

职校英语教学丛书

商贸英语900句

(第三分册)

外贸英语

上海市东辉职业技术学校组织编写

• 主编 沈建新

• 华东理工大学出版社



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外贸英语

English 900 for Commerce

BOOK III

Foreign Trade English

上海市东辉职业技术学校组织编写

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内 容 简 介

本书为《商贸英语900句》系列教材之三。编入了有用的对外贸易过程中所需的对话、句型和词汇；简单介绍了对外贸易的书信、电报和电传的拟写方法和实例；还根据学员实际需要，加上了必须掌握的英语基础语法知识；每课后面配有练习，以便学生学后得以练习与巩固。

本书适用于具有中等英语水平及有一定商贸业务知识的学员。可作为大专及中专外贸英语的教材，也是一本很好的自学外贸英语口语的读本。

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主编 沈建新

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前 言

《商贸英语900句》(English 900 for Commerce)是供职业技术学校及中等专业技术学校使用的教材。全书共三分册,第一分册为“日常英语”,第二分册为“商业英语”,第三分册为“外贸英语”。每册有基本句型300句,共20课。按每课6学时计,则120学时授完一册。

本教材为适应职业技术学校培养学生成为外向型复合人才之需,以口语为主,配以必要的词汇、短语、基本句型操练及练习,使学生在1~2年内能进行日常会话、商业及贸易交谈,并为进一步发展语言运用能力和交际能力打下扎实的基础。为便于教学,本书还配有同步录像及教师用书。

本教材在编写过程中得到校长万善正先生的关心和本校英语老师贺晓红、庄从容、夏锦梅、吴玉清等的帮助,在此表示衷心的感谢。由于成书时间仓促,肯定有许多不足之处,恳请同行们批评指正。

编 者

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Lesson Forty-one

Useful Sentences

601. The aim of my visit is to establish business relations with you.
602. I travel a lot every year on business.
603. I must say I have been much impressed by your friendly people.
604. Thank you for your saying so.
605. On display are most of our products.
606. I found some of the exhibits fine in quality and beautiful in design.
607. The exhibition has successfully displayed to me what your corporation handles.
608. I've gone over the catalogue and the pamphlets enclosed in your last letter.
609. I have got some idea of your exports.
610. Our silks are known for their good quality.
611. They've met with great favour overseas and are always in great demand.
612. Some of them seem to be of the latest style.
613. Now I've a feeling that we can do a lot of trade in this

line.

614. We wish to establish relation with you.

615. Your desire coincides with ours.

Dialogue

Establishing Business Relations

Mr Smith, a businessman from England, is visiting China. The aim of his visit is to establish business relations with us.

Smith: Good morning. My name is Smith. I'm from England. Here is my card.

Lin: Thank you. I'm pleased to meet you, Mr Smith. My name is Lin Bin, the representative of Shanghai Textile Import and Export Corporation.

Smith: Pleased to meet you too, Mr Lin. I travel a lot every year on business, but this is my first visit to your company. I must say I have been much impressed by your friendly people.

Lin: Thank you for your saying so. Have you seen the exhibition halls? On display are most of our products, such as silks, woolen knitwear, cotton piece goods, garments.

Smith: Oh, yes. I had a look yesterday. I found some of the exhibits fine in quality and beautiful in design. The exhibition has successfully displayed to me what your corporation handles. I've gone over the cata-

logue and the pamphlets enclosed in your last letter.
I have got some idea of your exports. I'm interested in your silk blouses.

Lin: Our silks are known for their good quality. They are one of our traditional exports. Silk blouses are brightly coloured and beautifully designed. They've met with great favour overseas and are always in great demand.

Smith: Some of them seem to be of the latest style. Now I've a feeling that we can do a lot of trade in this line. We wish to establish relations with you.

Lin: Your desire coincides with ours.

Notes

1. On display are most of our products, such as silks, woolen knitwears, cotton piece goods, garments.
我们大部分产品在那里展出,例如:丝绸,毛织品,布匹和服装等。这是倒装句,目的是为了与上句在意思上连接。“on display”为固定搭配介词短语,意指“展示,展览”。
2. The exhibition has successfully displayed to me what your corporation handles.
展览会成功地给我展示了贵公司所经营的产品情况。
“what your corporation handles”为动词“display”的宾语从句。“handle”为经营,相等于“manage”或“deal with”。
3. They've met with great favour overseas.
他们在国外很受欢迎。
meet with great favour 很受欢迎,相等于 be very popular

(with), 或 be well received.

- 4 Now I've a feeling that we can do a lot of trade in this line.

我想我们在这方面可以做不少买卖。

(1) that 从句为同位语从句。

(2) 名词 line 意指“行业, 方面(一类)货物”, 如:

He has been in this line for many years.

