

# 青藏高原上的

Tao Merchants on the  
Qinghai-Tibet Plateau

丁汝俊 丁克家 著  
敏文杰 敏生贵

# 逃商

甘肃人民美術出版社

Gansu People's Art Publishing House

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# 前言

## Introduction



本画册是2007年度甘肃省哲学社会科学规划项目——《临潭回族史》阶段性重要研究成果之一。

在青藏高原的广大地区，自明代以来就活跃着一支独特而充满活力的商人群体，这就是产生于今甘肃省临潭县的洮商。临潭县古称洮州，故名洮商。

洮商六百多年形成和发展的历史是悠久的，也是沉重而灿烂的。他们是分布在特殊区域、发挥着特殊作用的特殊商人群体。洮商的主体经济活动集中分布在被称为地球第三极的世界屋脊——青藏高原。这里不少地方是海拔超过4000米以上的人类生命禁区。然而，70%以上的洮商至今仍活跃在这一地区。他们为促进内地与藏区经济贸易和文化交流，为推动青藏高原各地的经济社会发展和文明进步，为维护祖国边疆的稳定和各民族的团结以及和睦相处做出了特殊而重要的贡献。

在中国进入改革开放的新的历史时期，洮商获得了历史上最快的恢复兴起并迅速发展壮大。他们发挥自己善于经商的传统和优势，以自己勤劳的双手，诚实守信的品德，不畏艰险、奋斗自强的精神和怀着追求美好生活的信念，纷纷投入市场经济的时代大潮。他们纵横在广大青藏高原，驰骋于东南沿海，足迹遍布大江南北、长城内外和祖国的边疆重镇。

洮商六百多年的创业历程中，蕴含着平凡而伟大的创业精神，闪烁着人性美的光芒。他们创造和正在创造着令人尊敬和催人奋进的独特光辉历史。洮商发展的历史和现状表明，他们必然在未来的经济大潮中，焕发出前所未有的活力。

本画册从一个侧面向世人展示了洮商发展的现状、精神风貌和时代特点，希望国内外学术界、经济界、新闻界等对洮商的经济活动、历史贡献、商业精神、商业道德给予进一步关注和研究。

This album is one of the important periodical achievements of our project---A History of Hui Nationality in Lintan, which is from the Philosophy and Social Science Project of Gansu Province in 2007.

Since the Ming dynasty, the Qinghai-Tibet Plateau has witnessed a distinct and active group of merchants, which is known as the Tao Merchants originated from Lintan county Gansu Province. In ancient times, Lintan County was called Taozhou, therefore its merchants were called Tao Merchants.

The history of Tao Merchants has been as long as 600 years, and it was glory but eventful. They are special, spreading in unusual areas and exerting extraordinary influence. The main business activities of the Tao Merchants are distributed around "the third pole" of the globe---the Qinghai-Tibet Plateau, where most areas are 4,000 meters high above the sea level and in fact are forbidden zones to human beings. 70% of the Tao Merchants, however, are still active around the plateau. They have made significant contribution to the exchange of trade and culture between Tibetan areas and the inland China, to the promotion of social economic development and civilization progress around the plateau areas, and still to the cause of the China's frontier stability, national unity and harmony.

With China coming into her new stage of reform and opening up to the outside world, Tao Merchants experienced their fastest booming. By taking advantage of their business tradition, with diligence and faithfulness, through thick and thin, they all jumped in the current of times of market economy, striving for a happy life. They are crossing over the Qinghai-Tibet Plateau, journeying to and fro between the coastal cities and the frontier areas. Their footprints scattered to the north and to the south of the Yangtze River as well as inside and outside of the Great Wall.

600 years' history of Tao Merchants is soaked with venturesome spirit and shining with the beauty of humanity. They have made and are still making respectable and inspiring history. Their history and current situation show the world that they will glare more splendid rays in the promising future.

We hope that this album will portray their current situation, spirit feature and era characteristics of Tao Merchants. We are also expecting more efforts and attention to Tao Merchants of their business activity, historical contribution, commercial ethics from academic and economic field, as well as the press from home and abroad.



