

(第二版)

# 国际经贸英语 文章精选 (英汉对照)

A Complete Bilingual Reader  
in International Business  
(2nd Edition)

冯祥春 孙春立 主编



对外经济贸易大学出版社

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# 国际经贸英语文章精选

## ( 英汉对照 )

( 第二版 )

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冯祥春 孙春立 主编  
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## 第二版前言

进入 21 世纪后，世界经济呈现风起云涌，险象环生的局面。以美国雷曼兄弟银行倒闭为开端的金融危机，席卷全球，至今风波未平。全球变暖、生态危机频发、绿色经济、低碳经济的狂飙使得 2009 年 12 月的丹麦哥本哈根气候会议成为全球关注的焦点。本版将对以上热点问题进行介绍。本版还新增加了“经济学大师”章节，介绍亚当·斯密，李嘉图，凯恩斯和弗里德曼大师的成长轨迹和主要成就。他们的思想至今仍然是经济决策者们的重要参考。借此机会，谢谢读者对本书的一贯厚爱。

编者

2010 年 4 月

# 初版前言

本书第一版于1991年由商务印书馆发行。面世后，此书受到广大读者热烈欢迎。到现在，十四个春秋已过去。这期间，国际经贸领域发生了历史性的巨大变化。全球经济一体化进程大大加速，发展中国家，特别是中国正在崛起，区域经济不断发展，欧盟、欧元区相继出现，网络和信息等一大批高科技产业迅猛发展和壮大，南北阵营国家的经济发展差距进一步加剧，等等。本书力图反映和体现上述的种种变化，希望它能帮助读者跟上快速发展的国际经贸的步伐。

编者

2006年1月

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# **I . INTERNATIONAL TRADE**

## **国际贸易篇**



## 1. The Principles of International Trade

International trade is the exchange of goods and services produced in one country for <sup>①</sup> goods and services produced in another country. There are several reasons for it.

The distribution of natural resources around the world is somewhat haphazard <sup>②</sup>: some nations possess natural deposits in excess of <sup>③</sup> their own requirements while other nations have none. For example, Britain has large reserves of coal but lacks many minerals such as nickel, copper, aluminum, etc., whereas the Arab states have vast oil deposits but little else. In the cultivation of natural products climate plays a decisive role. Some products will only grow in tropical climates whereas others, such as citrus fruits, require a Mediterranean <sup>④</sup> climate. Moreover, some nations are unable to produce sufficient <sup>⑤</sup> of a particular product to satisfy a large home demand, for example, Britain and wheat. <sup>⑥</sup> These are the reasons why international trade first began.

With the development of manufacturing and technology, there arose another incentive for nations to exchange their products <sup>⑦</sup>. It was found that it made economic sense for a nation to specialize in certain

## 1. 国际贸易原理

国际贸易是一个国家所生产的商品和服务和另一个国家所生产的商品和服务之间的交换。这样做的原因是多方面的。

世界自然资源的分布是带有随意性的。有些国家所拥有的天然资源超过了本身的需要，而别的国家则没有。例如，英国煤的储藏量很丰富，但是很多矿藏，如镍、铜和铝等都很缺乏；阿拉伯国家拥有巨大的石油矿藏，但是其他资源则很少。在天然作物的培育过程中，气候起到决定性的作用。有一些作物只适宜在热带气候的条件下生长，而像柑桔类的水果等其他作物则需要地中海型的气候。此外，有些国家的某个产品的生产不能满足国内的巨大需求，例如英国的小麦就是这样。这些就是国际

① the exchange of...for...: 以...和...进行交换

② haphazard: ['hæp'hæzəd] a. 任意的，随意的

③ in excess of: 超过

④ Mediterranean: [ˌmedɪtə'reɪnjən] a. 地中海的

⑤ sufficient: 这里用作名词，不作形容词

⑥ ...Britain and wheat: 英国和英国的小麦就是这样。这里一个省略句，全句应为: Britain is unable to produce sufficient wheat to satisfy a large home demand.

⑦ there arose another incentive for nations to exchange their products: 此句中主语是 another incentive, there 是引导词，arose 是谓语动词。

activities and produce those goods for which it had the most advantages, and to exchange those goods for the products of other nations which had advantages in different fields. This trade is based on the principle of comparative advantage.

The theory of comparative advantage<sup>⑨</sup>, also called the comparative cost theory, was developed by David Ricardo<sup>⑩</sup>, and other economists in the nineteenth century. It points out that trade between countries can be profitable for all, even if one of the countries can produce every commodity more cheaply. As long as there are minor, relative differences in the efficiency of producing a commodity even the poor country can have a comparative advantage in producing it. The paradox<sup>⑪</sup> is best illustrated by this traditional example: the best lawyer in town is also the best typist in town. Since this lawyer cannot afford to<sup>⑫</sup> give up precious time from legal affairs, a typist is hired who may be less efficient than the lawyer in both legal and typing matters. But the typist's comparative disadvantage is least in typing. Therefore, the typist has a relative comparative advantage in typing.

This principle is the basis of specialization into trades and occupations. At the same time, complete specialization may never occur even when it is economically advantageous. For strategic or domestic reasons, a country may continue to produce goods for which it does not have an advantage. The benefits of specialization may also be affected by transport costs: goods and raw materials have to be transported around

贸易开始出现的原因。

随着制造业和技术的发展,出现了新的因素促使国家之间进行产品交换。人们发现,如果一个国家专门从事一定的生产活动,生产它拥有最大优势的产品,并用这些商品同在其他方面拥有优势的国家所生产的产品进行交换,那在经济上是合算的。这种贸易是在比较优势原则的基础上进行的。

比较优势学说又称比较成本学说,是由大卫·李嘉图和其他 19 世纪的经济学家所建立的。该理论指出,即使有某个国家能以较低的成本生产每一种商品,国家之间的贸易对所有国家仍会有好处。只要在生产一种商品的效率上存在着小的相对的差别,即使是穷国在生产上也会有比较优势。这种似非而是的理论能够用下面的传统例子最恰当地予以说明。某城最好的律师同时也是最好的打字员。这个律师不能放弃他处理法律事务的宝贵时间,就雇用了一名打字员。这个打字员可能在法律和打字方面都不如这位律师,但是这个

⑨ theory of comparative advantage: 比较优势学说, 又称比较成本学说, 是英国经济学家李嘉图提出的依照生产成本相对差别实行国际分工的一种自由贸易理论。

⑩ David Ricardo: ['deivid ri'kɑ:dəu] 大卫·李嘉图 (1772-1823), 19 世纪中叶英国资产阶级古典政治经济学的杰出代表, 代表作是《政治经济学及赋税原理》。

⑪ paradox: ['pærədɒks] n. 似非而是的论点; (与通常见解对立的) 反论

⑫ afford to: 负担得起, 常用在 can, be able to 之后

the world and the cost of the transport narrows the limits<sup>①</sup> between which it will prove profitable to trade. Another impediment to the free flow of goods between nations is the possible introduction of artificial barriers to trade, such as tariffs or quotas.

In addition to visible trade, which involves the import and export of goods and merchandise, there is also invisible trade, which involves the exchange of services between nations.

Nations such as Greece and Norway have large maritime fleets and provide transportation service. This is a kind of invisible trade. When an exporter arranges shipment, he rents space<sup>②</sup> in the cargo compartment of a ship.

The prudent exporter purchases insurance for his cargo's voyage. While at sea, a cargo is vulnerable to<sup>③</sup> many dangers. Thus, insurance is another service in which some nations specialize. Great Britain, because of the development of Lloyd's<sup>④</sup> of London, is a leading exporter of this service, earning fees for insuring other nations' foreign trade.

Some nations possess little in the way of<sup>⑤</sup> exportable commodities or manufactured goods, but they have a mild and sunny climate. During the winter, the Bahamas<sup>⑥</sup> attract large numbers of tourists, who spend money for hotel accommodations<sup>⑦</sup>, meals, taxis,

打字员的相对劣势在打字方面是最小的。因此, 这名打字员在打字方面就有比较优势。

这个原则是实行贸易和职业专业分工的基础。但是, 完全的专业分工可能永远也不会实现, 即使从经济的角度来看是有利的。由于战略和国内的原因, 一个国家可能仍然要生产它并不具有优势的产品。专业分工的好处也可能会受到运输费用的影响, 因为要在世界范围内进行货物和原料的运输, 运输的费用使得贸易获利的范围缩小。国家之间货物自由流通的另一个障碍是可能采用人为的贸易壁垒, 例如关税和配额。

除了有形贸易(即指商品和货物的进出口)以外, 还有无形贸易, 这是指国家之间服务的交换。

希腊、挪威等国拥有庞大的海运船队, 提供运输服务, 这是无形贸易的一种。出口商在安排货运时租用船只货舱的

① narrows the limits: narrows 作动词用, 其宾语是 limits

② rents space: 租舱位

③ be vulnerable to: 容易受到, 如: Young people are vulnerable to temptation. 年轻人容易受诱惑。

④ Lloyd's: [lɔɪdz] n. 劳埃德保险公司, 创始于 17 世纪末叶, 最初是伦敦的一个简陋的咖啡馆, 其后逐渐发展成为世界上最重要的海上保险公司组织和重要的海事信息发布和出版机构。

⑤ in the way of: 在...方面, 如: Hollywood fashions in the way of clothing are servilely imitated by the Japanese. 日本人盲目地模仿好莱坞的服装流行式样。

⑥ the Bahamas: [bə'hɑ:məz] 巴哈马群岛, 位于拉丁美洲西印度洋群岛, 在古巴的北面, 面积有 7,086 平方公里, 人口有 185,000 人, 是旅游胜地。

⑦ accommodation: [ə,kəmə'deɪʃən] n. (常用复数) 招待; 住宿

and so on. Tourism<sup>①</sup>, therefore, is another form of invisible trade.

Invisible trade can be as important to some nations as the export of raw materials or commodities is to others. In both cases, the nations earn money to buy necessities.

(From *The Elements of Export Practice*  
by Alan E Branch)

舱位。

谨慎的出口商为他的货物运输办理保险。在海上, 货物会遇到各种危险, 所以一些国家专门从事保险服务。由于伦敦劳埃德保险公司的发展, 英国是这种服务的主要出口国, 它为其他国家的对外贸易承担保险而赚取费用。

有些国家没有可供出口的初级产品或者制成品, 但是这些国家风和日丽, 气候宜人。在冬季, 巴哈马群岛吸引着大量的旅游者, 他们住旅馆、就餐、坐出租汽车等方面都要花钱。因此, 旅游业是无形贸易的另一种形式。

无形贸易对一些国家来说, 就像原料和商品的出口对别的国家那样重要。在这两种情况下, 这些国家都能赚到钱去购买他们所需要的商品。

(选自艾伦·E·布兰奇所著  
《出口实务初阶》)

① tourism: ['tʊəriz(ə)m] n. 旅游, 旅游业

## 2. Current International Trade

The importance of international trade to the economic health and overall standard of living of a country has never been as clear as it is today. The value of world merchandise exports reached an all-time<sup>①</sup> high of \$5.1 trillion in 1996, a 3.7 percent increase over the value of exports in 1995 and a 4.0 percent increase in physical volume. The growth in value represented an increase of \$180 billion. Throughout the past three decades, international trade volume has, on average, outgrown<sup>②</sup> production.

In terms of<sup>③</sup> major economic areas, the industrialized countries dominate world trade, accounting for<sup>④</sup> about 70 percent of world trade in recent years. The relative importance of the European Union and the United States, Canada, and Japan is evident in terms of both imports and exports. Asia accounts for over 55 percent of the developing countries' imports and exports.

The major markets for all regions' exports<sup>⑤</sup> are in North America, Western Europe, and Asia. This is true for these three areas themselves, especially for Western Europe, which sends 68.1 percent of its exports to itself. In addition, the countries in the regions of Latin America, Central and Eastern Europe and the former Soviet Union, Africa, and the Middle East trade relatively little with themselves.

## 2. 当代国际贸易

国际贸易对经济健康发展及国民总体生活水平的提高来说,其重要性尤其对当今可谓再清楚不过了。1996年世界出口商品总值达到空前的5.1万亿美元,比1995年高出3.7%,货物出口量增加了4%。出口总值增加了1,800亿美元。过去三十年中,世界贸易量的平均额已超过平均产值。

世界贸易就主要经济区域而言,近年来一直是工业化国家在起主导作用,其贸易额已经占世界贸易额的70%。欧盟、美国、加拿大和日本等在世界商品进出口中举足轻重的地位是显而易见的;亚洲的进出口额占发展中国家进出口总额的55%以上。

所有区域性出口的主要市场在北美、西欧和亚洲。以上三个区域的出口市场同样主要限于本地。尤其是西欧,其68.1%的出口都是在本区域内进行的。而拉美国家、

① all-time: a. 空前的

② outgrow: v. 长的比...快(或大、高)

③ in terms of: 按照,用...的话来说

④ account for: 占有

⑤ regions' exports: 区域性出口(产品),指某区域内的国家或地区间的出口



At the individual country and region level, the relative importance of Europe, North America, Japan, and East Asia is again quite evident. The largest world trader is the United States, followed by Germany. Japan, France, the United Kingdom, and Italy are the next largest and, with the United States and Germany, account for 45 percent of world trade. Also noteworthy has been the spectacular growth in the trade of Hongkong, the Republic of Korea (South Korea), Taiwan, mainland China, and Singapore, which have now moved into the top 15 world traders.<sup>⑥</sup>

Turning to the commodity composition<sup>⑦</sup> of world trade, trade in manufactures accounts for almost 75 percent of international trade, with the remaining amount consisting of primary products. Among the primary goods, trade in food products is the largest (9.3 percent) followed by trade in fuels (7.6 percent). Trade in raw materials, ores, and metals accounts for 5.7 percent. In the manufacturing category, machinery and transport equipment account for 38.8 percent of world trade. Automotive<sup>⑧</sup> products are a major subcategory<sup>⑨</sup>, absorbing 9.6 percent of world trade. Other important categories of manufactures include trade in chemicals (9.3 percent) and in textiles, clothing, and miscellaneous<sup>⑩</sup> consumer goods (15.6 percent).

What is especially notable is the current importance of trade in manufactures and the declining importance of primary products. For example, food products accounted for 11.0 percent of world exports in 1980 but only 9.3 percent in 1994; fuels, which constituted

中欧和东欧国家、前苏联、非洲和中东地区本区域内国家之间的贸易相对小些。

就各国和有关地区而论, 欧洲、北美、日本以及东亚国家在世界贸易中的相对重要地位是显而易见的。美国是世界第一贸易大国, 德国次之, 日本、法国、英国和意大利紧跟其后。它们的贸易额占了世界贸易总额的 45%。中国香港、韩国、中国台湾、中国大陆、新加坡等, 这些国家和地区的贸易发展同样令人瞩目, 皆进入世界贸易大户前 15 名的行列。

就世界贸易的商品结构来看, 几乎 75% 都是工业产品。其余的是些初级产品, 其中食品是最主要的 (占 9.3%), 还有燃料 (占 7.6%)、原材料、金属和矿产品 (占 5.7%)。在工业产品中, 机械和运输设备占了世界贸易的 38.8%。其中又以汽车产品为主, 占世界贸易总额的 9.6%。其他重要工业产品包括化工 (占 9.3%)、纺织、服装以及各种消费品 (占 15.6%)。

尤其值得注意的是, 工业产品的重要性日趋明显而初级产品在世界贸易中的地位日渐

⑥ Also noteworthy has been the spectacular growth...: 倒装句。正常的语序应是 "the spectacular growth...has been also noteworthy". spectacular: [spek'tækjʊlə] a. 引人注意的, 壮观的

⑦ commodity composition: 商品结构

⑧ automotive: [ɔ:tə'məutiv] a. 汽车的

⑨ subcategory: [sʌb'kætigəri] n. 子范畴, 亚种

⑩ miscellaneous: [misi'leinjəs] a. 多方面的