营，质量为上	honest management, quality first
6	诚信老店	Old Faithful Shop
7	程立明	Cheng Liming
8	打眼	drilling holes
9	地球墨	Earth Ink
10	定星	calibrating the measurement marks
11	二道贩子	middleman dealer
12	杆秤	the steelyard
13	黑心秤	dishonest steelyard
14	胡开文	Hu Kaiwen
15	胡开文墨店	Hu Kaiwen's ink shop
16	胡余德	Hu Yude
17	皇太后	the Empress Dowager
18	徽商	Hui merchant
19	徽州	Huizhou
20	毁墨于一池	destroying the ink in a pond
21	会试	the metropolitan examination
22	金属秤锤	metal counterweight
23	晋商	Shanxi merchants
24	京城	the capital

25	举人	juren
26	开仓放粮	open the granaries to distribute grain
27	开恩科	open a special imperial examination
28	科举考试	the imperial examination
29	墨池	ink pond
30	墨锭	ink stick
31	墨模	ink mould
32	楠木	nanmu
33	善人	benevolent person
34	少东家	young master
35	歙县	She County
36	士农工商	scholars, farmers, artisans, and merchants
37	士绅	gentry
38	数百两银子	several hundred taels of silver
39	私塾	private school
40	太上老君	the Supreme Lord Lao
41	提绳	lifting cord
42	铜头	copper head
43	吴启琳	Wu Qilin
44	吴荣运	Wu Rongyun
45	校砝码	calibrating weights
46	写字作对	write characters and compose couplets
47	休宁城	Xiuning city
48	秀才	xiuca
49	衙门	yamen (local government

		office)
50	遇水不化墨	water-resistant ink
51	赈灾济贫	provide disaster relief and assistance to the poor

附录二：原文与译文对照表

Source Text	Target Text
“毁墨于一池”的胡开文	“Destroying the Ink in a Pond” —— Hu Kaiwen
清乾嘉年间，有个游学先生，他衣衫褴褛，腋下夹着把露出伞骨的伞，后面背着个破旧的土布包袱，一边帮人家写字作对以糊口，一边寻师求学、四处流浪。这年夏天，他途经休宁城，听闻这里的胡开文墨店新研制出一种墨，放在水中浸泡多久都不会溶化散色。与文字打交道的人大都对墨有几分感情，何况这位先生更是爱墨如痴，一听说有此等名品，便动了心，忙不迭地要进城见识一下。胡开文墨店是绩溪人胡天注所开，他制墨选用的都是道地的上乘材料，品质优良，如今传到了他的儿子胡余德手上，不仅制墨工艺精益求精、墨品种类花样繁多，墨的造型与图案也是尽善尽美，再加上胡余德善于经营，胡开文墨店早已远近闻名。所以，胡开文墨店在休宁城内无人不知，游学先生很容易就打听到了店址。	In the Qian-Jia period of the Qing Dynasty, a wandering scholar, who was described as dressing in ragged clothes and carrying a worn-out earthen cloth knapsack with a broken umbrella with exposed ribs under his armpit, made a living by helping people write characters and compose couplets while seeking knowledge and wandering around. One summer, he passed through Xiuning city and heard that a new kind of ink had been developed in Hu Kaiwen's ink shop. It was said that this ink did not dissolve or fade no matter how long it was soaked in water. Those who wrote articles for a living all had some affection for ink, especially this scholar who was obsessed with the ink. Therefore, upon hearing of the rare and valuable ink, he was eager to see it and hastened to enter the city. The ink shop was opened by Hu Tianzhu, a native of Jixi. The ink-making material he chose

	was authentic, superior, and of high quality. Currently managed by his son Hu Yude, the ink shop not only refined the manufacturing process to produce the ink, but also developed a variety of ink products, striving for the best to design the shape and pattern of the products. Due to his good management, Hu Kaiwen's ink shop has been known for a long time. Therefore, it was relatively simple for the man to ascertain the shop's address.
走进墨香四溢的胡开文墨店，游学先生瞬间被店里的各类墨品吸引了。这里的墨品造型别致，图案精美，色泽润黑，香气浓郁，游学先生闻闻这块、摸摸那块，又敲一敲、试一试，发现的确是些质量上乘的佳品。传闻中浸水不会溶化散色的墨看起来更是出众，游学先生有些爱不释手。古人曾说过：“有佳墨者，犹如名将之有良马也。”对爱墨如痴的游学先生来说，破衣烂衫没关系，粗茶淡饭也无所谓，但是，得到一锭佳墨比什么都重要。于是，他毫不犹豫地将身上的所有钱都拿出来，一下子买了好几锭这种墨。游学先生小心翼翼地将墨锭包好，轻轻地放进自己那破烂不堪的包袱里，然后又系在身上，让它们能紧紧地贴着自己的背。在别人看来，这	Upon entering the ink shop, the man was immediately drawn to the various types of ink, which emitted a distinctive scent. The ink here is distinguished by its unique shapes, exquisite patterns, ebony black hues, and strong aroma. He proceeded to smell and touch the ink, and found that it was exactly a high-quality ink through knocking on it. The fabled ink looked quite outstanding, so he was passionate with it. As the adage goes, "A person in possession of the precious ink is as fortunate as a renowned general in possession of a fine horse." For a man who was infatuated with the ink, it was of no consequence that he wore tattered

也许只是几锭墨，可在游学先生眼里，却无疑是些宝贝。就这样，游学先生背着自己的“宝贝”满心欢喜地上路了。	garments or lived on bread and water, what mattered most was obtaining the precious ink. Therefore, he spent all his money with no hesitation in order to purchase this particular ink. Then he put the ink stick into his shabby bundles slowly after he wrapped it up carefully. He then proceeded to fasten the ink stick to his chest, ensuring that it would be in close proximity to his back. For someone else, they were probably just some ink, but for the scholar, they were undoubtedly valuable and precious treasure. Finally, he delightedly continued to proceed on his journey, bearing his most cherished possession on his back.
外面红日当空，日头毒得很，可游学先生心里却格外舒爽，今日在胡开文墨店见识了那么多好墨，又将这新研制的名品收入囊中，即便盘缠用尽，内心却格外充实。心里欢喜，脚步也轻盈了许多，不一会儿就走到了一条小河边。<u>可是，心不在焉的游学先生还在回味着刚才在店里见到的那几款墨，根本没有注意脚下的路，一个不小心，扑通一声，他便左右摇晃着倒进了河里。</u>游学先生挣扎着爬了起来，还没等缓过神，竟然就发现乌黑的墨水淋了一背。他心里一	The red sun burned in the sky, making it unbearably hot outside. However, the scholar felt very cool and comfortable because he learnt about a lot of precious ink and acquired the new developed ink in the Hu Kaiwen's ink shop. So even if they cost all his money, he also felt quite satisfied. His pace became much slighter due to delight and soon he walked to the side of river. <u>However, lost in thought about the ink he had seen at the shop, the wandering</u>

惊，感到更糟糕的事情要发生。他急忙卸下包袱，打开一看，果不然，里面的墨锭经水一浸，好多都已经化裂，游学先生的心瞬间凉了。“这哪是什么遇水不化的墨！把我骗得好惨，这可用尽了我身上所有的盘缠啊！”他越想心里就越堵，遂决定折回胡开文墨店，好好地讨个说法。

scholar wasn't paying attention to his path. Consequently, after hearing the plop, he staggered and fell into the river accidentally. Struggling to stand, he was startled to find the ink spilled all over his back. His heart sank further when he realized something worse might be happening. Hastily, he unloaded his baggage and opened it to find that most of the ink sticks had cracked and broken upon being soaked in water. The scholar's heart sank instantly and thought, "This is not the water-resistant ink they promised! They have deceived me utterly, and now I have spent every last coin I had!" The more he thought about it, the more his heart ached with indignation. He decided to return to Hu Kaiwen Ink Shop and demand a proper explanation.

