

ENGLISH

BOOK 3

对外贸易基础英语

(试用本)



上海对外贸易职工大学编

对外贸易基础英语

第三册

(试用本)

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编写说明

本书主要供外贸职工业余学习使用。选材以外贸业务函电、会话等为主，辅以一般生活题材。全书共六册，分六个学期学完。通过学习，学员可掌握约三千个英语单词和词组，以及基础语法知识，初步学会用英文拟写和翻译一般外贸业务函电，并能用英语作简单的业务会谈。

按照听、说、读、写全面发展的要求，我们采取了课文和语法相结合、函电与会话并重的编写方法。在进程上力求由浅入深，由简到繁。对于常用的外贸业务和生活词汇，尽量予以反复出现，以使学员达到熟记并能应用的程度。在教学过程中，教师可按实际情况和学员水平，对课文内容进行增减。

由于编者水平有限，书内的缺点错误在所难免，欢迎同志们批评、指正。

本书的编写工作，得到有关领导和同志们热情支持和帮助，并承上海外国语学院印刷厂和湖北省蒲圻县印刷厂代为排版和印刷，谨表谢意。

编者

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前 言

根据1979年世界卫生组织估计全世界盲人共约2,800万至4,200万,据此,初步估计我国目前有双眼盲人约500~600万,其中绝大多数盲人是可防可治的;如此大量的盲人,对国家、社会及家庭均有很大影响。必须迅速改变这种情况,加强防治盲工作。为此,我们编写了《保护您的眼睛》一书,以使广大群众更好地了解这些眼病的防治知识,减少或避免盲目的发生。

本书共选常见眼病13种,这些眼病是最常见的影响视力以致造成盲目的原因,供广大读者参阅。

北京市眼科研究所

防盲组

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Lesson One

Sentence Patterns

1. Good business relations will be established between us.
2. Your textiles will be well received in our market.
3. To pay a visit to China has long been my wish.
4. Our main task now is to speed up our socialist modernization.
5. It's my desire to have a share in your trade.

A Talk with a Foreign Businessman

Text

C: Sit down, please. Have a cigarette.

F: Thank you.

C: Are you enjoying yourself here?

F: Oh, very much. To pay a visit to China has long been my wish. And now this wish of mine has come true. I've been to some of your scenic spots. I've also visited a few of your factories and people's

communes. You've achieved a great deal in your economic construction.

C: It's very nice of you to say so. But ours is a developing country. We are still rather backward economically. Our main task now is to speed up our socialist modernization. And at the same time we must increase our production to meet the demands at home and from abroad.

F: You are doing very well. Your home market is flourishing, and your foreign trade is expanding fast. Your export goods are getting more and more popular in the world market.

C: I'm glad to hear that.

F: The purpose of my present trip is to seek an opportunity to do business with you. I'm in the textiles line. It's my desire to have a share in your trade.

C: You are welcome. We assure you of our close cooperation. We always do business on the basis of equality and mutual benefit. I hope good business relations will be established between us.

F: So do I. There're surely broad prospects before us. Your textiles, I think, will be well received in our market. May I have a catalogue?

C: Of course. Here it is.

F: Good. I'll go over it and have another talk with you.

New Words and Expressions

down	/daʊn/	adv.	向下, 在下面
cigarette	/ˌsɪɡə'ret/	n.	香烟
yourself	/jɔ:'self/	pron.	你自己
mine	/maɪn/	pron.	我的
true	/tru:/	adj.	真的; 确实的
come true			实现, 达到
scenic	/'si:nɪk/	adj.	景色优美的; 自然景色的
commune	/'kɒmjʊ:n/	n.	公社
economic	/ˌi:kə'nɒmɪk/	adj.	经济(上)的; 经 济学的
construction	/kən'strʌkʃən/	n.	建设
ours	/'aʊəz/	pron.	我们的
develop	/dɪ'veləp/	v.i., v.t.	发展
backward	/'bækwəd/	adj.	落后的
economically	/ˌi:kə'nɒmɪkəli/	adv.	在经济上; 节约地
speed	/spi:d/ (sped /sped/, sped 或 speeded, speeded)	v.t. 加速; 促进 v.i. 速进 n. 速度	
speed up	(使) 加速		
same	/seɪm/	adj.	同一的; 相同的
		pron.	同样的人(或事物)
at the same time			同时
increase	/ɪn'kri:s/	v.t., v.i.	增加; 增长
demand	/dɪ'ma:nd/	n., v.t., v.i.	需要; 要求

abroad	/ə'brɔ:d/	adv.	国外
market	/'mɑ:kɪt/	n.	市场
flourishing	/'fla:riʃɪŋ/	adj.	繁荣的, 兴旺的
expand	/ɪks'pænd/	v.t., v.i.	扩大; 发展
popular	/'pɒpjulə/	adj.	受欢迎的; 大众喜爱的; 流行的
purpose	/'pə:pəs/	n.	目的; 意图
present	/'preznt/	adj. n.	现在的, 目前的 现在
seek	/si:k/	(sought /sɔ:t/, sought) v.t., v.i.	寻找, 寻求
opportunity	/ɒpə'tju:nɪti/	n.	机会
desire	/di'zaɪə/	n., v.t.	愿望; 要求
share	/ʃeə/	n.	一份; 分担
assure	/ə'ʃʊə/	v.t.	向……保证; 使确信
close	/kləʊs/	adj.	密切的; 接近的
cooperation	/kəʊ,ɒpə'reɪʃən/	n.	合作, 协力
basis	/'beɪsɪs/	n.	基础
equality	/i(:)'kwɒləti/	n.	平等
mutual	/'mju:tʃʊəl/	adj.	相互的; 共同的
benefit	/'benɪfɪt/	n.	利益, 好处
relation	/rɪ'leɪʃən/	n.	关系; 交往 (常用复数)
establish	/ɪs'tæblɪʃ/	v.t.	建立; 创办; 开立
broad	/brɔ:d/	adj.	广阔的, 宽的
prospect	/'prɒspekt/	n.	(常用复数)前景; 前途

think	/θɪŋk/	(thought /θɔ:t/, thought)	
		v.i., v.t.	想, 认为
receive		v.t.	迎接, 接待
course	/kɔ:s/	n.	过程; 航线
of course			当然, 自然
go over			查看, 仔细检查

