

C O N T E M P O R A R Y
E N G L I S H
O F
F O R E I G N
T R A D E

当代外贸英语

宋非 张立光 编著
辽宁大学出版社

当代外贸英语

CONTEMPORARY ENGLISH OF FOREIGN TRADE

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致 读 者

在对外开放、搞活经济的宏观条件下，高等院校和经贸系统，经受着国内重大改革的猛力冲击，面临着国际激烈竞争的严峻挑战。

近年来，我国对外贸易迅猛发展，需要越来越多的既熟悉外贸业务又精于专业英语的高级人才；高等院校的学科专业要改造，学生的知识结构要调整，以满足当今社会的需求。为此，我们参阅了国内外有关出版物，特别是专业教本，结合我国外贸实际，辅以自身的实践经验，对现行教材扬其长、避其短，草就此书。内容上，刻意追求“土”——从我国外贸现状出发，突出实务重点，剔除无关环节；语言上，竭力达到“洋”——追随语言的新发展，开宗明义，简洁明快，生动活泼，摒弃陈腐词语。

每个单元，除传统的课文、生词、注释和练习之外，还给出相关的商业术语和可供替换的句子；更加“别出心裁”的是，为“门外汉”提供了粗浅而必要的外贸知识简介，其中主要术语均为中、英对照，既可作为课文的延伸，又可作为独立的知识篇。最后一个单元，向本书读者介绍一位新伴侣——当代最先进的通讯手段——电传(telex)。

这本教材主要是为普通高等院校和外贸职工大学而编，但也可作为外贸院校的基础教本和专职经贸人员的研修读本，又可为即将从事经贸事业的有志者提供基本的或相关的专业知识及丰富而实用的语言知识。

我们斗胆捧出这部拙著，奉献给朋友们，希望大家喜欢，读后有所收益，并盼赐教。

辽宁大学外语系丁祖馨教授审阅了部分书稿，沈阳师范学院外语系徐钟教授审校了全稿，CNTEX 公司蔡玉顺小姐提供了丰富的资料，谨此表示衷心谢意。

编著者

一九八九年十月 沈阳

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Unit 1

The Nature of World Trade

There is fundamentally no difference between world trade, or what is often termed foreign trade and international trade, and domestic trade. Under normal conditions, both represent a merchandising activity which is carried on for profit and consists of the purchase and sale of commodities. World trade as distinct from domestic trade concerns itself with the formulation of exchanging commodities between buyers and sellers living in different countries. In world trade, people meet with various kinds of differences in languages, social customs, measurements, and legal concepts.

In world trade, the exchange of goods is called import and export, and the goods are sent from one country to another and they usually cover greater distances than goods moved in domestic trade. Distance between the importing and exporting countries often makes the establishment of contracts between buyers and sellers more difficult than the case in domestic trade which rarely has anything to do with overseas transportation.

On their way to and from markets, goods must cross boundaries of nations with their customs house barriers. The import duties and customs regulations are normally interpreted to hinder the bringing of commodities into a country.

Another important part of world trade is payment and money conversion. When companies conduct business with overseas firms, they often end up dealing in the currency of that country.

The degree of importance which foreign trade plays in the economic life of a nation is determined by the following factors: (a) resource reasons, (b) economic reasons, and (c) political reasons.

Industrially advanced nations possessing comparatively small areas and few natural resources must rely on imports of raw materials and foodstuffs and on exports of finished commodities in order to be able to subsist with a fair degree of comfort on the territories they occupy. For them foreign trade is not merely a means for disposing of a few surplus products and exchanging some less desirable domestic commodities for more desirable foreign wares; for them foreign trade is a vital necessity, an activity to which they are driven by the limitation of their habitat. They must carry on manufacturing pursuits in order to create values which would enable them to obtain from abroad many essential commodities lacking in their own countries.

Every nation engaged in world trade wishes to secure some kind of economic benefit through the exchange of their own products. Among less advanced nations the raw materials may be sold before being processed, such as oil from some of the Middle East countries. On the other hand, among highly industrialized nations the raw materials are often sold in finished form. The developed nations are demanding raw materials and handmade products; and the developing countries are in a great need of sophisticated equipment and machinery like computers, jet aircraft and electric generators.

Some nations of the world trade with others also for some political reasons and some nations often refuse to trade because of political disagreements. Also some nations follow the "self-sufficiency" policy and they regard manufacturing certain commodities as a long-run program in the national development strategy. Actually, in most cases nations which seek to be self-sufficient fear economic reprisals and aggression from other countries, which would interfere with their nationalism. Countries following the "self-sufficiency" policy usually see noneconomic reasons as being more important to the national welfare than the economic advantages of world trade.

Everywhere one looks there is evidence of the growing importance of world business, and modern busi-

ness activities are not limited by national boundaries. World business is a fact of life in today's society. A nation is both a seller and a purchaser in the international market. World trade allows a nation to sell abroad products not needed domestically and to buy items not produced or in short supply locally. Today most firms in the world like their counterparts elsewhere view the globe as their own market.