游学先生很快又来到了胡开文墨店，说自己的墨是过河时不小心掉进了水里，你看，一遇水墨就化了。店中伙计坚持说这不可能。游学先生与店里的伙计正在争论不休时，从里间走出一位眉眼精明之人，他便是胡开文墨店的第二代主人、胡天注的次子胡余德。他十四岁跟随其父学习制墨技术，年纪轻轻继承父业，主持店务，胡开文墨店在他

Soon, the wandering scholar came to the ink shop again. He told the servant of the shop that the ink he had bought before fell into the river by accident while crossing the river, and showed him that the ink dissolved upon contact with water. However, the servant insisted that it was impossible. When they were arguing, a

手里可谓蒸蒸日上。胡余德今日本是到此查账，听到外面有吵嚷声，这才出来看看。	shrewd-looking man came out of the inside room. He was Hu Yude, who was the second-generation owner of Hu Kaiwen's ink shop, and was also the second son of Hu Tianzhu. <u>While learning the craft of ink-making from his father from the age of fourteen, he inherited the family business and assumed responsibility for the shop's operation at a early age. Under his leadership, the business of Hu Kaiwen ink shop continued to flourish.</u> Today he had come here to check the accounts, but he decided to go out and see what happened after hearing some noisy sound outside.
了解了事情的来龙去脉，胡余德心中甚是疑惑：这遇水不化墨的研制，自己曾亲自参与，按说不应该有什么问题。见胡余德不肯承认自己的墨有问题，游学先生越发生气，强烈要求当场验证一下。胡余德也想一探究竟，便答应了游学先生的要求，于是命人端来一盆水，将一锭遇水不化墨放进水中，众人围成一团，目不转睛地盯着盆里的墨。令胡余德始料未及的是，不大一会儿，只见那墨锭开裂，墨色扩散，周围的伙计也大惊失色。胡余德眼见为真，当即郑重地向游学先生道歉，并以一袋价值昂贵	Learning about the ins and outs of the situation, Hu Yude felt quite puzzled. He had personally participated in the development of this water-resistant ink and thought there should be no issues. The scholar was increasingly irritated after he heard Hu Yude had not admitted the problem with the quality of ink. And he strongly demanded to verify it on the spot. Hu Yude also wanted to seek the truth, so he agreed to the scholar's request. He ordered someone to bring a basin of

的贡品墨——“苍珮室墨”赔偿给游学先生，还恭恭敬敬地送他离去。	water and placed a block of water-resistant ink into it. Then everyone huddled together, staring intently at the ink in the basin. As a result, to his surprise, the ink stick began to crack after a while with the color of the ink dissolving in water, which amazed the surrounding servants. Based on the truth he saw, he solemnly apologized to the vagabond and then compensated the scholar with a package of valuable tribute ink “Cang Pei Shi Ink”(a type of prized ink). Finally, Hu Yude sent him away respectfully.
送走了前来责难的游学先生，胡余德并没有如释重负，一心想着要尽快查明问题的根源。他反复思量，并且彻查了每个环节。<u>原来，墨工疏漏，这批墨在制作过程中，未按规定操作，少了一道工序，所生产的遇水不化墨都未能达到要求，最近天气炎热，其存在的问题便暴露了出来。</u>只是因为鲜有人会舍得将价值不菲的好墨浸在水中试验，大伙儿又都相信胡开文墨的质量，故此墨是否真的不会溶化散色一直不为人知，直到机缘巧合之下游学先生找上门，这才得以验证。	After sending away the scholar who had come to criticize him, Hu Yude did not feel relieved. Instead, he focused on quickly uncovering the root of the problem. After pondering over and over again, he checked thoroughly every procedure of the ink-making process. <u>It turned out that it lacked a crucial step due to the workers' negligence when this batch of ink were produced.</u> <u>Because of its failure to operate according to the regulations, the water-resistant ink produced did not meet the required standards. With the recent hot weather, the existing</u>

	<u>problems became apparent.</u> Before, merely because few people were willing to soak the valuable ink into water to test it and everyone all believed in the quality of Hu Kaiwen's ink, so it remained unknown that whether the ink would not dissolve and spread color in water until the wandering scholar happened to come to seek truth, which finally allowed for verification.
事情查明后，胡余德下令所属各店各坊，立即停止生产和销售此墨，并以高价买回已售出的这种墨。胡余德身边的伙计曾竭力劝说，给他分析其中的“利弊得失”：这墨虽不能遇水不化，但完全不影响书写，况且少有人会放入水中试验，也就不会发现其中的问题；若将已卖出的墨高价收回，不仅会招致亏损，也会让所有人都知道胡开文墨店的墨有质量问题，这等于自己打自己的耳光。然而，伙计们的劝说丝毫没有动摇胡余德的想法，他不仅坚持将墨收了回来，还决定要将这批墨销毁。	After uncovering the truth, Hu Yude ordered all branches of shops and workshops involved to stop producing and selling the kind of the ink and to repurchase the already sold ink at a premium price. The servant around him tried their best to persuade him, analyzing the “pros and cons”. Although this ink could not withstand water, it did not affect writing at all. Moreover, few people would actually test its quality in water, so the issue would remain unnoticed. However, if the sold ink was bought back by us at a high price, not only would it lead to a loss, but it would undoubtedly tell everyone the quality issues with Hu Kaiwen's ink. It would be like slapping oneself in the face. Nonetheless, the servants' persuasion

	had no effect on Hu Yude's decision. Not only did he insist on repurchasing the ink, but he also decided to destroy this batch of ink.
于是，在艳阳高照的一天，胡余德当着附近乡亲的面将所谓的遇水不化墨全部倒入休宁城外的一方池塘中，在场之人无不慨叹。那投入池中的墨慢慢溶化，静静地渲染开来，这池塘也变成“墨池”了。池中化掉的不仅是一批劣质的墨，还有人们对胡开文墨店的质疑与责难；孕开来的也不只是一池“青花”，还有人们对胡开文墨店的信任与称赞。这次新品推出的失败，却没有影响到胡开文墨店的声誉，反而让“毁墨于一池”的轶事在徽州一带流传开来。	So, on a bright sunny day, Hu Yude publicly poured the so-called water-resistant ink into a pond outside Xiuning City in front of the local villagers. Everyone was in awe and amazement. The ink slowly dissolved in water and spread out silently, turning the pond into an “ink pond.” In this pond, a batch of the ink of poor quality dissolved in water, along with doubts and criticisms of Hu Kaiwen's ink shop from others, also disappeared in life; what emerged was not just a pool of ink, but also people's trust and praise for the ink shop. Their failure to introduce the new product did not damage the reputation of Hu Kaiwen's shop. Instead, the anecdote of “destroying ink in a pond” became widely circulated in the Huizhou area.
胡氏子孙从先辈那里继承了制作精美的墨模和选料配方的技法，并将“诚信经营，质量为上”的经营理念不断传承下去。正因如此，“胡开文”这块金字招牌历百年而不衰，产品畅销国内外，	The descendants of the Hu family inherited the techniques of crafting exquisite ink mould and selecting raw material and recipe, with their business philosophy of “honest management,

生产的地球墨还在 1915 年的巴拿马万国博览会上获得金奖，让中国墨在国际舞台上声名大振。 (孟颖佼 吴琼)	quality first” passing down constantly. Therefore, the golden brand of “Hu Kaiwen” has flourished for centuries and its products have been sold both domestically and internationally. The “Earth Ink” produced by them even won a gold medal at the 1915 Panama World’s Fair, gaining the reputation and fame for Chinese ink on the international stage. (Meng Yingjiao, Wu Qiong)
“借鸡生蛋”的茶商吴启琳	Creating and accumulating a Great Fortune by Using Other People’s Resources——A Tea Merchant Called Wu Qilin
明清时期，随着商品经济的发展，社会上出现了一批以地域为名的商人群体，其中尤以徽商和晋商为最。<u>这些商人小者仅足养家糊口，大者却富比王侯、家资千万。</u>在古代小农社会里，按正常方式积累千金是一件非常困难的事，<u>而这些商人是怎样积聚千万资财的呢？下面就有一个徽商吴启琳“借鸡生蛋”积聚千金的故事。</u>	During the period of Ming and Qing dynasty, with the development of commodity economy, a group of businessmen named after their regions emerged in society, among which the Hui merchants and Shanxi merchants were particularly prominent. <u>Among these merchants, some of whom lived from hand to mouth, while while others were excessively wealthy with assets worth millions.</u> In the ancient smallholder society, accumulating a fortune of a thousand gold pieces through conventional means was a

	challenging endeavor. <u>So, for these businessmen, how they accumulated such considerable wealth? Here is a story as followed, telling that a Hui merchant called Wu Qilin created and accumulated a great fortune by using other people's resources.</u>
<u>吴启琳生活在清代康乾盛世之际，他是歙县昌溪人，自幼家贫，在本县一个郑姓大户家做伴读书童，勤快能干，很得东家赏识，在陪少东家读书时偶尔也识了几个字。徽州这个地区经商风气很浓，歙县更甚，吴启琳从小受这种经商意识的熏陶，也想从事一些商业活动，只是苦于没有本钱，一直没有付诸行动。</u>	<u>During the Kangxi and Qianlong period of the Qing Dynasty, Wu Qilin was born into a poor family in Changxi, She County. At a early age, he was employed as a study companion to the children of a wealthy family, the Zheng family. Due to his diligence and capability, he was appreciated and valued by his master and was also taught a few characters while accompanying the young master in his studies.</u> In Huizhou, particularly in She County, the practice of running businesses was a common occurrence. Influenced by this awareness at an early age, Wu Qilin also aspired to engage in some business activities. But due to a lack of capital, he never put it into action.
<u>少东家经过十年寒窗苦读，先后考取了秀才、举人，眼看就要到京城参加会试了，但是从歙县到京城来回一趟需要</u>	<u>The young master had burned the midnight oil for a decade, successively earning the titles of xiucai and juren.</u>

大半年的时间。那时没有到北京的直达马车，只能挑着行李步行。少东家平时只专心于读书，对日常生活并不太熟悉。此去京城考试对郑家意义重大，考上了，郑家大少爷就可以出仕做官了，这是一件光宗耀祖的大事。于是，老东家决定派一个精明能干的书童陪少东家前往京城赶考，一路上照顾少东家的生活起居。老东家想到的第一个人选就是精明能干的吴启琳。所谓穷家富路，何况是参加这么重要的会试，所以老东家给足了盘缠(约是两人来回费用的两倍)，并交给吴启琳保管，同时负责两人沿途的开支。	<u>Now poised to journey to the capital for the imperial examination, he faced a six-month round trip from She County.</u> At that time, it did not drive directly from She county to the capital by carriage, so, he only chose to walk there with the baggage. The young master usually only focused on his study, not familiar with the daily life. <u>This trip to the capital for examination held great significance for the Zheng family, as a successful result would allow the eldest Zheng son to enter civil service and bring honor to the family.</u> Therefore, the elder master decided to arrange a shrewd and capable servant for his son, accompanying him to the capital and taking care of him. The first choice the master thought was Wu Qilin, known as savvy and capable. <u>As the saying goes, “be thrifty at home but generous on the road,” especially for such an important imperial examination. Therefore, the elder master provided them adequate funds to support their daily expenses on the way (about twice the cost of the round trip), and entrusted them to Wu Qilin for safekeeping.</u>
吴启琳拿到沉甸甸的盘缠，心中非	After Wu Qilin held a substantial

常兴奋，他长这么大还没见过这么多钱，而且是自己全程掌管开支。尽管主要是花费在少东家身上，但他依然非常激动。在陪少东家去京城之前，东家放他三天假，让他回家和家里人团聚，吴启琳兴高采烈地回家了。到家后，发现家里没人，家里人都去山上采茶了，他急忙跑向茶山。到了茶山，父母和弟弟都在采茶，吴启琳把陪少东家去京城的事向家里人讲了，父母都为他高兴，说他出息了，得到东家的赏识。	sum of money in his hands, he felt extremely exhilarated. After all, he had never seen so much money in his life, especially not under his sole responsibility for expenditures. Although the bulk of the expenses would be for the young master, he couldn't contain his excitement. Before embarking on a journey to the capital, the master granted Wu Qilin a three-day leave, allowing him to return home and reunite with his family. So, he gladly went home. Upon arrival, he found the house empty, as his family had gone to the mountains to pick tea leaves. He immediately rushed to the tea hills. Upon reaching the tea fields, he saw his parents and younger brother engaged in harvesting tea leaves. Then, he excitedly shared with his family the news about his upcoming journey to the capital with the young master. They were proud of him, commending his excellence which led to his master's appreciation and recognition of him.
虽然父母为吴启琳高兴，但脸上还隐隐伴着一些忧愁，这个情况没有瞒过吴启琳。吴启琳就问：“爹，您好像不太高兴啊”。他父亲长叹一口气：“孩	Although his parents were happy for Wu Qilin, a hint of worry still lingered on their faces, and Wu Qilin noticed this. He asked, “Dad, you look

子，你出息了，我真心为你高兴。我愁的是我们家的茶叶，今年茶价太低了，相比去年低了三四成，这么好的茶叶只卖这一点钱，以后的日子该怎么过啊，唉！”望着愁容满面的父母，吴启琳心里像吃了一块铅似的，非常沉重，晚上他躺在床上翻来覆去难以入眠，“为人子不能为父母分忧是为不孝”，这句古语在他耳边反复回荡。突然间，他想到他们家乡的茶叶主要销往全国各地，作为京师的北京是茶叶的主要销售地之一，如果把家里的茶叶带到北京去卖，肯定比在家里卖的价钱要高。对，明天和父母商量一下把家里的茶叶带到北京去卖，吴启琳暗道。	not very happy”. His father let out a deep sigh and said, “My son, I truly am happy for your success. But what troubles me is our family’s tea. This year, the price of tea is too low, down by nearly thirty or forty percent compared to last year. Such high-quality tea being sold for so little money, I worry about how we will manage in the coming days?” Seeing his parents’ distressed expressions, Wu Qilin felt as though a heavy weight had settled in his heart. That night, he tossed and turned in bed, unable to sleep with the ancient proverb “As a son, one who cannot alleviate his parents’ worries is deemed unfilial” echoing repeatedly in his mind. All of a sudden, he thought that the tea from their homeland was mainly sold across the country, with Beijing, as the capital, being one of the major markets for tea. So, if he could bring the tea they sell to Beijing, the price of which must be higher than it was sold in homeland. He decided to discuss with his parents about the thought of bringing tea to Beijing tomorrow, Wu Qilin resolved silently.
第二天天一亮，吴启琳就敲响了父	The next day at dawn, Wu Qilin

母的房门，把自己的想法告诉了父母。父母一听这个想法不错，正好吴启琳去北京，他们一家就商议怎么带茶叶、带什么茶叶去北京。最后他们考虑到北京路途遥远带多了不方便，所以就挑了他们家最好的三斤茶叶让吴启琳带到北京去卖。正在他们一家在讨论如何去北京卖茶叶的时候，隔壁的汪大伯来找吴启琳的父亲谈事情，一听吴启琳将去北京陪少东家赶考，顺便把自己家的茶叶带到北京去卖。汪大伯心里非常激动，他这几天也正为这么低的茶价发愁呐，他想吴启琳去北京卖茶价格肯定比家里高，如果让吴启琳帮他把自己的茶叶带到北京去卖，这么远的路给他多少路费好呢？不如直接卖给吴启琳，吴启琳给的价格肯定比家里茶贩子给的价高，到北京卖了以后赚多赚少都是吴启琳的事，这样也免去了给他路费的事了。想到这儿，汪大伯忙说道：“启琳，你反正要去北京，卖你自家的茶叶是卖，多卖一家的也是卖，要不我把我们家的茶叶卖给你吧，然后你带到北京去卖，不管怎么样，北京肯定比我们这里的价格高吧。”

immediately knocked at his parents' door and shared his idea with them. Her parents thought it was a good plan. Since Wu Qilin was going to Beijing, they began to negotiate how to bring tea and what kind of tea to take. Finally, considering the long distance to Beijing and the inconvenience of carrying too much, they decided to select the best three catties of tea from their home for Wu Qilin to take to Beijing to sell. While they discussing how to sell the tea in Beijing, Uncle Wang from next door came to talk to Wu Qilin's father about something. Upon hearing that Wu Qilin was going to Beijing to accompany the young master for the exam and would also take their family's tea to sell there, he felt extremely excited. Because he had been troubled by the low tea prices recently and thought that the price in Beijing would certainly be higher than at home. If Wu Qilin were to help him take his tea to Beijing to sell, he would have to figure out how much travel expense to give him for such a long journey. Instead, he could just sell his tea directly to Wu Qilin, who would surely offer a higher

	price than the local tea merchants. Also, it would save him the trouble of calculating how much travel expense to give Wu Qilin, and whatever profit was made would belong to Wu Qilin. At this thought, Uncle Wang quickly said, “Qilin, since you’re going to Beijing anyway, selling your own tea or someone else’s is all the same. Wouldn’t it be better if I sell you our family’s tea, and you take it to Beijing to sell? After all, in any case, the prices in Beijing are bound to be higher than ours here, right?”
吴启琳一听汪大伯要卖给他茶叶，他还真没想过收购茶叶这件事，他想了想这次去北京盘缠比较多，拿出一部分买些茶叶去北京卖，一方面帮了乡邻，一方面还能挣些钱，何乐而不为！因而说道：“汪大伯，我这次陪少东家去北京赶考，东西不方便带太多，我如果要买的话，也只能买一些您最好的茶叶去北京卖。”汪大伯道：“没关系，我把我们家最好的茶叶挑出来卖给你。”吴启琳想了想，北京的价格不管怎么样肯定比家里往年的价格要高，便说道：“汪大伯，茶价我就按我们家去年的价给你，你看可行？”汪大伯一听，去年的价格比现在的价要高三四成，非常高兴道：“听	Upon hearing that Uncle Wang wanted to sell him tea leaves, Wu Qilin was surprised, as he hadn’t actually thought about buying tea before. However, considering he had plenty of funds for the trip to Beijing, he realized he could use some of it to buy tea. This way, he would not only help his neighbors but also make some profit. Why not give it a try? Therefore, he said, “Uncle Wang, this time I’m accompanying the young master to Beijing for the exam, so I can’t carry too much. If I buy, I can only take some of your best tea to sell in Beijing.” Uncle

你的，你说多少就多少，我这就去家里给你挑来上好的茶叶。”说着就往家跑去了。	Wang said, “ It doesn’t matter, I’ll pick out the best tea of our family to sell to you.” Wu Qilin thought for a moment. He knew that the tea price in Beijing would definitely be higher than last year’s price in his hometown. He said, “Uncle Wang, I’ll offer you the price of tea we paid last year. Does that sound feasible?” Upon hearing that last year’s price was more than 30%-40% higher than the current price, Uncle Wang was very delighted and said, “I’ll take your offer. You name the price, and I’ll go pick out the finest tea for you right away.” With that, he ran back home.
不一会儿，汪大伯就把自己家最好的三斤茶叶带到了吴启琳家。吴启琳拿出银两给了汪大伯，汪大伯欢天喜地回家了。后来汪大伯又把这个好消息告诉了众邻居。众乡邻都把自己家最好的茶叶卖给启琳。最后，吴启琳把去京盘缠的近一半用来买了茶叶，加上自己的茶叶，一共三十斤。	After a while, Uncle Wang brought the best three catties of tea from his house. Wu Qilin paid him with silver, so Uncle Wang joyfully went home. Later, Uncle Wang shared this good news with his neighbors, then all the neighbors sold their best tea to Wu Qilin. In the end, Wu Qilin spent nearly half of expenses he had spent on his journey to Beijing purchasing the tea, including his own tea, totaling thirty catties altogether.
在动身上京时，少东家看吴启琳从家背了一个袋子回来。少东家就问：“启	When they were going to set off for the capital, the young master noticed

琳，你这背的是什么东西呀？”吴启琳道： “少东家，今年茶价太低，我从家里带了几斤茶叶顺道去北京卖。”少东家也知道今年家乡的茶市不是太好，很理解地点点头上路了。	that Wu Qilin carrying a bag back from home. So he asked, “Qilin, what’s that you’re carrying?” Wu Qilin replied, “Because this year the price of tea is too low, I’ll bring a few catties of tea to sell along the way in Beijing.” Being aware of the poor tea market in their hometown this year, the young master nodded understandingly and they set off on their journey.
俗话说，不怕慢，就怕站。二人一路马不停蹄，终于来到了大城市北京，吴启琳和少东家找到一家客栈住下。平时少东家在客栈努力攻读，等待应考之日。吴启琳也不太忙，他就经常去逛附近的茶市。吴启琳到茶市以后先观察各种茶叶的质量和价格，经过一段时间观察后，他发现京城的茶价比他家乡的高六七倍。于是，他拿着自己的茶去各个茶铺让老板免费品尝，然后让他们评价茶叶如何，价值几何？因为吴启琳的茶都是质量上乘的茶叶，所以他的茶叶被各个茶铺的老板赞不绝口，而且出价都很高，最后吴启琳卖出茶叶的价格是他收购茶叶价格的八倍。最重要的是吴启琳免费请各个茶铺老板品尝质量上乘的茶叶，和这些茶商建立了良好的关系。	As an old saying goes, “It’s better to move slowly than to stand still.” Wu Qilin and young master traveled nonstop and finally arrived in the major city--Beijing, and they figured out an inn to live in. Usually the young master focused on his studies at the inn, preparing for his upcoming examination. However, Wu Qilin, with not much to do in comparison, often strolled around the nearby tea market. Upon arriving at the tea market, Wu Qilin first observed the quality and price of different varieties of tea. After a period of observation, he discovered that the price of tea in Beijing was six to seven times higher than the price in his hometown. Then, he proceeded to take his own tea to various tea shops,

	offering free tea for shop owners to taste, asking them to evaluate the quality and the value of the tea. Because the tea he provided was of superior quality, the owners of the tea shops praised it highly and offered very high prices. In the end, Wu Qilin managed to sell his tea at eight times the price he had paid for it. Most importantly, by offering high-quality tea to the shop owners for free tasting, Wu Qilin established a strong rapport with these tea merchants.
少东家虽然很刻苦，文章写得也很好，但科举考试竞争实在太激烈了，最后榜上无名。少东家本打算回家三年后再考，但是听说皇太后明年要过六十寿辰，皇上至孝，有可能为了给太后祈福，开恩科。如果开恩科的话，明年还要从家里赶回来，来回好几个月影响攻读。因而少东家决定不回去了，留在北京读书，但如果留在北京一年的话，盘缠肯定不够，所以他就派吴启琳回家去拿生活费。吴启琳手里的茶叶已经全部卖光了，正好借机回家再收购一些茶叶来卖，因而很高兴地就回家了。	Although the young master was very hard-working and had the ability to write excellent essays, he still failed in the imperial examination and ended up not being listed because of fierce competition. He had originally planned to return home and try again in three years, but he heard that the Empress Dowager would turn sixty next year. The Emperor, being a paragon of filial piety, might open a special imperial examination to pray for the Empress Dowager's longevity. If that happened, he would have to travel back from home next year, which would take several months and disrupt his studies.

	Therefore, the young master decided not to go home and stay in Beijing to study instead. But if he chose to stay here for a year, his expenses would definitely exceed his budget. So, he sent Wu Qilin back home to fetch more living expenses. Wu Qilin had already sold all the tea he had, and this was a perfect opportunity for him to go home and buy more tea to sell. Naturally, he was very happy to make the trip.
回家以后，郑老东家听说少东家要住在北京苦读一年，准备着再次应试，很是高兴，对他这一决定非常支持，因而拿出了一大笔钱交给吴启琳，让他好好照顾少东家，不要怕花钱。吴启琳很认真地点点头，然后回家去看望父母了。看望过父母以后，吴启琳把自己赚的钱和老东家给的钱的大部分都买了质量上乘的茶叶，因为他在北京茶市有了自己的销售渠道，他不愁茶叶卖不出去，只要给少东家先带过去一两个月的生活费就行，过不了多久，这些茶叶就能在北京卖完而赚钱。	After Wu Qilin returned home, he told the old master that his son would stay in Beijing for a year to prepare for the next exam. The Zheng master was very delighted to support his son's decision and took out a large sum of money to give Wu Qilin. He told Wu Qilin to take good care of the young master and not to worry about spending money. Wu Qilin nodded seriously and returned home to visit his parents. After that, he spent most of the money he had earned and the money given by the old master on the high-quality tea leaves. Since he has established his own sales channels in the Beijing tea market, not worrying about the sales of the tea leaves. He only needed to bring enough

	living expenses for the young master for the first one or two months. It wouldn't be long before the tea would be sold out in Beijing, making a profit.
事实正如吴启琳所预料的那样，他的这些茶叶在北京很快就卖完了。吴启琳这两次贩运茶叶，虽然总量不多，但因质量上乘，总价值很高，因而这两次他共赚了数百两银子。自此以后，吴启琳就靠着这数百两银子起家，打造了自己的茶叶帝国。	Just as Wu Qilin had anticipated, the tea leaves he purchased soon sold out in Beijing. Although the total volume of tea he sold these two times was not large, its superior quality made it very valuable. So, by buying and selling the tea on these two occasions, he earned about several hundred taels of silver. Since then, he created his own tea empire by taking advantage of this sum of silver as his starting capital.
吴启琳因机缘巧合借用东家的钱，赚了自己人生中的第一桶金，这就是吴启琳“借鸡生蛋”的经商故事。 (孙新文)	Due to a fortunate turn of events, by borrowing his master's money, Wu Qilin earned his first pot of gold in life. This is the story of how Wu Qilin created and accumulated a great fortune by using other people's resources. (Sun Xinwen)
诚信不欺的茶商吴荣运	The honest tea merchant — Wu Rongyun
吴荣运，字景华，歙县北岸人。不同于徽商年幼时就要背井离乡的惯例，吴荣运拥有着比较安定的童年，因为他就出生在一个商人家庭。可惜他的父亲做生意头脑平平，只算是个茶叶的二道	Wu Rongyun, courtesy name Jinghua, was a native of Bei'an town, She County. Different from other Hui merchants who needed to leave home at a early age, Wu Rongyun's childhood

贩子，比起其他在家拿白银搭积木玩的徽商，实在不能算富贵。不太富的孩子早当家，吴荣运在父亲不断比、赶、超的环境中长大，自然也练就了不少经商的手腕和思维。	was relatively secure, because he was born into a merchant family. <u>Sadly, his dad wasn't exactly a business genius—he was just a middleman dealer in the tea trade.</u> Compared to those Hui merchants who were rolling in so much cash they could stack silver bricks like toys at home, he was far from being <u>wealthy</u>. Growing up in a less affluent family, Wu Rongyun took on responsibilities earlier, and in an environment where his father was constantly competing and striving to improve, he naturally developed a wealth of business skills and mindset.
可能是他的父亲一直没有进入徽商一线行列，所以开始并不准备让自己的儿子走经商这条路，而是把吴荣运送进私塾。当时，想要冲出徽州，走向京城只有两条路：一是做商人，做大商人，做大商人中的绝顶大商人；二是做学问，做大学问，做大学问中的经世大学问。在中国传统观念中，士农工商，商人即使腰缠万贯，别人也是瞧不起你。你哪怕只是个秀才，人们都要高看一眼。可惜吴荣运在经商方面展现出来的聪慧与机智丝毫不能用在“之乎者也”上。默书不行，先生就让他背书。背书也背不出来，先生说你念书吧，结果念书都念	It is possible that his father had never entered the ranks of top Huizhou merchants, so he initially did not plan for his son to pursue a career in business. Instead, he sent Wu Rongyun to a private school. At that time, if one planned to leave Huizhou, and established a foothold in the capital, he only had two ways. One was to become a merchant, a great merchant, an exceptional merchant among great merchants; the other one was to become a scholar, a great scholar, a scholar of practical and profound learning. In

的结结巴巴。吴父见此无奈地摇了摇头说：“儿子，你还是跟着我去卖茶叶吧。”吴荣运的父亲此时还不知道，他这个看似无奈的决定，即将成就吴氏家族的百年名茶基业。	traditional Chinese society, the social hierarchy placed scholars at the top, followed by farmers, artisans, and merchants. Even if a merchant was immensely wealthy, they were still looked down upon. On the other hand, even a mere scholar with the title of “xiucaï”(the lowest rank in the imperial examination system) was held in high regard. Unfortunately, the intelligence and wit Wu Rongyun displayed in business were of no use when it came to the classical texts of “zhi hu zhe ye” (Confucian literature). He struggled with memorizing texts, so his teacher asked him to recite them. When he couldn’t even recite, the teacher told him to read aloud, but even that came out halting and stuttered. Seeing this, Wu’s father shook his head helplessly and said, “Dear, you might as well come with me to sell tea.” Little did Wu Rongyun’s father know that this seemingly reluctant decision would soon lay the foundation for the Wu family’s century-long legacy as a renowned tea merchant.
吴荣运在随父亲贩茶不到几个月的时间里，就发现了一个现象：徽州地区	Within just a few months of following his father in the tea trade, Wu

价格轻贱的茶叶，一旦到了京城价格就水涨船高。更何况京城里文人雅士者有之，附庸风雅者有之，皆爱焚香品茗，徽州名茶更是被视为上流社会的最佳身份代言品。吴荣运心里琢磨着，这样背着小背篓在徽州地区把茶叶倒卖来倒卖去，实在赚不了几个钱。要是爹能去京城开个店，我在徽州给他供货，咱专门搞高档茶，卖给那些有钱人，说不定就能一本万利了。吴父甚以为是，听了儿子的建议，瞬间由二道贩子升级为直营商，身价飞升，财源滚滚。如果仅仅是有经商的头脑，吴荣运不可能在众多的徽商中脱颖而出。吴荣运之所以后来能连开十三家茶号，更多的是因为诚信善良的朴素品质在他身上熠熠生辉。在与父亲南北合营的一年里，吴荣运同另一位茶商程立明运茶到京城。此时，吴荣运已经不再是背着小背篓的小贩，他家的船只插着吴家茶号的大旗，威风凛凛。舟到钱塘江时，突然一股暗流涌来。吴家的船只庞大沉稳，勉强顶住了激流。可是程立明家的船却经不住风高浪急，被掀翻在钱塘江里。一时间整船的茶叶都倾覆在江水里，船上的人也落水呼救挣扎。吴荣运顾不得自家的船也在急浪中飘摇，赶忙悬赏重金救人。路过船只上水性好的当地百姓跳下水将程立明救起。程立明刚被拖上甲板，就号啕大哭

Rongyun noticed something striking: tea that was cheap and undervalued in Huizhou would skyrocket in price once it reached the capital. Moreover, the capital was filled with both genuine scholars and those who merely pretended to be cultured, all of whom loved to burn incense and savor fine tea. The renowned tea from Huizhou, in particular, was seen as the best products that symbolize their identity in upper class. Wu Rongyun thought in his heart, “We’re just carrying these little baskets around Huizhou, buying and selling tea, but we’re not making much money. If dad could open a shop in the capital, and I could supply him from Huizhou, focusing on high-end tea, selling to those wealthy folks, maybe then we could really strike it rich.”Wu Rongyun’s father could not agree more, he accepted his son’s suggestion. Soon he became a directly-operated tea retailer from a secondary tea dealer, which enabled him to earn a large sum of money. However, if Wu Rongyun had only possessed a sharp business mind, he would not have stood out among many Hui merchants. The reason why

起来，扑身就要往江里跳。吴荣运赶忙拉住他，心想：他该不是呛水呛傻了，明明刚刚才捡回条命，还寻死觅活呢。吴荣运让人把程立明拉进船舱，给他换衣擦拭，递上热茶压惊。程立明捧着手里的茶碗，又“哇”地一声大哭起来。吴荣运赶忙细问缘由，程立明说：“我的茶全没了，我再也不能经商了，我不如死了算了吧！”吴荣运看着眼前这个啜泣着的大老爷们，赶忙安慰道：“我再送你一船茶就是了，你自然可以东山再起，何必寻死觅活的。”程立明听后感激涕零，从此一直待吴荣运以上客之礼，不敢怠慢。

he was able to later open thirteen tea shops was his honesty and kindness shone brightly in his simple qualities. During a year of partnership with his father, traveling between the north and south, Wu Rongyun once transported tea to the capital alongside another tea merchant, Cheng Liming. By this time, Wu Rongyun was no longer a small-time peddler with a basket on his back. His family's boats, now flying the grand banner of the Wu family tea brand, cut an impressive figure on the waterways. However, as they reached the Qiantang River, a sudden undercurrent surged. The Wu family's large and sturdy boat managed to withstand the turbulent waters, but Cheng Liming's smaller vessel was no match for the fierce waves and was overturned in the Qiantang River. In an instant, the entire shipment of tea was dumped into the river, and the crew struggled in the water, crying out for help. At this moment, Wu Rongyun immediately offered a hefty reward to anyone who could rescue the drowning men, although his own boat was also swaying in the turbulent waves. Skilled

swimmers from nearby boats jumped into the river and managed to pull Cheng Liming to safety. As soon as Cheng was dragged onto the deck, he broke into loud sobs and tried to throw himself back into the river. Wu Rongyun quickly grabbed him, thought in his heart, “He can’t have been addled by the water, can he? He just barely escaped with his life, and now he’s trying to throw it all away again?” Wu Rongyun had Cheng taken into the cabin, where he was given dry clothes, and a cup of hot tea to calm his nerves. But as Cheng Liming held the teacup, he burst into tears again. Wu Rongyun pressed him for an explanation, and Cheng wailed, “All my tea is gone! I can’t go on in business anymore. I might as well die!” Looking at this sobbing grown man in front of him, Wu Rongyun hurried to comfort him: “I’ll give you another shipload of tea. You can certainly make a comeback. Why resort to such extremes?” Cheng Liming was overwhelmed with gratitude, and from that day on, he treated Wu Rongyun with the utmost respect and courtesy, never daring to show the