## The distribution map of Tao Merchants' business activities

# on the Qinghai–Tibet Plateau

# 逃商

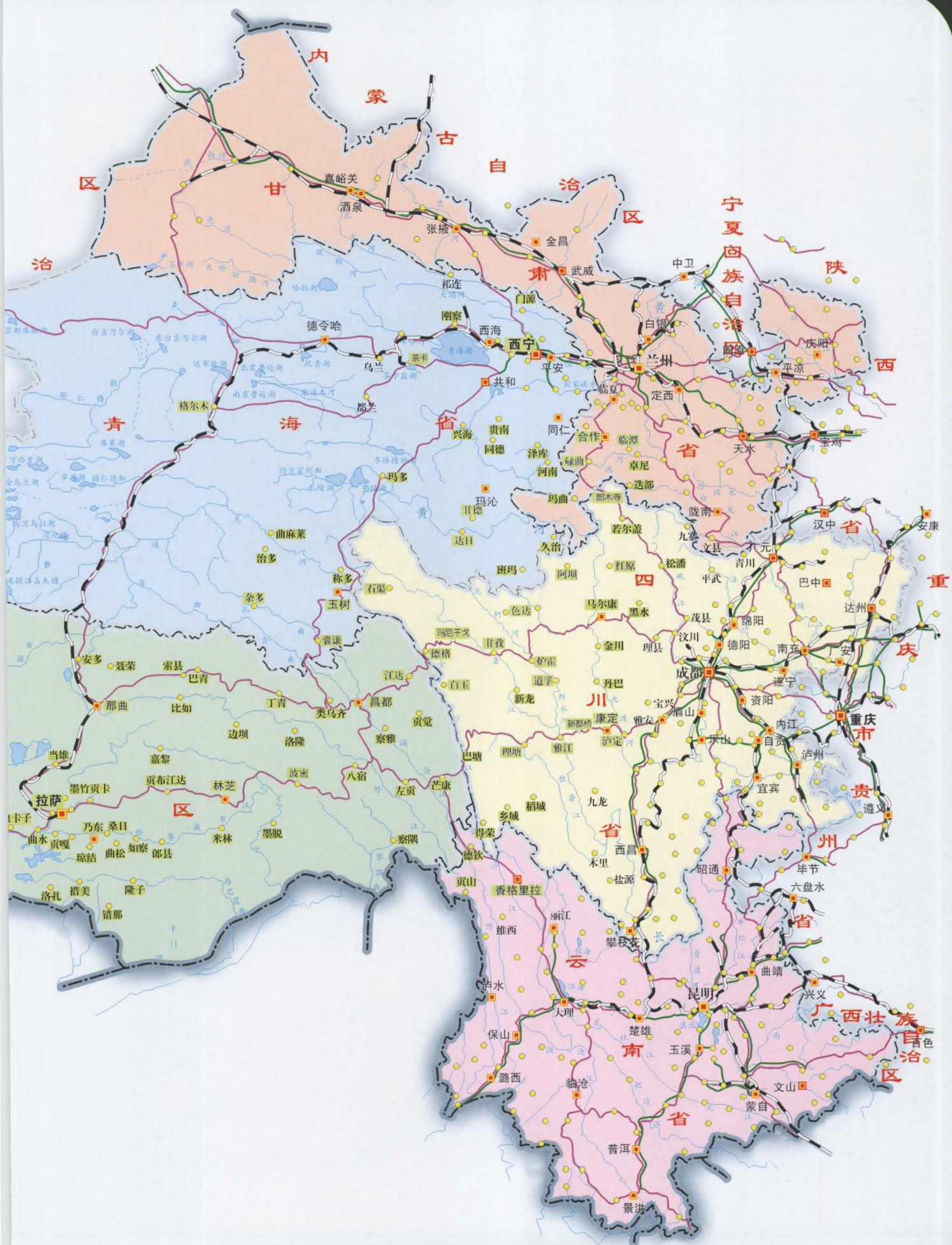
## 在青藏高原经济活动

# 分布图



## 逃商经济活动区域







## A history map of Lintan County (Taozhou)



A map of Taoyuan in the Ming Dynasty