他干这一行已多年了。

We export this line of hardware to different countries.

我们向各国出口这类五金。

5. Your desire coincides with ours.

我们双方的愿望是一致的。

to coincide with 与……相一致(相符), 或 to be coincidence with

Word List

1. aim [eim] *n.* 目的
2. establish [is'tæblɪʃ] *vt.* 建立、设置、设立
3. representative [reprɪ'zentətɪv] *n.* 代表、代理人
4. impress [im'pres] *vt.* 留下印象、铭刻
5. display ['displei] *n.* 展览、展示
[dis'plei] *vt.* 展览、展示、展出
6. woolen ['wulən] *a.* 毛的、毛制的
cotton piece goods 布匹
7. exhibit ['eksɪbɪt] *n.* 展品
[ɪg'zɪbɪt] *vt.* 展出、展览

8. successfully [sək'sesfəli] *ad.* 成功地
9. catalogue ['kætələg] *n.* 目录表
10. pamphlet ['pæmfli:t] *n.* 小册子
11. enclose [in'kləuz] *vt.* 围住、围起来、封入
12. favour ['feivə] *n.* 喜爱、宠爱
13. line [lain] *n.* 线、行业(一类)货物
14. coincide [kəuin'said] *vi.* 一致、相符

Drills

1. The

aim of my visit
purpose of my tour

 is to

establish
institute
set up

 business relations with you.
2. I

travel a lot
visit different countries
pay a great deal of visit

 every year on business.
3.

I must say
I'd like to say
I'm glad to say

 I have been much

impressed
influenced
touched

 by your friendly people.
4. Thank you for your

saying so
kind remark
fine praise

.

5. On

display
show

 are most of our products, such as silks,
woolen knitwears, cotton piece goods, garments.

6. I

found
discovered
realized

 some of the exhibits

fine
good
excellent

 in quality
and

beautiful
pretty
marvellous

 in design.

7. The exhibition has successfully

displayed
introduced
shown

 to me what
your corporation

handles
manages
deals with

.

8. I've

got some idea of
come to know something about
obtained some information about

 your exports.

9. I've

gone over
examined
checked

 the catalogue and the pamphlets enclosed
in your last letter.

10. Our silks are

known
famous
noted

 for their good quality.

11. They've

met with great favour overseas
been very popular abroad
been well received in the foreign markets

 and
are always in great demand.

12. Some of them seem to be of the latest

design
style
pattern

.

13. Now

I've a feeling
I feel
I find

 that we can

do a lot of trade
do much business
make many dealings

 in
this line.

14. We

wish
expect
hope

 to establish relations with you.

15. Your

desire coincides
hope is in line
wish is in compliance

 with ours.

Exercises

I. Fill in the blanks with proper words or expressions of

the dialogue :

1. My purpose of coming to Shanghai is to _____ business relations with you.
2. Now I'd like to _____ at the exhibits on display.
3. We are desirous of _____ business with you.
4. Do you come to China _____ or on tour?
5. What has most _____ me is that Chinese people are very friendly.
6. Have you _____ the samples we sent you last week?
7. These Chinese-made leather suitcases are _____ for their good quality and cheap prices.
8. I'd like to introduce Mr Zhang, the _____ of Shanghai Silk Import and Export Corporation, to you.

II . Fill in the blanks with proper prepositions :

1. Have you found that these new products are _____ good quality?
2. I'm very much interested in the products _____ display in the exhibition hall.
3. Most foreign businessmen feel that Chinese silks are really fine _____ quality and beautiful _____ design.
4. The exports our corporation handles are noted _____ their traditional styles.
5. The new products made by our factory have met _____ good favour throughout the world.

III . Rewrite the following sentences according to the given models :

Model 1: In order to establish business relations with you , I

came here.

The aim of my visit is to establish business relations with you.

1. In order to see you earlier, I took a taxi.
2. We reduced the price of the furniture in order to attract more customers to our shop.
3. The factory increased its production to meet the need of the customers overseas.
4. We have made the silk blouses brightly coloured in order to have a good market in the world.

Model 2: The exhibition has successfully displayed to me all the exports your corporation handles.

The exhibition has successfully displayed to me what your corporation handles.

1. The shop assistant has recommended all the goods her shop is for sale.
2. Mr Brown was very much impressed by everything that was on display in the exhibition hall.
3. The boy has told me all that he saw in the night school yesterday evening.
4. All the goods that our corporation is handling are woolen knitwears and cotton piece goods.

IV. Complete the following dialogue with the words according to the context:

(Miss Li is showing Mr Brown around the exhibition hall)

Li: Would you come and have a look at these goods?