外贸英语口语

上册

全国外贸中等专业学校教材编写组

SPOKEN ENGLISH FOR FOREIGN TRADE

中国对外经济贸易出版社

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出版说明

本书根据一九八〇年八月外贸中等专业学校教材编写 会精神而编写。二年多来,经过集体拟订大纲,多次讨论修改草稿,并经有关外贸学校试用,最后编的本书。

本书旨在进一步打好语言基础, 提高英语口头表达的能力。

全书分上、下两册,一年半学完(约需184学时)。上册为二十课,包括接待外宾的各项活动(如迎送、参观、游览等),下册为三十课,包括进出口业务谈判各个环节,涉及范围较为广泛。

本书有以下特点: (一)以编写目前我国对外贸易中最广泛运用的素材; (二)紧扣外贸专业; (三)每课后出现一定数量的替换词(句)练习; (四)多种多样的口、笔头练习便于复习巩固; (五)为便于教学和自学,本书还配有练习答案(另行出版)。

编写说明

本册课文内容均按接待外宾的活动顺序编排。课文长短不均,坡度较大,每课的学时安排可视学生的实际水平机动处理。

本册体例安排为:课文(对话)、词汇、注释补充常用词汇和练习等。

参加本书编写的有周希林、程光明、 隋思忠等同志。并 经齐毅同志最后审定。

在编写过程中, 张云平等同志对本书提出了许多宝贵意见, 在此表示衷心感谢!

由于编者的水平有限,书中的错误之处可能不少,希望使用单位,专家和读者给予批评指正,以便再版时修订。

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Lesson One

A

At the Airport

J: Peter Jones

A: Airport Attendant

W: Wang Wei-min, an interpreter

J: Excuse me. This is my first visit to China. I have asked the China International Travel Service to send over an interpreter to meet me. Could you tell me where I can find him

A: He'll be with you in a minute. Please go through the entry formalities in the meantime.

J: How do I go about them?

A: Show your passport and vaccination certificate to the officials over there. After that, the Customs officers will examine your luggage.

J: Is that all I have to do?

A: Yes.

(When the entry formalities are over.)

W: Excuse me, but aren't you Mr. Jones from Australia?

J: Yes, I'm Peter Jones.

- W: My name is Wang Wei-min. I'm an interpreter from the China International Travel Service.
- J: How do you do, Mr. Wang? I'm glad you are coming to help me.
- W: How do you do, Mr. Jones? Welcome to China. Did you have a good journey?
- J: Yes, thank you. It was a very smooth flight. I enjoyed it very much.
- W: That's very nice, Mr. Jones. Is this all your luggage?
- J: Yes, just a suit-case and a travelling bag.
- W: Do you wish to go into town by airways bus or by taxi? The bus leaves in about fifteen minutes.
- J: The bus will be fine, thank you.
- W: In that case, suppose we go to the waiting-room, now.
- J: Very good.

(In the waiting-room)

- J: It's perfect weather today. Nice and warm. You know, Mr. Wang, back home at this time of the year, it's in winter.
- W: That's because your country is in the Southern Hemisphere, isn't it?
- J: Exactly.
- W: Is it hard for you to take this sudden change of temperature?
- J: Not really. One expects it.
- W: I see. Have you ever been to China before, Mr. Jones?

- J: No. This is my first visit. It's long been my wish to come to China. Here I am at last. You can't imagine how excited I feel.
- W: I'm glad you have come. I hope you will have a pleasant stay here.
- J: Thank you, I think I shall.
- Loudspeaker: Attention, please. The CAAC bus will leave in five minutes from gate No. 6.
- W: That's our bus. Mr. Jones, let me help you with the luggage.
- J: It's very kind of you, Mr. Wang. Thank you so much.
- W: Not at all. This way, Mr. Jones.

B

At the Station

- Z: Zhang, an interpreter
- S: George Smith, a businessman
- Z: Excuse me, but which of you gentlemen is Mr. George Smith, please?
- S: It's me. Is there anything I can do?
- Z: Oh, may I introduce myself? My name is Zhang, a staff member from the Fair. I've come to meet you.
- S: How do you do? That's very kind of you.
- Z: How do you do?
- S: Well, what should I do now?

- Z: Since you've gone through all the formalities required at the frontier, there isn't much for you to do here at Guangzhou Station. Well, let's go to the department concerned and have your passport examined first, and then I'll take you to the hotel.
- S: All right.
- Z: By the way, where have you come, from London or somewhere else?
- S: Well, I left London by B.O.A.C. the day before yesterday, stopped at Cario and stayed for the night on business, and then I flew K.L.M. to Hongkong by way of Karachi and Rangoon. I left Shenzhen this morning.
- Z: Then you must be very tired after such a long trip.
- S: Well, not very. I'm quite used to long trips because I travel all the year round.
- Z: Oh, you like travelling!
- S: Not in the least, I'm afraid, but as a businessman I'm ready to go anywhere, if possible, to other planets too, where I can do profitable business.
- Z: Yes, I think you are.
- S: What about my luggage, by the way?
- Z: How many things have you brought with you?
- S: Just some personal things. Besides this little parcel I am carrying myself, I've got two suitcases, which may still be in the luggage van.