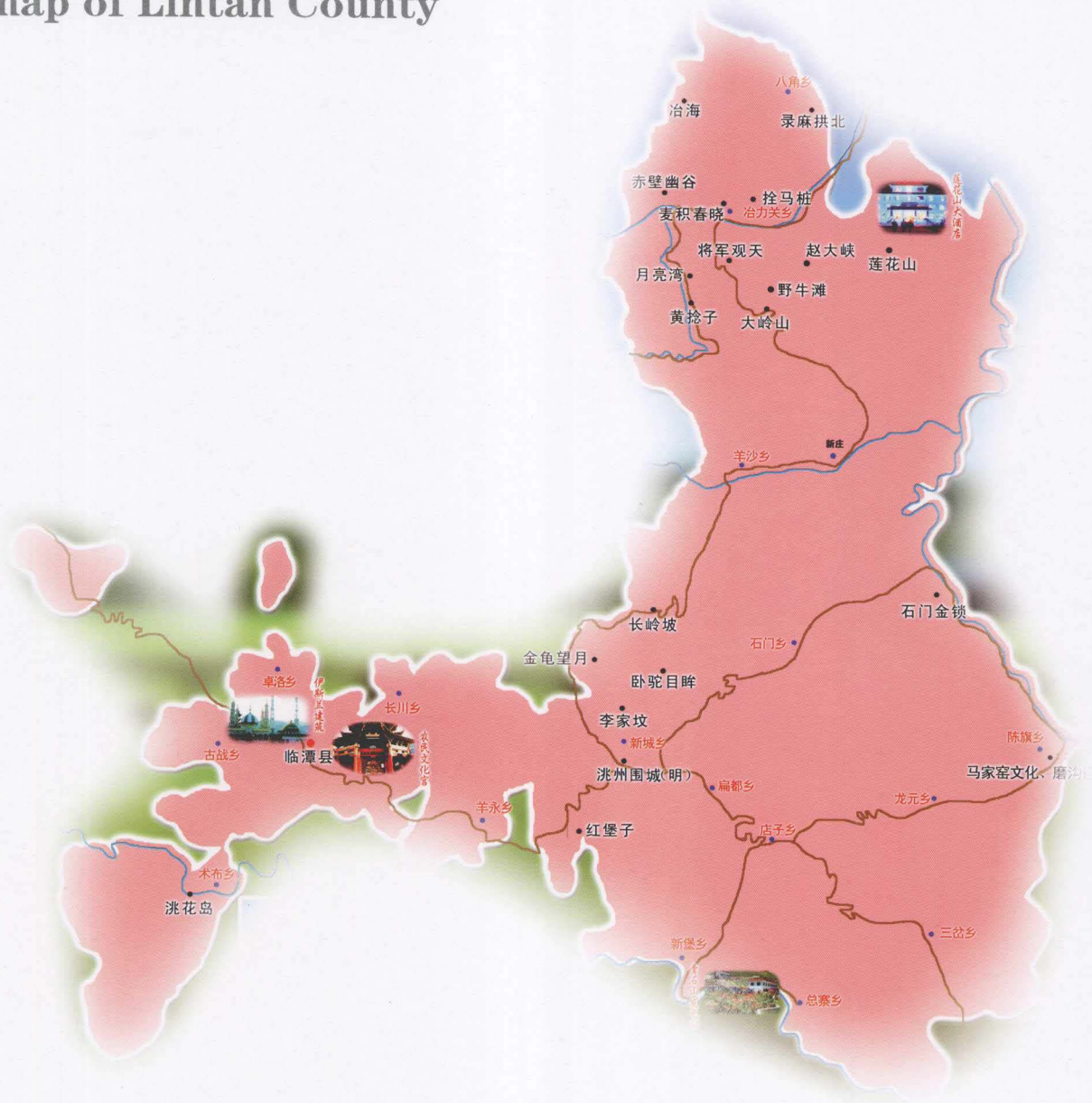


### A map of Taozhou in the Qing Dynasty



# 临潭县地图

A map of Lintan County



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The Origin of Tao Merchants——Lintan County Gansu Province

