




大学生英语阅读文库



传记人生



JOHN D.
ROCKEFELLER
Anointed with Oil
约翰·洛克菲勒
石油的浸礼

Segall Grant (美) 著

外语教学与研究出版社

FOREIGN LANGUAGE TEACHING AND RESEARCH PRESS

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陈禹 导读 徐洋 注释



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写给读者的话

阅读，是心灵的滋养，是人生版图的拓展；用母语之外的文字阅读，更是体悟异族文化、知识、智慧的最直接方式，往往可以避免隔靴搔痒的尴尬。亲爱的读者，这里我向你们推荐外语教学与研究出版社最新推出的“大学生英语阅读文库”。该文库以原版引进图书为主，涵盖人物传记、西方文化、职业技能等，首批出版“传记人生”和“文化之旅”两个系列。

“传记人生”系列由从国外经典传记系列中精选的人物传记组成，书中的主人公们在政治、经济、科技、教育、体育、艺术等各个领域深具影响力，他们的成长经历、职业生涯、个性魅力、成功与失败的故事在作者生动、浅显、风趣的语言中娓娓道来。“文化之旅”系列则在薄薄书册中浓缩了英国、法国、德国、意大利、美国、澳大利亚等国家的风土人情，对各国地理、历史、政治、国民性格、商业文化、日常生活、跨文化交际等领域的重要事实或所独具的特色进行了详略得当的介绍，文风清新，端庄中不乏善意的调侃，令人会心一笑。这两个系列作为“大学生英语阅读文库”的先行军，很好地融合了知识性、趣味性、启发性与可读性，既能拓宽视野、滋养心灵，又是语言学习的好素材，特别适合成长中的大学生阅读。

大学阶段是人生中最宝贵的学习时光。历经了艰苦的高考、成功进入大学校园的莘莘学子在努力学习各学科知识之余，也将目光投向了更广阔的世界。如何在学习的同时做到启蒙思想、扩展心灵、磨砺人格？聪明的学子选择多读书，读好书。在菁菁校园里，我们忘却了世事的纷扰，品一杯香茗，读一本可心的英文读物，于无声处或漫步于异国街头，或游走于伟人之间。在静谧的阅读中，我们学外语，品人生，看社会，在方寸之间触摸大千世界。

毋庸赘言，课外阅读是外语学习的重要环节。课程学习虽然重要，但课程教材的内容窄、信息量少，语言输入极为有限，而语言学习需要重复，语言素材需要在不同的语境中复现，并在复现中得以强化。大量的课外阅读能够扩大词汇量，使学生在潜移默化中吸收新的语言形式，加强语感，获取相关的文化背景知识，提高对文化差异的敏感度与宽容度。然而，当今社会已经进入一个泛阅读的时代，人们面对浩如烟海的信息心生焦躁。浅尝辄止的阅读往往徒然浪费时间，深度阅读又对时间和精力要求很高。阅读也需要适当的方法。这里谨就英文课外阅读提供两条原则：控制速度原则；处理难点原则。

1. 控制速度原则

人们的阅读速度往往会根据阅读的目的和时机做出调整。一般说来，控制速度的原则有三条：先慢后快、新慢旧快、主慢次快。

1) 先慢后快。阅读一本新书，开头的章节要慢读。这是全书的开场白，如果没看懂，情节理不出头绪，人物分不清主次，或者是对书的主要内容没有概念，阅读的积极性就会受到影响。

2) 新慢旧快。语言上没有明显的障碍时，就尽量读得快一点。碰到新单词新句型时，就要慢一点，一是要花时间从上下文猜测其意义，二是要让新的语言知识在脑子里留下印象。

3) 主慢次快。阅读主要人物及情节或者有关主旨的主线时要慢一点，那些烘托气氛的描写通常可以看得快一些，只要有总体的感受就可以了。

2. 处理难点原则

课外阅读有别于课内的精读，在基本读懂的前提下，所追求的是速度，是阅读量。如果像处理教科书中的难点要点一样，一字一句寻根问底，速度上不去，阅读量就成空谈。如果一味地求快求多，难点疑点一概不理睬，稀里糊涂，走马观花，也达不到阅读的目的。这里有三条恰当处理阅读中难点的原则，它们之间有内在的逻辑关系，需依下列次序运用：分清难点与重点；回避“鱼头”，“粗刺”、“细刺”区别对待；猜测和查字典要有机结合。

