

English Dialogues
Concerning
External
Economics

涉外经济 英语会话

刘晋方 潘昌森
张妙珍 张雪云
编译



同济大学出版社

339563

涉外经济英语会话

刘晋方 潘昌森 编译
张妙珍 张雪云

同济大学出版社

责任编辑：洪建华

封面设计：王肖生

DU41/12

涉外经济英语会话

刘晋方 潘昌森

张雪云

编

同济大学出版社出版
(上海市四平路 1239 号)

新华书店上海发行所发行

江苏大丰县印刷二厂印刷

开本：787×1092 1/32 印张：4.75 字数：106千字

1989 年12月第1版 1989 年12月第1次印刷

印数：1-7500 定价：1.85元

ISBN 7-5608-0339-3/H·68

前 言

当代科学技术的迅猛发展推动了生产的国际化。在这种形势下,任何一个国家都不可能闭关自守。事实证明,很多国家正是利用了这种国际合作关系才发展搞活了本国的经济。

为了加快社会主义现代化建设的步伐,对外实行开放,对内搞活经济,利用外资,引进技术,我国开展国际工程技术合作有了很大发展。这对于推动技术进步,加强企业科学管理,提高经济效益,有很大作用。

为适应我国从事这方面工作同志的需要,我们特以苏联经济学博士L.帕茜摩娜所著的《对外经济联系会话课本》为蓝本编译了此书。苏联早在30年代就十分重视引进西方技术,吸收外资,大量组织国际工程项目,为国家工业化取得了显著成效,积累了丰富的经验,值得我们借鉴。

本书的特点是内容丰富,语言生动,既有会话(谈判),又有练习、信函,深入浅出地帮助从事涉外经济的读者解决业务活动中经常遇到的各种问题。

本书由同济大学潘昌森、张妙珍、张雪云编译,上海外贸学院刘晋方全面校核和润笔。工作中可能有不足、疏漏之处,欢迎读者批评指正。

《涉外经济英语会话》编译小组

1989 年

**Main Personages in
Dialogues**

**对话中的
主要人物:**

K: Mr. Korobkin K: 科罗布金先生

W: Mr. Wang 王: 王先生

CONTENTS

目 录

| | |
|---|--------------------|
| § 1 Economic and Technical Co-operation [1] | 经济技术合作 |
| 1.1 Extending Credit | 贷款 |
| 1.2 Tendering | 投标 |
| 1.3 Commission | 佣金 |
| 1.4 Sales of Licences and Know-How | 转让许可证和“诺浩” |
| § 2 Contract [26] | 合 同 |
| 2.1 Prices of Contract | 合同价 |
| 2.2 Calculation of the Contract Prices | 合同价的结算 |
| 2.3 Terms of Payment | 支付条件 |
| 2.4 Currency | 货币 |
| 2.5 Prepare the Contract for Signing | 准备签署合同 |
| § 3 Cooperation on “Turn-Key” Basis [54] | “启钥”式合作 |
| 3.1 Carrying Out Design Work | 设计工作 |
| 3.2 The Construction of the Site | 工地建设 |
| 3.3 Subcontracting Some Works | 分包工程 |

- | | |
|--|-----------|
| 3.4 Delivery of Equipment and Materials | 供应设备和材料 |
| 3.5 Delaying Construction | 延迟完工 |
| 3.6 The Trial Test of the Project | 工程项目调试 |
| 3.7 Sales of Building Equipment and Mechanisms | 转让施工设备和机械 |

§ 4 Insurance [99]

保 险

- | | |
|----------------------------------|--------|
| 4.1 Insurance | 保险 |
| 4.2 Maintenance Guarantee Period | 使用保证期 |
| 4.3 Claims and Arbitration | 索赔和仲裁 |
| 4.4 Force-Majeure Circumstances | 不可抗力情况 |

§ 5 Intelligence Cooperation [125]

智 力 合 作

- | | |
|--|---------------|
| 5.1 Visas for the Experts Sent Abroad | 向国外派遣专家的签证 |
| 5.2 Living Conditions | 生活条件 |
| 5.3 Raising a Request for Training Local Personnel | 提出为受援国培训干部的请求 |
| 5.4 Arrangement for Receiving Work | 为接待工作作好安排 |

§ 1 Economic and § 1 经济技术合作

Technical

Cooperation

Dialogues

对 话

1.1 Extending Credit

1.1 贷 款

W: Mr. Korobkin, have you considered our request to grant us credit for the construction of the hydroelectric station in our country?

王: 科罗布金先生, 关于我国为修建水电站向贵方提出的贷款申请, 贵方已经考虑过了吧?

K: Yes, Mr. Wang, we have. We know that you are implementing a wide program of national development and we are ready to extend credit for the construction of the project.

K: 是的, 王先生。我们知道, 贵国正在实现国民经济发展的宏伟计划, 所以我方准备为建造这一工程提供贷款。

W: I'm glad to hear that. And on what terms?

王: 这一消息令人鼓舞。那么具体条件是...

