

涉外经贸英语导读

A GUIDE TO READING
IN ENGLISH RELATING TO INTERNATIONAL
ECONOMIC AND TRADE COOPERATION

主编 周振邦 王贞智

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GUIDE TO
READING

前 言

随着我国涉外经贸事业的蓬勃发展,国家将需要更多的人投身到这一工作中去。但是,目前既有专业知识又精通专业英语的人才还不够多,并且有不少人亦需要进一步提高自身的素质;而在不少有关大专院校或专业学校中,经贸专业英语教学还远远滞后于当前形势的飞速发展。为了适应这一需要,我们选编了这本《涉外经贸英语导读》。

本书由七个部分组成:

- 一、经贸英语报刊文摘;
- 二、涉外经贸合同;
- 三、信用证;
- 四、部分货运单据;
- 五、有关商业发票的证明文句以及信用证、提单的有关条款;
- 六、主要国际贸易法律、惯例或规则;
- 七、精选常用经贸词语。

为了突出本书的专业性与实用性,我们有重点地选择了有关实际业务工作中最为关键的材料,尤其注意加强国际贸易法律、法规方面的导读。另一方面,我们还在每一篇材料后附加了比较全面、适度、准确的参考注释,以帮助读者克服在阅读与翻译中可能碰到的困难。

同时,为了突出本书的全面性与系统性,在本书的第七部分,我们还为读者精心编撰了一套颇有特色的专业词语表,除了中文解释之外,还对其中大部分词语加注了使用的专业范围或包含的专业内容,以及它们的同义结构。其内容与前面六个部分互为一体,互为补充与参考,力求避免充当一般意义上的附录的角色。

在编写过程中,山东财政学院教务处处长刘富研教授给予热情帮助和支持,柏青同志参加了部分选材工作,在此表示深切的谢意。本书中选用的部分材料,引自国内出版的报刊、杂志、书籍等。我们在此特作说明并表示诚恳的致谢。

本书中若有谬误或不当之处,热望读者提出批评指正。

编 者

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GATT DISCUSSES BID^[1] FOR CHINA'S RE-ENTRY

The Working Party on China of the General Agreement on Tariffs and Trade (GATT) held its 18th session here on Thursday to discuss China's re-entry into the world's largest trade body. The meeting, attended by the 18 GATT signatories^[2] who constitute the Working Party on China, focused on negotiations concerning protocol for China's re-entry into GATT.

Since the protocol submitted by the Working Party's chairman Pierre-Louis Girard at the 17th session held a month ago reflected the demands of only some of the signatories and did not take proposals from China, the Chinese delegation has now submitted an informal text outlining the Chinese position. The Chinese side hopes that a balanced and reasonable protocol on China's re-entry will be worked out during the negotiations.

Speaking at the start of the meeting, the head of the Chinese delegation, Long Yongtu, explained the Chinese protocol and delineated^[3] China's position. Long said China wants an acceptable protocol that guarantees the nation's rights and balances its obligations.

Under this principle, the Chinese side adheres to the following three basic positions on the issue of re-entry.

China has no intention of seeking any special privileges in the multilateral trade agreement, but it must be guaranteed full enjoyment of the rights bestowed^[4] on a member of GATT, including

those given to other member developing nations. China refuses to accept any language in the protocol designed to deprive China of the right to cite provisions of GATT and the Uruguay Round of negotiations.

China will assume its obligations suitable to its level of economic developments as formulated^[5] in GATT and the Uruguay Round of negotiations. Since China has undertaken 15 years of reforms and opening to the rest of the world, the country now has the capacity of assuming the basic obligations as required by GATT and the Uruguay Round. In principle, China will not accept obligations which go beyond the stipulations of those agreements, but taking into account the fact that China's economic and trade system is still in a stage of transition^[6] toward a market economy, China may consider taking some special obligations. But these obligations must be carried out on the basis of being realistic, feasible and beneficial to the reforms of China's foreign trade system.

The drafting of the protocol must be based on the framework of GATT, and any matter going beyond that which is stipulated in GATT should not be handled during the negotiations on the protocol. Girard's protocol, submitted at the 17th session of GATT's Working Party on China, included a series of demands designed to deprive China of the right to cite^[7] provisions for developing nations formulated in GATT. In his speech, Long reaffirmed^[8] that there is no room for further negotiations on these demands.

