

全国外贸中等专业学校试用教材

外贸英语口语

下 册

全国外贸中等专业学校教材编写编

SPOKEN ENGLISH
FOR
FOREIGN TRADE

中国对外经济贸易出版社

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全国外贸中等专业学校教材编写组编

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编写说明

本册的编写体例和上册大致相同。共编三十课，包括进出口业务各个主要环节，其中以出口业务为主。

在语言方面，我们尽量把外贸谈判中常用的，易上口的词汇、短语和口语习惯表达法编进去。还配有多种多样的口、笔头练习，以便大量实践。

本书在出版前，曾在湖北外贸学校和天津外贸学校试用过一轮，任课老师们通过教学实践，提出了不少建设性的意见，在此一并致谢！

本书由齐毅、周希林担任主编，先后参加编写和清稿的有程光明、隋思忠、赵城瑞等同志，并经齐毅同志最后审定。

在编写过程中，蒋恩琦、刘洪、张云平等同志对本书提出了许多宝贵意见，在此表示谢忱。

限于编者的英语和业务水平，错误之处在所难免，请各单位、专家和读者予以指正，以便在再版时修订。

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Lesson One

Meet Trade Delegation from Third World Country

China is carrying out a policy of opening to the world and willing to do business with all countries, big or small, rich or poor. The following is an initial talk about China's foreign trade with the Third World countries.

C: First, I would like to extend warm welcome to our friends, who have come from afar to visit China and hold trade talks with us. I hope you will have a pleasant time here.

A: Thank you very much for your kind reception and all the hospitable arrangements that have been made for us. From the moment we stepped into your country, friendship has surrounded us on every side. You have so cordially received us. I'm sure no one who visits China today will fail to notice the selflessness, the readiness to serve others and above all, the advanced socialist civilization and civic virtues shown by your people.

C: You speak too highly of us. Our work in this

respect still leaves much to be desired. We do want to build an advanced socialist civilization. As these are important objectives as well as necessary conditions for the realization of the four modernizations. In this regard, we learn from others what is good for us and discard what is not.

A: You have really translated into action the principle that all countries, big or small, rich or poor, should be equal.

C: That's what we always adhere to. In developing foreign trade relations, we as well stand for the principle of "equality, mutual benefit and exchanging what one has for what one needs". Such exchange, we believe, will help develop the independent national economy of China and her trading partners as well as promote friendship between the peoples.

A: To speak from our experience, your trade policy contrasts strikingly with those of the western countries who are bent on monopolizing markets and plundering raw materials. It comes into line with the desire and interests of the people of the developing countries. The Third World countries have come to see more and more clearly who their true friend is

C: What we have done is not worth mentioning. China is a nation with a population of more than 900 million. She ought to make a greater contribution to human progress.

A: It's very modest of you to say so. During the short span of thirty years and more you have made amazing achievements. We are sure our people will benefit by your rich experience. What China is doing today will be felt far and wide tomorrow.

C: Under the leadership of our party, we Chinese people have built our country into a socialist state with initial prosperity by maintaining independence and relying on our own efforts. Now we are engaged in a great cause to modernize our country in agriculture, industry, national defence and science and technology.

A: We are much inspired by this great programme of yours. We are sure you are bound to succeed.

C: Thank you for your compliment. China is still a developing socialist country and she belongs to the Third World. In her socialist revolution and socialist construction, China has always enjoyed the sympathy and support of the people of various countries.

A: In our fight against the common enemy, you have given us very sincere support and generous aid. Unlike certain superpowers who always try to make others knuckle under by means of "aid", you never attach any conditions or ask for any privileges. This commands admiration.

C: It's our bounden duty to support the developing countries in their economic development. We never regard such aid as unilateral alms but as something mutual. However, as China's economy is still comparatively backward, the material aid we have provided is very limited. Ability often falls short of the wish. We are determined to strive to change this situation gradually. Now with more and more countries gaining national independence, friendly trade among the Third countries will surely develop further. Mutual exchange of needed products is an important form of mutual help and support. It is not simply a matter of buying and selling.

A: I do agree with you. But as we are still rather backward in economy, the commodities we can supply to our Chinese friends are very narrow in scope.

C: The economic backwardness of oppressed

nations is the result of long time imperialist oppression and plunder. Our two countries have a similar history of struggle for independence. Today we face the common task of opposing the superpower hegemonism. Similar history and common task have built between us a mutual feeling of respect and friendship. The establishment of diplomatic relations between our two countries has opened up a new chapter in the history of our relationship.

A: And I think our trade should be much enlarged in the wake of the establishment of our diplomatic relations. The commodities you have supplied to us are always of great significance to our economic construction. The purpose of my visit here is to examine the prospects of our mutual business and discuss with you a number of questions that turned up in the past year. For instance, we wish to know if your export list could be further enlarged, the terms of payment further improved, etc.

