



A PRACTICAL ENGLISH  
READING COURSE FOR  
INTERNATIONAL TRADE

# 经贸英语实务

邹 勇 编 著



西南财经大学出版社

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邹 勇 编 著  
夏 政 审 校

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## 前 言

随着我国改革开放的不断深入、发展及加入 WTO 日期的临近,从事国际贸易的人员不断增多,这就需要有一本全新的实用外贸英语教材来适应我国的进出口贸易,为此作者编写了这本《经贸英语实务》教材。教材本可供对外贸易院校、财经院校、综合性大学的对外贸易、国际经济、英语等专业教学使用,亦可用作从事有关对外经济贸易工作的人员学习外贸英语的读本。

本教材属综合性的,包括国际贸易、管理和销售学、国际金融和世界经济以及各种单证、保险等。

本教材课文大多选自有关国际经济贸易的原版书籍、部分选自英美报刊。材料力求新鲜有代表性,并能反映当代国际贸易的一些重大变化。

本书的作者曾亲自做过进出口贸易,对进出口业务了解甚多,积累了丰富的实践经验。作者愿把自己所掌握的进出口业务知识献给广大的读者,为促进我国进出口贸易的发展作出贡献。

本书在编写的过程中,西南财经大学出版社对本教材的出版给予了热情的支持和帮助,对此深表感谢。对四川省工商业进出口公司的张廷文先生在本书的编写过程中给予的大

力帮助表示谢意。

由于编者水平有限,时间仓促,本书难免存在缺点与错误,恳请广大读者批评指正。

## 言 前

编 者

二〇〇〇年一月于成都

自 OTW 人賦又强发,人將潮不曲意开革如国非善酌  
而全本一育愛需豫友,遠舉潮不員人曲是賢祠国事从,近曲的  
衛香引曲状,是賢口出批曲国非曲意來材建漸英賢代用突曲  
初,封潮是賢口出批曲本材建,材建《表突漸英賢強》本左丁巨  
掌建业步華都英,將強祠国,是賢口出批曲掌六册合强,封潮登  
流本区學員人曲曲工是賢將強代校关育事从引引更本,引更  
。本曲的華英

祠国,掌書附叶强强,是賢祠国强强,曲册合强風材建不

。夢劍碧,曲单轉谷从以將強界世研編金  
非,群許强風曲是賢將強祠国关育自强遠大文强材建本

祠国升曲强風曲册,封奏升育强强來代材建。許强美英自强代

。曲强重大强一曲是賢將強

强丁表业口出批校,是賢口出批强强自强曾香引曲册本

口出批曲强掌强口自强强香引。强强强强曲富丰丁强强,强基

半强强曲是賢口出批祠国非强强,香强曲大九强强用强表业

。强强出

曲材建本强封强出掌大强强南西,中强强曲强强强本

曲工香引强强。强强强强强强,强强强强强强强强丁于强强出

大强于强中强强强强强强本强强强强强强强强公口出批业实

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## LESSON ONE

### International Trade

International trade is the exchange of goods and services produced in one country for goods and services produced in another country. There are several reasons for it.

The distribution of natural resources around the world is somewhat haphazard. some nations possess natural deposits in excess of their own requirements while other nations have none. For example, Britain has large reserves of coal but lacks many minerals such as nickle, copper, aluminium etc, whereas the Arab states have vast oil deposits but little else. In the cultivation of natural products climate plays a decisive role. Some products will only grow in tropical climates whereas others, such as citrus fruits, require a Mediterranean climate. Moreover, some nations are unable to produce sufficient of a particular product to satisfy a large home demand, for example, Britain and wheat. These are the reasons why international trade first began.

With the development of manufacturing and technology, there arose another incentive for nations to



exchange their products. It was found that it made economic sense for a nation to specialize in certain activities and produce those goods for which it had the most advantages, and to exchange those goods for the products of other nations which had advantages in different fields. This trade is based on the principle of comparative advantage.

The theory of comparative advantage, also called the comparative cost theory, was developed by David Ricardo and other economists in the nineteenth century. It points out that trade between countries can be profitable for all, even if one of the countries can produce every commodity more cheaply. As long as there are minor, relative differences in the efficiency of producing a commodity even the poor country can have a comparative advantage in producing it. The paradox is best illustrated by this traditional example: the best lawyer in town is also the best typist in town. Since this lawyer cannot afford to give up precious time from legal affairs, a typist is hired who may be less efficient than the lawyer in both legal and typing matters. But the typist's comparative disadvantage is least in typing. Therefore, the typist has a relative comparative advantage in typing.

This principle is the basis of specialization into trades and occupations. At the same time, complete specialisation may never occur even when it is economically advantageous. For strategic or domestic reasons, a country may continue to produce goods for which it does not have an advantage. The

benefits of specialization may also be affected by transport costs: goods and raw materials have to be transported around the world and the cost of the transport narrows the limits between which it will prove profitable to trade. Another impediment to the free flow of goods between nations is the possible introduction of artificial barriers to trade, such as tariffs or quotas.