Notes

I. Are you enjoying yourself here?

你在这儿过得愉快吗?

to enjoy oneself (/wʌn'self/ 自己) 意思是“过得快活”。

II. And now this wish of mine has come true.

现在我的这个愿望已经实现了。

1. my 和 mine 都作“我的”解, 但 my 用作形容词, 而 mine 则起名词作用, 称为名词性物主代词。这里 mine = my wishes。

2. come 在这里用作联系动词, 不作“来”解, 而是“成为”的意思。

III. scenic spot 风景区

A. It's very nice of you to say so.

你这样说太客气了。

这是口语中客气的讲法, 这里 so 是代词, 用来代表前面所说的话, 以免重复。

V. But ours is a developing country.

但是我们国家是发展中国家。

1. ours 也是一个名词性的物主代词，这里等于 our country。
2. 句中 developing 是现在分词，起形容词作用，修饰 country。

VI. ... to meet the demands at home and from abroad.

…… 满足国内外的需要。

1. 这里 meet 作“满足”解。
2. 副词 abroad 在这里作 from 的宾语。

VII. Your export goods are getting more and more popular in the world market.

你们的出口商品在国际市场上越来越受欢迎。

这里 get 是联系动词，作“变得”、“变为”解。
more and more 是“越来越……”、“日益”的意思。

VIII. I'm in the textiles line.

我是经营纺织品（这一行业）的。

IX. have a share in 参加，出力

X. We assure you of our close cooperation.

我们保证和你密切合作。

to assure somebody of something 意思是“向某人保证（担保）某事情”。例如：

I assured them of the good packing of our goods.

我向他们保证我方货物包装良好。

XI. on the basis of equality and mutual benefit

在平等互利的基础上

XII. So do I.

我也是这样（希望）。

这是一个倒装句，句中的 **so** 是副词。当要说明前一句中谓语表示的情况也适用于另一个（些）人或物时，常用这样的句型。它的构成是：**so + 助动词（或情态动词或动词 be）+ 主语**。例如：

1. A: Mr. Smith takes an interest in the new products.

B: So does Mr. Green.

2. We have signed the contract and so have they.

3. A: I must go now.

B: So must I.

4. I was very busy that day and so were my colleagues.

XIII. Your textiles, I think, will be well received in our market.

你们的纺织品我认为在我们市场上将很受欢迎。

这里的 **I think** 叫做插入成分，它和句子的其他成分没有语法上的关系。

XIV. Here it is.

这里与 “Here you are.” 意思相同。

Grammar

I. 被动语态 (二)

一般将来时的被动语态是由“shall be 或 will be + 及物动词的过去分词”构成的。例如:

We shall be allowed to make transshipment at a Japanese port.

Your textiles will be well received in our market.

现以 ask 为例, 将一般将来时被动语态的肯定式、否定式和疑问式列表如下:

肯定式		否定式		疑问式	
I shall		I shall		Shall I	
You will		You will		Will you	
He will		He will		Will he	
She will	be	She will	not be	Will she	be
It will	asked....	It will	asked....	Will it	asked...?
We shall		We shall		Shall we	
You will		You will		Will you	
They will		They will		Will they	

II. 动词不定式 (二)

动词不定式 (或不定式短语) 在句中除了可以用作宾语、状语、定语外, 还可以作主语和表语。

1. 主 语

To do some business with us is the purpose of his visit to Shanghai.

To see China with my own eyes has been my wish since 1976.

不定式作主语时，常放在谓语后面，句首用 it 做形式主语。例如：

It has been my wish since 1976 to see China with my own eyes.

It is necessary to book shipping space in time.

在用 it 作形式主语的这类结构中常用 for 来介绍不定式逻辑上的主语。例如：

It is difficult for us to conclude the transaction right now.

有时如果用作表语的形容词与不定式逻辑上的主语关系更密切，就常用 of 引起这个短语。例如：

It is very nice of you to say so.

2. 表 语

The purpose of my present trip is to seek an opportunity to do business with you.

Our main task now is to speed up our socialist modernization.

Exercises

I. 将下列各句改为被动语态 (by 短语如无必要, 可以省略):

1. We shall receive more orders from A. B. C. Co. next month.
2. We must send the catalogues and samples to Mr. Kino this afternoon.
3. The teacher usually asks some questions at the beginning of the class.
4. We shall make out the shipping documents before tomorrow morning.
5. Have you booked the shipping space for our Order No. 101?
6. A. B. C. Co. cannot open the L/C till next week.
7. We supplied a lot of garments of new styles at the last fair.
8. Will they ship the goods by a direct steamer next month?
9. They will not sign the contract today.
10. Will he finish the work before the end of this month?
11. What new products shall we display at the next fair?
12. He received our letter three days ago.

II. 用动词不定式(或不定式短语)填空并说明其句法作用: