

TOU Sui, Chinalinear K.K.
 代表取締役 董翠さん
かぶしきがいしゃ だいいひょうとりしまりやく とうすい
 チャイナリニア株式会社



差別、失恋、苦難の末の成功

さべつ しつれん くるなん すえい せいこう

Success After Overcoming Discrimination, Broken Love and Hardship

If you get off the train at Shinagawa station in Tokyo and walk along the modern main street, you can see a beautiful 31-storey building. On the 12th floor of the building a company running a Chinese language class and a erhu class is located. Chinalinear K.K. was created by TOU Sui, a representative executive who, since holding onto a dream of working in the wider world since her childhood in China, has made it come true. It is now more than 10 years since she came to Japan.

東京・品川駅を降りて近代的な街並みに沿って歩いていくと、31階建てのきれいなマンションがある。その12階に、中国語教室、二胡教室を開いている会社がある。このチャイナリニア株式会社、代表取締役の董翠さんは、子どもの頃から広い世界で働きたいと夢を追い続け、実現させた人だ。来日して10年以上になる。



permitted to work in a town no matter how intelligent they are. Sui, who is registered on a farming village register, went to an agricultural school after graduating from a junior high school. She was not required to pay a tuition fee, as she was able to take advantage of a scholarship.

董さんは、中国・大連で6人姉妹の3番目に生まれた。中国の戸籍は「都市」と「農村」に分かれており、基本的に農村戸籍の持ち主はその人の能力に関係なく、都市で働くことはできない。農村戸籍の董さんは中学校を卒業すると、ある農業専門学校へ進んだ。学費は必要なく、奨学金制度があったからだ。

After graduating from the agricultural school, she opened a beauty parlor and through great effort on her part, set it up to operate successfully. She then started to work in a company in Talien. Although nothing about her work was guaranteed except the provision of accommodation in a dormitory, it was her first step to working in a city. One day she visited a president of a company to discuss business, but when she arrived, no one was waiting for her in the

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Note A erhu is a Chinese instrument played with 2 – string bow.
にこ ほん げん たいだ はさ びみ ひ ちゆうごく がつ き
 二胡は、2本の弦を間に挟んだ弓で弾く中国の楽器



president's office. So, while she was waiting for the president to return, she answered the telephones and took memos. The president then asked her: "Would you like to come and work in our Public Relations department?" Her dream had come true and she began receiving a regularly salary each month.

卒業後、美容室を開き苦勞して軌道に乗せた後、大連の会社に勤めた。寮を提供する以外何の保証もなかったが、都市で働くための第一歩だった。ある企業の社長室へ営業に行ったときのことで。誰もおらず、董さんはそこで社長が戻るのを待ちながらその間かかってきた電話に出てメモをとった。董さんと話した社長は言った。「うちの広報部へ来てくれないか」。こうして念願かない、毎月きちんと給料がもらえるようになった。

One day, her life reached a turning point. Her first lover was a man who went to Japan to study and was employed by a Japanese company. He followed him when he was transferred to Shanghai, but what was waiting for her there was the family register problem again. This time, his mother opposed her son's relationship to Sui not only because she was from an agricultural village, but also because she came from a city outside Shanghai.

ある日転機が訪れる。初恋—相手は日本に留学し、日本の企業に就職した人だった。董さんは上海勤務になった彼についていった。しかし待っていたのはやはり戸籍の問題だった。今では農村戸籍だけでなく、上海市外出身であることに彼の母親が反対した。

In China, children should be registered in their mother's family register, therefore the reason why his mother rejected Sui was because the couple would have a big problem with their children's education unless the mother had a family register in Shanghai. Sui wished she could live anywhere where important life issues were not affected by a family register. "About the only country I could think of that might suit me was Japan." She asked her partner to start procedures for her

to study in Japan and luckily she was able to obtain a visa to come to Japan on the spot.

中国では子どもは母親の戸籍に入るの、董さんが上海市内戸籍でないとい将来子どもの教育に大きな問題になるというのが理由だった。董さんは決意した。もう戸籍とは関係のないところで暮らしたい。「日本しか思いつきませんでした」。彼に日本への留学手続きを頼み、運良く一回でビザを取ることができた。



Sui coped with both school work and a side job in spite of becoming ill due to hard work and stress, but she finally found a job in a Japanese company after she graduated. However, she found it very difficult to cope with the monotonous desk work that she had to do repeatedly every day. She started working as a teacher in a Chinese language class, but quit the job

shortly afterwards, since she had doubts about their teaching method and materials.

