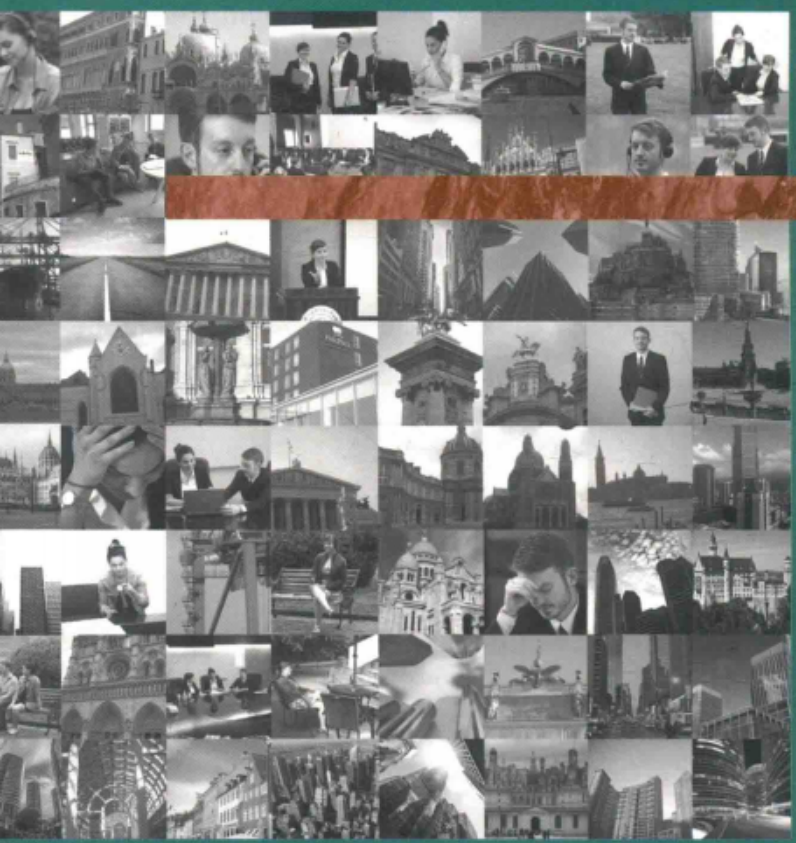
商务专业英语系列教材 王关富 张海森 总主编

# 国际航运专业英语（第二版）



English for
International Shipping
Business
(Second Edition)

翁凤翔 主编

对外经济贸易大学出版社
University of International Business and Economics Press

商务专业英语系列教材
上海海事大学研究生教材资助项目

# 国际航运专业英语

## （第二版）

# English for International Shipping Business

## (Second Edition)

主　编　翁凤翔
副主编　裴妍莉　车淑珍　周　洁

对外经济贸易大学出版社
中国·北京

**图书在版编目（CIP）数据**

国际航运专业英语 / 翁凤翔主编. —2 版. —北京：对外经济贸易大学出版社，2016.9
商务专业英语系列教材
ISBN 978-7-5663-1692-9

Ⅰ.①国… Ⅱ.①翁… Ⅲ.①国际航运-英语-高等学校-教材 Ⅳ.①F551

中国版本图书馆 CIP 数据核字（2016）第 229903 号



# 国际航运专业英语（第二版）
# English for International Shipping Business（Second Edition）

翁凤翔　**主编**

**责任编辑：董　莹**

对外经济贸易大学出版社
北京市朝阳区惠新东街 10 号　邮政编码：100029
邮购电话：010-64492338　发行部电话：010-64492342
网址：http://www.uibep.com　E-mail：uibep@126.com

北京时代华都印刷有限公司印装　新华书店经销
成品尺寸：185mm×260mm　17.75 印张　416 千字
2017 年 1 月北京第 2 版　2017 年 1 月第 1 次印刷