At Thursday's meeting, representatives from the European Union, the United States and Japan welcomed the informal text of the Chinese protocol, calling it a "beneficial" and "positive" step^[9] in promoting the negotiations.

[1] 要求,出价(条件)

[2] 协议签字国

[3] 阐述

[4] 把……赠与,把……给与

[5] 系统地阐述,制定

[6] 过渡

[7] 援引

[8] 重申

[9] 积极的步骤,建设性步骤

STATE EASES^[1]

RESTRICTIONS ON

FORMING COMPANIES

China's first set of regulations overseeing^[2] the establishment of the modern corporate system^[3] takes effect today.

"This is the first supplementary regulation to help implement China's Company Law," said Liu Minxue, director of State Administration for Industry and Commerce, at a news briefing yesterday.

"The regulations, issued by the State Council on Tuesday, will remove restriction requirements for many new companies", Liu said.

"Government examinations and approvals^[4], a precondition for new companies in the past, will no longer be necessary except for those specified under legal stipulations," he said, adding that the regulations will bring company registration closer to international practice^[5].

To register as a company, firms must have at least 100,000 yuan (US \$ 11,500) in capital and a vast scope of business, Share-holding companies^[6] must have at least 10 million yuan in capital.

Industry and commerce administrations at State, provincial, city and county levels will be in charge of company registration. How-

ever, only the head office^[7] will handle registration, according to the new regulations. Also State and provincial administrations will be the only organs authorized to handle the registration of limited liability share- holding companies and economic firms which are funded by the State or other investors.

He said administrators will take at least three years to reexamine those companies which have already registered.

"During the initial stage, we will focus on the 11, 000 share- holding companies listed by the State as pilot firms^[8] in the corporate reform, " he said.

By the end of March, China had more than 7 million registered enterprises, among which 1. 44 million are corporate companies with State, collective, Sino-foreign or private investment, according to official statistics.

The rest are solely State-funded firms, which make products or services strictly according to government planning. The government oversees employment and wages.

"New companies to be set up must conform to the stipulations of the Company Law and the regulations governing^[9] Company Regulations, " the official noted.

Previous State regulations governing the regulations of foreign - funded firms are still effective for new joint ventures^[10], according to the new regulations, Liu said.

[1] 放宽(限制等)

[2] 监督

[3] 公司制度(体制)

[4] 审查与批准

[5] 国际惯例

[6] 控股公司

[7] (工商管理)总局

[8] 试点公司

[9] 制约,支配,适用

[10] 合资经营企业

COMPUTER GIANTS SHOW HARD DRIVE^[1] FOR MARKET SHARE^[2]

Although the summer heat is getting increasingly intolerable, foreign computer companies are sparing no effort^[3] to heat up their war in the country.

Since June, the world's leading computer companies have all taken offensive measures in a bid^[4] to expand their share in this fast-growing market.

Hewlett-Packard announced its ambitious investment plans in China, IBM^[5] launched its "Summer Wave" with a series of new products and Apple^[6] held a China Market Forum to attract more software developers.

Last week, Compaq, the world's largest personal computer supplier brought the Houston Ballet Troupe^[7] to China to promote its image.

Compaq Vice-President Lim Soon Hock said the company is trying to maintain its number-one position in the world as well as in China.

Compaq's business increased by 61 per cent last year, holding 12.8 per cent of world's PC^[8] market.

In China, Compaq surpassed its rival AST last year to become the largest PC supplier here with 22.7 per cent of the market.

The company intends to increase its market share in China by five percentage points this year, Lim said.

During the first quarter, its sales and revenue^[9] in China grew 105 per cent and 50 per cent over the same period last year respectively.

Compaq has set up 36 maintenance centres^[10] around the country in the first half of the year and plans to bring the number to 50 before the end of the year.

That means China is now playing an important role in Compaq's global business, Lim said.

Compaq's joint venture in Shenzhen, formally put into production early this year, will produce 100,000 PCs in 1995, which will be used to meet domestic demand and to export to other Asian countries.

China will also become a major component supplier for Compaq. The company plans to purchase more than \$ 200 million worth of colour monitors^[11] and other components from China this year

After years of talking about home computers, many foreign companies this year released^[12] their products targeting Chinese families.

In China, computers for families used to be low-grade and cheap products for education purposes.

After studying the Chinese market, Compaq put forward the "work at home" concept, stressing the computer's role as a working and entertainment partner.

