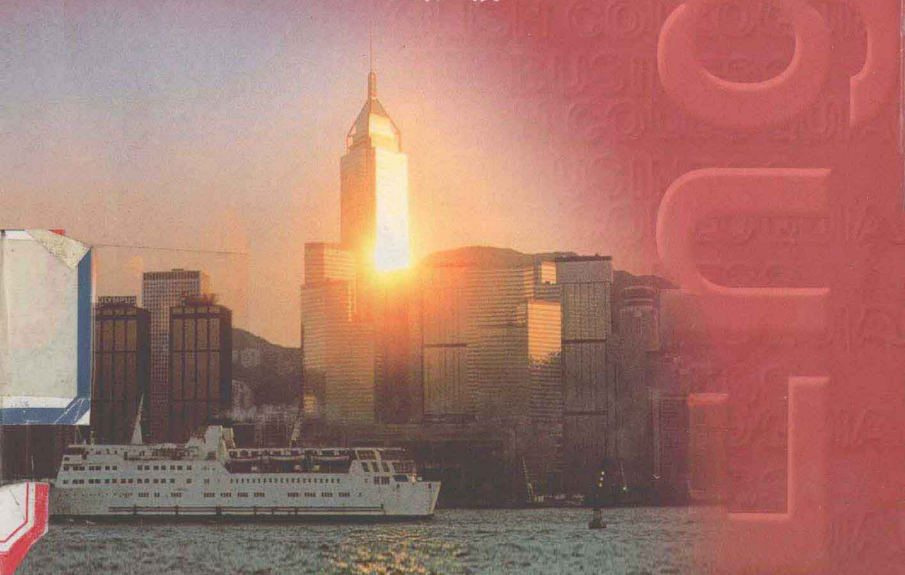


汉英经贸会话系列辞书

江西高校出版社

# 汉英 商贸会话 小辞典

主编 石裕晶  
梁晨



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汉英经贸会话系列辞书

## 汉英商贸会话小辞典

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## 前 言

随着国际交往的增多,我国在各个岗位上任职的工作人员掀起了学英语、讲英语的热潮,汉英经贸会话系列辞书便应运而生了。

本系列辞书有以下几个特点:1. 针对性强。系列辞书中的每一种均是针对一定行业或领域的需要而编写的,行业用语相对集中,因而针对性强。2. 实用、新颖、全面。每种辞书都包括句型和词语两部分。句型部分主要收集各种常用句型,尤其侧重于习惯用语和最新流行用语,有些句型还列出了各种不同表达方式。词语部分主要收集各行业的常用词汇以及新出现的难译词组。3. 学习起点低。本系列辞书所收录的句型,多数为最基本的口语句型,尽量避免了长句和复合句,不涉及复杂的英语语法知识,因此本系列辞书适合英语初学者学习使用。

本系列辞书的主要读者对象为各工商企业、服务行业、国家机关、外事机构、外贸部门等单位的各类在岗人员以及广大英语口语爱好者,也可供大中专院校师生教学参考。“一书在手,开口莫愁”。愿本系列辞书成为您学习英语口语的良师益友。

由于我们水平所限,本系列辞书可能存在不少缺点甚至疏漏之处,恳请广大读者批评指正。

汉英经贸会话系列辞书

编 委 会

## 编者的话

目前,我国的对外贸易势头很好。国内贸易部门也在积极从事进出口业务。因此,我们在这本书中,不仅收录了外贸业务的常用语句,也收录了国内商业各个领域的日常用语,包括适合我国目前形势需要的合资企业、补偿贸易、各专业商店和营业员的英语会话。书中还附有商贸术语和各行各业的商品名称。也就是说,本书将国内贸易和对外贸易结合起来,内容宽广了,读者面也随之增大,实用性就更为突出。我们觉得,这样编排,还是比较适合我国目前的国情的,体现了我国商业发展的趋势。如果这一尝试能得到广大读者的认可,那就是我们最大的安慰。我们也热忱希望广大读者来函向我们提出宝贵意见。

本辞典的编排体例和查阅方法:

1.本辞典由句型和词语两部分组成,每一部分均有几个大类。句型部分每个大类又分若干小类。

2.句型部分分为“对外贸易”、“零售商业”、“专业商店”和“简易营业员英语会话”四个大类,每个大类中的各个小类按汉语拼音字母顺序排列。如:读者想查阅“我想听听你们对包装的意见。”“包装”的“包”字汉语拼音应是“bao”,所以,我们只要到“对外贸易”大类下的 B 栏中去查找即可。

3.词语部分分“商贸术语”和“各行各业商品名称”两个大类,所有词语均按汉语拼音顺序排列。

4.会话中,一个句子有不同的译文时,分行进行排列。

5.一个词语有两种以上的译文时,中间以分号(;)隔开。

6.括号内的词语,表示可以换用或省略,或是注释。

编著者

1995 年 3 月

## 第一部分 句 型

### **Part One    Sentence Patterns**

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## 第一部分 句型 Part One Sentence Patterns

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## 一、对外贸易 Foreign Trade

### B

#### 包装 Packing

我们想听听你们对包装的意见。 We'd like to hear what you say concerning the matter of packing.

我想听听你对我们所交货物的包装有什么意见。 I'd like to hear your comments on the packing for the shipment we've delivered to you.

请告诉我们你们对包装的意见。 Please tell us your suggestion on the packing.

我很想知道包装的具体情况。 I want to know the details about the packing.

这是我们的包装设计,仅供你们参考。 This is our packing design, just for your reference.

我们可以根据你方指令进行包装。 We can pack the goods according to your instructions.

欢迎你们有更好的包装方式向我们推荐。 Your recommendations on improving the packing are welcome.

请问,在运输途中有什么保护性的包装? Would you tell me about the protective packing during transit?

为了保险起见,你们是否能对包装稍加改进。 To be on the safe side, I wonder if you could improve your packing somewhat.

我们订购的这批货,不知你们怎么包装? How would you pack the goods we have ordered?

这是我们的包装设计。可否转给厂方供他们参考? This is our design for the packing. Could you possibly give it to the manufacturers for their reference?

醒目的包装有助于我们促销。 A wrapping that catches the eye will certainly help us push the sales.

吸引人的包装便于我们推销商品。 Attractive wrapping would help us sell the goods.

我们希望包装美观一些。 We hope the packing could be more attractive.

希望图案和色彩能照顾欧洲人的习惯。 We hope that the design and the colour will suit European taste.

在外包装上应标明“小心轻放”。 On the outer packing, please mark "Handle With Care".

你方包装时,请每箱内放 2 到 3 种不同的花样和颜色,这样便于我们发给零售商。 When you pack, please put 2 or 3 different designs and colours in each box. This will make it convenient for us to make distribution to the retailers.

请按所给图样在箱(盒,袋,桶等等)上刷唛头。 Please mark the cases (boxes, bags, casks, etc.) as per the drawing given.

每 10 打装一纸板箱,毛重 25 千克左右。 That will be packed 10 dozen to one carton, the gross weight will be around 25 kilos.

外包装应坚固,以适合运输。 The outer packing should be strong enough for transportation.

内包装必须要有吸引力,以促进销售。 The inner packing must be attractive and helpful to the sales.

木箱不仅要适合海运,还要十分坚固,以保护货物不受任何损失。 The wooden case should be not only seaworthy but also strong enough to protect the goods from any damage.

不同的商品需要不同的包装。 Different articles require different packing.

一个产品有了好的包装才能在世界市场上同别的产品竞争。 An article which has attractive packing can be in competition with any others in the world market.

商品包装应该防湿,防潮,防锈和防震。 The goods must be well protected against dampness, moisture, rust and shock.

包装要适合海运。 Packing should be suitable for transport by sea.

我们保证包装将适合海运。 We can assure you that the packing will be seaworthy.

我们会使图案和包装照顾你们欧洲人的心理。 We'll let the design and colour suit your European taste.

我们产品的包装美观讲究。 Our packing is beautiful and quite well-done.

包装完好无损(破损)。 The packing is in good (bad) order.

