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致加西亚的信

A MESSAGE TO GARCIA

【美】阿尔伯特·哈伯德 著



中英对照

Elbert Green Hubbard

卓越就是比别人想得更多；冒更多的风险；有更多的梦想；经历更多的磨难。选择一份完美的生活，努力达到目标，做自己想做的梦，你会成功！

北京燕山出版社

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致加西亚
的信

致加西亚的信

A Message To Garcia





Part I'

Foreword For The Version In 1913

This literary trifle, *A Message To Garcia*, was written one evening after supper, in a single hour. It was on the 22nd of February 1899, Washington's Birthday: we were just going to press with the March Philistine.

The thing leaped hot from my heart, written after a trying day, when I had been endeavoring to train some rather delinquent villagers to abjure the comatose state and get radioactive.

The immediate suggestion, though, came from a little argument over the teacups, when my boy Bert suggested that Rowan was the real hero of the Cuban War. Rowan had gone alone and done the thing—carried the message to Garcia.

It came to me like a flash! Yes, the boy is right, the hero is the man who does his work—who carries the message to Garcia.

I got up from the table, and wrote *A Message To Garcia*. I thought so little of it that we ran it in the Magazine without a heading. The edition went out, and soon orders began to come for extra copies of the March Philistine, a dozen, fifty, a hundred, and when the American News Company ordered a thousand, I asked one of my helpers which



第一章 原作序言

《致加西亚的信》这本小册子是在一天晚饭后写成的，仅仅用了一个小时。那天正好是1899年2月22日——华盛顿的诞辰日——我们正在准备出版三月份的《菲士利人》杂志。

我心潮澎湃，在劳神费力的一天结束后，写下了这本小册子。当时我正努力地教育那些行为不良的市民提高觉悟，重新振作起来，不要再浑浑噩噩，无所事事。

文章的灵感来自于我与家人一起喝茶时一次小小的争论。我的儿子波特认为，古巴战争真正的英雄是罗文，是他孤身一人完成了一件事——把信送给加西亚。

我马上意识到儿子是正确的！是的，真正的英雄就是那个完成了自己的工作——那个把信送给加西亚的人。

我立即离开餐桌，一口气写完了《致加西亚的信》这篇文章。想都没想，我就把这篇连标题都没有的文章登在了《菲士利人》杂



article it was that stirred up the cosmic dust. "It's the stuff about Garcia," he said.

The next day a telegram came from George H. Daniels, of the New York Central Railroad thus, "Give price on one hundred thousand Rowan article in pamphlet form—Empire State Express advertisement on back—also how soon can ship."

I replied giving price, and stated we could supply the pamphlets in two years.

Our facilities were small and a hundred thousand booklets looked like an awful undertaking.

The result was that I gave Mr. Daniels permission to reprint the article in his own way. He issued it in booklet form in editions of half a million. Two or three of these half million lots were sent out by Mr. Daniels, and in addition the article was reprinted in over two hundred magazines and newspapers. It has been translated into all written languages.

At the time Mr. Daniels was distributing *A Message To Garcia*, Prince Hilakoff, Director of Russian Railways, was in this country. He was the guest of the New York Central, and made a tour of the country under the personal direction of Mr. Daniels. The Prince saw the little book and was interested in it, more because Mr. Daniels was putting it out in big numbers, probably, than otherwise. In any event, when he got home he had the matter translated into Russian, and a copy of the booklet given to every railroad employee in Russia.

Other countries then took it up, and from Russia it passed into Germany, France, Spain, Turkey, Hindustan and China.



志上。这版很快就销售完了，而且要求加印这版杂志的订单越来越多。一打，五十份，一百份……当美国新闻公司向我订购一千份的时候，我问我的一个助手是哪篇文章搅动了宇宙的尘埃，他回答说：“就是关于加西亚的那篇文章。”

第二天，纽约中心铁路局的乔治·丹尼尔竟然也发来了一份电报：“订购十万份以小册子形式印刷的关于罗文的文章，请报价，封底是帝国快递广告——用船装运，尽快送到。”