Its new home computer products with multimedia functions^[13] will be available in major department stores in Beijing, Shanghai and Guangzhou in September.

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- | | |
|--|---|
| [1] 激烈竞争 | [7] 休斯顿芭蕾舞剧团 |
| [2] 市场份额 | [8] PC 指 personal computer 个人计算机, 私人计算机 |
| [3] 不遗余力 | [9] 收益 |
| [4] 出价 | [10] 维修中心 |
| [5] IBM 指 International Business Machine Corp. (美国) 国际商业机器公司 | [11] 监控器 |
| [6] Apple 指 Apple Computer, Inc. (美国) 苹果计算机公司 | [12] 投放 |
| | [13] 多功能 |

CAR IMPORTS PLUNGE^[1] IN FIRST HALF

Demand for foreign-built luxury cars^[2] has been checked as imports slumped^[3] dramatically in the first half of this year, likely due to the government's anti-corruption drive^[4] and policies that encourage the use of domestically-assembled vehicles.

The latest information shows that car imports decreased by more than 60 per cent in the first six months of 1995. With buses, vans and trucks taken into account, total imports dropped by 35 per cent. Exact figures were not officially released^[5].

Such drops have been rare over the past two decades.

In the decade of the 1980s, a total of 292,000 sedans were imported, and last year alone, 34,400 units entered the country.

These figures do not include the import of knocked-down car components.

A senior executive^[6] from the China Trade Centre for Imported Cars said the drops indicate that domestically-assembled cars are taking a larger share of the home market.

Of every 10 cars sold on the market between January and June, 9.5 units were home-assembled and only 0.5 were imported, compared with the ratio of 8.8 to 1.2 last year and 7.7 to 2.3 in 1993.

In 1986 the ratio was merely two domestically-assembled vehicles for every eight imported ones.

Imports of car components, however, rose by more than 40 per cent in the first half of this year as Chinese auto makers are raising production towards the minimum profitable level of 150,000 units a year .

They are increasingly using local contents but foreign-made key parts^[7] are needed. .

The trade centre executive, who declined to be identified, said this demonstrates the government's determination to curb^[8] imports and prop up^[9] the country's fledgling automotive industry^[10].

Imported cars are sold on the domestic market with tariffs that are 110 per cent to 150 per cent of the cars' original prices.

This has led to increased smuggling^[11] and the creation of so-called "grey market"^[12] channels for illegal imports which bring high profits.

The executive predicted that sales of imported cars in the remaining months will not see a sharp increase, as the State's anti-corruption drive will continue and institutional buyers will remain worried about spending.

And trading companies will continue to prefer cars that are moderately priced but have relatively luxurious interiors, the executive said.

Buyers of cars for use as taxis are expected to increase in the remaining months of this year.

The trade centre sells a limited number of imported cars to steer the domestic market, and will buy thousands of cars in the remaining months.

Of imports so far, Japanese-made cars constituted the largest portion, followed by German, French, South African, South Korean, American, Spanish and Russian vehicles.

The trade centre executive also attributed the import drops to less government purchasing.

The government bought only thousands of cars during the first six months of this year, compared with tens of thousands in previous years.

Another reason for the decline lies in the 1993 rescinding^[13] of a policy that had promised foreign-funded enterprises duty-free imported cars. Imports last year thus plunged by 20,000 units.

In the meantime, smuggling of cars remains rampant^[14] as demand for foreign-built cars is still high.

In addition, both Chinese and overseas companies have brought in cars that do not meet the regulations of the Chinese market through so-called "grey market" channels.

Various foreign-built cars have entered the country and an executive from the trade centre warns that this type of border trade is hard to supervise and buyers of cars through these channels may find themselves without spare parts.

More companies have been involved in trading foreign-built cars and importing cars through diversifying channels^[15], making taxation and service difficult, said the trade centre executive.

[1] 急剧下降

[2] 豪华小汽车

[3] 不景气, 暴跌

[4] 反腐败运动

[5] 发布, 公布

[6] 拆开的

[7] 关键部件

[8] 控制, 限制

[9] 支持, 扶持

[10] 刚起步的汽车工业

[11] 走私

[12] 灰色市场(稀有商品秘密买卖未达到黑市程度)

[13] 废除, 撤回

[14] 猖獗的

[15] 多渠道