专门用途英语(ESP)系列·

英汉言级口译教程

赵 伐 编著

ADVANCED ORAL INTERPRETATION

重度去版社 📥

Chongqing Publishing House

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英汉高级口译教程

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重庆出版社

Chongqing Publishing House • China

责任编辑 彭 欣 张敏生 封面设计 周 松 技术设计 刘黎东

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前言

专门用途英语(English for Specific Purposes)是宁波大学校级重点学科、浙江省重点扶持学科(B类)。《专门用途英语(ESP)系列·英汉高级口译教程》是由宁波大学外语学院专门用途英语研究所组织编写的一套丛书之一。该学科着重研究英语在使用过程中由于行业、团体、功能等因素而产生的变体及其规律,主要研究方向为:一、语体研究,以英语功能题材的变体为研究对象,通过分析、归纳和总结各种不同功能语体的文本,从语义、语法、语用、修辞和语篇各个角度,探讨各种功能语体的特殊性,进而总结其规律性;二、教学论研究,以专门用途英语教学理论和课堂模式为主要对象,采用以学生为中心的交际教学方法,通过课堂教改实验和教材编写,总结出一套适合本学科教学的方法;三、专门用途英语的翻译理论与实践,重点研究此类变体文本与相应汉语文本之间的对等性、等值性和各自的特殊性及规律性。

本教程的内容包括:公司和企业介绍、国家经济改革、宏观经济调控、城市发展规划、能源交通等基础设施的发展、开发区、保税区和高新技术园区的建设、外商投资、工农业生产、教育改革、金融体制改革、社会福利、体育、传统文化等 12 个主题,涉及当今社会政治、经济、文化、人民生活的许多热点问题或热门话题,为学生提供了大量的相关词汇和表达法,便于他们熟悉和掌握上述各个主题中各种词汇和表达法的使用及一些中国所特有或常用说法的译法。

本教程按主题共分 12 个单元,每个单元包括 8 项活动,涉及听、说、读、写、译五项技能的训练。编著者的目的是想通过这种综合性的训练,丰富口译课程的内容和形式,营造一个真正以学生为中心的循序渐进的交际教学环境,使学生在一个紧张、活跃的课堂气氛里积极思维、踊跃表现,达到提高口语、口译能力的目的。各单元的第一项活动是以听为主的热身活动,以语言素材输入为目的,学生将听到两段相同主题的文章或报道,然后有三至四项练习。在这项活动中,要求学生能听懂内容、把握主题、熟悉词汇和常用的表达法。第二项活动是以阅读为核心的阅读练习,同样以输入语言素材为主,要求学生读懂两段相同主题的文章或报告,并能掌握其中的常用表达法及词汇,然后运用这些表达法翻译语句。这项活动所配的练习主要是英汉互译练习。第三项活动为视译训练,活动的重心转向语言输出,此项练习包括四段英语或汉语短文,要求学生运用所掌握的语言素材,边看、边组织、边口译。这项训练有利于培养学生的即席口译能力和应变能力。第四项活动为速记训练,同样以语言输出为主,包括 10 个长句或短文,要求学生进行速记,然后再翻译成英语或汉语。

这项训练的主要目的是帮助学生掌握速记要领,熟悉速记技巧,培养学生根据 速记进行即席翻译的能力。第五项活动为连续传译训练,学生将听到两到三段 对话,要求学生模拟现场口译的情形进行口译。这项活动给学生营造了一个仿 真场景,有利于他们克服紧张心理,通过模拟训练,帮助他们集中精力、综合 调动记忆力、速记能力、口语能力和口译能力及技巧来进行翻译。第六项活动 为角色游戏,教师根据每个单元的材料,给学生提供一个场景,给他们各自分 配角色,以分组或全班集体活动的形式,进行自由的现场口语和口译活动。这 项活动能激发学生的参与积极性,是活跃课堂气氛、富有挑战性的练习形式。 第七项活动主要介绍口译的技巧,每一单元着重训练一种口译技巧,包括简明 扼要的技巧介绍以及围绕这些技巧组织的各项训练。最后一项为课外活动,包 括三个内容,词汇扩展,要求学生查阅参考书译出所列词汇,丰富某一主题或 领域的词汇和表达法;补充阅读材料大多是相关或相近主题的文章或报告,其 目的除了丰富词汇外,还向学生提供必要的背景知识;翻译练习包括两至三段 汉译英练习,便于学生课后通过练习巩固所学的内容和技巧。