K: The credit can be granted for 5 years at 9% per annum.

K: 贷款以五年为期, 年息 9%。

W: The interest rate seems to us

王: 科罗布金先生, 这

somewhat overestimated, Mr. Korobkin. Could you reduce it?

K: We can't make you such a concession. We believe that the 9% interest rate is quite reasonable.

W: I see, Mr. Korobkin, we'll have to think over your proposal. Will you please consider the possibility of our repaying the credit by our traditional export goods?

K: Yes, we shall. But we believe it reasonable to provide for the repayment of the credit in hard currency as well, if the traditional export goods are not available.

W: No objection, Mr. Korobkin.

一利率对我们来说好象高了一点。贵方能否减少一点呢?

K: 这一点我方无法通融。我们认为9%的利率是完全合理的。

王: 好吧, 科罗布金先生, 我方将考虑贵方的提议, 但是贵方能否考虑我方以传统出口商品抵偿贷款呢?

K: 好的, 我们愿意考虑。但是如果传统出口商品不合适时, 我们认为用硬通货抵偿贷款是合理的。

王: 没有反对意见, 科罗布金先生

1.2 Tendering

W: Mr. Korobkin, the Government of our country has invited tenders for the construction of a refinery. Would you like

1.2 投 标

王: 科罗布金先生, 炼油厂建设项目我国政府已经开始招标。贵方是否愿意投标?

- to take part in the tender?
- K: Yes, participation in tenders is in our line of business, but we would like to know what we shall have to do if we agree to send our bid?
- W: As it stands, in addition to the bid you are to submit information on cost, construction time and the volume of work [s] concerning the projects already constructed by you.
- K: We'll try and do it without delay, but we should like to know the requirements of the tender committee.
- W: Certainly, we shall get a complete set of tender documents for you and you will be able to study the requirements. The expenses involved will be charged to your account, though.
- K: Well, we don't object. By the way, must we guarantee in any way our participation in the tender?
- K: 是的, 参加投标是我们的业务范围, 但是, 我们想知道, 如果我方同意递盘, 我们该做些什么?
- 王: 通常, 除了申请书以外, 贵方还应该提供过去已经承建过的工程项目的工价、周期和规模的资料。
- K: 这我们一定尽量毫不拖延地完成, 但是我们想知道投标委员会的要求。
- 王: 那是当然, 我们一定会为贵方提供全部投标的文件, 这样贵方就可以研究工程的要求了。不过, 与此有关的费用将请贵方负担。
- K: 那没有问题。顺便问一声, 我们是否需要以某种形式表示一下我们保证投

标呢？

W: You will have to pay "earnest money" to guarantee your participation till the end of the tender.

王：请贵方支付“定金”，以保证贵方始终可以参加这次投标。

K: That's quite fair. What are our chances [of success], Mr. Wang?

K：这是完全合理的。王先生，您认为我们成功的机缘有多大？

W: We know that you have great experience in this field and that you render vtechnical assitance on fa-ourable terms. I think you may win the tender.

王：我们知道，贵方在这方面经验丰富，可以在有利的条件下提供技术援助。我想，贵方是能够赢得这次投标的。

K: Let's hope so. And meanwhile we must consider your offer once again and we shall give our reply in the near iuture.

希望如此。当前我们必须再一次研究贵方的建议，并在最近给贵方答覆。

W: I'm sure it will be positive.

王：敬候佳音。

1.3 Commission

1.3 佣金

K: We would like to discuss the amount of commission.

K：我们想讨论一下佣金问题。

W: We suggest a commission rate of 3% of the total value of annual sales.

王：我们建议佣金为年销售额的3%。

- K: I don't think that 3% will be sufficient considering the range of services we are offering.
- K: 考虑到我方将提供的种种服务,我认为,3%是不够的。
- W: But we undertake to provide all the publicity material and the staff to run a showroom. We also undertake to pay for the showroom operation expenses.
- 王: 但是,我方承担了提供全部广告资料和经营展览大厅人力的义务。我方还偿付展览厅的经营费用。
- K: Does that mean that all the publicity expenses will be covered by you?
- K: 是不是贵方承担全部广告费?
- W: About 70% of them. Publicity materials will be presented in English.
- 王: 大约70%。广告资料将使用英语。
- K: Good, then we can agree to the 3% commission in the first year the agency is operating.
- K: 很好,这样的话,在执行第一年经销协定时,我们可以同意3%的佣金。
- W: All right, when the first year is out we'll return to the matter.
- 王: 好吧,一年以后我们再来讨论这个问题吧。
- K: And how will the commission be paid?
- K: 那么这佣金如何支付呢?
- W: Our usual practice is quarterly payments against your invoice.
- 王: 常规的办法是:每一季度凭贵方单据

ces.

支付一次。

K: That suits us perfectly.

K: 这样做对我方也十分方便。

1.4 Sales of Licences and Know-How

1.4 转让许可证和“诺浩”

K: Mr. Wang, we can get down to business now.