城关镇 / 新城镇 / 冶力关镇

Chengguan Town/ Xincheng Town/ Yeliguan Town



### 洮商在青海

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Tao Merchants in Qinghai

西宁市 / 甘德县 / 达日县 / 玉树县 / 囊谦县

杂多县 / 格尔木市

Xining City/ Gande County/ Tarlag County/ Yushu County/ Nangqian County/  
Zadoi County/ Golmud City

## 考察路线图：四川—西藏—青海线

### 洮商在四川

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Tao Merchants in Sichuan

郎木寺镇 / 红原县 / 阿坝县 / 成都市 / 雅安市 / 泸定县 / 康定县 / 新都桥镇 / 雅江县 / 理塘县 / 道孚县 / 炉霍县 / 色达县 / 甘孜县 / 玛尼干戈镇 / 雀儿山 / 德格县 / 白玉县 / 石渠县

Langmusi Town/ Hongyuan County/ Ngawa County/ Chengdu City/ Ya'an City/ Luding County/ Kangding County/ Xinduqiao Town/ Yajiang County/ Litang County/ Dawu County/ Luhuo County/ Sertar County/ Garze County/ Manigange Town/ Que'er shan Mountain/ Dege County/ Baiyu County/ Serxu County

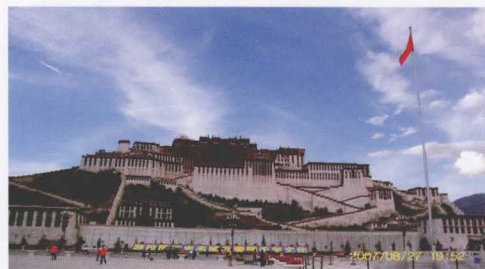
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Tao Merchants in Tibet

江达县 / 昌都县 / 波密县 / 林芝八一镇 / 拉萨市 / 那曲县

Jomdo County/ Qamdo County/ Bomi County/ Bayi Town in Nyingchi/ Lhasa City/ Nagchu County





## 考察线路图：甘肃—云南线



### 洮商在云南

Tao Merchants in Yunnan

香格里拉县 / 丽江市 / 大理市  
Shangri-La County/ Lijiang City/ Dali City

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### 洮商在甘肃

Tao Merchants in Gansu

临夏市 / 合作市 / 碌曲县 / 兰州市  
Linxia City/ Huozuo City/ Luqu County/ Lanzhou City

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### 走向全国的洮商

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Tao Merchants in China

深圳市 / 广州市 / 北京市 / 上海市  
Shenzhen City/ Guangzhou City/ Beijing City/  
Shanghai City



### 走向世界的洮商

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Tao Merchants to the world

尼泊尔 / 泰国 / 印度 / 马来西亚 / 美国 / 德国 / 白俄罗斯  
Nepal/ Thailand/ India/ Malaysia/ America/ Germany/ Byelorussia



### 后记

Postscript

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# 考察路线图： 甘肃→青海线





# 洮商的故乡——临潭县(洮州)

The Origin of Tao Merchants——Lintan County Gansu Province

城关镇 / 新城镇 / 冶力关镇

Chengguan Town/ Xincheng Town/ Yeliguan Town

临潭县，古称洮州，位于今甘肃省南部、甘南藏族自治州东部，地形西高东低，平均海拔2825米，地处青藏高原东北边缘，青藏高原与黄土高原交会过渡地带，属高山丘陵地区，也是农区与牧区、藏区与内地的结合部。全县总面积1557.68平方公里，东西最大距离60公里，南北最大距离83公里，辖3镇13乡。县人民政府所在地城关镇距省会兰州市345公里，距自治州人民政府所在地合作市78公里。临潭境内居住着汉、回、藏、蒙古等15个民族的人民，总人口14.85万。其中回族人口2.3万，占总人口的16%。