1) 分清难点与重点

碰到难点时，不要先急于解决，难点不一定是重点。只有当难点是重点或直接阻碍正常阅读的进行时，才需要着力去解决。

2) 回避“鱼头”，“粗刺”、“细刺”区别对待

读书如同吃鱼，鱼头无肉，吃起来且费时间。鱼刺又分粗刺和细刺。粗刺要剔除不能强吃，否则要出问题，而细刺如混在鱼肉里咀嚼吃下去，虽不舒服，却无大碍。遇到像鱼头一样难读且无关大局的地方可以且放一旁；遇到类似“粗刺”的难点要认真解决；遇到类似“细刺”的难点只需稍加处理就放行。

3) 猜测和查字典有机结合

有人读书不离字典，有人读书不用字典，这两种倾向都不好。阅读过程好比猜谜，人们通过语言符号，由表及里，层层深入，逐步“猜出”作者所要表达的意思。遇到生词时不急于查字典，先根据上下文猜测一下词义，这是一种阅读技能。我们读书碰到生字时，可用铅笔划一下，不查先猜，如果这个词很重要，它会在上下文中反复出现，或是自然而然地明朗化。稍后再把所有碰到的生词捋一遍，确定需要查词典的生词，并将猜测的意思和词典作比对。这种先猜后查的方法既节省了时间又强化了记忆。

以上所说的阅读方法是一家之言，却也在实践中得到了很好的反响，希望能对读者有所裨益。言之不尽，还是让我们尽快展开令人心驰神往的“大学生英语阅读文库”阅读之旅吧。

文秋芳

中国外语教育研究中心主任 教授

导 读

对于中国的大学生来说，洛克菲勒这个名字应该说并不生疏。在过去的半个多世纪中，作为全世界资本家的著名代表，这个名字对于大多数中国学生来说，意味着资本主义、美帝国主义、贪得无厌、唯利是图等等。虽然改革开放已经快三十年了，中国的情况，包括人们的思想和认识已经发生了很大的变化，然而一提到洛克菲勒（类似的还有摩根、卡内基等），人们的第一反应往往依旧是大腹便便、脑满肠肥的“石油大王”。我不妨问一句话，尊敬的读者，你在看到本书中洛克菲勒的肖像时，和你以前对于洛克菲勒的想象有多大的差别？这种差别越大，阅读这本书的必要性就越大，因为你由此得到的启发和收获将会越大！你同意我的看法吗？不妨一试。

从荣毅仁、王光英到哈默，中国社会关于资本家的形象和社会作用的认识，已经有了不少变化。然而我想提出一个人们最感兴趣的、常谈常新的主题：他们成功的原因是什么？在社会上对于这个问题存在着很多误解。无论是从批判和憎恨的角度，还是从赞扬和羡慕的角度，“不择手段”和“运气好”往往被列为成功的首要因素。（当然，“勤奋”、“努力”也是人们常常提到的，不过对于这些似乎争论不大，这里不再讨论。）这本书给我们对于这些问题的思考提供了一个现实的、生动的案例。它给了我们一个非概念化的、活生生的人的历史，他是在什么样的环境中成长起来的？他的目标是什么？他做了哪些影响深远的事情？他对于自己的要求是什么？他怎样看待成功和失败？造就他的成功的主要外部环境和主观因素是什么？从这些非常具体的、生动活泼的事实叙述中，读者可以得出自己的结论，无需赘述。回答这些问题对于年轻人来说，往往是和自己的人生道路的构想联系在一起的，从这个意义上讲，对于我们的大学生来说，这本书确实是值得一读的。

作为一个教育工作者，我对于该书的第五章的一些内容更感兴趣，例如洛克菲勒资助创办芝加哥大学。在我们的物质财富迅速积累、物质生活走向小康水平的时候，对于教育的关注和投入是发展能否持续的关键。从国家到企业，一直到各种社会力量，都需要认真思考教育的发展问题。这是我读了这本书以后想得最多的问题之一。

作为一本英语读物，这本书的可读性也是值得赞许的。本书的文字通俗、流畅，我们的大学本科生基本上不用字典，就能够比较顺利地读下来。其中引用的一些书信和文件可以说是现实的英语范文。这对于提高青年一代的英语能力是十分有益的。我相信，出版社引进这批书，将会对我们的教育事业有所裨益。

陈禹

中国人民大学信息学院教授



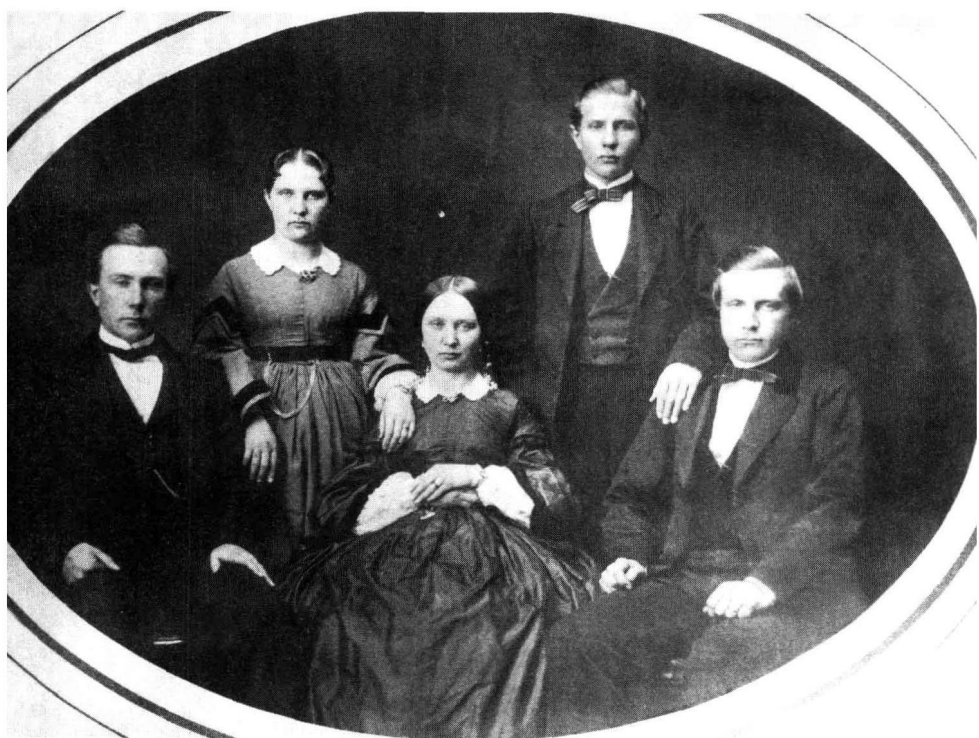
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I believe the power of making money is a gift of God.... I believe it is my duty to go on making money and still more money, and to dispose of the money I make for the good of my fellow man according to the dictates of my conscience.

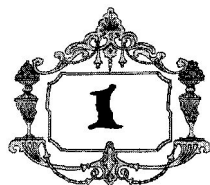
我相信赚钱的力量是上帝的赐予……继续赚钱、赚更多的钱，然后根据良心的指引，将赚来的钱用于我的同胞，我相信这是我的责任。

—John D. Rockefeller,
interviewed by reporter William Hoster in 1906



A young Rockefeller (left) poses with his siblings Mary Ann, Lucy Ann, William and Frank. Speaking years later about his youth, he would say, "I was much more dignified than I am now. I was very sedate and earnest, preparing to meet the responsibilities of life."

青年洛克菲勒（左）与兄弟姐妹玛丽·安、露丝·安、威廉和弗兰克的合影。很多年以后他谈到自己的青年时代时说：“那时的我比现在其实更严肃、镇静而认真，准备承担起生活的责任”。



The First Foothold

第一个立足点

It was springtime in the mid-1840s, and the turkey hens were sneaking into the brush again on John D. Rockefeller's childhood farm. "I can still close my eyes," he would write in his memoirs decades later, "and distinctly see the gentle and dignified birds walking quietly along the brook and through the woods, cautiously stealing the way to their nests." Perhaps it took one to know one^①. The gentle and dignified John stole quietly and cautiously after a hen across the field. She noticed him, zigzagged (左拐右拐地向前走) awhile, then vanished into the brush. John, age seven or eight, stalked her again the next day. She vanished again. But the persistent hen had met her match. He eventually found her nest.

① it took one to know one: 乌鸦笑猪黑。这里指洛克菲勒和被他尾随的野火鸡一样，放轻脚步，悄悄前进。

That was the beginning of John's first business venture. His mother had said he could raise the hen's babies and sell them. One by one, he slipped the eggs from the nest and put them in the barn, safe from the rats and foxes outside. Then he brought the hen inside to sit on them. When the eggs hatched, he tended the babies with care. He fed them curds, bread crumbs, and grasshoppers. He guarded them on walks. But he had no qualms (内疚) about selling them in the fall. With

the profits, he bought three more hens the next spring. The profits grew. "I can still see, upon the mantel (壁炉架)," he would tell his biographer, "the little box with the lattice top that I kept my money in, silver and gold."

