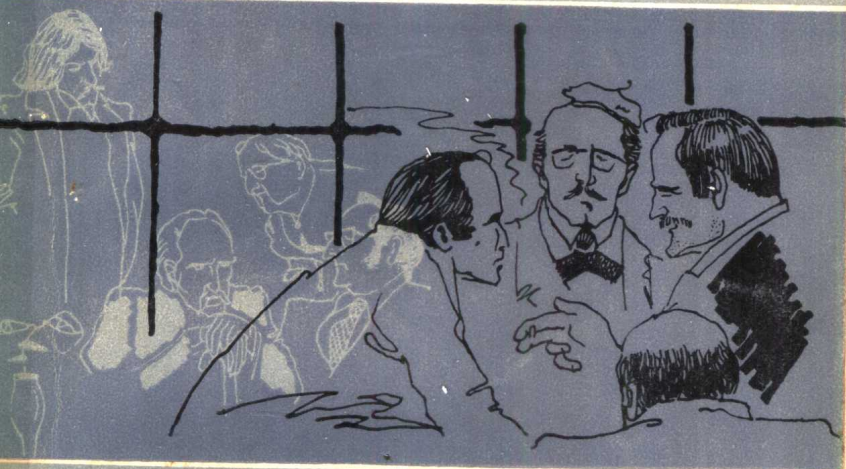


# The Moneychangers



## 錢商

英語注釋讀物

美] 阿曼·海雷 著

王大可 华钟尧 曾道明 注释

英语注释读物



钱商

The Money  
changers

(节写本)

上海译文出版社

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## 前 言

小说《钱商》是当代美国作家阿瑟·海雷 (Arthur Haily) 的作品之一，他以写社会问题小说而成名，本书写于一九七五年。此书一九七六年在美国一度居于十大畅销小说首位。

书中围绕银行服务方向问题，以及在银行内外展现的一系列错综复杂的矛盾，显示出美国社会的一个侧面，在一定程度上暴露了美国金融危机的情况和资本主义社会腐朽没落的现象，从而具有一定的现实意义。

本书是根据美国《Reader's Digest, Condensed Book》一九七五年 Vol. 3 的版本注释的，适宜具有大学英语专业二、三年级的学生阅读。为便于读者理解，我们对本书中的习惯用语，俚语及较难的句子，均加以说明，书末附词汇表。注释中的译文部分参考江苏人民出版社 1978 年出版的中译本《金融浊流》。由于我们水平有限，注释中难免有错误不当之处，欢迎读者批评指正。

一九七九年四月

## CHAPTER 1

Long afterward, many would remember those two days in the first week of October with vividness and anguish.

It was on Tuesday of that week that old Ben Rosselli, president of *First Mercantile American Bank*<sup>1</sup> and grandson of the bank's founder, made an announcement—startling and somber—which reverberated through the bank and far beyond. And the next day, Wednesday, *the bank's "flagship" downtown branch*<sup>2</sup> discovered the presence of a thief—beginning a series of events which few could have foreseen, and ending in financial wreckage and human tragedy.

The bank president's announcement occurred without warning, remarkably, *there were no advance leaks*<sup>3</sup>. Ben Rosselli had telephoned a number of senior employees of *FMA*<sup>4</sup> early in the morning at their homes. To each the message was the same: "Please be in *the Headquarters Tower boardroom*<sup>5</sup> at eleven a.m."

Now all except Ben were assembled in the boardroom, twenty or so, talking quietly in

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1. 美国第一商业银行，小说中虚构的机构。 2. 该行在市中心区的主要分行。 *flagship*: n. 原意“旗舰”，转意为“一组事物中最好，最大或最重要的一个”。 3. 没有事先走漏的消息。 *Leak*: n. 此处作“消息的泄露”解。 4. *FMA*: *First Mercantile American Bank* 的缩写。 5. 总行大楼董事会会议室。

groups, waiting. All were standing, no one chose to be first to pull a chair back from the gleaming directors' table, longer than a squash court<sup>6</sup>, which seated forty.

A voice cut sharply across the talk. "Who authorized that?"

Heads turned. Roscoe Heyward, *executive vice-president and comptroller*<sup>7</sup>, had addressed a white-coated waiter who was pouring sherry into glasses.