K: 王先生, 让我们开始谈判吧。

W: Yes, certainly. We are interested in your offer for the selling of know-how on the manufacture of converters...

王: 好的。我们对贵方转让制造变压器技术秘密(“诺浩”)的提议很感兴趣。

K: I'm glad to hear that. And what conclusion have you come to?

K: 很高兴听您这么说。那么您的具体打算呢?

W: This type of cooperation suits us perfectly but before we give our final reply we'd like to clear up some points...

王: 这种合作方式我们十分欢迎, 但是在作出最后的答复前, 我们想明确几个问题。.....

What is the difference between buying the right to use inventions and the purchase of know-how?

购买发明的使用权和购买“诺浩”有何区别?

K: The thing is that at the present time it's not enough to buy only the right to manufacture, while know-how licences go

K: 问题是, 现在仅仅获得制造权是不够的。“诺浩”许可证交易可使购证人掌

- to the licensee together with the so called production secrets.
- W: What exactly does this term mean?
- K: It means that the licensee is provided with information in terms of DPR*, drawings, technological instructions. All this reveals the Supplier's secrets in this field.
- W: Thank you for the clarification, Mr. Korobkin. And how long will this agreement be valid?
- K: We offer 3 years, the licensee having the right to prolong it for another 3 years.
- W: That suits us. Oh, yes, we haven't yet discussed the question of commission.
- K: The licence treaty provides [for] 5% allocations of the sales cost during the first two years and 3% during the remaining years that the treaty is in force.
- 王: 能把这话讲得具体一点吗?
- 王: 这就是说, 将为购证人提供下列信息: 发发展展划规划报告、图纸、工艺说明书, 即出让者提供这方面的全部秘密。
- 王: 谢谢您的解释, 科罗布金先生。这个协议有效期多久?
- 王: 我们提议为三年。购证人有权再延长3年。
- 王: 这对我们是合适的。喔, 我们还没有讨论过佣金问题呢。
- 王: 许可证条约中规定, 在最初二年里佣金是售价的5%, 在条约生效的其余年份里则为3%。

* Developing Planning Report 发展规划报告

Exercises

练 习

Part 1

(一)

- | | |
|--|--|
| 1) I am here to represent the business circles of ... Argentina. Sweden. Japan. France. | 1) 我代表……的商界。 阿根廷 瑞典 日本 法国 |
| 2) We are interested in ... foreign economic activity of your country. commercial operations of your firm. machine-building. assistance in development of the economy of developing countries. | 2) 我们对……感兴趣。 贵国的对外经济活动 贵公司的商务 机器制造业 援助发展中国家的 经济发展 |
| 3) We are willing to establish with your country...economic relations. mutually advantageous long-term stable trade | 3) 我们愿意与贵国建立……经济关系。 互利的 长期的 稳定的 贸易的 |

- | | |
|---|------------------------------|
| 4) On what terms does...grant credits? | 4)在什么条件下提供贷款? |
| the State Bank | 国家银行 |
| the exporter's bank | 出口银行 |
| the commercial bank | 商业银行 |
| the International Bank for Economic Cooperation | 国际经济合作银行 |
| the International Investment Bank | 国际投资银行 |
| 5) We'd like to get a...credit. | 5) 我们希望得到..... |
| bank | 贷款 |
| state | 银行 |
| long-term | 国家 |
| commercial | 长期 |
| short-term | 商业 |
| 6) The credit shall be repaid within 10 (15,20) years by... annual installments. | 6) 贷款以.....在 10(15, 20)年内偿还。 |
| semi-annual installments. | 每年分期付款的方式 |
| | 每半年分期付款的方式 |
| equal installments. | 批次分期付款的方式 |
| 7) Payment for the deliveries of equipment shall be made from... clearing accounts. | 7) 设备提供费将通过.....支付 |
| | 汇划结算(票据交换)。 |
| credit accounts. | 贷款方式。 |

- | | |
|---|--|
| <p>8) Credit repayment shall be made... in hard currency. by deliveries of traditional export goods.</p> <p>9) ...will be used for the implementation of the project. External financing Internal financing</p> | <p>8) 贷款用……偿还。 硬通货 提供传统的出口商品</p> <p>9) 工程项目将用…… 实施。 外资 国内资金</p> |
|---|--|

Part 2

(二)

- | | |
|--|--|
| <p>1) Have you prepared your bid?</p> <p>We are prepared... an alternative bid. a competitive bid. the lowest tender.</p> <p>2) What dues shall we have to pay?</p> <p>Registration dues.</p> <p>3) You've won the tender, haven't you?</p> <p>Yes, we have offered favourable terms for the construction of a project.</p> <p>4) Does the time of the execu-</p> | <p>1) 贵方已准备递盘了吗? 我们准备以……递盘。 两种价格 竞争价格 最低价格</p> <p>2) 我们应付什么税? 登记税。</p> <p>3) 贵方已中标了, 是吗? 是的, 我们已经为建设工程提供了最有利的条件。</p> <p>4) 建设工程的期限对贵</p> |
|--|--|