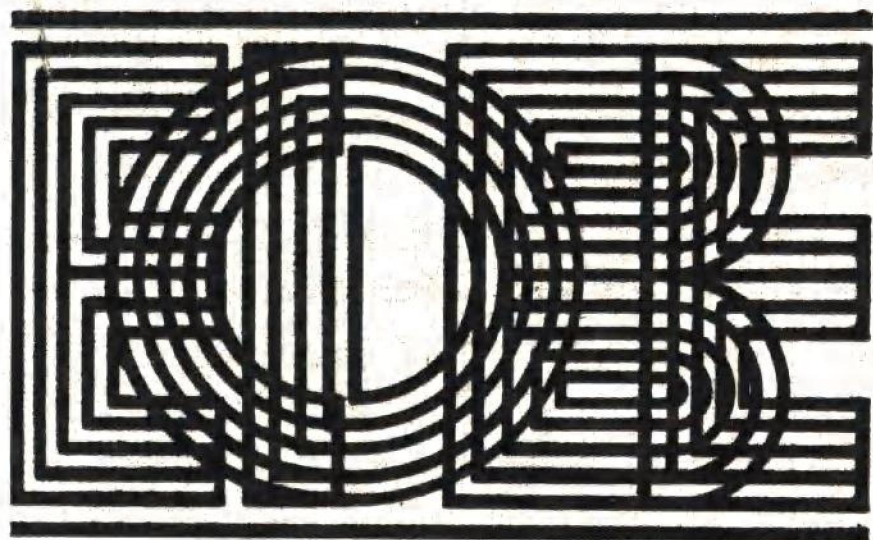


实用 英汉经贸词典

**A PRACTICAL ENGLISH-CHINESE
DICTIONARY
OF BUSINESS AND ECONOMICS**



**SHANGHAI SCIENTIFIC AND TECHNOLOGICAL
LITERATURE PUBLISHING HOUSE**

上海科学技术文献出版社

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程润明 程 洁 程 洪 编著

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前 言

当前,我国外经贸事业正面临大发展的形势,而现有经贸词典虽多,但多数大同小异,且又只有词语没有实用例句。为适应我国对外开放形势和外经贸事业迅速发展的需要,我们编写了《实用英汉经贸词典》一书。本书是一本实用工具书。

本词典共收词语(包括单词及短语)约 6,000 条,举例近 7,000 例,共分商务交际、投资金融、旅行游览、饮食旅馆、交通通讯和其他常用词语等六个部分,既包括商品、技术贸易,又包括服务贸易。

本词典具有新、全、实用、方便等四大特点。词典中编入了最新的词语,如 Internet(互联网络,是目前世界上最大的计算机信息网络);EDI(electronic data interchange 电子数据交换,即 paperless interchange 无纸交换。通过 EDI 进行的贸易,称为“无纸”贸易);Email(电子邮件);electronic mall(电子购物中心);electronic shopping(电子购物);plurilateral trade agreement(若干单项贸易协议);definitive antidumping duty(最终反倾销税)等等。本词典主要收录了有关进出口业务各个环节及投资开发、改革开放、三资企业、股票证券等方面的专业词语;同时也为接待外国客户使他们能乘兴而来满意而归或我国人员出国考察的需要,包括迎、送、衣、食、行、游览观光、购物娱乐等日常生活方面的话题,编入了不少业务性、知识性、趣味性丰富多彩的常用词语。词典中所收的词语均配有实用例句,形式多样,内容丰富,既有口头用语又有书面用语,使读者能灵活运用。本词典按类编排,大类中又分若干小类,各类词语均按英语字母顺序排列,查阅方便。

本词典书末编有四个附录:常用经贸缩略语(共收入 700 多个);国际海运港口(共收入 1,600 多个);旅游景点(共收入 36 个);菜肴及饮料(共收入 700 多个)。附录中除旅游景点按省市排列、菜肴及饮料按汉语拼音排列外,其余均按英语字母顺序排列。

本词典可供外经贸工作者、大专院校外经贸专业师生和涉外工作者使用。

在编写过程中,编者曾参考了不少国内外有关书籍及资料。

由于编者水平有限,缺点错误在所难免,希望广大读者批评指正。

编 者

1997 年 1 月于上海

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1. BUSINESS COMMUNICATION

商务交际

(1) General Economic and Business Terms and
Establishment of Business Relations

一般经贸词语及建立贸易关系

A

a ready market 很有销路

I think some of the items will find a ready market in the United States.

