

实用汉英外经贸翻译手册

• 外经贸系列英语丛书 •

主编 孟庆升

**A Practical Foreign
Trade Chinese-English Translation
Handbook**

天津科技翻译出版公司

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A Practical Foreign Trade
Chinese-English Translation Handbook

孟庆升 主编

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孟庆升

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前 言

随着改革开放政策的深入贯彻执行,我国的对外贸易日益繁荣,经济技术交流的范围不断拓宽,外经外贸工作者的队伍迅速发展起来。目前的对外贸易业务人员中有许多新手,他们的英语水平较好,但却并非学外贸专业的。这些人员迫切需要尽快掌握外贸专业知识,提高运用外贸英语的技巧和能力,以便更好地胜任工作。本手册正是为满足广大外贸业务人员的这一需要而编写的。

本手册系根据主编者从事外贸英语课教学的经验体会,参考有关外贸专业教材及外经贸业务的文献资料编写而成的。手册中入选的1000余条术语都是在外经贸业务中经常用到,外贸业务人员必须熟练掌握和运用的。每条术语下面附有若干个汉英翻译实例,来帮助读者正确理解、掌握和使用。例句的编排以外贸谈判为主线,并尽量保持其具体使用场合的特殊风格,以确保读者在接待外商和业务谈判中能运用得体,避免不必要的差错。为方便读者查阅使用,这些术语按其使用范围分为外贸政策、市场调查、建立贸易关系、询价、报盘、还盘、供求关系、销售、价格、付款、订购、包装、装运、交货、保险、索赔、仲裁以及技术转让、补偿贸易和合资企业等40个类别。每一类术语独立成章,共40章。每一章内的术语,则按照汉语拼音字母顺序排列。书的末尾还附有外贸常用词语、缩略语及电传缩略词等供读者参阅。

本手册题材广泛、内容丰富、实用性强,既可用作高等院校有关专业的教材,又可作为外贸业务人员的参考工具书。本书作者衷心希望业已从事和有志于从事外贸工作的读者朋友能够从中获得裨益。

本手册在构思、编写和出版的过程中,得到了天津科技翻译出版公司的大力协助和支持,作者谨此表示衷心的感谢。

由于编写时间仓促,加之作者水平有限,书中难免出现错误和不妥之处,敬请各位读者不吝赐教。

编者

1995年8月

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一、外贸及外贸政策 (Foreign Trade and Foreign Trade Policy)

报关 customs entry

- 1) 该批货物重量为 75 吨, 价值 600 美元。请以本公司名义向海关报关。

Please clear through the customs, making entry in our name, and declaring weight at 75 tons, value US \$ 600.

边境贸易 border trade

- 2) 两国间的边境贸易发展迅速。

Border trade between the two countries are developing rapidly.

- 3) 此项规定不适用于任何一方为方便边境贸易而给予邻国的优惠。

This article shall not apply in the case of advantages accorded by either contracting party to neighbouring countries for the purpose of facilitating border trade.

补偿贸易 compensation trade

- 4) 我们已采取了分期付款、补偿贸易等贸易方式。

We have adopted payment by instalments, compensation trade and so on.

- 5) 补偿贸易是我们贸易中的一种新作法, 我们还得摸索着前进。

Compensation trade is a new practice in our trade and we have to feel our way forward.

不二价政策 one-price policy

- 6) 我们这里都是执行不二价政策。

We have been encouraged to follow the one-price policy.

出口 export

- 7) 我们已经出口了许多货物, 但还必须出口更多些。

We have exported a lot of goods, but we must export still more.

8) 你们经营瓷器的出口吗?

Do you handle the export of chinawares?

9) 本公司向贵国、加拿大、英国和其他欧洲国家出口地毯已有多年。

Our company has exported for years carpets to your country, Canada, England and other European countries.

促进贸易 to promote trade (business)

10) 我们向您保证我们将尽全力既促进贸易又增进友谊。

We assure you that we'll do our best to promote both trade and friendship.

11) 缔约双方应促进两国之间贸易关系的扩大与发展。

The contracting parties shall promote the expansion of trade relations between the two countries.

12) 缔约双方将在各自的法律和规定许可的范围内,努力促进和加强双方之间的贸易。

The two contracting parties will endeavour, within the framework of their respective existing laws and regulations, to promote and intensify trade between themselves.

贷款 loans

13) 据说你们现在开始接受私人贷款了,有这回事吗?

It is said that you are beginning to accept private loans. Is that so?

14) 你们是否接受私人或政府间贷款?

Do you accept loans, both private loans and government-to-government loans?

15) 如果条件优惠的话,我们打算接受外国贷款。

If the terms and conditions are favourable, we are prepared to accept foreign loans.

16) 只要条件合适,我们可以考虑接受政府间的贷款。实际上,非政府

间贷款也行。

As long as the conditions are appropriate, we can consider accepting government-to-government loans and, indeed, non-government ones, too.