本教程适合作高等院校口译课程教材,也可作为三资企业、涉外单位、经 济管理部门、政府机构等培养高级口译人员的材料或参考书。经宁波大学外语 学院、成人教育学院的英语专业、外贸英语专业和英语教育专业的学生试用, 师生反映该教材内容新颖、信息量大、练习形式丰富多彩、课堂操作性强,有 利于全面提高学生听说读写译的能力。为配合教师进行教学,本教材还配有教 师用书,主要包括各项活动和练习的参考译文、听力材料、速记材料、连续传 译的材料、口译技巧的详尽介绍等。为便于教师进行课堂操作,教师用书将单 独发行。需要者请与宁波大学外语学院专门用途英语研究所联系。

在本书的编写、出版过程中,宁波大学外语学院的许多教师和专门用途英 语研究所所长陈明瑶女士大力支持,重庆出版社为此书的出版倾注了很多精力, 在此一并谨致以衷心的感谢。本书收集的听力、阅读、翻译材料,大多选自《北 京周报》、《今日中国》、《英国年鉴》、《美国历史》、《美国经济》以及其它报刊、 口译教材、翻译书籍、会议报告、企业介绍、互联网上的资料等,并做了必要 的改动,有些数据并非属实。特此说明。

由于编者水平有限,疏漏之处实属难免,恳请学界同仁及读者不苟指正。

编者

1998年11月30日于甬

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1 Companies and Enterprises

How to interpret the introductions to companies and enterprises. Current expressions used for the introduction. Skills of interpreting numerals.

1.1 Warming-up Activity

You will hear 2 managers introducing their respective companies. After each introduction, fill in the missing information in each of the following passages based on what you have heard, then work on the exercises that follow.

Exercise One: Fill in the missing information based on what you have heard.

Queensland is a huge State. It occupies almost a quarter of the Australian			
continent. The Queensland IT&T industry its cohesive and			
focus and innovation. Through a unique industry and government			
, Queensland IT&T companies work together to			
the industry as a whole.			
People in Queensland spend billion on IT&T products and services			
every year, and more than billion is actually in the State.			
Queensland's IT&T industry is attracting massive to			
enable its rapid expansion across the country and the world.			
The total number of people working in the Queensland IT&T industry is			
more than, including those employed by Queensland firms,			
nationals, multinationals, the largest private conglomerates and			
telecommunication carriers.			
Queensland IT&T companies more than in exports			
each year. By the next year, this figure is expected to reach In			
fact, IT&T exports by local companies are growing at per year and			
software of all export revenue. In the coming years, the			
companies will driving the success of Queensland's IT&T industry			
worldwide.			
*			

Exercise Two: What are the Chinese equivalents for the following expressions?

1. innovation
2. export revenue
3. export oriented 计分数
4. Queensland headquartered firms

文字 公司

1. innovation

5. massive local and overseas investments

- 6. nationals, multinationals, and telecommunication carriers
- 7. a unique industry and government joint working relationship
- 8. ten largest private conglomerates 大型 松剪 企业集团

Exercise Three: Fill in the missing part in the following passage according to what you have heard.

China National Cereals, Oils and Foodstuffs Import and Export Corporation		
(abbreviated as COFCO), is established in 1952.		
In 1994, its business turnover exceeded 10 billion U.S. dollars, with		
3. 7 billion U. S. dollars of import and export trade and 6.2 billion of overseas		
subsidiaries.		
T		
In terms of industrialization,		
, which range from planting, cultivation		
and food-processing to warehouse transportation, port facilities, hotels and real		
estate, etc.		
Regarding its goal of transnationalization,		
respecting to Boar of transmittenantation,		
. Its business scope has been broadened to barter trade, entrepot		
•		
trade, futures, plantation, transportation and real estate.		
COFCO has organized "COFCO Group" of 184 members in which COFCO		
plays as a core.		
. The cooperation has		
enabled them to play an increasingly important role in China's grains, oils &		
foodstuffs trade.		
ioodstatis trade.		