	slightest neglect.
吴荣运把茶叶运到京城后，第一件事就是命令伙计把今年运来的新茶和店里的旧茶分开，并用大字标上新茶和陈茶，价格也定的截然不同。小伙计们都被惊呆了，赶忙劝阻这位少东家，并且告诉他，街西头的老李家，城北头的老王家，镇里进城卖茶的老陈家，都是新茶旧茶掺杂在一起卖的，只有这样陈茶才能卖掉。<u>就像嫁闺女，哪有在盖头巾上写着“美”和“丑”，再让人来娶的。</u>吴家的老爷子也劝儿子，自己已经在这里卖了几年的茶叶，一直是新茶陈茶在一起卖，生意也做得不错，从来没人抱怨过茶叶的味道。吴荣运看着父亲说： “父亲说生意不错，这就对了。孩儿要的不是不错，孩儿要的是生意极好。孩儿要吴家茶庄在京城茶号里无人能敌。经商贵诚，虔心自有天知。”老爷子劝不动自己执拗的儿子，只好遂了他的意思，从此吴家茶庄卖茶高挂起“新茶”、“陈茶”两面旗帜，一时间京城人人皆知，口耳相传，俱道吴家茶庄诚信不欺。	After delivering the tea to the capital, Wu Rongyun's first order of business was to instruct his staff to separate the newly arrived tea from the older stock in the shop, labeling them clearly as 'New Tea' and 'Aged Tea' in large characters, and setting distinctly different prices for each. Every staff was very astonished and quickly tried to dissuade their young master, explaining that every other tea merchant in the city—whether it was the old Li family to the west, the old Wang family to the north, or the old Chen family from the nearby town—mixed new and old tea together when selling. Only by doing so could they manage to sell the older stock. <u>It's like marrying off a daughter—who in their right mind would write 'beautiful' or 'ugly' on the bridal veil and then ask someone to pick her based on that?</u> Even Wu's father tried to reason with his son, pointing out that he had been selling tea in the capital for years, always blending new and old tea, and business had been good. No one had ever complained about the taste of the tea. However, Wu Rongyun said to

	his father, “Dad, as you said, the tea business is doing well. Yes. But this is not what I want. I want the business to be extremely successful. I want Wu Family Tea Shop to be the best there is, you know, like, the top dog among all the tea shops in the capital. Honesty is the foundation of business, and sincerity is known to heaven.” Unable to persuade his stubborn son, Wu’s father had to agree with his son’s decision. From then on, the Wu family tea shop prominently displayed two banners: one for “New Tea” and another for “Aged Tea.” This practice quickly became the talk of the capital, spreading by word of mouth. Everyone praised the Wu family tea shop for its honesty and integrity, cementing its reputation as a trustworthy business.
然而，买茶的顾客们自然只是捧捧人场，竖起大拇指夸赞一番后，买走的都是新茶。几年下来，陈茶积了几仓库，亏损了有万两白银。伙计们看着年底的奖金要因此大打折扣，急的赶紧又献上“良策”：“东家，不如我们把这些茶叶拿回去加工一下，销售出去，好歹能收回本金。”没想到吴荣运一口拒绝，甚至提出了一个更“损”的想法——买	However, the customers who came to buy tea naturally only offered some verbal support by praising the shop and giving thumbs up, but in the end, they all purchased the new tea. Over the years, the aged tea piled up in several warehouses, resulting in losses of tens of thousands of taels of silver. The staff in the tea shop worried that their

一赠一。吴荣运说：“这陈茶除非插回土里重新发个芽，否则再加工了也是陈茶，我绝不以次充好。不如把这些陈茶当作礼品赠送。”伙计们一听，这不傻么，本来准备买两斤的顾客一听还能赠送一斤，自然买的少了，到时候咱们年底的奖金更发不出来了。于是赶忙劝阻，没想到吴荣运拿定了主意，谁的话也不听，甚至当下就命人拿来纸墨，挥毫写下告示，“凡购买本店新茶一斤者，赠送陈茶一斤，欢迎光临。”

year-end bonuses would be significantly reduced, anxiously proposed a “brilliant idea”. They said to Wu Rongyun, “Young master, why don’t we take these tea leaves back, process them and sell them? At least we might be able to recoup our capital.” To their surprise, Wu Rongyun flatly rejected the idea and even proposed a more “costly” idea—buy one, get one free. Wu Rongyun said, “Unless the aged tea can germinate again when planted in soil, it remained aged tea even if after reprocessing. I absolutely will not use aged tea to pass off as new tea. It would be better to give these aged tea away as gifts.” The staff in the shop heard it and thought, “Isn’t that, like, totally dumb? Customers were planning to buy two jin, but now they hear they can get an extra jin of tea for free, so they’ll naturally buy less. Then, well, we’ll end up with even less of a bonus at the end of the year”. Then they tried to dissuade him in haste, but Wu Rongyun had made up his mind, ignoring anyone’s suggestion. He even immediately ordered someone to bring the paper and ink, then he wrote down a notice: “If

	you buy one catty of our new tea, we will give you one catty of our aged tea as a gift. Welcome to our tea shop!"
京城里的人们，听说吴家本来就明码标价，分类出售的陈茶如今不要钱了，一时间纷至沓来。有人问他：“吴老板，你这不是自己跟自己过不去么，就算是把这些陈茶销毁，自然可以多卖些新茶，也比这样赚的多些。”吴荣运摇摇头说：“我们吴家靠茶叶起家，且不说这些茶是我从江南千辛万苦贩运而来，我甚为珍惜。就是想到家乡茶农们的辛苦种植，也不能随意糟蹋了这些茶叶。我宁愿赠送给大家，当是结交各位做个朋友吧。”吴荣运这样的做法，很快赢得了京城人民的赏识。认为如此高素质的人才卖出的茶叶，喝起来都应该比街西头的老李家，城北头的老王家，镇里进城卖茶的老陈家的香些。一时间在京城引起了轰动，不仅茶客们纷纷光顾，吴荣运的风度气节也为他赢来了高人气，京城名人名士纷纷与他品茗论道，结交为友。就这样，吴荣运不仅将自家的店铺做成了“诚信老店”的典型，自己也成为“感动京城”茶商。到了年底，吴家茶庄的茶叶早已销售一空，伙计们无一不对这位少东家充满了钦佩。	People in the capital heard that the Wu family's aged tea was now being given away for free, rather than being sold at fixed prices and categorized as before. As a result, customers came pouring in all at once. Someone asked him, "Mr. Wu, why make things harder for yourself? I mean, even if you destroyed these old teas, you could sell more new tea and make more money that way." However, he shook his head and said, "Our Wu family's shop built its fortune on tea. When I thought about how these teas were painstakingly grown by the tea farmers in my hometown, I could not afford to waste them casually. More importantly, these tea leaves were transported with great effort from Jiangnan Region, and I valued them immensely. I'd rather give them away and consider it a way to make friends with everyone." Wu Rongyun's approach quickly won the appreciation of the people in the capital. Those people believed that tea leaves sold by someone of such high character

	would taste more delicious than those from other tea shops, such as the old Li family to the west, the old Wang family to the north, or the old Chen family from the nearby town. For a moment, Wu family's tea shop attracted significant attention in the capital. Not only did tea enthusiasts flock to visit it, but Wu Rongyun's high moral integrity also earned him widespread popularity. So prominent personalities and scholars from the capital often met with him to enjoy tea and discuss philosophy, establishing friendships. In this way, Wu Rongyun not only turned his family's shop into a model "Old Faithful Shop" but also became a "Moving Figure in the Capital" among tea merchants. By the end of the year, the Wu family tea shop had sold out of its stock, and the staff had nothing but admiration for their young master.
凭着诚实无欺的经营宗旨，吴家茶庄很快致富了。而吴荣运在发家致富后也不忘慈善事业，搭桥修路，赈灾济贫，成为远近闻名的“善人”。后来，带着世人对他的赞誉，他将事业教给儿子管理，自己回到乡下，重回读书习儒、浇园种菜的简单生活。茶香萦怀，清白于	By adhering to a business philosophy of honesty and integrity, the Wu family tea shop quickly prospered. However, after achieving wealth, Wu Rongyun did not forget to devote himself to charity work, helping build bridges and roads, and provide disaster