临潭是洮商的故乡。洮商是指从明代以来主要在青藏高原广大地区从事商贸经济活动，以临潭回族为主体，汉、藏等民族组成的商人群体。洮商是明代形成，清代初步发展，民国时期进一步发展的在内地与藏区从事经贸活动的特殊商人群体。1978年中共十一届三中全会后，洮商得到全面复兴，经过改革开放以来三十年的发展，达到空前繁盛。

自古以来，洮州就以“茶马互市”兴盛，当地人们以“重农善贾”而闻名于世，洮州成为中原通往青、川、藏的重要通道和藏汉各民族商贸往来的西部重要旱码头，虽地处偏僻而不断繁荣，成为西北边陲重镇。

600多年来，洮州地区由于民间商贸往来，经过长期的历史发展，逐步形成了一个以“吃苦耐劳、诚实守信、自强不息、拼搏创新、追求幸福”而闻名的洮商，在国内众多商人群体中特色鲜明，独具魅力，雄踞青藏高原。

今天的洮商紧跟时代文明的脚步，追赶中国市场经济发展的历史车轮，已走向了全国，走向了世界。







Lintan County, the ancient Taozhou, is located in the east of Gannan Tibetan Autonomous Prefecture, southwest of Gansu Province. The terrain slopes from the west to the east, with an average elevation of 2,825 meters. The county lies in the northeast fringe of the Qinghai-Tibet Plateau at the transitional area to the Loess Plateau, mostly Alpine hilly areas. It is also the linking part of the farming and pasturing areas, as well as of Tibetan and inland areas. The county covers an area of 1,557.68 km<sup>2</sup>, and the longest distances are 60 km and 83 km.-from the east to the west and the south to the north respectively, administrating 16 towns. Chengguan Town, where stands the people's government of the county, is 78 km away from Hezuo, the administrative seat of the prefecture, and 345 km away from Lanzhou, the provincial capital. The population

of the county is 148,500, among which the Hui nationality accounts for 16%. Ethnic groups also include the Han, Tibetan, Mongol and other 14 nationalities.

Lintan is the hometown of Tao Merchants, which is mainly of Hui nationality and together with the Han, Tibetan and other groups, trading around the Qinghai-Tibet Plateau from the Ming Dynasty. Emerged in the Ming Dynasty, initially developed in the Qing Dynasty and rapidly expanded in the Republic of China, Tao Merchants play an important role in the economic field between the Tibetan and inland areas. After the Third Plenary Session of the 11th CPC Central Committee in 1978, they got a comprehensive rejuvenation. During the past 30 years since China's policy of reform and opening up to the outside world, they have reached an unprecedented boom.