ISBN 978-7-5663-1692-9
印数：0 001-3 000 册　定价：39.00 元（含光盘）

# 主编简介

中国教育部高等学校英语专业教学指导分委员会商务英语专业教学协作组专家组成员，中国国际商务英语研究会副理事长，中国英汉语比较研究会专门用途英语委员会常务理事；上海市学位办MTI教学指导委员会委员，上海海事大学MTI教育中心主任，国际航运（商务）英语研究所所长；国际商务英语学科带头人。

主要研究方向：商务英语研究、海事英语研究、商务翻译学。

兼任过英国伯明翰城市大学商学院客座教授，2002年9月—2003年9月在该大学商学院做访问教授，期间访问剑桥大学考试委员会，与英国专家研究剑桥商务英语证书（BEC）考试；2000年6月—8月应邀参加德国汉诺威世博会，任商务翻译；2010年7月—8月，在英国朴茨茅斯大学做访问教授；2011年8月，赴韩国釜山进行国际航运英语调研；2014年10月到美国旧金山、芝加哥、纽约做国际商务项目调研；兼任一些大学的客座教授和一些涉外企业的国际商务顾问及商务英语翻译顾问。

已总主编出版国际商务/国际商务英语丛书（共25本），共主编出版著作与发表学术论文60余本/篇。

任《商务外语研究》和《中国ESP研究》学术期刊编委。

主要任教研究生及本科生国际商务概论、国际海事法规英语与翻译、国际航运英语、国际营销英语等课程。

# 序

随着我国社会主义经济的快速发展，我国的国际航运业蒸蒸日上。2009 年 3 月 25 日，国务院召开常务会议，审议并原则通过关于推进上海加快发展现代服务业和先进制造业、建设国际金融中心和国际航运中心的意见，国际航运获得了前所未有的发展大好时机。此外，2013 年 9 月 29 日成立的中国（上海）自由贸易区以及此后我国其他地区成立的自由贸易区为我国国际航运也带来了良好的机遇。可以预见，我国的国际航运市场将更趋成熟，打造与实现世界航运强国指日可待。

众所周知，国际航运业具有很强的国际性。国际航运事业的发展及上海国际航运中心的建设以及“一带一路”的国家战略离不开一批精通国际航运业务、国际航运英语的高素质的专门人才。长年以来，我校为国家、航运企业培养了大批国际航运的专门人才，成为了培养我国国际航运人才的摇篮。

作为我校品牌的“国际航运业务英语”课程，在经历了几代人的努力后，该门课程更趋成熟。翁凤翔教授在前人的基础上，领衔主编了这本《国际航运专业英语》，可以说为我国的国际航运英语教学做出了应有的贡献。长期以来，尽管国际航运英语课程历史悠久，但成系统的教材却不多见。本书及时地满足了我国国际航运英语教学的需求。

此次修订的版本更新了一些内容，及时反映了航运英语的发展。

国际航运英语作为国际商务英语的分支，承载的是国际航运的专业知识。所以编写国际航运英语的作者需要有扎实的英语语言功底和精湛的国际航运基本知识。翁凤翔教授多年来从事国际商务英语理论与实践的教学与研究，尤其是国际航运英语和国际物流英语的教学与研究，因而他是主编此类教材的合适人选。此外，他所带领的团队都是在国际航运英语教学领域有丰富知识和教学经验的教师，这为本书的质量奠定了良好的基础。

国际航运英语是专业特色十分显著的专门用途英语。国际航运英语具有国际航运与英语交叉融合的特点。翁教授主编的教材以国际航运专业英语为主旨，以国际航运业务为脉络，用通俗易懂的语言介绍了国际航运业务所囊括的大部分内容。通过课文的学习，学生既学到了国际航运专业英语，同时也学到了国际航运业务基础知识。本教材不但是该专业学子的指定教科书，对国际航运业的从业人员来说，也是一本不可多得的好教材，值得推荐。