我想有些商品在美国会很有销路。

abide by a contract 遵守合同

In spite of the difficulties, we will do our best to abide by the contract.

尽管有困难,我们仍将竭尽全力遵守合同。

active market intervention 积极的市场干预

The integrated program for commodities is designed to ensure fair and remunerative prices for the export raw materials of the developing countries through measures such as joint buffer stocking and active market intervention.

商品综合方案是为了通过联合的缓冲库存和积极的市场干预等措施,来保证发展中国家原料出口的公平、有利价格的。

actuals market 现货市场,实物市场

In hedging operations, the business person who is on the long or short side of the actuals market has taken an opposite position of the buyer or the seller in the closely related futures market.

在套头交易中,凡实物市场上做多头或空头生意的工商业者,在密切相关的期货市场上就处于与原来的买家或卖家相反的地位。

added value 增加值

The added value of our city's industrial output increased by 18 percent last year.

去年我们市的工业增加值增长了18%。

advance (物价)上涨

The market is advancing.
市价正在上涨。

(goods) afloat 在途(货物)

Our clients require goods either in Europe or afloat.

我方客户需要在欧洲的或在途的货物。

after market 销售后市场(指某些

商品售出后,对这些商品零件附件的需求)

The company claims it is planning to capture the after market for its 3 million cars in the United States within three years.

该公司声称,它计划在 3 年内夺取美国 300 万辆汽车的销售后市场。

agreement 协议

This agreement is the result of our friendly negotiations.

这份协议是我们友好谈判的成果。

aid with no conditions attached

无附加条件的援助

We will be happy to give you aid with no conditions attached.

我们将乐于向你们提供无附加条件的援助。

annex (合同的)附件

We agree that the contract and its annexes may be amended or supplemented by mutual agreement.

我们同意合同的内容和附件只要双方意见一致可以修改或增加。

annual production 年产量

We are planning to increase

annual production to 80,000 dozen.

我们正计划将年产量增加到 80,000 打。

anti-dumping 反倾销

We have passed an anti-dumping law.

我们已通过了一项反倾销法。

An anti-dumping proceeding should not hinder the procedures of customs clearance.

一项反倾销诉讼不应妨碍清关程序的进行。

apply to the customs 报关

Who is responsible for applying to the customs?

谁负责报关?

appreciate someone's giving a reply

感谢某人给予答复

We would appreciate your giving us an early reply to our proposal for the establishment of business relations with you.

关于我公司与你方建立业务关系的建议,如蒙贵公司早日赐复,我公司将十分感激。

area sales manager 地区销售经理

This is Mr Wang. He is an area sales manager.

这是王先生。他是一位地区销售经理。

arm's-length bargaining 正常商业谈判, 普通的讨价还价

The terms were not the result of arm's-length bargaining in any commercial sense.

这些条件无论从任何商业意义上说都不是普通讨价还价的结果。

arm's-length deal (transaction)

正常商业交易, 普通商业关系

Crude oil prices are inching down due to the adoption of rising rebates on the official prices in arm's-length deals (transactions) between companies.

由于各公司间正常商业交易中对官方价格给予的回扣逐渐增多, 原油价格正在慢慢下降。

article-by-article bargaining 逐个商品谈判

Article-by-article bargaining helped to secure meaningful tariff concessions.

逐个商品谈判促进了获得有意义的互减税率。

Asia-Pacific Organization of Economic Cooperation 亚太经济合作组织

We enjoy close economic and trade links with other members of the Asia-Pacific Organization of Economic Cooperation.

我们同亚太经济合作组织的其他成员有着密切的经济贸易联系。

assure someone of one's cooperation 保证同某人合作

We're glad to be of help. We can assure you of our close cooperation.

我们十分乐意协助, 并保证同你们密切合作。

at source 在产地

As a result of renewed buying by local manufacturers, prices at source have risen to around US \$ 4.60 per kilo.

由于当地制造商恢复购买的结果, 产地价格已上升到每公斤4.60美元左右。

ATA carnet 暂时入境许可证(指凭此可使某些货物不须履行正常的海关手续而允许暂时进入国境的文件)

ATA carnets are international Customs documents issued by Chambers of Commerce in most major countries throughout the world.

暂时入境许可证是世界上大多数主要国家商会签发的国际海关文件。

authentic 具有法律效力

The contract shall be writ-

ten in Chinese and in English.

Both texts are equally authentic.