世，这就是吴荣运的诚信商道。 (吴琼)	relief and assistance to the poor. Therefore, he earned a reputation as a “benevolent person” far and wide. Later, basking in the praise of the world, he entrusted the tea business to his son for management and returned to the countryside. He started to embrace a simple life, reading Confucian classics and planting vegetables. The aroma of tea lingered in his heart, and he remained untainted in the eyes of the world. This is Wu Rongyun’s principle of integrity in business. (Wu Qiong)
为守心中一杆“秤”，费尽心机造奇秤	Sparing no effort to create a unique steelyard to uphold the fairness in one’s heart
杆秤是中国独立发明的传统衡器，它历史悠久，且深具人情味和文化内涵，是传统社会人们生活中不可缺少的帮手，也被奉为一种吉祥物，甚至被奉为公平、正义的象征。杆秤虽然看起来构造简单，由带着秤星的秤杆、金属秤锤、提绳组成，但制作工艺却大有学问，从选材、刨圆，到用碱水浸泡、打磨、上色、包铜头、装头钮的刃口，再到校砵码、打眼、定星等多道程序，道道容不得半点马虎，稍有不慎，秤就会有偏差，时时考验着制秤之人的耐心与细致。现	The steelyard was a traditional weighing instrument independently invented by Chinese. With a long history and rich cultural significance, it has been an indispensable tool in people’s daily lives in traditional society. It is also regarded as a symbol of good luck and even as an emblem of fairness and justice. Although the steelyard appears simple in structure—consisting of a marked lever, a metal counterweight, and a lifting

代社会，随着电子秤的普及，使用杆秤的人越来越少，制作杆秤的手艺也在渐渐消失。	cord—its craftsmanship involves profound expertise. The process includes selecting materials, shaping the wood into a round form, soaking it in alkaline water, sanding, coloring, fitting a copper head, installing the blade edge of the head knob, calibrating weights, drilling holes, and calibrating the measurement marks. Each step requires meticulous attention, as even the slightest mistake can lead to inaccuracies, constantly testing the patience and precision of the maker. In modern society, with the widespread use of electronic steelyards, the steelyard has become increasingly rare, and the traditional craft of making it is gradually disappearing.
制成一杆好秤首先需要纹路细腻且木质坚硬的木材，徽州山区盛产的青冈栎、楠木、野茶树等正是制作杆秤的上等材料。故而，在徽州大地上曾有许多秤店，制作的秤质量好，价格优，畅销各县，徐老板的秤店便是其中之一。徐家以制秤为业，向来以诚信为本，徐老板又为人和气，擅长经营，所以他家的秤店在附近也是小有名气。	To make a high-quality steelyard, the first step need to do is to find the wood with fine grain and hard texture. And in the mountainous regions of Huizhou, it is abundant in some plants, such as the oak, nanmu, and wild tea trees, which are premium materials for making steelyards. Therefore, in Huizhou, there were once a number of steelyard shops, producing steelyards of excellent quality and competitive prices

	that sold well in various counties. One of the famous steelyard shop was Mr. Xu's steelyard shop. The Xu family had long been in the business of making steelyards, always adhering to integrity as their foundation. Meanwhile, Mr. Xu was also known for his friendly demeanor and business acumen, which earned his shop a solid reputation in the area.
这一日，徐老板在外面办完事回店里，一路上碰到许多饥民沿街乞讨，这年大旱，庄稼歉收，米价上涨，逼得许多人只能出来讨饭。徐老板前脚刚一进门，心里还在感叹旱荒害人，便有伙计上前禀报，徐老板那许久未来的大舅子已在店内候他多时了。徐老板心下暗想，他可是无事不登三宝殿，想着想着也便进了屋。徐老板的大舅子一见他回来便笑着道：“终于回来了，我在这儿候你多时了，这回你可得谢谢我，给你揽了一桩好生意啊！”徐老板一听，自然是满心欢喜，连忙道：“劳你费神，不知是什么好事啊！”说到这，他那大舅子却顿时严肃了起来，小心翼翼地往门口瞅了瞅，看到没有什么人，便招招手，示意徐老板靠近点，徐老板满脸狐疑地凑上前去，大舅子对着他的耳朵讲了半天，只见徐老板的眉头渐渐皱了起来。	On this day, Mr. Xu was returning to his shop after handling some business outside. Along the way, he encountered many starving people begging on the streets. That year, a severe drought had caused crop failures and driven up the price of rice, forcing many to resort to begging. As soon as Mr. Xu stepped through the door, still lamenting the devastation caused by the drought, a staff approached him to report that his brother-in-law, who hadn't visited in a long time, had been waiting for him at the shop for quite a while. Mr. Xu thought to himself, "He wouldn't come here without a reason", and with that in mind, he entered the room. As a result, his brother-in-law smiled and said to him, "You finally come back, and I've

	been waiting here for a long time. You must give thanks to me this time because I secured a great business deal for you.” Naturally, Mr. Xu was delighted and quickly replied, “Thank you for your effort! I wonder what is it?” At this point, his brother-in-law immediately became serious. He cautiously glanced toward the door to make sure no one was around, then waved his hand, signaling Mr. Xu to come closer. Until Mr. Xu came doubtfully, his brother-in-law whispered in his ear for a while. Then, Mr. Xu’s eyebrow gradually winkled.
原来，大舅子给徐老板接的这单生意便是帮人制造一杆秤，只是这种有些特别，秤杆得是空心的，而且里面还要注上水银。<u>熟悉商家克扣计量的人看到这便会立即明白，奸商坑人，多会在秤上做文章，这伎俩之一便是用水银秤，秤杆是空心的，灌上很重的水银，掌秤人根据需要将水银倒动，水银滚动，重心就会改变，斤两就由掌秤人任意控制了，想多就多，想少则少，以此短斤少两，占人便宜。</u>	It turned out that the business deal Mr. Xu’s brother-in-law arranged for him was to create a steelyard. However, this steelyard was a bit unusual: the lever had to be hollow and filled with mercury. <u>Those familiar with the deceptive practices of merchants would immediately recognize this as a common trick to cheat customers. Unscrupulous traders often tampered with steelyards, and one of their common tricks was using a mercury-filled steelyard. The hollow lever of the steelyard is filled with</u>

	<u>heavy mercury, allowing the person in control to manipulate the weight. By tilting the steelyard to move the mercury, the center of gravity would shift, enabling the operator to control the measurement at will—making it heavier or lighter as desired. This deceitful practice was used to shortchange customers and gain unfair advantages.</u>
徐老板向来是个实诚人，他一听这大舅子给招揽的生意是制一杆黑心秤，便要回绝，但自己的大舅子是个秀才，又是亲戚，不好意思直接驳他的面子，只得故意十分为难地说：“难为你替我着想，这本是照顾生意的好事，可是，你可能也听说过，我们干这一行有个说法，无论做什么交易，均不得在秤上克扣，若少一两，就少一颗星，是要折寿的，坑蒙拐骗损阴德，这生意咱可不能做，你最好也别帮别人做这事儿了！”本以为这样劝说，能让大舅子自己收回请求，可徐老板的大舅子面带难色：“我也劝过那朋友啊，可他说是应付官差的，不损害顾客。你生意做得好，人家指明找你，开价可是二十两银子，还可以再加！”大舅子手里比划着，表情夸张地说道。徐老板一听，急忙摆手道：“应付官差更得大行大市，就更不能做	Mr. Xu had always been an honest man. When he heard that his brother-in-law was bringing him a job to make a dishonest steelyard, he wanted to refuse outright. However, considering his brother-in-law was a xiucai, as a relative of his, he couldn't flatly reject him without causing offense. Instead, he put on a show of reluctance and said, "I appreciate you thinking of me, and this would indeed be a good opportunity for business. But, probably you know, there's a saying spreading in our trade: 'Never cheat on the steelyards. Shorting even one 'liang' means losing a star—and such deceit will bring misfortune. Deception and fraud will bring moral retribution and shorten one's life and this is something we just