Heyward was a *zealous teetotaler*<sup>8</sup>. He glanced pointedly at his watch in a gesture which said clearly. Not only drinking but this early. Several who had been reaching for the sherry withdrew their hands.

"Mr. Rosselli's instructions, sir," the waiter stated. "And he especially ordered the best sherry."

A stocky figure, fashionably dressed in light gray, said easily, "Whatever time it is, *no sense passing up the best*<sup>9</sup>."

Alex Vandervoort, *blue-eyed and fair-haired with a touch of gray at the temples*<sup>10</sup>, was also an executive vice-president. Genial and informal, his easygoing ways belied the tough decisiveness beneath. The two men—Heyward and Van-

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6. 橡皮球球场。四周筑有围墙。 7. 副行长兼会计主任。 8. 热诚的绝对戒酒主义者。 9. 放着最美的酒不喝是毫无道理的。 to pass up: 拒绝。 10. 蓝眼睛，金头发，两鬓稍稍斑白。 blue-eyed, and fair-haired: 后缀“-ed”，加在名词后构成形容词，表示“具有……特征”，又如：beared, small-mouthed.

dervoort—represented *the second management echelon, immediately below the presidency*<sup>11</sup>, and while both were seasoned and capable of cooperation, they were in many ways, rivals. Their differing viewpoints permeated the bank, giving each a retinue of supporters at lower levels.

Now Alex took two glasses of sherry, passing one to Edwina D'Orsey, brunette and statuesque. FMA's ranking woman executive.

Edwina saw Heyward glance toward her, disapproving. Well, it made little difference. Roscoe knew she was a loyalist in the Vandervoort camp. "Thank you, Alex," she said, and took the glass.

There was a moment's tension, then others followed the example. Roscoe Heyward's face tightened angrily.

At the boardroom doorway the vice-president for security. Nolan Wainwright, *a towering, Othello-like figure*<sup>12</sup> and one of two black executives present, raised his voice. "Mrs. D'Orsey and gentlemen—Mr. Rosselli."

The hum of conversation stopped.

Ben Rosselli stood there, smiling slightly. As always, *his appearance struck a median point between a benevolent father figure and the solid pillar of strength to whom thousands entrusted their money for*

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11. 仅次于行长的第二级领导层。 12. 身材高大，奥赛罗般的体态。 Othello: 莎士比亚同名悲剧中的主角。 "-like" 是后缀，附在名词后构成形容词，表示“象……的”，又如：bell-like, godlike.

*safekeeping*<sup>13</sup>. *He looked both parts and dressed them*<sup>14</sup>: *in statesman-banker black*<sup>15</sup>, with the inevitable vest, across its front a thin gold chain and fob. It was striking how closely he resembled the first Rosselli—Giovanni—who had founded the bank in the basement of a store a century ago. It was Giovanni's patrician head, with flowing silver hair and full mustache, which the bank reproduced on passbooks and *traveler's checks*<sup>16</sup> as a symbol of probity.

*The here-and-now Rosselli*<sup>17</sup> had the silver hair and mustache, almost as luxuriant. But what no reproduction showed was the family drive, the ingenuity and boundless energy which had raised First Mercantile American to its present eminence. Today, though, in Ben Rosselli the usual liveliness seemed missing. He was walking with a cane; no one present had seen him do so before.

Now he reached out, as if to pull one of the heavy boardroom chairs toward him. But Nolan Wainwright moved more quickly. The security chief placed the chair for him. With a murmur of thanks the president settled into it and waved

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13. 他的举止风度既有点象一个慈父般的人物, 又有点象成千上万人能信托钱财的坚强柱石。 14. 他看上去两者特点兼而有之, 而且在穿着上也体现出来。这句里的 *dressed* 起联系动词的作用; *them* 是指上文的 *both parts*, 在句中作表语。 15. 穿着政治家兼银行家通常穿的一身黑色服装, 介词 *in* 有“穿着”的意思。此句中的 *black* 是名词, 意思是“黑色的服装”, 尤指“丧服”。 16. 旅行支票。 17. 此时此地的罗塞利。 *here-and-now*: 此时此地, 常和定冠词连用。



a hand to the others. "This is informal. If you like, pull chairs around. Ah, thank you." He accepted a glass of sherry from the waiter, who went out, closing the door.