- Z: You needn't worry about them. The Travel Service will send them to the hotel for you, and the attendants there will deliver them to your room.
- S: That's fine. As a matter of fact, as soon as I got on your train, I began to feel quite at home, thanks to your hospitality. All the guards worked very hard, and the service was really very good.

(After the examination of the passport.)

- Z: This way, please. The car is parket at the corner of the street over there. May I help you with the luggage?
- S: No, thanks. I think I can manage.
- Z: Here we are.
- S: Is this our car?
- Z: Yes, it is.
- S: Oh! What a nice car! What make is this car?
- Z: It's a "Shanghai" of Chinese make.
- S: Very nice indeed!
- Z: The one in front is our "Red Flag", a good car.
- S: Sure. It looks spacious and comfortable. Mr. Zhang, I'd like to know something about motor vehicle industry, would you give me more detailed information sometime?
- Z: I'll be delighted to. Now, shall we get in the car?
- S: All right. Let's.

Words, Expressions and Notes

the China International Travel Service (CITS) 中国国际旅行社 to go through the entry formalities 办理入境手续 How do I go about them? 我应该怎样着手去做呢?

vaccination certificate 种牛痘证

luggage 行李(美语为 baggage)

journey 旅行

a very smooth flight 一次很平稳的飞行

travelling bag 旅行袋

airway 航空公司

perfect 完美的

back home 在家里; 在我们国内

the Southern Hemisphere 南半球

It's long been my wish to come to China.

我一直很想到中国来

CAAC = the General Administration of Civil Aviation of China 中国民用航空总局

department concerned 有关部门

B.O.A.C. (the British Overseas Airways Corporation) 英国海外航空公司

K.L.M. (Koninklijke Luchtvaart Maatschappij) = Dutch Air Lines 荷兰航空公司

by way of . . . 经由

Karachi 卡拉奇(巴基斯坦一城市)

Rangoon 仰光(缅甸一城市)

Shenzhen 深圳

not in the least 一点也不,毫不

planet 行星

profitable business 获利生意
just some personal things 就是一些私人用品
luggage van 行李车
as a matter of fact 事实上,其实
to feel (quite) at home 像在家里一样,很随便
at the corner of the street 在街头拐角的地方
What make is this car? 这是什么牌的汽车?
It's a "Shanghai" of Chinese make. 这是一辆中国造"上海"牌小车

make n. 制造,式样 spacious 宽敞的 motor vehicle industry 汽车工业

Variation of Expressions

1. Excuse me, but which of you gentlemen is Mr. Smith?

but aren't you Mr. Jones
Mrs. Winnington
Miss White
Dr. James

from

Detroit New Zealand London

Australia

?

(Ans.) Yes, I'm

George Smith
Peter Jones
Merry Winnington
Ruth White
Robert James

2. May I introduce myself?

Shall I introduce

Mr. Zhang to you you to my husband to you the members of our delegation

?

3. Permit me to
Allow me to
Let me
I shall

introduce you to our director Mr. Wang.

4. Did you have a

good journey nice trip pleasant journey nice voyage

?

(Ans.) Yes, I enjoyed it very much.

5. In that case, suppose we

get in the train, get on the train, step in the train, get off the plane, go on board the ship, call a taxi,

now.

6. Excuse me, would you tell me

what time the plane will take off
when the plane will be off
when the plane will land in Cairo
when the plane will make the landing
when the plane will touch down the runway

?

7. I'm glad

that you have landed on time you had a smooth flight all the way you have enjoyed the flight

8. Do you wish to

go into town by airways bus or by taxi get to town by trolley-bus take a bus to town call a taxi to your hotel

?

9. That's because

the plane didn't arrive on time
it's being checked at the Rangoon airport
the plane flew against the wind
the economical cabin is cheaper than the
first-class

10. What's the fare to

Hongkong by train, please Beijing by a direct train, please Qingdao by express, please Shanghai by a fast train, please

?

11. You needn't worry about it.

We shall be in time to catch the train.

You won't miss the train to Nangking.

The Travel Service will send it to the hotel.

- 12. a. Is this all your luggage?
 - b. How many pieces of luggage do you have?
 - c. Would you point out your luggage for me?
 - d. Will you kindly tell me where your luggage is?

- e. May I have your luggage checked?
- f. How many things have you brought with you?
- 13. Let me help you with the luggage carry the luggage for you get the luggage for you

May I help you with the luggage?
(Ans.) a. That's very kind of you.
b. No, thanks. I can manage.

- 14. a. Have you ever been to China before?
 - b. Is this your first trip to China?
 - c. Is this the first time for you to come to China?
 - d. Is this your first visit to China?

Additional Words and Expressions

airplane; plane 飞机
jet plane 喷气式飞机
airway; airline 定期航线
runway (机场)跑道
to get on (board) a plane 上飞机
to get off (alight from) a plane 下飞机
a bumpy (rough) flight 一次颠簸得厉害的飞行
to be airsick 晕机
to fly on schedule 按时飞行
to take off (飞机)起飞