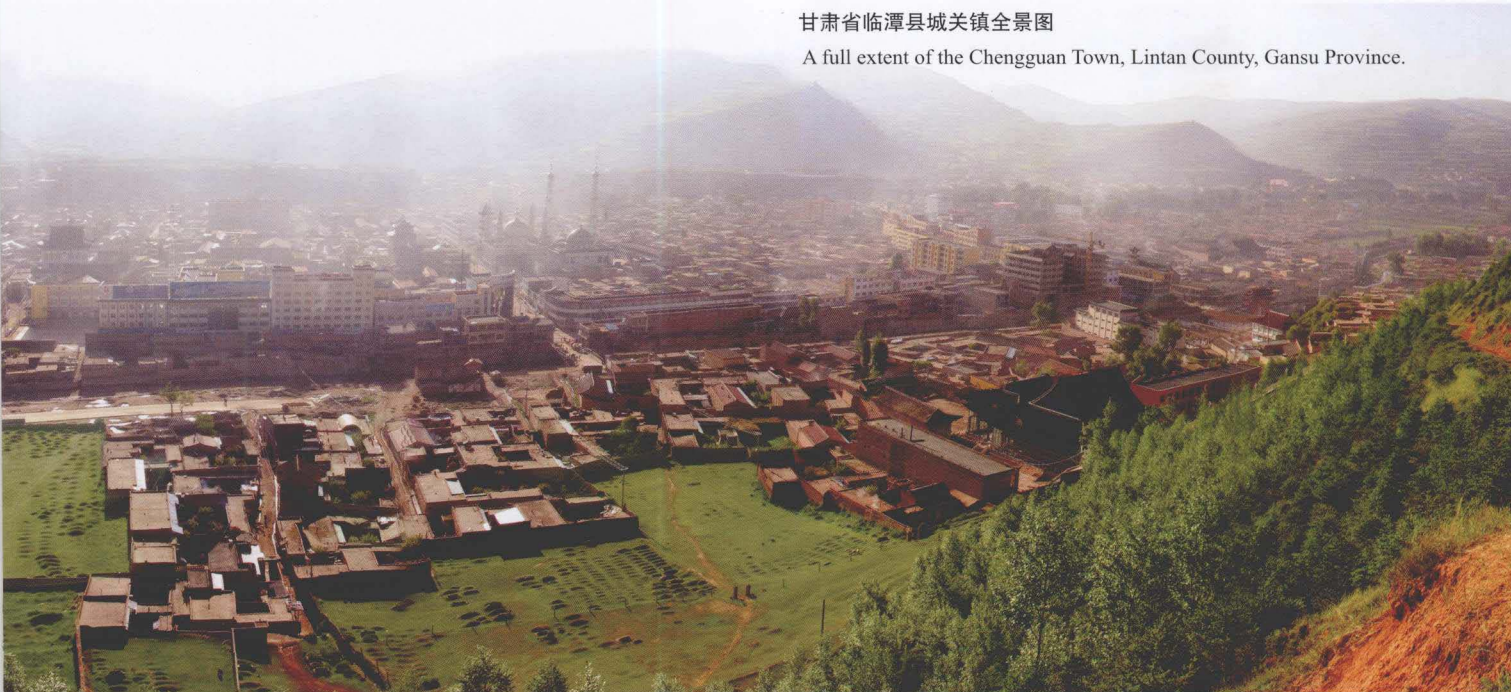
Since the ancient times, Taozhou has been renowned around the world for its "Tea-Horse Exchange Market". People there prefer trading to farming, and merchants there are of great business prowess. Therefore, it remains the dry port of all nationalities and the passage between the Central Plain and the western provinces like Qinghai, Sichuan, Yunnan and Tibet. Although it is remote but more and more prosperous, Lintan (Taozhou) has become an important town in northwest China.

During the past 600 years, through the economic exchange and long historical development, Tao Merchants have been labeled with "tough, faithful, striving, innovative and active", distinctive among many merchants groups across China and characteristic around the Qinghai-Tibet Plateau.

Today, Tao Merchants are marching towards the whole country, and even the whole world, keeping pace with the time and the trend of Chinese market economy.

甘肃省临潭县城关镇全景图

A full extent of the Chengguan Town, Lintan County, Gansu Province.