A few others seated themselves, but most remained standing. It was Alex Vandervoort who said, "We're obviously here to celebrate." He motioned with his sherry glass. "The question is—what?"

Ben Rosselli smiled fleetingly. "I wish this were a celebration, Alex. It's simply an occasion when I thought a drink might help." He paused, and suddenly tension permeated the room.

"I'm dying," Ben Rosselli said. "*My doctors tell me I don't have long*<sup>18</sup>. I thought all of you should know." He raised his own glass, contemplated it, and took a sip of sherry.

*Where the boardroom had been quiet before, now the silence was intense*<sup>19</sup>. No one moved or spoke. Ben leaned forward on his cane. "Come now, let's not be embarrassed. We're all old friends; it's why I called you here. And, oh yes, to save anyone asking, what I've told you is definite; if I thought there was a chance it wasn't, I'd have waited longer. *The trouble is lung cancer, well advanced, I'm told*<sup>20</sup>. It's probable I won't see

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18. 我的医生告诉我, 我活不长了。此句中的 long, 意即一段较长的时期。 19. 会议室本来是安静的, 而这时的沉静却显得紧张了。这句中的 where 是连接词, 意即 in a situation in which...

20. 医生告诉我说, 是肺癌, 而且是晚期了。

Christmas.” He paused, and all the frailty and fatigue showed. Softly he added, “So now, *as and when you choose*<sup>21</sup>, you can pass the word to others.”

Edwina D’Orsey thought, there would be no choosing the time. The moment the board-room emptied, what they had just heard would spread through the bank, and beyond, like prairie fire. She was dazed, and sensed that the reaction of others was the same.

“Mr. Ben,” said old *Pop Monroe*<sup>22</sup>, a senior clerk in the *trust department*<sup>23</sup>, “I guess you *floored us good*.”<sup>24</sup> His voice wavered. “I reckon nobody knows what the hell to say.” There was a murmur, almost a groan of assent and sympathy.

Above it Roscoe Heyward injected smoothly, “What we can say, and must”—there was a hint of reproof in the comptroller’s voice, as if others should have waited for him to speak first—“is that while this terrible news has shocked and saddened us, we pray there may be hope. Doctors’ opinions are seldom exact. Medical science can achieve a great deal in halting, even curing—”

“Roscoe, I said I’d been over all that<sup>25</sup>, Ben

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21. 你们可以随意选择时机。 22. 门罗老头儿。 Pop: [俚]老伯(是对老人的昵称)。 23. 信托部。 24. 我认为你给我们个晴天霹雳。此句中, floor 作动词用, 意即“使……震惊”, “使……不知所措”。 “使……哑口无言”。 25. 我说过, 这一切我都经历过了。

Rosselli said, betraying his first trace of testiness. "As to doctors, I've had the best. Wouldn't you expect me to?"

"I would." Heyward said. "But *we should remember there is a higher power*<sup>26</sup>, and it must be the duty of us all"—he glanced around the room—"to pray to God for at least more time."

The older man said wryly, "I get the impression God has already made up His mind."

Alex Vandervoort observed, "Ben, we're all upset. I'm especially sorry for something I said earlier."

"About celebrating? Forget it! You didn't know." The old man chuckled. "Besides, why not? I've had a good life; surely that's a cause to celebrate." He patted his pockets, then looked around him, "Anybody have a cigarette? *Those doctors cut me off.*<sup>27</sup>"

Several packs appeared. Roscoe Heyward queried, "Are you sure you should?" Ben Rosselli looked at him sardonically. It was no secret that these two had never achieved personal closeness.

Alex Vandervoort lighted the cigarette which the bank president took. Alex's eyes, like others in the room, were moist.

"At a time like this there are some things

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26. 我们应该记住还有更高的权威。a higher power: 此处意指“上帝”。 27. 那些医生严禁我抽烟。to cut off 在此句中作“阻止、中断”解。

to be glad of," Ben said. "*Being given a little warning is one, the chance to tie loose ends.*"<sup>28</sup> Smoke from his cigarette curled around him. "Of course, on the other side there are regrets for the way a few things went. You sit and think about those, too."