我们的包装可以和其它相竞争。 Our packing will be on a par with that of other competitors.

我们通常自己贴上商标,因为我们要对自己产品的牌子负责。 We usually do the labelling ourselves as we are responsible for the brand labels of our own products.

请放心,至今还没有客户抱怨我们的包装有问题。 You may be assured that

everything will be all right. So far, no customers have any complaints about our packing.

包装费用由买方承担。 Buyers bear the charges for the packing.

包装费用按实际成本由买方负担。 Packing charges are for the buyer's account on cost basis.

木箱包装成本得高一些。 Wooden cases would cost more.

包装容器不收费。 No charges will be allowed for packages.

合同价格中已经包括了包装费用。 The packing charge is included in the contract price.

这种包装费用较高。 This kind of packing costs more.

如果保险公司认为包装不适合海运要求,他们可以不负赔偿责任。 If the packing is considered unsuitable for sea voyage, the insurance company will not be responsible for compensation.

此包装很牢固足以承受野蛮装卸。 The packing is strong enough to withstand rough handling.

我们已经着手对包装进行改进。 We have already taken steps to improve the packing.

### 包装材料 Materials for Packing

这批玩具你们打算用什么包装? How will you pack this batch of toys?

我们有3种包装:吸塑包装,挂式包装和起泡包装。 We have three kinds of packing: skin packing, hanging packing and blister packing.

我们每件都用聚乙烯袋包装。 We use a polythene wrapper for each.

货物应按合同用5层厚坚固纸袋包装。 The goods must be packed in 5-ply strong paper bags.

每瓶酒装入盒内用蜡条封好。 Each bottle of wine is put into a box sealed with wax.

纸袋改为塑料袋后,不但保护性能好,而且使商品更有吸引力。 After using plastic bags instead of paper ones, this not only gives better protection but also adds to the attractiveness of the goods.

鞋子我们一般都用纸盒包装。 We usually use cardboard boxes for shoes.

你们能不能改用木箱? Could you use wooden cases instead?

外包装(内包装)是什么样的? What about the outer (inner) packing?

请把每台收录机装一纸板盒,每10台装一木箱,以适合出口。 Please pack each tape recorder in a cardboard box; 10 sets to a wooden case are suitable for export.

我们希望用盒子包装。每半打装一盒,100盒装一木箱。 We would like you to have them packed in boxes of half a dozen each, 100 boxes to a wooden case.

我们同意用硬纸板箱作外包装。 We agree to cardboard cartons for outer packing.

硬纸板箱既轻便又容易搬运。 Cardboard cartons are light and easy to handle.

象衬衫这类轻货,硬纸板箱是足够好的了。 Cardboard cartons are good enough for such lightweight articles as shirts.

纸板箱是很适合海运的。 Cartons are quite seaworthy.

国际贸易中广泛使用硬纸板箱包装这类商品。 Cardboard cartons are extensively used for such articles in international trade.

每个纸板箱都衬防水材料。 Every carton is lined with waterproof material.

每个箱间我们都用金属角片加固,以使它们经得起碰撞。 We use metal angles at all corners to make them strong enough to stand rough handling.

我们用铁皮带加固。 We'll reinforce them with iron straps.

## 保险 Insurance

该保哪些险呢? What risks should be covered?

烦请你查一下猪肉的保险运费。 Could you find out the premium rate for pork?

你们保险条款中有哪些险别? What do your insurance clauses cover?

保险责任的起迄期限有多长? How long is the period from commencement to termination of the insurance?

你们打算保哪些险别? What cover will you take out?

保险费总共是多少? What is the insurance premium in all?

能给我一份保险率表吗? Would you give me an insurance rate?

您放心,一旦货物发出,我会立即投保。 You can be sure that we will have the goods insured as soon as they are shipped.

货物装船后,你必须立即去保险公司投保。 After loading the goods on board the ship you must go to the insurance company to have them insured.

你方必须立即对货物进行保险。 You must get insurance for the shipment at once.

保险的范围写在基本保险单和各种险别的条款里。 The extent of the insurance is stipulated in the basic policy form and in the various risk clauses.