Exercise Four: Give the English equivalents for the following phrases according to the 2nd introduction you have just heard.

7. 海外全资子公司

9. 服务产业和技术革新

10. 一个工业化的跨国大型联合企业

industritization multinational joint industrilizad

8. 易货贸易 Forter track

11. 中国粮油食品进出口公司

China Nacional Corcals, oils and

Liperty Tions

Foodscuffs Import and Exports Comp

1.2 Preparatory Reading

You will read introductions in English to 2 companies. After each introduction, you will be asked to do the interpretation exercises that follow. The sentences or short passages are mostly extracts from or modeled upon what you have read below. You may work in pairs with your deskmate in doing the interpretation.

Introduction A

CHINA NATIONAL TECHNICAL IMPORT & EXPORT CORPORATION



hina National Technical Import & Export Corporation (CNTIC) is a stateowned foreign trade enterprise, specialized in import and export of technologies and complete packages of equipment. Ever since its founding 43 years ago, CNTIC has concluded 2600 projects with a total contract value of 60 billion US dollars. In recent years, its export has witnessed successive growth. In 1994, it ranked the 3rd on the list of the 500 largest import and export corporations in China.

Its business scope includes: import and export of technologies, complete packages of equipment, production lines, spare parts and components, mechanical and electrical products and instruments. It also undertakes barter trade, entrepot trade, foreign trade, consulting services and joint ventures, etc.

CNTIC has made great achievements in conglomeration. internationalization. industrialization and diversified operations in recent years. It has 6 business divisions and 8 subsidiary companies in Beijing, 14 subsidiary companies in the provinces, and representative offices, wholly-owned companies and joint ventures abroad.

With CNTIC as the core enterprise, CNTIC Group consists of 138 local and foreign organizations, integrating the import and export of technologies, commodity trade, technology development, design and research, project contracting, equipment manufacture, production of hi-tech equipment, finance, investment, trust and leasing business into one complex. It is now building itself into a comprehensive corporation.

Exercise One: Look at the following sentences or short passages. They are taken directly from or modeled on the passage above. Work in pairs to see if you can interpret them into Chinese.

1. China National Technical Import & Export Corporation (CNTIC) is a state-上有 owned foreign trade enterprise, specialized in import and export of technologies and complete packages of equipment.

2. China National Textiles Import & Export Corporation (abbreviated as CHINA TEX) was founded in November, 1951. It is a specialized foreign trade corporation attached to the Ministry of Foreign Trade and Economic Cooperation of the PRC.

- 3. The business scope of CNTIC includes: import and export of technologies, complete packages of equipment, production lines, spare parts and components, mechanical and electrical products and instruments. It also undertakes barter trade, entrepot trade, foreign trade, consulting services and joint ventures, etc.
- 4. Chinatex specializes in all kinds of textile materials, finished textile products, semi-finished products, garments, knitwear, cotton and woolen products and other export-oriented business approved by the state.
- 5. Ever since its founding 43 years ago, CNTIC has concluded 2600 projects with a total contract value of 60 billion US dollars. In recent years, its export has witnessed successive growth. In 1994, it ranked the 3rd on the list of the 500 largest import and export corporations in China.

Introduction B

Rolls-Royce Plc.

olls-Royce is one of the only three manufacturers in the Western World with the proven capacity to design, develop and produce large gas aero-engines. Its aero-engines are in service with more than 270 airlines, 700 executive and corporate operators and 110 armed services. The

Rolls-Royce Group also has over 175 industrial customers operating gas turbines for power generation, gas and oil pumping and other industrial uses. Its gas turbines power naval vessels of 25 nations.

In the civil aero-engine market, Roll-Royce pursues a strategy to offer an

engine to compete within each principal sector of the market, either alone (as in the case of the RB211 family) or in collaboration with other manufacturers (such as for the IAE V2500 now under development). Also on a collaborative basis, the Group seeks to exploit military commercial business throughout the world.

The business of Rolls-Royce is international, with approximately 70% of sales in each of the last 5 years being to airframe manufacturers or other clients outside the UK.

In the last 3 years, the civil aero business generated most of the increase in both sales and operating profit, reaching £757 million and £137 million respectively in 1986.