- 17) 只要条件允许,我们可以接受政府间或非政府间贷款。

We may take into consideration accepting government-to-government or non-government loans, if conditions permit.

贷款利率 interest rate

- 18) 如果需要的话,我们愿意以最优惠的利率向你们提供贷款。

If there is any need, we'd like to supply you with a loan at the most favourable rate.

对外开放政策 the policy of opening to the outside world

- 19) 我国政府现在实行对外开放政策。

Our government is now pursuing a policy of opening to the outside world.

- 20) 您一定知道,我们正在执行一种开放政策,在对外贸易中也采取了灵活的作法。

You must be aware that we are pursuing a policy of opening to the outside world and have adopted some flexible practices in our foreign trade.

- 21) 一般说来,我们的开放政策包括扩大进出口贸易、技术引进、利用外资以及承揽海外工程和劳务合作。

Generally speaking, our policy of opening to the outside world consists of expansion of import and export trades, technology import, utilization of foreign funds and undertaking contracts for overseas engineering job and labour service cooperation.

- 22) 有人担心中国的对外开放政策可能会改变,我想知道这是不是真的。

Some people worry that China's policy of opening to the outside world may change, I wonder if this is true.

- 23) 我可以向您保证, 我们的开放政策长期不变。

I can assure you that our policy of opening to the outside world will remain unchanged for a long time to come.

对外贸易 foreign trade

- 24) 中国的对外贸易近年来发展很快。

China's foreign trade has developed very fast in recent years.

- 25) 我们在对外贸易中采取了一些比较灵活的做法。这将对我们彼此都有利。

We have taken up some more flexible practices in foreign trade. This will benefit us both.

放宽进口限制 liberalize imports /liberalization of imports

- 26) 欧共体将努力争取更多地放宽对中华人民共和国的进口限制。

The European Economic Community will strive for an increasing liberalization of imports from the People's Republic of China.

- 27) 它将不断努力采取措施扩充其放宽进口限制的中国货清单并增加进口限额。

It will endeavour progressively to introduce measures extending the list of products for which imports from China have been liberalized and to increase the amounts of quotas.

公平交易 fair deal

- 28) 同中国人做生意, 交易总是公平的。

One can always expect a fair deal when trading with the Chinese.

- 29) 我相信与你们做买卖会得到公平交易。

I'm sure I can expect a fair deal when trading with you.

关税 customs duties

- 30) 您从国外带回来的照相设备应交纳关税。

You have to pay customs duties on the camera equipment you brought from abroad.

- 31) 鉴于目前这类货物交纳关税很多,我们决定只根据特别需求进口。

In view of the present high customs duties on this type of article, we have decided to import only on special request.

- 32) 由于海关征收繁重的紧急关税,使得我们处于极其困难的境地。

The imposition of heavy emergency customs duties has rendered our position exceedingly difficult.

- 33) 我们负担的费用包括出口关税费用和其它出口手续费。

We'll be responsible for the charges including any customs duties on export, as well as any service charges on exporting goods.

关税联盟 customs union

- 34) 此项规定不适用于任何一方给予关税联盟成员国的优惠利益。

This article shall not apply in the case of advantages accorded by either contracting party to states which are members of a customs union.

国际惯例 general (usual) international practices

- 35) 我们在尝试按国际惯例办事。

We are trying to follow some general international practices.

- 36) 听说你们现在按国际惯例行事,也接受各式各样的付款条件了,是吗?

It is said that you are now doing business according to the international practices and accepting various payment terms, aren't you?

- 37) 我们主要采用了一些通常的国际惯例,例如采用了分期付款方式。

We have mainly adopted some usual international practices. We have adopted, for example, payment by instalments.

38)我们正努力扩大与各国的经济合作和技术交流,并将灵活地运用通常而合理的国际惯例。

We are striving to expand economic cooperation and exchange of technology with foreign countries, and will utilize common and reasonable international practices in a flexible way.

国际贸易 international trade

39)我们的新外贸政策只不过是国际贸易中的一些通常做法罢了。

Our new foreign trade policy is no more than some general practices in international trade.

40)事实上,我们最近在国际贸易中恢复和采用了国际惯例。

In fact, we have either restored or adopted international practices in our foreign trade.

海关手续 customs formalities

41)而且,我们的海关手续要花费很长时间。

Besides, our customs formalities will take quite a long time.

海琴 hedging¹

42)在商品价格下跌时,海琴能够帮助他们抵补存货价跌的损失。

Hedging can help them offset inventory losses when commodity prices fall.

合资经营 joint venture

43)我们坚持独立自主、自力更生的方针,但我们也愿意在不损害国家主权的前提下,按照平等互利的原则,与外国公司创办合资经营企业。

Although we maintain the policy of independence and self-reliance, we are ready to establish joint ventures with foreign enterprises under the prerequisite that the sovereignty of our country is not infringed upon and on the basis of equality and mutual benefit.