Words and Phrases

trade	<i>n.</i> 交易, 贸易 <i>v.</i> 交易, 经商
world trade	世界贸易, 国际贸易
domestic trade	国内贸易
merchandise	<i>n.</i> (总称) 商品, 货物 <i>v.</i> 买卖, 推销
merchandising activity	购销活动
custom	<i>n.</i> 风俗, 习惯
social customs	社会风俗
establishment	<i>n.</i> 确立, 确定, 开设
contract	<i>n.</i> 契约, 合同
overseas	<i>a.</i> 外国的, 向海外的
customs	<i>n.</i> 关税, (the~) 海关
customs house	海关
(注: customs house 不及 custom house 普通。)	
barrier	<i>n.</i> 海关关卡
hinder	<i>v.</i> 阻止, 妨碍
conversion	<i>n.</i> 更换, 兑换

money conversion	货币兑换
conduct	<i>v.</i> 经营, 进行
conduct business with	与……做生意
resource	<i>n.</i> (通常用复数) 物力, 财力, 资源
natural resources	自然资源
raw	<i>a.</i> 未加工的
raw materials	原料
foodstuff	<i>n.</i> 粮食, 食物
finish	<i>v.</i> 结束, 完成
finished commodity	成品
dispose (of)	<i>v.</i> 转让, 卖掉
surplus	<i>a.</i> 过剩的, 多余的
surplus products	剩余产品
drive	<i>v.</i> 迫使, 驱使
be driven by	受……驱使
manufacture	<i>v.</i> (大量) 制造, 加工
pursuit	<i>n.</i> 事务, 职业
secure	<i>v.</i> 获得, 把……弄到手
the Middle East phr.	中东 (国家和地区)
develop	<i>v.</i> 发展, 开发
developed nations	发达国家
developing countries	发展中国家
sophisticated	<i>a.</i> 高级的, 尖端的
machinery	<i>n.</i> (总称) 机械
electric	<i>a.</i> 电动的, 发电的
electric generator	发电机
disagreement	<i>n.</i> 意见不同, 争执

self-sufficiency	n. 自给自足
long-run	a. 长远的, 长期的
long-run program	长期计划
reprisal	n. 报复
noneconomic	a. 非经济的
counterpart	n. 相对应的人, 对手

Notes to the Text

1. what is often termed foreign trade and international trade 是由 or 引起的插入部分, 做 world trade 的同位语。典型的同位语如:

F.O.B. means "free on board", *an expression that excludes additional costs.*

F.O.B. 的意思是“离岸价格”, 表示排除附加费用。
The most significant common market is the European Economic Community, *a union of nine European nations.*

九个欧洲国家组成的联盟, 即欧洲经济共同体, 是最重要的共同市场。

2. ...as distinct from domestic trade 是一个由 as 引出的定语从句, as 之后省略了 is。
3. ...living in different countries 是现在分词短语, 作 buyers and sellers 的定语。现在分词短语做定语时, 要后置, 如:

In many contracts, there's a clause stating that the supplier will be charged penalty if there's a delay in delivery.

在许多合同中，都有那么一条，就是供货商延期交货，将被罚款。

particular average usually refers to *risks affecting only one supplier's consignment*.

单独海损通常是指只影响一个发货人货物的风险。

参见课文中出现的作定语的其他现在分词短语：

...possessing comparatively small areas and few natural resources

...lacking in their own countries

...following the "self-sufficiency" policy

4. ...moved in domestic trade 是过去分词短语，作goods的定语。过去分词短语做定语时，要后置，如：

Thus, the currencies were related to one another through a system *called the gold standard*.

这样，各国货币就通过一种叫做金本位的制度来相互发生关系。

Consular invoices are declarations *made at the consulate of the importing country*.

领事发票是进口国领事馆签发的一种申报书。

参见课文中出现的作定语的其他过去分词短语：

...not needed domestically

...not produced locally

5. Distance between...overseas transportation 是一个较复杂的主从复合句，其中 Distance ...difficult 是主句，其后是由 than 引出的比较状语从句，这个从句还含有由 which 引出的定语从句，修饰前面的 domestic trade。其中，has anything to do with 较为常见，类

似的搭配还有: have something/nothing/not much/a great deal to do with, 意为“和……有些关系(没有关系,关系不大,关系很大)”,如:

A credit note *has nothing to do with* the L/C.

付款帐单与信用证无关。

Growth of trade *has a great deal to do with* availability of energy sources.

贸易的增长与能源的可利用性关系极大。

6. 在 Industrially advanced...they occupy句中, rely之后的两个 on 引出的短语是并列的。句尾的 they occupy 是定语从句, 修饰 the territories. in order to 意为“为了, 以便”后跟不定式短语, 构成目的状语。又如:

A country may choose to devalue its currency *in order to* achieve a balance.

一国政府可以将其货币贬值, 以达到收支平衡。

In order not to hold up delivery to the importers, the bank can issue a letter of indemnity to the shipper.

为了不误进口商提货, 银行可向承运人出具保证函。

In order to be a WHTC, at least 95 percent of a corporation's sales must come from outside the United States.

要成为一个西半球贸易公司, 公司的销售额必须至少有95%是在美国以外完成的。

7. ...engaged in world trade 是过去分词短语, 修饰 every nation.