① Baptist: 浸礼会教友。浸礼会是基督教新教主要教派之一，该派主要分布在美国北部，主张成年后始可受洗，受洗者全身浸入水中以象征重生，故名。

② Protestant work ethic: 基督教新教的工作准则。新教教义强调遵纪守法、勤奋工作、节俭生活、自我约束等。洛克菲勒曾说：“尽我所能、光明磊落地挣钱，然后尽我所能地给予，我一向将此视作一种宗教义务。”



and played one of the world's biggest parts. As the world's leading oilman he pioneered many features of modern business, from global monopolies to management committees. He became one of the world's most hated people, too, his name a synonym, fairly or not, for ruthless greed. But he also became the world's biggest backer of charities. He helped to promote many of their modern features, from global foundations to matching grants. And he founded one of the world's foremost families, a family that has led business, philanthropy, government, and the arts for more than a century.

Rockefeller was secretive and mystifying. He wore paper vests but sported (炫耀) monogrammed onyx cufflinks (刻有交叉字母的黑玛瑙衬衣袖口链扣)。He reused packing paper yet owned four homes, one on nearly five square miles of ground. He kept his word and his faith with care, but his businesses crushed rivals and broke laws. Through

John loved the money and more. As an American, he wanted to help his young nation prosper. As a Baptist^①, he wanted to fulfill the Protestant work ethic^② by making the most of God's gifts. "Accomplishment!" he would say. "That is the goal of every man who tries to do his part in the world."

During his 97 years, John D. Rockefeller built the world's biggest financial nest egg (财产)

it all, he had an air of patient kindness that could be more maddening than naked greed. “Jawn D.,” wrote slang humorist Finley Peter Dunne^①, “hasn’t anny idee that he iver done wrong to annywan.”

Rockefeller came from a family on the move. One branch had fled persecution of Protestants in France, then sailed from Germany to America. Other branches had sailed from England and Scotland. Rockefeller’s paternal

① Finley Peter Dunne: 芬利·彼得·邓恩 (1867—1936)。美国记者和幽默小品作家。

② Richford: 里奇福德 (美国纽约州的一个小镇)

grandfather, Godfrey, kept seeking greener farms for himself, his wife, and the nine survivors among their ten children. After trying five farms in the East, Godfrey yearned for the wilds of Michigan. But his wife, Lucy, balked (犹豫). The former teacher, descended from a British king, was taller, better educated, more diligent, and braver than Godfrey. She once tore a patch from a burglar’s coat as he fled her house and shamed him a few days later by sewing it back in front of his friends. She agreed to move west only halfway across the southern tier of New York, to the outskirts of Richford^②, a hamlet (小村庄) near some relatives. The family found a knoll with a pretty view of forests and streams below—the sort of view that John D. Rockefeller would seek in his country estates.

Godfrey and Lucy’s third child, William Avery Rockefeller, became known as “Big Bill” or “Devil Bill.” He was a striking man: broad, strong, and swift, almost six feet tall, with blue eyes, a quick smile, a firm jaw, and a fierce will. He built a small clapboard cottage near his parents and flustered (使紧张不安) the neighbors by taking in a poor, pretty woman, Nancy Brown, supposedly as a housekeeper.

Big Bill hated tobacco and liquor but spent hours in taverns, swapping yarns and hinting at secret ways of making money. In truth, he



John D. Rockefeller's father was the handsome, reckless William Avery Rockefeller. A neighbor called Big Bill "the best-dressed man for miles around."

约翰·洛克菲勒的父亲——英俊莽撞的威廉·艾弗利·洛克菲勒。一个邻居称大比尔是“方圆数里之内穿戴最讲究的人。”

roamed the countryside buying and selling whatever he could: salt, lumber, furs, horses, and what passed for medicines in those unregulated days. "Dr. William A. Rockefeller, the Celebrated Cancer Specialist," his handbills (传单) said. At least one of his medicines contained the liquor he loathed and the oil his son would refine.