No one had to be told of one regret—Ben Rosselli had no heir. An only son had been killed in action in World War II<sup>29</sup>; more recently a promising grandson<sup>30</sup> had died in Vietnam.

A fit of coughing seized the old man. Nolan Wainwright accepted the cigarette from shaking fingers and stubbed it out. Now it became evident how weakened Ben Rosselli really was, how much the effort of today had tired him. Though no one knew it, it was the last time he would be present at the bank.

They went to him individually, shaking his hand gently, groping for words to say. When Edwina D'Orsey's turn came, she kissed him lightly on the cheek and he winked.

Roscoe Heyward was one of the first to leave the boardroom. The executive vice-president-comptroller had two urgent objectives to ensure a smooth transition of authority after Ben Rosselli's death and to make certain of his own

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28. 事先得到一个小小的警告就是一件，这样就有机会处理一些未了的事情。 loose ends 在此句中作“事情尚未完成之细节”解。

29. 第二次世界大战中阵亡。 in action 在此句中作“在战斗中”解。

30. 很有出息的孙子。

appointment as president.

*Wise in the ways of bank politics*<sup>31</sup>, Heyward had begun planning his campaign even while this morning's session was in progress. Now he headed for his office suite, paneled rooms with a breathtaking view of the city far below. Seated at his desk, he summoned the senior of his two secretaries, Mrs. Dora Callaghan, and instructed her to telephone all outside directors. He had been quick to observe that *only two members of First Mercantile American's board, other than senior management officers, had been present*<sup>32</sup>—both old friends of Ben's. That meant that fifteen board members were uninformed of the impending death. Heyward would make sure that all fifteen received the news from him. The facts were so shattering that *there would be an instinctive alliance between anyone receiving the news and whoever conveyed it*<sup>33</sup>. Also, some directors might resent not having been informed in advance. Roscoe Heyward *intended to capitalize on this resentment*<sup>34</sup>.

Half an hour after he began phoning, he was informing *the Honorable Harold Austin*<sup>35</sup> earnestly, "We're overwhelmingly distressed, of course. What Ben told us simply does not seem

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31. 精于银行行政。 32. 除了银行的高级管理人员外,只有两名董事出席了会议。 other than: 除了。 33. 在通知者和任何被通知者之间可能会建立起一种本能的同盟。 34. 打算利用这种不满情绪。此处 capitalize 意即“利用”,常与介词 on 或 upon 连用。 35. 尊敬的哈罗德·奥斯汀。 Honorable 是美国国会议员及高级官员的尊称,用于姓名前,常略作 Hon..

real.”

“Not possible!” The other voice on the telephone still reflected the dismay expressed moments earlier. “*And to have to let people know personally!*”<sup>36</sup> Harold Austin was from one of the city’s oldest families, and long ago had served a term in Congress—hence the title Honorable, a usage he encouraged. Now he owned the state’s largest *advertising agency*<sup>37</sup> and was a veteran director of the bank with strong influence on the board.

*The comment about a personal announcement gave Heyward his opening.*<sup>38</sup> “I understand exactly what you mean about the method of letting this be known. It did seem unusual. What concerned me most is that the directors were not informed first. I felt it my duty to advise you and the others immediately.” *Heyward’s aquiline, austere face showed concentration*<sup>39</sup>; behind rimless glasses his gray eyes were cool.

“I appreciate that, Roscoe. We should have been told.”

“Thank you, Harold. At a time like this, one is never sure exactly what is best. Only that someone must exercise leadership.”

The use of first names came easily to Heyward. *He was old family himself.*<sup>40</sup> *His personal*

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36. 也没必要亲自告诉大家。 37. 广告公司。 38. 对本亲自宣布这种做法的评论使海华德有了话题。此处，opening 作“时机”解。 39. 海华德那鹰似的严肃面孔流露出专注的神情。 40. 他自己也是名门望族出身。

*connections extended far beyond state boundaries, to Washington and elsewhere.*<sup>41</sup> Heyward was proud of his social status and friendships in high places. He also liked to remind people of *his direct descent from a signer of the Declaration of Independence*<sup>42</sup>. Now he suggested, "Another reason for informing board members is that this sad news about Ben is going to have tremendous impact. And it will travel quickly."