**蔡存强**

**上海海事大学 前副校长，教授，博士生导师**

**2016 年 7 月 12 日**

# 再版前言

国际航运被比作是国际贸易的血液，因为90%以上国际贸易的货物运输都是通过海运，而国际贸易是国际商务活动中最重要的内容。可见，国际航运在国际商务活动中地位非常重要。随着我国进一步加大力度改革开放，国际贸易量快速增长，国际航运业也获得空前的发展机会。

在国际航运活动中，具有国际“普通话”的英语是不可或缺的交际工具。这种在国际航运活动中所使用的英语就是航运英语，它具有非常明显的行业特征。可以说，航运英语对从事国际航运业的人员来说是必备的工具。因此，国际航运英语对欲在国际商务活动中的航运领域有所作为的人来说是必不可少的交际工具。

然而，迄今为止，在我国书市，国际航运专业英语教材不多。鉴于此，本书主编在多年从事国际航运英语和国际物流英语教学的基础上，和具有丰富航运英语教学经验的同事们一起修订了本教材，以满足大专院校国际航运英语教学的需要及其他学习国际航运英语人员的需求。

本书以传递国际航运业务信息为其主要特色：

**1. 知识较全：**本书基本包括了国际航运业务的主要内容。让学生通过课文不仅学习到国际航运英语语言知识，同时也学到基础的国际航运业务知识。

**2. 知识较新：**书中所涵盖的内容反映了当前我国国际航运领域的最新发展，如第十六课包括了2010年的Incoterms。

**3. 通俗易懂：**课文尽可能用浅显的英语介绍国际航运知识，通过注解帮助学生理解课文的语言难点和国际航运知识难点。

**4. 体例新颖：**编排体例较有特色。首先，本书配合课文编有练习，采用当前我国普遍认同的国际商务英语考试题型，这对准备参加国际商务英语证书考试的学生来说，不仅扩充了国际商务知识，而且进行了考试模拟练习；其次，本书包含中文概述，旨在帮助没有国际航运知识基础的学生理解课文。最后，本书涵盖与课文内容有关的听力和口语内容，通过听、说、读、写、译，练习巩固所学习的国际航运英语和国际航运业务知识。

本书由翁凤翔策划并主编，由裴妍莉、车淑珍和周洁任副主编，最后由翁凤翔审定。参加本书编写人员还有：徐伟、刘霓辉、王宪、顾洁、盛国强、谢洁英、刘竹林。

本书的编写得到上海海事大学黄有方校长、蔡存强副校长的支持与指导，蔡校长为本书欣然做《序》，在此特向他们表示衷心感谢！

在此书编写的过程中还得到不少老师的指导，如：孙安国、金国柱。特别需要提及的是孙安国老师，他具有娴熟的国际航运知识，丰富的国际航运英语教学经验，且虚怀若谷、乐于帮助同行。在本书策划和编写的整个过程中，他一直是主要的审定者，从课文内容的确定，到书稿多次校对，孙安国老师都一直给予了专业性的指导，并亲自校对、审定书稿。借此机会，特向孙安国老师表示衷心的感谢！同时，对为本书编写作过指导工作和贡献的老师、公司的朋友们表示由衷的感谢！

本书编写过程中，我们参考了许多著作和网上的相关信息，对这些著作的和网上的作者我们也一并表示衷心感谢！

本教材修订过程中，上海海事大学瞿宗德教授帮助校对了书稿，我的研究生也做了些辅助工作，他们是：肖雅译、冯金凤、王超、张璇、王冰、翟乃娥。

本书为上海海事大学“海事法规英语与翻译”项目成果。

书中难免存在不足之处，希望专家学者及使用者提出宝贵意见。

**翁凤翔**

**教育部高校英语专业教学指导分委员会商务英语专业教学协作组专家组成员**

**中国国际商务英语研究会副理事长**

**上海海事大学外国语学院教授**

**2016 年 7 月 17 日**

# 前言

国际航运在我国的改革开放中起着至关重要的作用。随着我国进一步加大力度改革开放，国际贸易量快速增长，国际航运业也获得空前的发展机会。

国际航运在我国的对外经济贸易活动中扮演着重要的角色。在国际航运活动中，具有国际“普通话”的英语是不可或缺的交际工具。这种在国际航运活动中所使用的英语就是航运英语，它具有非常明显的行业特征。可以说，航运英语对从事国际航运业的人员来说是必备的工具。因此，学习国际航运英语对欲在国际商务活动中的航运领域有所作为的人来说至关重要。