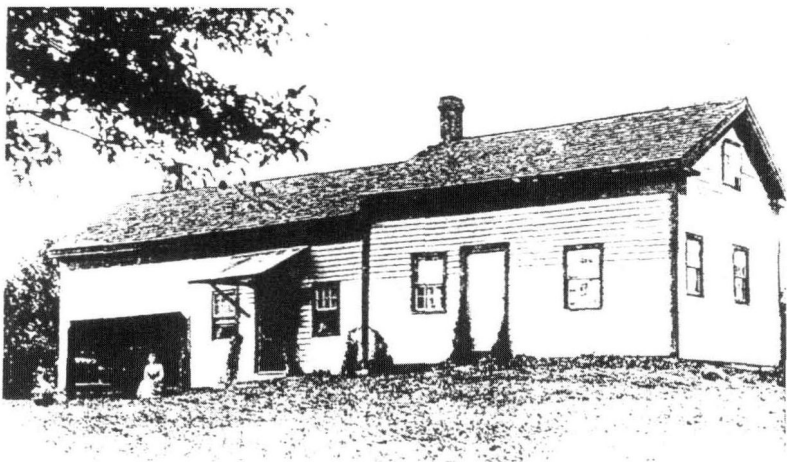
Local lore holds that Big Bill softened up many customers by pretending to be deaf and dumb. At about age 26, he supposedly played the trick some 30 miles north of Richford, at the home of John Davison, a prosperous farmer and stern Baptist. Davison must have been leery (怀疑的) of Bill. His wife had died after taking a peddler's pill. But Bill intrigued the farmer's youngest daughter, Eliza. She could have been Lucy Rockefeller's daughter, for she had Lucy's blue eyes, strong chin, industry, and pluck. From a sickbed, Eliza once scared away a burglar by singing a hymn. She smoked a corn cob pipe, to Bill's regret, but shared his scorn for liquor. She also had red hair, a narrow waist, and a witty tongue. At about 23, she was an old maid by the era's standards. She made what seemed like a safe joke about Bill: "I'd marry that man if he were not deaf and dumb." He spoke up, and before long she kept her word, apparently without her father's consent.

Soon this unlikely couple was living in Bill's cottage with Nancy Brown. We can only guess Eliza's suspicions about her, but the women seemed to get along, even during Bill's absences that lasted for months. They had their first two babies about the same time as each other. But, at the Davisons' insistence, Bill finally sent Nancy away, too soon for the two sets of children to remember each other.

The Rockefellers named their first child Lucy, for Bill's mother. Seventeen months later, on the night of July 8, 1839, Eliza went into labor again in the parents' small bedroom. A neighboring woman heated water and prepared bandages. The baby came fast, just before midnight.

He was named John Davison for Eliza's father. The child was always called John, never Johnny or Jack. He grew to walk slowly, pensively (若有所思), with stooped shoulders. He had a slim body and a grave face, slightly pinched (脸部消瘦凹陷的) in the middle. He had a wide mouth, thin lips, and hooded bluish eyes. He often gazed inwardly one moment, then seemed to stare through an onlooker's skin the next.

John liked to play with other children, especially if they let him



John D. Rockefeller's birth home at Richford.

约翰·洛克菲勒在里奇福德的出生地。

choose the game. If not, he was happy to keep score for them, cutting notches on a stick. He loved to calculate, no matter how long it took. He told a restless opponent at checkers, "I'll move just as soon as I get it figured out." He had the perfect temperament for such battles of wit: patient and aggressive by just the right turns, creative in his means, relentless in his ends.

He also had a subtle humor, sometimes to his growing family's regret. He often teased the third child, William, with a straight face. He once spun the sled of the fourth child, Mary Ann, into a ditch and made a deadpan (面无表情的) apology. He perched himself and his book atop a pole during an outdoor study period at school, until Eliza came by and ordered him down.

Eliza ruled her brood with switches from trees when necessary. John once secretly slashed a switch with a knife, to soften its blows. It broke against his back. She told him to fetch another and be sure not to slash it this time. He and Will slipped out to skate one night and rescued a drowning neighbor. Eliza praised them for the rescue and whipped them for the infraction (违规行为). John once convinced her of his innocence in mid-whipping. "Never mind," she said, "we have started in on this whipping, and it will do for the next time."

Eliza hated to waste anything, even a whipping. "Willful waste makes woeful want^①," she used to say. She had to stretch her money during her husband's absences. She ran up a debt at a general store of nearly \$1,000—about \$17,500 today.

① Willful waste makes woeful want:
浪费招致贫穷。

② Shetland pony: 设得兰矮种马。设得兰是英国最北面的一百多个小岛的总称，该地产的小马是所有马里最小的一种，适合小孩子骑。

Bill usually brought back fancy clothes, fancy horses, wads of cash, and a handful of coins for the children. But he sometimes left them wanting. "My father promised me a Shetland pony^②