互惠 reciprocity

- 44) 缔约各方将在关税方面完全互惠的基础上互相给予最惠国待遇。

The contracting parties shall grant each other MFN (most-favoured-nation) treatment on the basis of full reciprocity with respect to customs duties.

互惠贸易 reciprocal trade

- 45) 缔约双方将竭尽全力促进双方间互惠贸易协调发展。

The two contracting parties will make every effort to foster the harmonious expansion of reciprocal trade between themselves.

互通有无 exchanging needed goods

- 46) 我们坚持“平等互利、互通有无”的原则。

We insist on the principle of equality and mutual benefit as well as exchanging needed goods.

- 47) 我们早已说过，中国是在“平等互利、互通有无”的基础上进行贸易的。

As we already said, China does business on the basis of equality, mutual benefit and exchange of needed goods.

- 48) 坚持“平等互利、互通有无”是我们的原则。

It is our principle to stick to equality, mutual benefit and making up what the other needs.

- 49) 我们与所有国家开展贸易都一贯以“平等互利、互通有无”的政策为基础。

We always adhere to the policy of trading with all countries on the basis of equality, mutual benefit and exchanging needed goods.

寄售贸易 consignment trade

- 50) 这两家签订了一份寄售贸易合同。

The two companies have signed a contract to do consignment trade.

51)等到将来寄售(托销)的货物售出之后,出口商才能收回货款。

An exporter cannot receive payment until the goods on consignment have been sold sometime in the future.

进口 import

52)有报道说美国市场正在增加棉布的进口。

Report has it that the US market is increasing its import of cotton piece goods.

53)扎伊尔过去是个粮食出口国,现在却要进口粮食。

A former food exporter, Zaire has to import food now.

54)我们有意从你方进口化工产品。

We're interested in importing chemicals from your side.

55)不合格的药品禁止进口。

Disqualified pharmaceuticals are prohibited to be imported.

进(出)口许可证 import (and export) licences

56)两国政府主管部门将在必要的情况下给上述一览表中的商品签发进出口许可证。

The competent authorities of the two governments shall grant, where necessary, import and export licences for goods and commodities mentioned in the above schedules.

57)有一点是可以肯定的,即,如果你们得不到必需的进口许可证,货物就不可能通过海关。

Of one thing we may be very sure. That is, without your getting the necessary import licences, it would be impossible for the goods to pass through the customs.

58)我们取得这些商品的进口许可证是不成问题的。

There is no question about our getting the import licence for these articles.

59)贵公司必定会高兴地知悉,我方已向有关政府机构申请进口许可

证和此订单所需的信用证。一旦取得这些证件,我们将立即告知进口许可证和信用证编号。

You would be pleased to know that we have already applied to the government agencies concerned for import licence and letter of credit required for this order. We will let you know the reference numbers of both the documents as soon as they are available.

进料加工 processing with imported materials

60) 本公司可以做进料加工业务。

My company can do processing with imported materials.

来件装配 assembling with supplied parts

61) 你们以前曾做过来件装配的业务吗?

Have you ever done any business on the basis of assembling with supplied parts?

62) 我们可以把提供的零部件装配成彩色电视机。

We can assemble the supplied parts and components into colour TV sets.

来料加工 processing with supplied materials

63) 我们可以进行来料加工并保证让您满意。

We can process the supplied materials to your satisfaction.

64) 赚取加工费并不是我们接受来料加工订单的唯一目标。

Earning processing fee is not the sole object of our accepting orders for processing of supplied materials.

65) 来料加工和来件装配也是吸收外资的一种贸易形式。

Processing supplied materials and assembling supplied parts are another form of business to absorb foreign investment.

来样加工 processing according to supplied sample

66) 我们可以按提供的样品或规格制造机床。

We can make machine tools according to supplied sample or speci-

cations.

67)我们将根据您提供的样品把你方的原材料加工成成品。

We shall process your raw materials into finished products in accordance with the samples submitted by you.

利用外资 make use of foreign capital

68)我们在自力更生基础上利用外资引进先进技术的方针是不变的。

The principle to introduce technology with foreign capital on the basis of self-reliance will remain unchanged.

69)我们在利用外资之前,首先要弄清投资倾向和投资焦点。

Before we make use of foreign capital, we first make clear the orientation and the focal point of investment.

灵活政策 flexible policy

70)贵方的政策看来更加灵活了。

It seems that you are more flexible in your policies now.

71)你们在外贸中采取了比过去更灵活的政策,是吗?

You have adopted a more flexible policy in your foreign trade, haven't you?

72)商界的一些朋友告诉我,中国的进出口公司最近在贸易中的做法更加灵活了。

My friends in business circles told me that the Chinese import and export corporations have become more flexible in doing business recently.

73)我想您也许知道中国在对外贸易中采取了灵活政策。

I think you probably know that China has adopted a flexible policy in her foreign trade.

贸易不平衡 imbalance of trade

74)如果出现了明显的贸易不平衡,须由双方组成的联合委员会进行调查并提出改善贸易状况的建议措施。