然而，迄今为止，在我国书市，鲜见有国际航运专业英语教材。鉴于此，本书主编在多年从事国际航运英语和国际物流英语教学的基础上，和具有丰富航运英语教学经验的同事们一起编写了本教材，以满足大专院校国际航运英语教学的需要及其他学习国际航运英语人员的需求。

本书以传递国际航运业务信息为其主要特色：

**1. 知识较全：**本书基本包括了国际航运业务的主要内容。让学生通过课文的学习，不仅学习到国际航运英语语言知识，同时也学到基础的国际航运业务知识；

**2. 知识较新：**书中所涵盖的内容反映了当前我国国际航运领域的最新发展，如第十五课介绍了2009年签订的《鹿特丹规则》；

**3. 通俗易懂：**课文尽可能用浅显的英语介绍国际航运知识，通过注解帮助学生理解课文的语言难点和国际航运知识难点；

**4. 体例新颖：**教材编排体例较有特色。首先配合课文编有练习，采用当前我国普遍认同的国际商务英语考试题型，这对准备参加国际商务英语证书考试的学生来说，不仅扩充了国际商务知识，而且进行了考试模拟练习；其次，本教材的《教师用书》（光盘）包含中文概述，以帮助没有国际航运知识基础的学生对课文相关内容的学习和理解。在本书所配的光盘中有更为详细的关于国际航运业务知识的简介；最后，涵盖与课文内容有关的听力和口语内容，通过听、说、读、写、译，练习、巩固所学习的国际航运英语和国际航运业务知识。

本书由翁凤翔策划并主编，由周洁和车淑珍任副主编，最后由翁凤翔审定。参加本书编写的人员还有：刘霓辉、徐伟、王宪、盛国强、顾洁、赵丽、谢洁英。此外，为本书做过一些基础工作的教师有：金国柱、苏岐英、梁振宇、朱海霞。

本书的编写得到上海海事大学副校长蔡存强的支持与指导，蔡校长为本书欣

然做《序》，在此特向他表示衷心感谢！

在此书编写的过程中还得到不少老师的指导。特别需要提及的是孙安国老师，他具有娴熟的国际航运知识，丰富的国际航运英语教学经验，且有虚怀若谷、乐于帮助同行的美德。在本书策划和编写的整个过程中，他一直是主要的审定者，从课文内容的确定，到书稿多次校对，孙安国老师都一直给予了专业性的指导，并亲自校对、审定书稿。借此机会，特向孙安国老师表示衷心的感谢！同时，对为本书编写作过指导工作和贡献的老师、公司的朋友们表示由衷的感谢！

本书编写过程中，我们参考了许多著作和网上的相关信息，对这些著作的和网上的作者我们也一并表示衷心感谢！

书中难免存在不足之处，希望专家学者及使用者提出宝贵意见以便我们以后修改。

翁凤翔
上海海事大学外国语学院　教授
中国国际商务英语研究会　副主任
**2010 年 3 月 21 日**

# Table of Contents

# Unit 1

# General View of International Shipping Industry

## Part 1 Reading

### Text 1

***Pre-reading questions:***

1. What problems does international shipping business encounter?
2. What is the difference between tramp shipping and liner transport?