In addition to visible trade, which involves the import and export of goods and merchandise, there is also invisible trade, which involves the exchange of service between nations.

Nations such as Greece and Norway have large maritime fleets and provide transportation service. This is a kind of invisible trade. When an exporter arranges shipment, he rents space in the cargo compartment of a ship.

The prudent exporter purchases insurance for his cargo's voyage. While at sea, a cargo is vulnerable to many dangers. Thus, insurance is another service in which some nations specialize. Great Britain, because of the development of Lloyd's of London, is a leading exporter of this service, earning fees for insuring other nations' foreign trade.

Some nations possess little in the way of exportable commodities for manufactured goods, but they have a mild and sunny climate. During the winter, the Bahamas attract large numbers of tourists, who spend money for hotel accommodations, meals, taxis, and so on. Tourism,

therefore, is another form of invisible trade.

Invisible trade can be as important to some nations as the export of raw materials or commodities is to others. In both cases, the nations earn money to buy necessities.

(Adapted from *The Elements of Export Practice* by Alam E Branch)

### Notes to the Text

1. Moreover, some nations are unable to produce sufficient of a product to satisfy a large home demand, for example, Britain and wheat.

此外,一些国家的某些产品的生产不足以满足国内的巨大需求,例如英国的小麦就是这样。

sufficient 这里用作名词,不作形容词。

又如: I have had sufficient. (用 enough 更普通)

2. theory of comparative advantage 比较利益学说 (comparative cost theory 比较成本学说)

李嘉图提出的依照生产成本相对差别而实行国际分工的一种自由贸易理论。李嘉图从生产成本的相对差别出发,认为如果两国生产水平不相等,甲国生产任何一种商品的成本均低于乙国,处于绝对优势,而乙国则处于绝对劣势,两国仍然存在着互利的国际分工和贸易的可能。因为两国劳动生产率的差距并不是在任何商品上都是同等的。处于绝对优势的甲国,不必对所有这些商品都生产,只应生产最大优势的商品。反之,处于绝对劣势的乙国,也不必对所有这些商品都停止生

产,只应停止生产最大劣势的商品。这样,甲乙两国各自只生产比较成本相对有利的商品,通过国际贸易,互相交换,彼此都节省了劳力,都得到了好处。

3. David Ricardo /'deivid ri'ka: dou/ 大卫·李嘉图 (1772—1823)。

19 世纪中叶英国资产阶级古典政治经济学的杰出代表和完成者,他提出比较成本说理论。早先曾从事证券交易,后来从事议会活动。其最主要的著作是《政治经济学及赋税原理》,1817 年出版。

4. afford to: 担负得起,常接在 can, be able to 后,如: She can hardly afford to wait for another hour.

她再也不能多等一个小时了。

I cannot afford to be critical. 我不能太挑剔。

afford 后也可直接跟宾语。

We cannot afford any delay because of the keen competition. 由于竞争的激烈,我们是耽搁不得的。

5. The benefit of specialization may also be affected by transport costs: goods and raw materials have to be transported around the world and the cost of the transport narrows the limits between which it will prove profitable to trade.

专业化的好处也可能受到运输费用的影响,因为要在世界上进行货物和原料的运输,运输的费用使得贸易获利的范围缩小。

句中冒号(:)后有两个平等的从名,说明前面主句的原因。在第二个从名中, narrows 作动词用,其宾语是 the limits,

between which... to trade 是一个定语从句,修饰 the limits.

6. While at sea, a cargo is vulnerable to many dangers.

在海上,货物会遇到各种危险。

vulnerable to 表示“容易受到(责难、损害等)”。如:

Young people are vulnerable to temptations.

年轻人容易受到诱惑。

The export of manufactured goods from the developing countries are vulnerable to all kinds of restrictions by the industrialized countries.

发展中国家的工业制成品的出口容易受到工业化国家的各种限制。

7. Lloyd's 劳合社,创始于 17 世纪末叶。最初是伦敦的一个简陋的咖啡馆,其后逐渐发展成为世界上最重要的海上保险组织和重要的通讯机构。劳合社和伦敦其他的海上保险公司形成了世界最大的海上保险市场,即“伦敦市场”。劳合社本身并不经营具体保险业务,只是为其会员提供办理保险事务的营业所。

(见“英汉国际贸易与金融辞典”,吴永珣编)

8. Some nations possess little in the way of exportable commodities or manufactured goods.

有些国家没有什么可供出口的初级产品或者制成品。

在此句中,请注意:

(1) commodities = primary commodities, 即指初级产品(农产品或矿产品),是和 manufactured goods(制成品)相对而言。commodity 可指一般商品,也可指初级产品。commodity exchange(商品交易所)和 commodity market(商

品市场)一般都是指大宗农、矿产品的交易场所,如在伦敦、纽约、芝加哥等地所设有的世界性的小麦、玉米、可可、咖啡、橡胶、羊毛、棉花、金属等交易所。

commodity price 可指一般产品的价格,但更多情况下是指初级产品价格。

(2) in the way of: 在……方面。如:

Hollywood fashions in the way of clothing are servilely imitated by the Japanese.