## 临潭县非公有制经济会议留影

2006.11.28冶力关

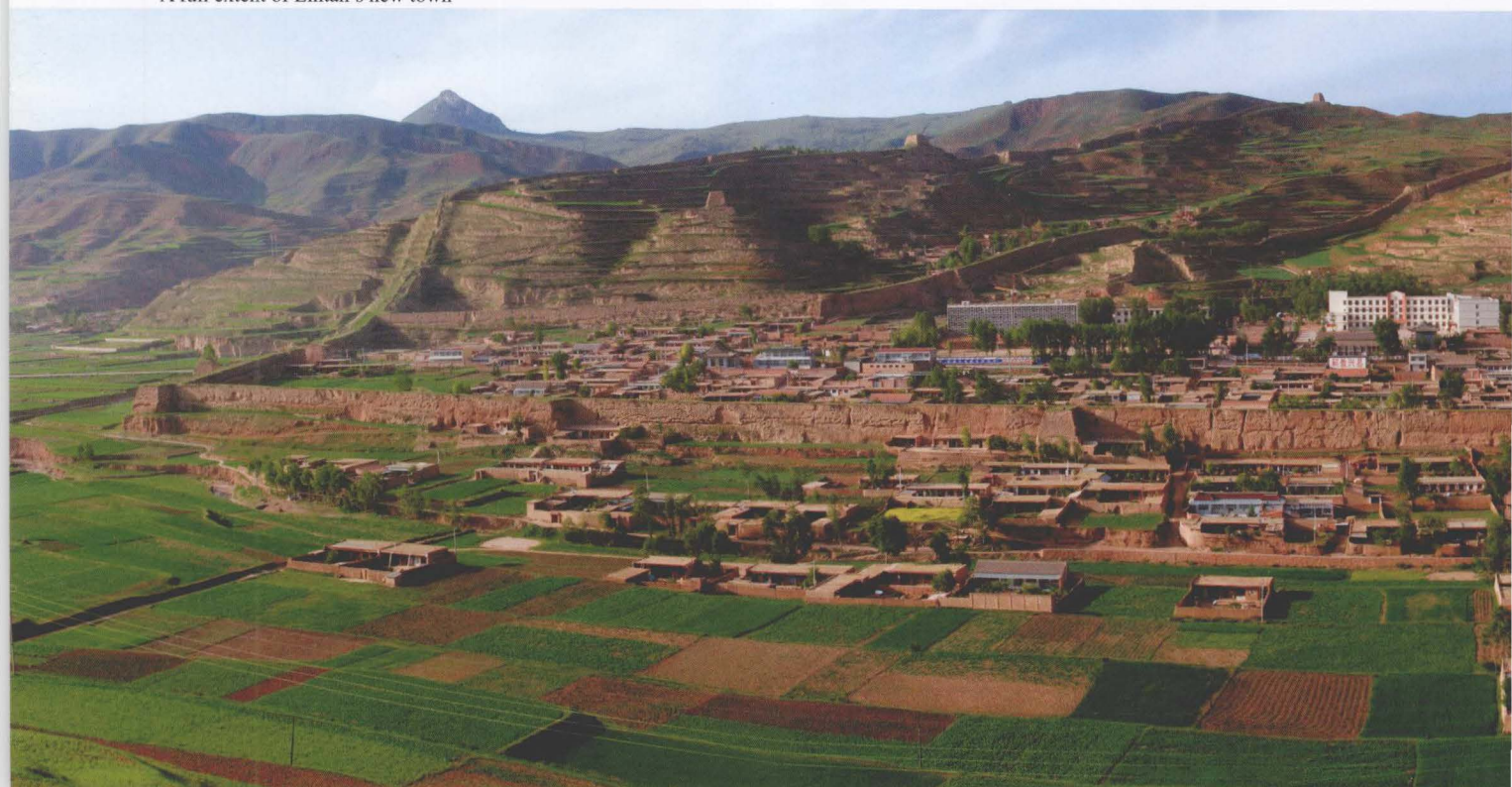


2006年11月，临潭县委、县政府在冶力关镇召开全县非公有制经济会议，图为全体代表合影

Representatives for the Nonpublic Economy Conference held in Yeliquan Town by the county government in October, 2006