The Group devotes substantial resources to investment in advanced technology for both manufacturing and research and development. Since the mid 1970s, it has aimed to reduce the technological risk and high cost of engine design and development by proving technologies in advance of the high expenditure phase of an engine project, and by making technologies transferable between engines.

On its return to the private sector, Rolls-Royce will have the resources of management, capital and technology to take advantage of the profitable opportunities the market should provide in the years ahead.

(Prospectus for Rolls-Royce Plc.)

Exercise Two: Interpret the following sentences and short passages using the hints given in the brackets.

The pure specific a collaborative basis with

^{1.} 在未来的 3 年当中,本公司将与美国斯迈克纸业有限公司合作,利用资金、技术和管理方面的优势,开发新产品,提高现有产品质量,拓展国内外市场。(on a collaborative basis, take advantage of)

^{2.} 据统计,全国有 12 家航空公司、58 架飞机使用了这种新型的空气发动机。此外,公司还与国外几家大型飞机发动机生产厂商合作,开发出一种可用于发电的燃气轮机。(in service with, in collaboration with)

^{3.} 经过市场调研,我们准备把公司的主要资源(如投资)集中在民用产品上,利用当前的有利时机,大力开发民用产品市场,增强公司在国内市场上的竞争力。(devote substantial resources)

^{4.} 为了增加利润,公司将集中主要的人力和财力开展高科技产品的研制。公司将瞄准如何减少技术风险、降低设计成本,制定出一套切实可行的方案。 (aim at, work out)

^{5.} 在激烈的市场竞争中,公司采取了对外广泛联合、对内加强管理的策略。 目前,已经有 56 家国内外厂家与本公司建立了业务关系。公司正在表面合于发西部地区的可能。(pursue a strategy, seek to exploit, in response to)

1.3 Sight Interpretation

You will read 4 short passages. Some are in English, others in Chinese. Scan them to see if there are any words or expressions that are new to you. Then, get ready to interpret them. You may discuss with your classmates, or consult reference books before the exercise.

(1)

The Company has witnessed a recovery of orders since late 1984, both for complete aero-engines and for spare parts. Total sales increased in each of the last 3 years to reach \$1.8 billion in 1998. Both operating profit and profit before tax increased sharply in each of these years and in 1998 were \$273 million and \$120 million respectively. The earlier reduction in manpower levels and other measures to increase efficiency contributed to an improvement in margins; funds generated from operations also improved significantly.

(2)

China Aviation Supplies Corp. (CASC) is a trading company engaged mainly in the import and export business of civil aviation products. CASC has established 13 domestic branches and 65 branches overseas, complete with a sales force and information network worldwide that guarantee wide business links and close cooperative relations with the manufacturers and companies from many countries and regions. The business turnover increased year by year and since 1980 CASC had imported various kinds of civil aviation products with a turnover of more than 1 billion US dollars. The export business also increased rapidly. The annual volume of import and export business is more than 2 billion US dollars.

(3)

上海凤凰自行车有限公司是生产名牌产品凤凰和飞达牌自行车的大型企业。公司经过 35 年的发展,已经成为我国最大的自行车生产集团,年产量为 5 百万辆,占全国自行车总产量的 25%,其中有四分之一出口国外。公司目前生产 48 种型号、90 多种款式的自行车,同时,公司还集中人力和财力,研制生产第二代助动车和第三代豪华轻便车。

(4)

女士们, 先生们, 下午好! 今天, 我非常高兴, 在此欢迎澳大利亚昆斯兰

太平洋航运有限公司的贵宾。我谨代表宁波海洋运输公司的全体员工,向来宾们表示热烈的欢迎。

我们公司是改革开放以后建立的第一家远洋运输公司,主要从事国际远洋货运和集装箱运输业务。自 1978 年成立到现在,已经有近 22 年的历史了。在这 20 多年的发展过程中,公司利用国家给予的优惠政策,在瞄准国际市场的同时,开发国内市场。为了确保货源,我们同全国 141 家企业建立了长期、稳定的供应关系,与内地有密切业务往来的运输单位就有 221 家。如今,我们公司每年赢利 3600 万元人民币,上缴利税 1100 多万,成为省内经营国际货运的骨干企业。

1.4 Note-Taking Exercise

You will hear 10 sentences or short passages, 5 in English and 5 in Chinese. Jot down the main points of each sentence or passage. Then interpret them into Chinese or English.