我给了他报价，并且确定我们能够在两年时间内提供那些小册子。

当时，我们的印刷设备十分简陋，十万册书看起来是一项十分艰巨的任务。

结果是，我应允丹尼尔先生按照他的方式来重印那篇文章，后来，丹尼尔先生居然销售和发行近五十万本这样的小册子，其中的百分之二三十都是由他直接发行的。除此之外，这篇文章还在两百多家杂志和报纸中转载刊登。现在，这本书已被翻译成了各种各样的文字。

在丹尼尔先生分发《致加西亚的信》的时候，俄罗斯铁道大臣西拉克夫亲王恰巧也在美国。他受纽约政府之邀来访，丹尼尔先生亲自陪同他参观纽约。亲王看到这本册子并对它产生了浓厚的兴趣。其中最重要的原因也许就在于丹尼尔先生大量的发行这本书的



A Message To Garcia

During the war between Russia and Japan, every Russian soldier who went to the front was given a copy of *A Message To Garcia*. The Japanese, finding the booklets in the possessions of the Russian prisoners, concluded it must be a good thing, and accordingly translated it into Japanese.

And on an order of the Mikado, a copy was given to every man in the employ of the Japanese Government, soldier or civilian.

Over forty million copies of *A Message To Garcia* have been printed.

This is said to be a larger circulation than any other literary venture has ever attained during the lifetime of an author, in all history—thanks to a series of lucky accidents.

Elbert Hubbard
December 1, 1913



缘故。回国后的亲王，让人把此书译成了俄文，俄罗斯铁路工人人手一份。

然后，其他国家纷纷翻译引进，从俄罗斯到德国、法国、西班牙、土耳其、印度和中国。

日俄战争期间，每一位上前线的俄罗斯士兵手里都有一册《致加西亚的信》。日本人在俄罗斯士兵的遗物中发现了这些小册子。他们断定这一定是一件非常有价值的东西，于是。这篇文章又有了日文版。

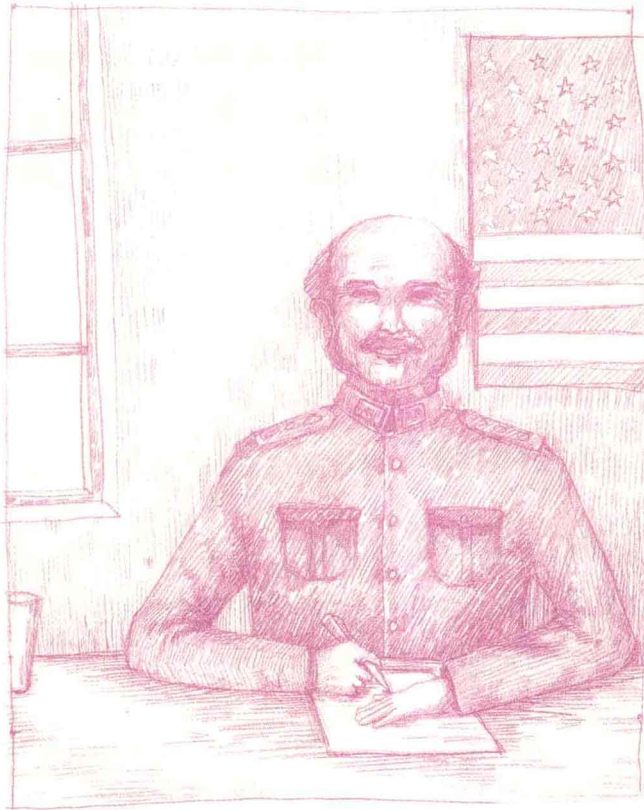
日本天皇下了一道命令：每一位日本政府官员、士兵甚至平民都要人手一册《致加西亚的信》。

迄今，《致加西亚的信》的印数已超过四千万册。

可以说，在一个作家的有生之年，在所有的文学生涯中，没有人可以获得如此成就，也没有一本书的销量可以达到这个数字。整个历史——是一系列的偶然事件所构成的。

阿尔伯特·哈伯德

1913年12月1日



——致加西亚的信

A Message To Garcia

A certain amount of care or pain or trouble is necessary for every man at all times. A ship without a ballast is unstable and will not go straight.

——Arthur Schopenhauer, German philosopher

一定的忧愁、痛苦或烦恼，对每个人都是时时必需的。一艘船如果没有压舱物，便不会稳定，不能朝着目的地一直前进。

——德国哲学家 叔本华



Part 2

A Message To Garcia

—by Elbert Hubbard

ELBERT HUBBARD penned his classic essay, *A Message to Garcia* in one hour after a dinnertime discussion with his family.

At dinner, Hubbard's son, Bert, claimed that the true hero of a particular Spanish—American war battle was Rowan—a messenger who braved death by carrying a note behind the lines to Garcia, the leader of the insurgents.

The essay originally ran in Hubbard's magazine, *The Philistine*, in February, 1899.

Inspired by its message, George Daniels of the New York Central Railroad asked permission to reprint and distribute 500,000 copies.

Prince Hilakoff, Director of Russian Railways, read one of Daniel's reprints and had it translated into Russian.

A Message to Garcia was distributed to every one of his railroad employees.

The Russian military then picked up the ball: each Russian soldier sent to the Japanese front was given a copy.

The Japanese found the essay in the possessions of the Russian



第二章

致加西亚的信

——阿尔伯特·哈伯德

大约晚饭后一个小时，阿尔伯特·哈伯德写下了他的经典文章《致加西亚的信》。

吃饭时，哈伯德与他的家人一起讨论美西战争。他的儿子波特认为美西战争中，那个真正的英雄是冒着死亡的危险为古巴抵抗西班牙统治的将军加西亚送信的罗文中尉。

最初，这篇文章发表在哈伯德自己的1899年2月的《菲士利人》杂志上。

在这篇文章的鼓舞下，纽约中央铁路局的乔治·丹尼尔要求转载加印五十万册这篇文章。

俄罗斯铁路公司的西拉科夫亲王在读了丹尼尔重印的文章后，又将这篇文章译成俄文，让他的铁道部的员工人手一份。

接着，俄罗斯军队也引进了这篇文章，每一位赴日作战的俄罗



prisoners and subsequently had it translated into Japanese. On an order of the Mikado, a copy was given to each member of the Japanese government.

Ultimately, forty million copies of *A Message to Garcia* were published.

In all this Cuban business there is one man stands out on the horizon of my memory like Mars at perihelion.

When war broke out between Spain and the United State, it was very necessary to communicate quickly with the leader of the Insurgents. Garcia was somewhere in the mountain vastness of Cuba — no one knew where. No mail nor telegraph message could reach him.

The President must secure his cooperation, and quickly. What to do?

Some one said to the President, “There’s a fellow by the name of Rowan who will find Garcia for you, if anybody can.”

Rowan was sent for and given a letter to be delivered to Garcia.

How “the fellow by the name of Rowan” took the letter, sealed it up in an oil-skin pouch, strapped it over his heart, in four days landed by night off the coast of Cuba from an open boat, disappeared into the jungle, and in three weeks came out on the other side of the Island, having traversed a hostile country on foot, and delivered his letter to Garcia—are things I have no special desire now to tell in detail.

The point that I wish to make is this: McKinley gave Rowan a



斯士兵手里都有一份《致加西亚的信》。

日本兵在俄罗斯战俘的身上发现了这个小册子，就把它又翻译成了日文，日本天皇下令，日本每一位政府官员都要人手一份《致加西亚的信》。

到现在为止，《致加西亚的信》大约已出版发行了近四千万册。

在所有关于古巴的事件中，有一个人就像近日点的火星一样，让人难以忘记。

当美国 and 西班牙之间的战争爆发时，美国必须马上同西班牙的对立势力领袖加西亚将军取得联系。加西亚就住在古巴丛林的某个地方。但很少有人知道他的确切地点，也没有任何没有邮件或电报可以联系到他。

美国总统麦金莱必须尽快得到加西亚的合作。怎么办？

有人报告总统说：“如果有人能做到的话，有一个名叫罗文的人，他能帮您把信送给加西亚。”

就这样，罗文带着总统致加西亚将军的信出发了。

关于“这个名叫罗文的人”怎样拿到信，如何用油纸袋将它密封好、放在胸前，然后乘敞篷船航行四天后趁着夜幕在古巴海岸登陆，然后消失在丛林中，三周后来到了古巴的另一端，接着步行穿过西班牙军队控制的领土，最终将信交给加西亚的全过程——这些细