本合同用中文和英文写成，
两种文本具有同等法律效力。

automatic approval system 自动
认可制度

An automatic approval system won't be acceptable to us.

自动认可制度我们是无法接受的。

B

balance (供求等的)平衡

Supply and demand are in balance.

供求平衡。

balance of imports over exports

入超

The country has a balance of imports over exports every year.

这个国家每年都入超。

bankrupt 破产的

The firm has gone bankrupt.

该公司破产了。

bankruptcy 破产事件

There were many bankruptcies in the business world last year.

去年，工商界发生了多起破

产事件。

be exempt from taxation 免税

These articles are exempt from taxation.

这些商品免税。

be subject to taxation 应课税

These goods are subject to taxation.

这些商品应课税。

bilateral trade 双边贸易

The two countries have signed a bilateral trade agreement.

这两个国家签订了一项双边贸易协定。

big-ticket item (美)昂贵的商品

There will be a slump in the sales of big-ticket items, such as new cars, in the next few months.

在今后几个月内，新汽车之类的昂贵商品的销售额将会下降。

bogus goods 假冒商品

Among the bogus goods to be hit are watches, designer jeans, computer software, etc.

将被打击的假冒商品有手表、标名牛仔裤、计算机软件等。

bonded goods (goods in bond) 保税货物

Goods kept in a bonded

warehouse are called bonded goods (goods in bond).

存放在保税仓库中的货物叫做保税货物。

bonded warehouse 保税仓库

If your goods remain in a bonded warehouse, you don't have to pay duty on them.

如你的货物存放在保税仓库里, 你就不必付关税。

The main purpose of the bonded warehouse is to simplify import procedures or to postpone the payment of import duty.

保税仓库的主要目的是简化进口手续或推迟交纳进口关税。

bonded zone 保税区

Unless your goods go through the customs and leave the bonded zone, you don't have to pay duty on them.

除非你办理货物报关手续, 离开保税区, 否则你可不必付关税。

boom (营业等的) 激增, 上升; 繁荣, 兴旺

There has been a boom in the sales of TV sets.

电视机的销售额激增。

Business is booming this month.

本月生意兴旺。

boost production 增加生产

A big rise in exports has boosted production by 10 per cent.

出口的大幅度增长使生产增加了10%。

brand 牌子, 商标

We sell three brands of tea.

我们出售3种牌子的茶叶。

brand-name product 名牌产品

On display at the fair will be new, fine-quality and brand-name products.

在交易会上将展出崭新、优质和名牌产品。

break in business relations 业务关系中断

We would like to give our apologies once again for the regrettable incident causing the break in our business relations. Your decision to do business with us again has pleased us very much.

由于发生了令人遗憾的事件, 我们之间业务关系因而中断, 我公司愿在此再度表示歉意。你公司决定与我公司再度恢复业务往来, 我们十分高兴。

break into a market 打入市场

We hope to break into the

Japanese market.

我们希望打入日本市场。

break-bulk cargo 普通货物, 散装
杂货

One development that will offer a very promising prospect for break-bulk cargo operations is the barge carrying vessel which requires no sophisticated port handling equipment.

一个将来普通货物装卸作业大有希望的新发展是载运驳船的轮船, 它不需要精密的港口装卸设备。

Bretton Woods Institution 布雷顿
森林体系

Regarding multilateral relations, we are firmly committed to multilateral economic and financial cooperation within GATT and the Bretton Woods Institution.

在多边关系方面, 我们坚定地致力于关贸总协定和布雷顿森林体系内的多边经济及金融合作。

brisk (市场) 活跃的

The market is brisk.

市场活跃。

brochure (介绍商品的) 小册子,
商品简介手册

To give you a general idea

of our business lines, we are pleased to enclose a brochure with this letter.

为了使你们对我们经营的商品有个大概的了解, 我们高兴地随信附上一本小册子。

broker 经纪人

We have consulted an insurance broker.

我们请教了保险经纪人。

brokerage 经纪费, 经纪佣金

Brokerage fees are due only in special cases.

经纪费只有在特殊情况下才支付。

build up business relations 建立
业务关系

We are pleased to fax our latest price list in order to build up business relations with your firm.

为了与你公司建立业务关系, 我们愉快地用传真发给最新价目单。

building line 建筑业

Ours is a big company in the building line.

我们在建筑行业中是一家大公司。

business 生意

We hope we can do business with you.

我们希望能和你们做生意。

We have been in this business for more than 20 years.

我们做这生意已经20多年了。

business card 名片

May I have your business card, please?

请给我一张你的名片好吗?

business relation 贸易关系, 业务关系

We hope to establish business relations with your firm.

我们希望和你公司建立贸易关系。

We thank you for your fax of June 5 expressing your hope for the establishment of business relations with us.

我们感谢你们6月5日表示希望和我们建立业务关系的传真。

The purpose of my visit is to explore the possibilities of establishing business relations with your corporation.

我这次来访的目的是想探讨一下与你们公司建立贸易关系的可能性。

buyer 买主, 购买者

We are a big buyer of car engines.

我公司是一个汽车发动机的

大买主。

buyer's market 买方市场

Copper supply exceeds demand, thus creating a buyer's market.

紫铜供过于求, 因而出现了一个买方市场。

C

capture a market 占领市场

They are trying to capture the Asian markets.

他们正企图占领亚洲市场。

cargo 货物

Your cargo is expected to arrive in San Francisco around October 20.

你们的货物预计10月20日左右到达旧金山。

carry out the terms of an agreement 执行协议条款

The terms of the agreement should be carried out to the letter.

本协议的条款应该不折不扣地执行。

catalog 商品目录

Could I go through your catalog to see if something is interesting?

我可以看一下你们的商品目

录,看看对什么东西有兴趣吗?

changeable (行情)易变的

Situations are quite changeable in the commodity market.

商品市场行情多变。

channel for foreign trade 对外贸易渠道

The Guangzhou Fair has become an important channel for our foreign trade.

广州交易会已成为我国对外贸易的一条重要渠道。

client 顾客,客户

My clients are very satisfied with your shirts. The styles and colors are very much to their taste.

我方顾客对你们的衬衫非常满意,式样和颜色都符合他们的爱好。

closed economy 闭关自守经济

A closed economy won't work.

闭关自守经济行不通。

commence business relations 建立业务关系

We wish to commence business relations with you and hope to receive your trial order as soon as possible.

我们愿与你建立业务关系,并希望尽早收到你们的试销定

单。

commercial counsellor 商务参赞

We have learned your name and address from our Commercial Counsellor's Office in Washington and would like to take this opportunity to write to you and express our hope for the establishment of business relations with your firm.

我们从我国驻华盛顿商务参赞处获悉你公司的名称和地址。特利用这一机会写信给你们,希望能与你公司建立业务关系。

comment on an item 对某一商品的意见

We've heard similar comments on this item from other Canadian companies.

我们从其他加拿大公司那里也听到了有关此商品的类似意见。

commercial integrity 商业诚实

One of our principles is to make sure that contracts are honored and commercial integrity is maintained.

我们的一条原则是要做到重合同,守诚实。

commission house 代办行,经纪行

We prefer direct purchasing. We don't want to import

goods through an import broker
or import commission house.

我们喜欢直接采购,进口商品不要通过进口经纪人或进口代办行。

commodity market 商品市场(尤指小麦、羊毛等作为国际贸易组成部分的粮食或原料商品交易的市场)

Commodity-market prices have been falling off lately.

商品市场的价格近来一直在下跌。

common prosperity 共同繁荣

I believe that as long as we observe the principle of equality and mutual benefit we can attain common prosperity.

我相信只要我们遵守平等互利的原则,我们就能实现共同繁荣。

comparative advantage 比较利益,比较优势(指国际贸易理论的一个基本概念。这种理论认为,如果每一个国家或地区把它的大部分力量用来生产较其他国家有优势的产品[即最适宜生产的产品],就能使各种货物和劳务的生产达到世界最高的水平)

Comparative advantage may encourage a country to specialize increasingly in the manufacture

of certain products.

比较利益可能鼓励一个国家越来越专门从事某些产品的制造。

compensation of export revenue

出口(收入)补偿

A few industrialized countries are trying to supplant the integrated program for commodities by agreements on individual commodities, and to supplant the indexation of prices by such measures as the compensation of export revenue, with a view to preserving the old international economic order.

少数几个工业化国家正企图以单项商品协定取代商品综合方案,以出口补偿一类措施取代价格指数化(按指数调整价格),以便维护旧的国际经济秩序。

competition 竞争

There is fierce trade competition in the South Asian market.

在南亚市场上贸易竞争激烈。

If quality is considered, we have no competition.

就质量而论,我们没有敌手。

competitor 竞争者

There are many competitors