

## Founding a shipping company and engaging in intellectual battles with the British

Throughout Zhang Bishi's life, his wisdom, courage, strategy, and courage were admirable.

In 1898, Zhang Bishi was planning to travel to Singapore with two of his senior staff and a hired German family doctor to handle affairs. He instructed the steward to purchase four official cabin tickets for the Citibank ship in the United States. The next day, the steward bought back the ship ticket, but it was one official cabin ticket and three general cabin tickets. Zhang Bishi asked the butler, "Why did you only buy one official cabin ticket? What's going on?" The butler said, "The Citibank ship in the United States prohibits Chinese people from traveling in official cabin, and that one official cabin ticket is still for German family doctors." After hearing this, Zhang Bishi was very angry and couldn't help but tear the four tickets to pieces. He angrily said, "Good guy! Chinese people cannot travel in official cabin, where is this rule? The court can't handle commercial ships, let me Zhang Bishi handle it!" Remember: In the future, all the merchant ships I handle will not sell tickets to Americans. Zhang Bishi was determined to establish the shipping industry in order to fight for the dignity of the Chinese people. Sure enough, it was not long before the establishment of the Yuchang Ocean Shipping Company, and from then on, China's first ocean going ship founded by overseas Chinese began to sail in the vast Pacific Ocean. Chinese people were given preferential treatment by boat, forcing foreign companies to make concessions and obediently lifting discriminatory regulations against Chinese people.

Before establishing the Guangfu and Yuchang Ocean Shipping Companies, Zhang Bishi once took a boat from Penang Island to Singapore and had nothing to do. In the lounge on the boat, he flipped through a letter of "The Illustrated Map of the Sea" compiled by Wei Yuan, which was bound in thread. In no time, a gentleman dressed Englishman walked over and asked for a roll. After flipping through a few pages, he said contemptuously in English, "Can you understand this? What knowledge do you Chinese people know!" Zhang Bishi was very angry after hearing this and immediately asked in English, "I think you are probably here to do business? Are you a graduate of the Royal College?" The Englishman arrogantly replied, "That's not worth mentioning!" Zhang Bishi replied calmly, "So I believe you must have strong capital in your big company!" The British replied shamelessly, "There is always a bit of a big port under the royal command." Zhang Bishi glanced at him and said seriously, "My knowledge is not as good as yours, but my knowledge of business is not inferior to yours. If you come here to do business, you will have the protection of the royal family, the support of warships, and even if you lose money, you will receive state subsidies." I don't have these things, but I can still surpass you! If you are brave enough, we can make a big bet: you and I each contribute £ 200000, while running the same business and establishing a strict accounting system. Apart from mining, please choose the industry you think you are most confident in, for a period of 5 years, and settle in 5 years to see who makes the most money. If your profit is greater than mine, I am willing to lie on the tracks and let the train run over me; If you lose, I can give you a chance to decide what punishment you will face on your own! If you have the guts, we'll make this bet! We can sign the contract immediately and have everyone on

board testify! " After these words were spoken, the British were obediently silent. Upon seeing such a scene, Zhang Bishi immediately warned him, saying, "We Chinese people have intelligence and talent, not rascals. Please keep your eyes open!" After hearing this, the Chinese on board all felt particularly pleased and pleased with Zhang Bishi's clever battle with the British.