C: I see, perhaps we may have another meeting to go into all the questions you would like to bring up.

A: That would be fine, if it's not too much

trouble to you.

C: No, not at all. Well, don't keep yourself too busy. Take a sightseeing trip around the city for a change when at leisure. There are quite some places of historical interests worth visiting. The city looks its best now. Since we opened up the activities of "five graces and four beauties", we have made certain progress in promoting civility, courtesy, tidiness, orderliness and integrity, and in cultivating a noble heart, polite language, good manners and a beautiful environment. But there is yet much to do to restore our civic virtue, and we cordially invite your comments and suggestions.

A: I've read in the papers that such influence was the legacies of the 10-year turmoil. I'm glad to see that things are turning for the better, and I'm sure the delights your beautiful city can offer will prove to be an unforgettable experience to me. Well, I know you are very busy, so I must not take up too much of your time. I really feel grateful to have been given this interview.

C: It's always a pleasure to talk with our friends.

Words, Expressions and Notes

You have really translated into action the principle that all countries, big or small, rich or poor, should be equal.

你们确实做到了国家无论大小，不论贫富应该一律平等。

In developing foreign trade relations, we as well stand for the principle of "equality, mutual benefit and exchanging what one has for what one needs".

同样在发展对外贸易关系方面，我们主张“平等互利，互通有无”这一原则。

as well 也，又，同样

stand for 主张

civilization n. 文明，文化

discard vt. 丢弃，抛弃

e. g. It's highly necessary for us to discard irrational rules and regulations.

我们很有必要去掉那些不合理的规章制度。

Your trade policy contrasts strikingly with those of the western countries who are bent on monopolizing markets and plundering raw materials.

你们的贸易政策和一心想垄断市场，掠夺原料的某些西方国家的政策相比是一个鲜明的对照。

to contrast strikingly(sharply) with……

和……形成鲜明对照

e. g. The quality of our goods contrasts strikingly with that from other sources.

to be bent on(upon) + gerund phrase 一心, 决心

e. g. The Chinese people are bent on building their country into a powerful socialist country.

The capitalists are bent on making as much profits as possible out of the workers.

come into line with 符合, 和……一致

to be engaged in 从事

to be bound to 一定, 必然

Unlike certain superpowers who always try to make others knuckle under by means of "aid", you never attach any conditions or ask for any privileges.

不同于某些超级大国, 它们总想通过所谓“援助”使别国屈服, 而你们从不带任何条件或要求任何特权。

knuckle under 承认失败, 屈服

by means of 用, 依靠

We never regard such aid as unilateral alms but as something mutual.

我们从不把这种援助看作是单方面的赐予, 而是相互的。

Ability often falls short of the wish.

常常是力不从心。

to fall short of 达不到

e. g. Supply falls short of demand.

And I think our trade should be much enlarged in the wake of the establishment of our diplomatic relations.

而且我认为随着外交关系的建立，我们间的贸易将会有大幅度的增长。

“five graces and four beauties” “五讲四美”

a noble heart, polite language, good manners
and a beautiful environment

心灵美，语言美，行为美，环境美

the ten-year turmoil 十年动乱

I'm sure the delights your beautiful city can offer will prove to be an unforgettable experience to me.

我知道你们这座城市的美丽风光很引人入胜，并会使我难以忘怀的。

Variation of Expressions

- 1.a. We stand for the principle of “equality, mutual benefit and exchanging what one has for needs”.
- b. We persist in a policy of equality, mutual benefit and mutual help to make up what the other lacks.
- c. We always adhere to the principle of equality, mutual benefit and helping supply each other's wants.
- d. It is our policy to trade with the peo-

ple of all countries on the basis of equality, mutual benefit and exchanging needed goods.

e. In promoting trade relations with various countries, we always stick to the principle of equality, mutual benefit and making up what the other needs.

2.a. Ability often falls short of the wish.

b. Things often go against our wish.

c. Things often happen beyond our power.

d. We are often limited by our ability to carry things through.

3. The establishment of diplomatic relations between our

two countries

has opened up a new chapter
has turned over a new leaf
has entered a new era
has placed us in a new phase

in the history of our relationship.

4. Perhaps we may have another meeting

to go into all the questions you
would like to bring up
to discuss in detail all questions you

wish to raise
to probe into the matter
to examine the matter

Exercises

- I. Compose a complete dialogue with a comrade based on the following situations:
1. Give a welcome to the business friends from the Third World.
 2. Answer his questions about China's foreign trade policy to the developing countries.
 3. Give him a brief account about the development in China's national economy.
- II. Fill in the blanks with an appropriate word or phrase:
1. Even if we suffer from natural disaster, we would never _____ help our business friends of the Third world countries.
 2. In our foreign trade, we _____ for the principle that all countries, big or small, rich or poor are _____.
 3. Mr. Wang seems _____ on becoming a technician.
 4. What we have done _____ the desire of