

德兰实用英语

# 外贸接待工作英语

(英汉对照)

A Merchant Comes to China

- 机场迎宾
- 设宴招待
- 经济谈判
- 参观游览



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# 外贸接待工作英语

(英 汉 对 照)

**A Merchant Comes to China**

熊德兰 著

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## 出版说明

《外贸接待工作英语》是熊德兰教授的近作，通过介绍一位外商来华后的各种活动，描述了我国外贸工作人员如何热诚接待，陪同游览，同时推销各种产品。此书以对话的形式使读者不但学到许多英语口语表达法和外贸术语，而且使之深入其境，增加接待外商工作的知识。

本书内容生动活泼，幽默风趣，人物栩栩如生。它也是一部多幕多景的剧本。书中语言较简易，便于学习；除译文之外还补充了大量的常用句型、习惯用语和外贸方面的词汇；是一本较实用的英语自学书。

陆钦琰同志为该书编写了补充词汇，谨此致谢。

1994年1月

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# **PART ONE**

## **第一部分**

***You Are Welcome***

**欢迎你**



## Act One

### Arrival in Beijing

#### Scene 1 On the Airplane

*(The plane has landed at Capital Airport and the passengers are getting down, but Dora Dobbs, a smartly dressed young blonde with sun-glasses, is still reading a book on a seat by the window. An air-hostess approaches her.)*

**Hostess:** Excuse me, madam, we've already arrived in Beijing.

**Dobbs:** *(puts down her book calmly)* Yes, I know.

**Hostess:** But you don't seem to be ready to get off.

**Dobbs:** The book is so fascinating! It's about Sherlock Holmes' trip to China, you know.

**Hostess:** You mean Holmes, the world-renowned detective? But as far as I know, he never came to China.

**Dobbs:** Yes, he did. According to this book, he became a merchant when he was old, and came to China for china. ①

**Hostess:** He came to China for China<sup>①</sup>?! I beg your pardon! I haven't the faintest idea of what you're talking about, madam.

---

① china 瓷器、China 中国，两个词发音完全一样，因而航空小姐误解了。

## 第 一 幕

### 到 达 北 京

#### 第一景 在飞机上

（飞机降落在首都机场，旅客们正在下飞机，而朵拉·朵波丝，一位身着时装，戴着墨镜的金发女郎，却仍坐在窗口看书。航空小姐向她走来。）

小姐： 女士，打扰您了，我们已经到北京了。

朵波丝：（镇静地放下书）是的，我知道。

小姐： 可看来您好像还没做好下飞机的准备。

朵波丝： 这本书太吸引人了！你要知道，这书讲的是谢洛克·福尔摩斯来华旅游的事。

小姐： 您指的就是那位世界闻名的福尔摩斯？可是据我所知，他从未来过中国。

朵波丝： 不，他来过。据这本书上说，他在晚年轻商了，为了（贩）瓷器来到了中国。

小姐： 他为了中国而来中国？对不起！我一点也不明白您在说什么。

**Dobbs:** I mean he came to China to deal in chinaware.

**Hostess:** I see! But it's no time to discuss Sherlock Holmes, madam. All the passengers have got off except you.

**Dobbs:** (*looks at the empty plane*) So they have. Well, somebody has to be the last to leave. I'll just collect my baggage and off I shall go! (*looks for her travelling-bag*) Golly! Where's my bag?

**Hostess:** It's right in your hand, madam.

**Dobbs:** No! This is my hand-bag; it's the travelling-bag that is missing.

**Hostess:** Is it the brown one on the luggage-rack?

**Dobbs:** No. Mine is a dark brown one, and a bit smaller than this. I put it on the rack, next to this brown bag.

**Hostess:** Somebody must have taken yours by mistake. These sorts of things have happened before.

**Dobbs:** That's too bad! I shouldn't have been reading this book just now, but it was so thrilling! — The murderer was just going to bump off a rich old woman when Sherlock Holmes peeped in at the window.

**Hostess:** And you were just reading that exciting part of the story when the plane landed, I suppose?

**Dobbs:** (*smiling*) Yes, that's exactly what happened. How could I keep an eye on my belongings when I was so absorbed in the book?

**Hostess:** You are taking all this very calmly, madam, but

**朵波丝：** 我是说他来华是为了做瓷器买卖的。

**小姐：** 我明白了！不过这会儿不是讨论谢洛克·福尔摩斯的时候。除了您，所有的旅客全都下飞机了。

**朵波丝：**（望着空荡荡的飞机）他们果然都走了。反正总得有人最后下飞机。我只要取出行李就走啦！（寻找她的旅行包）哟！我的皮包在哪儿？

**小姐：** 就在您的手里，女士。

**朵波丝：** 不对！这是我的手提包；丢了的是旅行包。

**小姐：** 是行李架上那个棕色皮包吗？

**朵波丝：** 不是。我那个包是咖啡色的，比这个略微小一些。我把它放在行李架上，在这个棕色皮包旁边。

**小姐：** 一定有人错拿了你的旅行包。以前也发生过类似的事情。

**朵波丝：** 真糟糕！刚才我不该看这本书，可是这书太吸引人了！——那个杀人犯正要把一位有钱的老太太干掉的时候，福尔摩斯刚好在窗外偷看。

**小姐：** 我估计这架飞机着陆的时候，您正好在看这段热闹的情节，对不对？

**朵波丝：**（微笑）是的，当时就是这样。当我全神贯注地看书的时候，怎么能够看守我的东西呢？

**小姐：** 这事儿前前后后您都显得挺镇静，女士，而别的旅

other passengers would be flabbergasted if they find their luggage missing. Is there any money in that bag of yours?

**Dobbs:** No. There are some clothes and things, that's all. I keep my traveller's cheques and jewellery in this hand-bag of mine, and I never part with it.

**Hostess:** That's very wise of you, madam. We'd better send this big brown bag to the Lost Property Office; if anyone comes to claim it, he or she would probably be the person who has taken away your bag by mistake.

**Dobbs:** Or on purpose. You never can tell.

**Hostess:** Come with me, please!

*(Dora Dobbs follows the air-hostess down the plane.)*

## **Scene 2 At the Airport**

*(The air-hostess is taking the travelling-bag to the office building of the airport, with Dobbs following her.)*

**Hostess:** Where are you from, madam?

**Dobbs:** I got on the plane in Hongkong.

**Hostess:** That I know; it was a Hongkong-Beijing flight.

What's your nationality, if I may ask?

**Dobbs:** I'm a Revivian.

**Hostess:** Pardon?

客如果发现自己的行李丢失了，就会惊慌失措了。

您的那个皮包里装了钱吗？

**朵波丝：** 没装钱。只有一些衣服等等。我把旅行支票和首饰放在我的这个手提包里，而且手不离包。

**小姐：** 您这样做非常明智，女士。我们最好把这个棕色大皮包送到失物招领处去；如果有人来招领，这人，无论男女，可能就是误拿了你这个行李包的人。

**朵波丝：** 他也可能是故意拿走的。谁也说不准。

**小姐：** 请跟我来！

（朵拉·朵波丝跟随航空小姐下飞机。）

## 第二景 在机场

（航空小姐正将旅行包送往机场办公楼，朵波丝跟随着她。）

**小姐：** 女士，您从哪儿来？

**朵波丝：** 我是在香港上飞机的。

**小姐：** 我知道，那是香港至北京的班机。请问，您是哪国人？

**朵波丝：** 我是瑞维威亚人。

**小姐：** 对不起，请再说一遍。

**Dobbs:** I'm from Revivia. Have you ever heard of the place?

**Hostess:** No, I'm afraid not. Where is it?

**Dobbs:** It's a small country on the Pacific. I've been hoping to come and see China ever since I was a kid, but I never knew that the moment I arrived here, my bag would be pinched. What luck!

**Hostess:** But I don't think it has really been stolen, madam. If the person had taken it on purpose, he wouldn't have left his own bag behind, would he? I'm taking this brown bag to the Lost Property Office; will you come with me, so as to register your lost bag there?

**Dobbs:** Never mind. Since there aren't any valuables in it, I won't bother to get it back.

**Hostess:** But your clothes are in it, madam. Don't you need them during your stay here?

**Dobbs:** I'll buy some new ones in Beijing, and another bag or a suitcase.

**Hostess:** Apparently, you can afford it easily. Maybe you are a millionairess, for all that I know.

**Dobbs:** A millionairess? (*laughs*) I wish I were! I'm only a poor student that's been saving up for years for this China trip.

**Hostess:** I don't believe a word of what you are saying!

**朵波丝：** 我来自瑞维威亚。你听说过这地方吗？

**小姐：** 好像没听说过。在什么地方？

**朵波丝：** 它是太平洋上的一个小国家。我从小就一直想来华参观，可万万没想到一到这儿，旅行包就被盗了。  
真倒霉！

**小姐：** 可我并不认为皮包是真的被人偷了，女士。如果有人故意拿走，他就不会丢下他自己的旅行包，对不对？我这就把这个棕色皮包送到失物招领处去；请您跟我来，到那儿去登记您丢失的旅行包。

**朵波丝：** 没关系。既然包里没什么值钱的东西，我也就不准备费神把它弄回来了。

**小姐：** 可里面有您的衣服，女士。您在这儿逗留期间难道不需要衣服吗？

**朵波丝：** 我会在北京买些新衣服，再买一个旅行袋或者手提箱。

**小姐：** 显然您花这笔钱算不了什么。尽管我不太清楚，您可能是位百万富翁吧。

**朵波丝：** 百万富翁？（大笑）我要是百万富翁就好啦！我只不过是个穷大学生，为了这次来华旅游我攒了好些年的钱呢。

**小姐：** 我一点儿都不信您这些话。您既然不想弄回您的行



Since you don't want your luggage back, you needn't follow me to the Lost Property Office. (*points another way*) That's the way to the Customs. Goodbye, madam!

**Dobbs:** Bye-bye, miss! Thanks a lot.

**Hostess:** Not at all. If I may say so, madam, next time you travel as a "poor student", you should be disguised as one, instead of wearing such an expensive suit.