1.5 Listen and Interpret

In this activity, you will hear 2 or 3 talks between a foreign visitor and a Chinese host. The Chinese host will introduce his/her company to the visitor. Listen to each talk twice. The first time will give you some general idea of the company or enterprise. Then, for the second time, get ready to act as an interpreter in between.

1.6 Role Play

In this activity, the class will be given a situation. To act it out, each student is assigned to a definite role. Your teacher will divide you into groups of 3, with Student A playing the role of Chinese host, Student B acting as a visiting party, and Student C the part of an interpreter.

Situation:

A group of foreign businessmen are visiting Chongqing Semiconductor Co., Ltd. The head of the company is expected to give a brief introduction to the visiting team. There will be a lot of questions and answers concerning the business scope and scale of the company between the host and the guests.

For Student A

Suppose you are director of Chongqing Semiconductor Co., Ltd. You are meeting a group of foreign businessmen interested in your products, the silicon slices for integrated circuit. Please introduce in Chinese your company, its products, the present situation and prospect of sales. The following facts and figures may be helpful for

your introduction.

- 1. The company was established in November 1986, assisted by the municipal Bureau of Foreign Investment Promotion, and with joint investment from American Electronic Corp. The contributions of each party is as follows:

 Chinese partner: RMB 140 million yuan; Foreign partner: RMB 136 million yuan
- 2. At present, the company has a working staff of 1457, 137 of them are technical staff, 45 are management personnel.
- 3. The company now covers an area of 120 hectares, with a building space of 721,000 square meters.
- 4. The main products include 4-inch silicon slices, 5-inch silicon slices, 6-inch silicon slices and 8-inch silicon slices. The polished slices of silicon from 4 to 6 inches will be produced in batches at trial production. After the factory is fully put into operation, 6-inch slices will be produced as main products, and 8-inch slices will be produced in small batches.
- 5. The well-sold brands are: Dongfeng 6-inch polished silicon slices and Dongfeng monocrystalline silicon.
- 6. The total investment is RMB 426 million yuan.
- 7. The annual productive capacity is 5 million pcs of polished silicon slices and 120 tons of monocrystalline silicon.
- 8. Sales volume: 4.9 million pcs of polished silicon slices and 110 tons of monocrystalline silicon annually.
- 9. Prospect of sales: The products are mainly export-oriented. At the preliminary stage of production, 100% of the products are exported abroad. When a full operation is effected, 95% of the products are exported overseas. The strategy is to open up the world market of electronic products, with Southeast Asia as its main target, and to establish an effective sales network so as to ensure an annual production of 100 million pcs of silicon slices in the coming 2 years.

For Student B

Suppose you are a foreign businessman from Taylor & Sons Trading Co. You are interested in importing silicon slices and monocrystalline silicon. You want to find a stable and long-term supplier that can export in large quantity on a monthly basis. After you have visited a number of factories in China, you think Chongqing Semiconductor Co. is a potential seller. Before getting down to business, you would like to know more about the factory through the following questions:

- 1. 贵厂是何时建立的?是如何建立起来的?
- 2. 贵厂有多大?职工人数有多少?其中技术人员、管理人员和工人所占的比例是多少?工厂占地面积多大,建筑面积有多大?

- 3. 年生产能力如何?产品的种类、规格,有无名牌产品?产品的销售情况怎样?
- 4. 在今后的两三年当中,贵厂的销售策略是什么?
- 5. 中外双方的投资情况,各自投资的数额,在总投资中所占的比例。

1.7 Focus Practice on Functional Skills-How to interpret large numerals?

1. Numerals are often proved difficult in oral interpretation, especially large ones. First, we should learn the different ways of reading large numerals in English and Chinese. Now read the following large numerals in both English and Chinese and notice their difference.