Austin concurred. "No doubt of it. *Chances are, by tomorrow the press will be asking questions.*"<sup>43</sup>

"Exactly. And the wrong kind of publicity could make depositors uneasy, as well as depress the price of our stock." Roscoe Heyward *could sense wheels turning in his fellow director's mind*<sup>44</sup>. *The Austin Family Trust*<sup>45</sup>, which the Honorable Harold represented, *held a big block of FMA shares*<sup>46</sup>.

Heyward prompted, "Of course, if the board takes energetic action to reassure shareholders, depositors, and the public generally, the effect

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41. 他的社会关系远远超出了州的范围而及于华盛顿和其他地区。Washington: 美国首都华盛顿, 国会和中央权力机关的所在地。

42. 他是独立宣言的一个签字人的嫡系后裔。the Declaration of Independence 指一七七六年七月四日, 大西洋沿岸十三个殖民地联合发表的《独立宣言》。它宣布建立美利坚合众国。当时在宣言上签字的有以乔治·华盛顿为首的56人。

43. 很可能明天新闻界就会来问我们这件事。chances are 作“种种迹象都表明很可能……”解。

44. 可以感觉到他那个董事会的同事正在动着脑筋。

45. 奥斯汀家族托拉斯。

46. 持有美国第一商业银行的大笔股票。

could be negligible.”

“What do you have in mind, Roscoe?”

“Continuity of authority. There should be no vacancy in the office of chief executive, even for a day. With the greatest respect to Ben, this bank has been regarded for too long as a *one-man institution*<sup>47</sup>. But no bank among the nation's top twenty is or could be individually run. Sad as this time is, the directors have an opportunity to dissipate that legend.”

Heyward could visualize Austin—a *handsome, aging playboy*<sup>48</sup>, a flamboyant dresser, *with flowing iron-gray hair*<sup>49</sup>, probably, as usual, smoking a large cigar. Yet the Honorable Harold *was nobody's fool*<sup>50</sup>. At length he declared, “Your point is valid. Ben Rosselli's successor needs to be decided on, and probably his name announced before Ben's death. I happen to think you are that man, Roscoe. You've the qualities, experience, the toughness, too. So I'm willing to pledge you my support, and there are others on the board whom I can persuade to go the same route.”

“I'm certainly grateful....”

“Of course, in return I may ask an occasional *quid pro quo*<sup>51</sup>.”

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47. 个人独断独行的银行。此处 *one-man* 作形容词，意即“由个人经营(或做)的”。又如：a *one-man stage play* 独脚戏。48. 一个漂亮的老花花公子。49. 平滑的头发呈铁灰色。50. *to be nobody's fool*: 精明能干。51. *quid pro quo* [,kwɪd prəu 'kəʊ]: [拉丁语]报酬。



"That's reasonable."

"Good! *Then we understand each other.*<sup>52</sup>"

The conversation, Heyward decided as he hung up, had been eminently satisfactory. Austin was a man who kept his word.

The next call, to Philip Johannsen, president of *MidContinent Rubber*<sup>53</sup>, gave Heyward another opportunity. Johannsen volunteered that frankly he didn't get along with Alex Vandervoort, whose ideas he found unorthodox.

"Alex is unorthodox," Heyward said. "Of course, he has some personal problems. I'm not sure how much the two go together."

"What kind of problems?"

"Women, actually. One doesn't like to ..."

"This is important, Roscoe. Also confidential. So go ahead."

"Well, Alex has *marital difficulties*<sup>54</sup>. And he's involved with another woman. She's a *left-wing activist*<sup>55</sup>, frequently in the news, *not in a context which would be helpful to the bank*<sup>56</sup>. I sometimes wonder how much influence she has on Alex."

"You were right to tell me, Roscoe," Johannsen said. "It's something the directors ought to know. Left-wing, eh?"

"Yes. Her name is Margot Bracken."

"I think I've heard of her. And what I've

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52. 那么我们达成谅解了。 53. 大陆中部橡胶公司, 小说中虚构。

54. 婚姻上的难题。 55. 左翼活跃分子。 *left-wing*: 形容词, 作“左翼的, 激进的”解。 56. 涉及的内容对本行是没有什么好处的。