日本人盲目地模仿着好莱坞的服装流行式样。

Hangzhou offers a great deal in the way of beautiful scenery for tourists.

杭州美景甚多,可供旅游者游览。

9. the Bahamas 巴哈马(群岛),位于西印度群岛,在古巴的北面,面积有 7086 平方公里,人口有 185000 人。

## EXERCISE

### Questions

1. Why do nations trade with one another?
2. What kinds of goods should a nation specialize in producing?
3. Who developed the theory of comparative advantage? What do you think of it?
4. What impedes the free flow of goods?
5. Why is it that complete specialization may never occur?

6. What is invisible trade?
7. Why does the prudent exporter purchase insurance for cargo's voyage?
8. How can a mild and sunny climate be made use of?

### 【补充材料】

## 国际贸易

### (World Trade or International Trade)

国际贸易通常指在全世界范围内,一个国家或地区同别国或地区进行商品交易的活动。单从一个国家的角度来看,这种商品交易活动,便是对外贸易(Foreign Trade)。

对外贸易具有悠久的历史,只有到了资本主义社会,才得到空前的发展。资本主义生产的发展,导致了世界市场的形成。世界上无论资本主义或者社会主义国家,没有一个能够生产自己所需要的全部产品。现代化商品生产打破了国家和民族的界限,它所生产的商品以全世界为销售对象,它所需要的原材料从全世界范围获得供给。

对外贸易是各国进行国际分工的纽带,是各国在经济上、科技上相互依赖的表现形式之一,只要有国家存在,对外贸易就会不断扩大和发展。现在除了传统的对外贸易形式外,还增加了经济和科学技术合作的新内容。

国际贸易范围广、性质复杂、分类颇多。

## 一、按货物移动方向,可分为三种贸易

1. 出口贸易(Export Trade)。将本国生产加工的商品运往他国市场销售,称为出口贸易或输出贸易。

2. 进口贸易(Import Trade)。将国外商品输入本国市场销售,叫做进口贸易或输入贸易。

3. 过境贸易(Transit Trade)。凡 A 国经过 C 国国境向 B 国运送商品,对 C 国来讲,就是过境贸易或者通过贸易。

## 二、以国境和关境划分进出口,可分为两种贸易

1. 总贸易(General Trade)。凡进入国境的商品一律为进口;凡离开国境的商品一律为出口。前者叫作总进口(General Import),后者叫作总出口(General Export)。总进口额加总出口额就是一国的总贸易额。日本、英国、加拿大、澳大利亚、前苏联、东欧等国采用这个划分标准。

2. 专门贸易(Special Trade)。当外国商品进入国境后,暂存在保税仓库,不进入关境,一律不列为进口。只有从国外进入关境的商品及从保税仓库提出,进入关境的商品,才列为进口,称为专门进口(Special Import)。把从国内运出关境的本国产品以及进口后未经加工又运出关境的商品则列为出口,称为专门出口(Special Export)。专门进口额加上专门出口额称为专门贸易额。德国、意大利、瑞士等国采用这种划分办法。

联合国所公布的各国贸易额一般都注明是总贸易额还是专门贸易额。



### 三、依照商品形式,可分为两种贸易

1. 有形商品贸易(Visible Goods Trade)。商品的进出口叫做有形贸易,因为商品是有形的、可见的。有形国际贸易商品可分为十大类。

2. 无形商品贸易(Invisible Goods Trade)。劳务的进出口,叫做无形商品贸易,如运输、保险、金融、旅游、技术等劳务的提供与接受。

### 四、依货物运输方式,可分为四种贸易

1. 陆路贸易(Trade by Roadway)。陆地相邻国家间的贸易,大部分采用陆路运输方式。运输工具主要是火车、卡车等。

2. 海路贸易(Trade by Seaway)。国际上,大部分的货物是通过海上运送。运输工具主要是各种船舶。

3. 空运贸易(Trade by Airway)。贵重或数量小的货物,为了争取时效,往往采用航空运输方式。

4. 邮购贸易(Trade by Mail Order)。数量小的买卖,通常用邮政包裹的方式进行。

### 五、依贸易中是否有第三者参加,可分为三种贸易

1. 直接贸易(Direct Trade)。商品交易是生产国和消费国之间直接进行的贸易,叫做直接贸易。

2. 间接贸易(Indirect Trade)。商品交易是生产国通过第三国与消费国进行的贸易,叫做间接贸易。

3. 转口贸易(Entrepot Trade)。间接贸易,对于第三国来讲,便是转口贸易。