456,897,000	59,569,000	983,000	520,666,000	960,000
2,100,000,000	56,960,000	12,000,000	870,550,000	89,000
5,900,000	650,000	320,000	54,000,000,000	98,000
312,940,000	584,095,030	45,986,000	43,000	890,000
12,000,879	90,000,000	57,000	345,000	235,000
567,098,098	345,980	234,000	540,210,000	250,987

- 2. Listen to the following large numerals. Try to jot them down and turn them into Chinese.
- 3. Listen to the following large numerals. Try to jot them down and turn them into English.
- 4. Look at the following passages and interpret them into Chinese or English. Pay attention to the large numerals in them.
 - In the past five years, Structured Finance Group (SFG) has structured and financed 158 transactions with an aggregated value of \$6.3 billion. Its growth has spanned a wide assortment of global industries, including energy, industrial manufacturing, rail, marine, telecommunications, oil and gas, and infrastructure.
 - 2) Thanks to the efforts of our 51,000 associates around the world, GE Capital Services has enjoyed continued success. In 1996, earnings reached a record \$2.8 billion, up 17%, or \$400 million, from 1995 levels. With an unwavering focus on profitably meeting the needs of our customers, 19 of GE Capital Services' 27 Businesses achieved double digit growth, through a combination of strategic acquisitions, joint venture partnerships, organic business expansion, and targeted equity investment.

- 3) When China released its 1990 list of the top 50 industrial enterprises in terms of net profit, the Shoudu Iron and Steel Co. (SISC) ranked the first. Moreover, it ranked 21st and 9th respectively in terms of original value of fixed assets and industrial output value. The SISC possesses more than 10,000 sets of machine tools with an annual processing capacity of 100,000 tons. It is capable of designing and manufacturing a complete set of equipment with an annual production capacity of 3 million tons.
- 4) The following *Financial Highlights* will show the tremendous success made by our company in 1996.

	1996	1995
IMPORT & EXPORT	\$2,817*	\$2,415
LAND LEASE INCOME	\$48,000	\$37,000
INSUTANCE	\$1,185	\$1,008
STORAGE & TRANSPORTATION	\$5,700	\$4,800
LABOR EXPORT	\$230	\$210
* DOLLARS AMOUNTS IN MILLIONS		

- 5) 按每平方米销售价 2200 元人民币计算,43000 平方米需要投资 9460 万元人民币。这笔资金可以由公司投入,估计投资回收期在两到三年左右。
- 6) 这个联合开发集团有固定资产近 3.2 亿元人民币。1998 年,该集团实现 工业产值 2560 万元,比 1997 年增加了 540 万元。
- 7) 这个项目的投资估算如下: 总投资为 200 万美元, 其中:

(一)固定资产投入	360万元人民币
1.土建 1500 平方米	100 万元人民币
①三个生产车间 ②仓库 ③质检、供销、办公用房 ④食堂、门卫、配电室等用房	149 万元人民币 36 万元人民币 10 万元人民币 5 万元人民币
2. 征用土地 5 亩 3. 生产线的购置、安装、调试 4. 通电通水	75 万元人民币 15 万元人民币 10 万元人民币
(二) 流动资金	1260 万元人民币

1.8 After-Class Activities

1) Expand Your Vocabulary: Look up the following phrases in reference books and turn them into English.

工贸公司 联营企业 股份有限公司 进出口经营权 重合同守信用 外经贸委 进出口贸易额 年生产能力 经济实体 三来一补 信托投资公司 信贷公司 无限公司 保管公司 销售代理商 包销合同 保险总额 本年盈余 本期利息 标准国际贸易分类 财政年度 边境贸易 工业生产总值 法定代理人 国民生产总值 国内生产总值 私营企业 工业生产指数 国际贸易惯例 乡镇企业 三资企业 外汇收支平衡 注册商标 社会主义市场经济 上市公司 最惠国待遇 进口配额 子公司 批发市场 关税与贸易总协定 国际标准化组织 企业集团 短期贷款 年终分成 注册资本

2) Supplementary Readings: Read the following passages to enrich your vocabulary and expressions.

(1)

Americom is a leading global provider of satellite communications services to a diverse array of government and commercial customers, including the broadcast and cable TV industries, broadcast radio, and users of business information and communications network services. The company operates 13 communications satellites and maintains a supporting network of earth stations, central terminal offices, and telemetry, tracking and control facilities.

(2)

Genstar is the world's leading lessor of marine and domestic cargo containers to shipping lines, railroads and intermodal transportation providers. A "total management" company, Genstar provides equipment financing, leasing and disposition services. The company offers a broad range of equipment types in addition