临潭县新城镇全景图

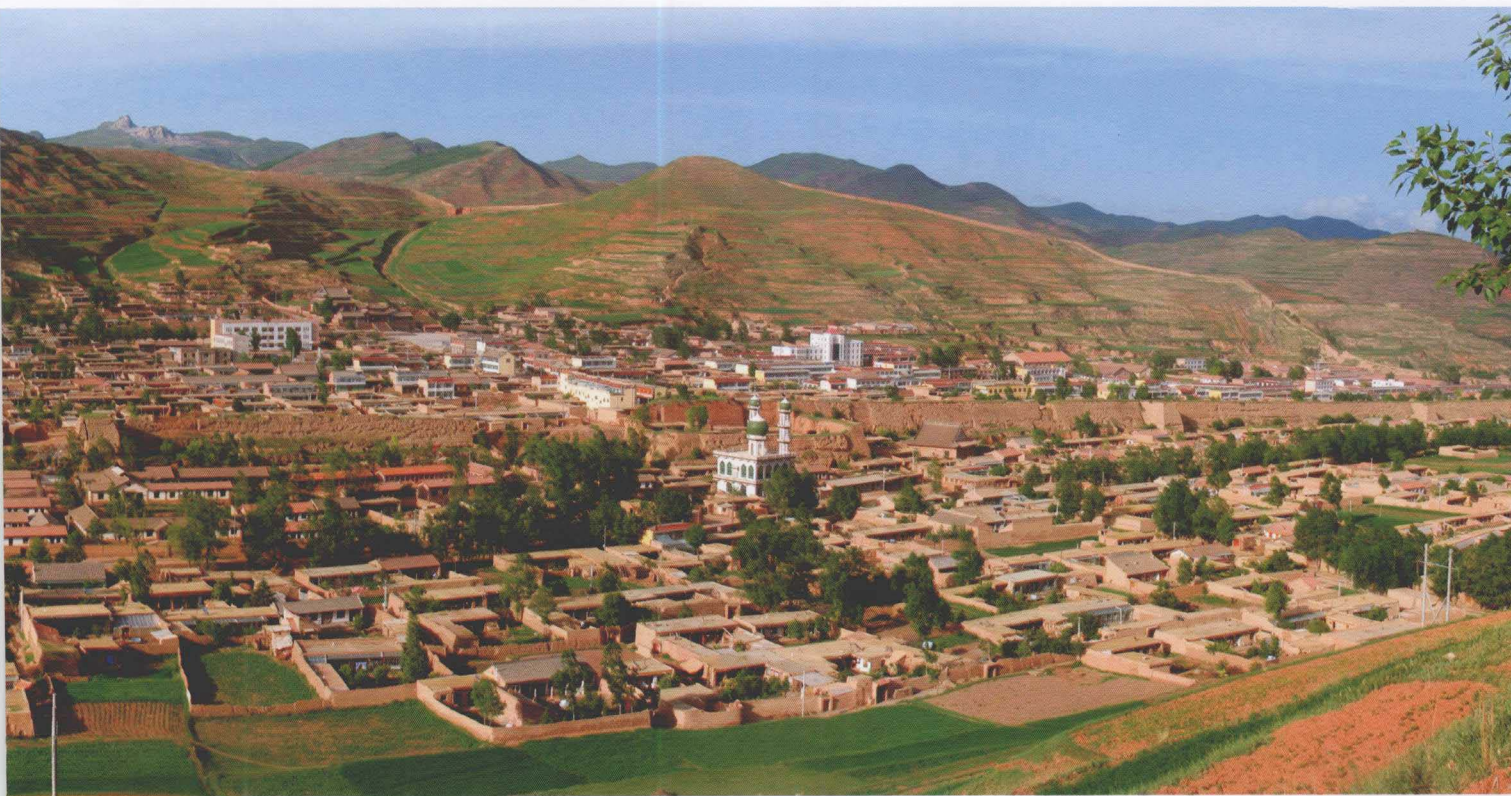
A full extent of Lintan's new town







具有600多年历史的洮州“万人拔河比赛”，已载入上海大世界吉尼斯纪录  
“Tug-of-War of 10,000 People in Taozhou”, with a history of 600 years, recorded by Shanghai Great World DSJNS







国家AAAA级旅游景区——临潭县冶力关  
State-level Tourist Destination AAAA ---Yeliguan, Lintan County



临潭县青石山水电站  
Qingshishan Mountain Hydropower Station in Lintan



临潭县洮州商城  
Taozhou Commercial Center of Lintan County



临潭县上川水电站开工奠基仪式  
The launch ceremony of Shangchuan Hydropower Station, Lintan