这些险别适合您要投保的货物。 These kinds of risks suit your consignment.

这批货投保平安险。 These goods are to be insured F.P.A..

遵照你方指示,我们将货物投保综合险。 In conformity with your instructions, we have the goods insured against all risks.

你们这批货是以 F.O.B. 条件成交的,应该由你方自行投保。 We have concluded the business on an F.O.B. basis so the insurance should be effected by you.

如果你们这批货以到岸价格成交,我们只投保水渍险。 If you conclude the business on a C.I.F. basis, we'll only insure W.P.A..

我们可以为你们加保破碎险。 We can cover the Risk of Breakage for you.

保险责任在保险货物最后卸载港卸离海轮后 60 天内为限。 The cover will be limited to sixty days upon discharge of the insured goods from the seagoing vessel at the final port of discharge.

我们的保险范围只是发票金额的 110%,如果要求投保更高的金额,那么超过部分的金额所引起的额外保险费应由买方负担。 Our insurance coverage is for 110% of the invoice value only. If more than that is asked for, the extra premium for the difference should be borne by the buyer.

损失一旦发生,你可以在货物到达后 60 天内,向在你方的保险代理人递交调查报告,并提出索赔。 Should any damage be incurred, you may, within 60 days after the arrival of the consignment, file a claim, supported by a survey report, with the insurance agent at your end.

我们按到岸金额加 20% 对货物投保。 We shall cover insurance on the goods for 20% of the C.I.F. value.

增加的费用由买方负担。 The additional premium is for the buyer's account.

不同意在那些海面上投保战争险。 Insurance is not accepted against war risk in those waters.

请按发票金额的 100% 投保水渍险。 Please insure the contract With Particular Average for 100% of the invoice value.

只要是保险责任范围内,(保险公司)就应负责赔偿。 The underwriters are responsible for the claim as far as it is within the scope of cover.

信用证中只要求投保“综合海运险”。 In the Letter of Credit only insurance for "all marine risks" is requested.

这张保单为我们保提货不着险。 This insurance policy covers us against TP-ND.

我们已按人民币 10 万元的金额对货物投保了仓损险。 We have insured the goods against total loss for RMB ¥ 100,000.



我们按发票金额的 110% 投保水渍险。 We shall cover W.P.A. for 110% of the invoiced value.

投保的险别为水渍险加破碎险。 The coverage is W.P.A. plus Risk of Breakage.

我们可以为您加保破碎险。 We can cover the Risk of Breakage for you.

你方货物适合投保水渍险和破碎险。 W.P.A. plus Risk of Breakage suits your consignment.

破碎险属于一般附加险。 Risk of Breakage is classified under extraneous risk.

保险公司一般承保水渍险。 The insurance company generally underwrites W.P.A..

我们只负责投保水渍险。 We only insure W.P.A..

我们为货物投保水渍险。 We will have the goods covered against W.P.A..

加保破碎险增加的费用由买方负担。 The additional premium of Risk of Breakage is for the buyer's account.

水渍险所负的责任较平安险宽,因此保险费也较高。 The W.P.A. insurance covers more risks than the F.P.A. and the premium is also higher than it.

按常规,额外保险费应由买方负责。 As a rule, the extra premium involved will be for the buyer's account.

主要条款有平安险、水渍险和综合险三种。 There are three basic covers, namely, Free from Particular Average, With Particular Average and All Risks.

保险费是根据投保的保险费率计算的。 The premium is calculated according to the premium rate or rates for risk to be covered.

被保险货物在最后卸载港卸离海轮后,保险责任以 60 天为限。 The cover shall be limited to 60 days upon discharge of the insured goods from the seagoing vessel at the final port of discharge.

该险别的保险费率是 0.25%。 This risk is coverable at a premium of 0.25%.

我们要用国际保险中惯用的“仓至仓”责任条款。 We adopt the warehouse to warehouse clause which is commonly used in international insurance.

保险公司保此种险有 5% 的免赔限度。 The insurance company insures this risk with a 5% franchise.

空运保险一般要比海运便宜。 Generally speaking, aviation insurance is much cheaper than marine insurance.