董さんは過勞によるストレスで体調を崩しながら勉強とアルバイトを両立させた。そして卒業して日本企業に就職することができた。しかし毎日同じことを繰り返す事務職は董さんの肌にあわなかった。中国語教室で講師を始めることにしたが、すぐに辞めることになる。その教室の指導法と教材に大きな疑問を感じたのだ。

Sui then thought that if she wanted to teach Chinese in the best way she could, she would have to start her own class. So, she made up her mind to create teaching materials by herself, and later, opened her own class. "At first I thought it will be easy to run a class, but soon I found out that it isn't." At that time she used to have a work visa, but as she had quit her previous company, all the activities she was doing to launch her own business were not actually permitted.

本格的な中国語の指導を目指すのなら自分の教室を持たなければと董さんは思った。一念発起して教材を作り、自分の教室を開く。「最初は簡単だと思っけていましたが、すぐにそうではないと気がつきました」。その頃董さんは就職ビ



ザを持っていたのだが、会社を辞めた。そしてこの起業に向けての活動すべてが「資格外活動」であり違法だった。

Sui set up her company very quickly and betted that she would obtain a visa as a Managing Director. One month later, she was informed by the Immigration office: “What you did is hardly permissible if you didn’t even know that what you were doing was illegal. You have to be very careful from now on, but we will grant you a visa this time.” She grabbed her passport, barely holding back her tears.

董さんは大急ぎで会社を設立し、経営者ビザ取得という唯一の賭けに臨んだ。一ヶ月後、入国管理局からの知らせを受ける。「知らなかったといって許されることはありません。今回限りお目に見ますが、これからは充分気をつけるように」。董さんはパスポートを握りしめた。涙があふれるのを抑えることができなかったという。

While she was preparing to launch her business, Sui never stopped studying how to teach pronunciation. This involved training in basic pronunciation, including movement of the mouth muscles and the position of the tongue. Thanks to her efforts, she received many comments from students, including “Pronunciation is the highest stone wall to climb for Japanese studying the Chinese language, but I believe your method is the best one to climb over the wall,” and “My pronunciation has come to be admired as ‘beautiful’ by other people and I have confidence in it.”

起業に向けて準備している間も、董さんは発音指導の研究を休まなかった。口の筋肉の動き、舌の位置など発音の基礎から訓練するものだ。その甲斐あって「日本人にとって中国語学習の一番の壁は発音です。先生の教え方は、まさにそれを乗り越える唯一の指導方法ではないかと思えます」「発音がきれいと言われるようになり、自信ができました」という生徒からの声が董さんの元へ届く。



One year after opening a Chinese language class, Sui opened an erhu class. It is said that people can play simple musical tunes with a erhu in about three months and that the tone helps people to relax. In their events, not only students of the erhu class play erhu, but also students from the Chinese language classes recite poems. “I want them not only to learn the language, but also to adopt the best aspects of the Chinese – the ability to present themselves appealingly,” says Sui.

中国語教室を始めて一年後、二胡教室を開いた。約3ヶ月で簡単な曲が弾けるようになり、音色はリラックス効果もあるという。発表会では二胡の演奏だけでなく中国語教室の生徒が詩の朗読や劇をする。「ただ言葉を覚えるだけではなく、中国人の一番いいところ——きちんと自己アピールができる場所も取り入れて欲しいですから」。

“I suffered and struggled through many difficult days to discover what I am. It is very difficult to be independent and work for myself, but it is most suitable for me to work at what I want to do in my way. It will be wonderful if I can open a shop in Ginza in the future. I want to introduce people to nice Chinese dresses and to more aspects of Chinese culture, too. I enjoy this job – it gives me many opportunities to get to know people. At present, I feel free. Now I can walk my own path and feel proud of myself.”

「私は誰？と迷うくらい悩み、もがいていた日々もありました。独立して一人でやるのは大変ですが、やはり自分の好きなことを自分の考えで仕事することが私には一番向いています。将来は銀座にお店が開けたらいいですね。素敵なチャイナドレスがあるので紹介したいですし、もっと中国の文化を伝えたい。この仕事はたくさんの新しい出逢いがあるから楽しいですね。今は自由になった気がします。背筋を伸ばして歩けるようになりました」。