了，这可有碍国法！”大舅子一把按徐老板摇摆的手，压低声音说：“老弟，当官的话就是国法！”徐老板怔住了，继而若有所思地“哦”了一声。大舅子意味深长地问了一句：“这可明白了？”徐老板叹了口气说：“看来是不做不行啊！”两人四目相视，心照不宣！

can't do. Honestly, you shouldn't even help others with such things!" Mr. Xu had hoped this would make his brother-in-law back down, but the man only looked more troubled. "I already tried talking him out of it," the brother-in-law said. "But he insisted it's just to satisfy official demands—no harm to the customers. And since your craftsmanship is well-known, he specifically asked for you. Their quotation will be twenty taels of silver, and it can be more." Seeing his brother-in-law use gesture and speak with an exaggerated expression, Mr. Xu hurried to wave his hands and said, "Dealing with officials requires even stricter compliance with the rules—this absolutely can't be done! It's against the law!" The brother-in-law grabbed his wrist and lowered his voice, "Little brother, what officials say is the law." Mr. Xu was taken aback, then he seemed to think for a moment before saying 'Oh'. His brother-in-law asked him with deep meaning, "Now you see?" Mr. Xu sighed and said, "I suppose there's no choice, then." The two exchanged a glance—an unspoken

	agreement passing between them.
送走了大舅子，徐老板在房间里不停地踱来踱去。大舅子的意思明显无疑，这黑心秤本就是官府的人让制的。想来近日闹饥荒，官府边鼓励当地士绅富户捐粮，又要准备开仓放粮，接济百姓，这秤定是要用在这里。<u>衙门差役利用职权鱼肉百姓的事情，徐老板早就有所耳闻，这回是真正体会到了。如果真照他们的要求造了那杆秤，负责这项差事的差役们就可以在收粮时多取，放粮时少给，在一收一发之间捞足了油水。这如意算盘打得实在是妙，可这却苦了好心捐粮的人和等着救急的人啊！想着今日在街上看到的那些枯瘦如柴的饥民，徐老板实在是心中不平，也不忍心，这样的事情是万万不能去做的，对不起自己良心！</u>可若是不答应，就直接开罪了官府里的这些差役，他们横行乡里，得罪了他们定是没有好果子吃，又给自己招来祸端，这可如何是好？徐老板走来走去，思前想后，突然灵光一现，想到了一个两全之策！	After seeing off his brother-in-law, Mr. Xu paced back and forth in the room. Undoubtedly, the dishonest steelyard had been commissioned by officials from the local government. Given the recent famine, the government had been encouraging local gentry and wealthy households to donate grain while also preparing to open the granaries to distribute grain to relieve the people. It was obvious that this steelyard would be used in these efforts. <u>The stories of officials of yamen (local government office) abusing their power to exploit the common folk were no secret to Mr. Xu, but this time, he experienced it firsthand. If he actually made the steelyard as they required, the officials in charge could take more when collecting grain and give less when distributing it. In this way, they could line their pockets in the process.</u> It was a clever scheme, but it would mean that the people who kindly donated grain would be cheated and the needy would suffer the pain of hunger! <u>Thinking of those emaciated victims suffered from hunger he saw in the</u>

	street today, Mr. Xu felt a surge of <u>injustice and compassion</u>. He absolutely <u>could not do such a thing, it would betray his conscience</u>. If he refused, he would immediately offend these yamen runners who bully the locals, which would surely bring nothing but trouble, inviting disaster upon himself. He must think about what he should do. Through pondering and walking repeatedly, a sudden idea flashed through his mind, and he finally thought of a win-win solution.
过了一段时间，徐老板如约制成了一杆秤，像他们要求的那样，秤杆是空心的，还灌了水银。但这杆秤与他们要求的又有所不同。水银是有，却是满的，满了就不能流动，也就不能作假。而且，杆芯中灌了水银以后，另一端的堵塞处徐老板压入一个弹簧，再用铜包头铆紧，这一头封水银的堵塞处不能打开，一旦打开，这一端的弹簧就会推动另一端的堵塞物将水银全部弹出，这样一来，这秤也就报废了。更神奇的是，秤杆折断或是水银涌出时就会有一小块绢帕打开，上面会出现“秤有神，今显灵，黑心秤，要报应，我奉太上老君急急如律令！”。这是徐老板找来一种药物作墨水写上去的，绢帕上涂了黄磷，一接触	After several weeks, Mr. Xu successfully made a steelyard as they had requested. The steelyard beam was hollow and filled with mercury. However, it was also a bit different from their requirements. It was full of the mercury, then there was no space for mercury to flow, making it impossible to manipulate the measurements. After filling the beam with mercury, Mr. Xu inserted a spring at the blockage on the other end and then secured it with a copper-capped rivet, this meant the blockage responsible for sealing the mercury on this end cannot be opened. Because if opened, the spring on this

空气，不一会就能自动燃烧，消失得无影无踪。经过反复试验，徐老板终于将这设计得天衣无缝的奇秤安心地交给了他的大舅子。	end would push the blockage on the other end, causing the mercury inside it to eject completely and rendering the steelyard useless. Even more remarkably, if the beam snapped or the mercury spilled, a small silk handkerchief would unfurl, revealing the words: "The steelyard is under the protection of the deities; now the deities have manifested. A dishonest steelyard will bring people retribution. I am following the will of the Supreme Lord Lao." Mr. Xu had written this message using a special ink made from medicinal compounds. The silk was coated with yellow phosphorus, so upon contact with air, it would spontaneously ignite and vanish without a trace. Through repeated experiments, Mr. Xu finally gave the special steelyard with a perfect design to his brother-in-law with peace of mind.
官府的几个差役拿到秤以后，刚开始还是乐滋滋的，可一试用就发现这种准得狠，水银不动，根本作不了假，便有些生气。其中一个年纪大一点的，估计之前也干过这样的勾当，深知其中的蹊跷，便提议将秤杆的堵塞口拆开以调节水银，调节好了照样可以使用。可当	Several yamen runners were initially delighted when they got their hands on the steelyard, but as soon as they tried it out, they realized it was extremely accurate—the mercury didn't budge, making it impossible to manipulate. This left them rather

他们把堵塞物打开时，水银被弹出，流到了地上，闪烁着金属的光泽，那条写着字的绢帕也随之掉了出来，一行字赫然出现在差役们的眼前。在场的差役看了绢帕上面的字，不免胆寒起来，难道自己的行为真让太上老君知道了？这可如何是好？就在这时，那绢帕升起一缕蓝色的火焰，瞬间就什么都没有了。周边的差役，估计是中了水银蒸汽的毒，个个都说自己头晕，开始相信真的遭了报应。为首的那个差役细细思量了一番，觉得此事既然神灵知道了，不能再干了，否则小命可能不保，便“哑巴吃黄连”，就此作罢了！

frustrated. One of the older runners, who had likely engaged in such deceit before and understood the trick, suggested opening the sealed port of the steelyard to adjust the mercury. Once adjusted, they could still use it as intended. However, as soon as they opened the sealed port, the mercury was ejected and spilled onto the ground, gleaming with a metallic luster. Meanwhile, the silk cloth with written words fell out, and the officials suddenly saw a line of words. They couldn't help but feel a chill run down their spines, thinking in his heart: "Could it be that our actions had truly been discovered by the Supreme Lord Lao? What were we to do?" At that moment, a wisp of blue flame rose from the silk cloth, and in an instant, it was completely incinerated. The surrounding yamen runners, likely poisoned by the mercury vapor, began to complain of dizziness and started to believe that they had truly suffered divine retribution. Their leader pondered the situation carefully. Believing that the divine had been made aware of their actions, he decided that they could no longer

	continue. Otherwise, their lives might be at risk. They had no choice but to endure this grievance.
人心之中有杆秤，利益与良心，方能够正确抉择；天地之间有杆秤，崇德且向善，定会受天道护佑！徐老板制秤、卖秤，心中也有一杆秤，<u>他诚信经营，童叟无欺，所以生意日益兴隆，历久不衰，可谓天理昭彰。</u>崇尚信义、诚信待人正是徽商经营的信条和准则，也是徽商称雄数百年的重要秘诀。	There is a “steelyard” in the heart of the man, only if when interests and conscience are correctly weighed can one make the right choices. There is also a “steelyard” between heaven and earth, only if one uphold virtue and strive for goodness, will one surely receive the protection of the way of heaven. Just like the example of Mr. Xu, he made a steelyard and sold it, following the moral standards in his heart. <u>He ran his business with integrity, treating both young and old fairly, so his shop’s business flourished and endured, demonstrating that “Virtue is truly rewarded”.</u> Upholding trustworthiness and treating others with sincerity was the creed and principle of Hui merchants, and was also the core secret that that made them dominant for centuries in the history.

注：划线部分为报告正文中选取的案例。