### Concept of International Shipping

International shipping, as often called the international ocean shipping, constitutes a highly significant aspect of world economic and political relationships. *The rapid growth in world trade and the emergence of new national entities in the past decade have further emphasized the role of international shipping.*[1]

The shipping industry is transporting 90% of the world's trade. Newly rising countries have significantly altered the landscape of ocean shipping. According to a report released by conferences on trade and development of the United Nations in 2006, goods loaded at ports worldwide are estimated to have reached 7.4 billion tons. *This is equivalent to an annual growth rate of 4.3 percent. Crude oil accounted for 26.9 per cent of total goods loaded, while petroleum products represented 9.2 per cent.*[2] With the emergence of China, India and other dynamic developing countries with strong and sustained growth, the main driver of world economic activity is no longer uniquely derived from industrial production in developed countries. Production in emerging dynamic developing countries and economies in transition is more and more driving

world economic growth and seaborne trade.

World merchandise trade recorded robust growth. Trade in manufactured goods, which in turn determines containerized seaborne trade, continues to grow significantly, in terms of volume (7 per cent) and of value (10 per cent). Demand for transport services naturally grows in tandem with growth in world trade, and receives a boost from the fragmentation and globalization of international production. *The positive correlation between GDP, merchandise exports and maritime transport is evident.*[3] Against this background, growth in world GDP and merchandise trade directly impacts on seaborne trade and demand for shipping services.

Attempts to increase the efficiency of shipping have resulted in technological progress and change in shipbuilding, cargo handling, and management. *The most visible manifestations of these developments are the very large and automated ships used today for the transport of oil and bulk cargoes and the introduction of various concepts of containerization and other forms of unitization in specialty ships.*[4]

Increased ship sizes and new, sophisticated cargo handling equipment have far reaching effects on port facilities, transportation patterns, and labor requirements—all of which have repercussions on economic activities. The more dependent a country is on shipping, the greater is the significance of these repercussions, and the more imperative it is to be aware of and prepared for the problems likely to be encountered so that proper policy responses can be taken.

International maritime transportation is facing a wide array of public policy and business challenges, including the rise in protectionist sentiments, the large increase in fuel costs, the effects of an apparent economic slowdown, and trying to *match the huge capital investment requirements for new capacity*[5] with reliable demand forecasting and adequate pricing.

The movement of seaborne foreign trade involves a total transportation system consisting of five components. The first of these constitutes the land carriers serving the domestic ports. In a broad sense, this component encompasses the whole domestic transportation system. The second component consists of the domestic ports with all of their facilities: piers, tugs, warehouses, storage, cargo handling equipment, and the like. In the port, the goods are transferred to the third component, the ocean carriers. These include domestic as well as foreign *flag ships that can be owned or chartered*[6] and engaged in liner, special, and tanker carriage. Unloading takes place in foreign ports, which, with their facilities, make up the fourth component. The land carriers serving the foreign ports—that is, the receiving country's transportation system—are the fifth and final component of the system.

Of these, the ocean transportation system comprises the three middle components: the

ocean carriers and the domestic and foreign ports. This system operates in an environment determined by complex and numerous sets of relationships that involve both domestic and international economic, technological, social, and political factors influencing world trade in general. The environment is affected by the major trading and shipping nations as they effect changes in the conditions under which seaborne trade is moved.

Shipping policies are likely to be different for different countries depending on the country's role and participation in world trade and shipping.

The components of the ocean transportation system can also be described in terms of areas of activity.

1. The carriage of goods;

2. Activities supporting the carriage, such as port operations, manpower, customs procedures, and other similar activities; and

3. Institutions and policies affecting both the carriage and the support activities, such as labor unions, government regulations, and international agreements and conventions.

A non-exhaustive list of activity areas would definitely include manpower and training for seafarers and port labor; ports; naval stores and ship chandelling; freight forwarding and brokerage; customs clearance and documentation; marine insurance for cargo, ship, and crew; ship and trade financing; shipyards; navigational aids; and other facilities.

The whole macro transportation environment is rather complex as indicated above, but a simple breakdown is bound to be helpful to the understanding of whole panorama.

**Tankers**

Tankers, designed specifically to carry liquid cargoes, usually petroleum, have grown to many-compartmented giants of a million metric tons and more. Despite their great size, their construction is simple, as is, for the most part, their operation. A major problem with the giant tankers is the severe environmental damage of oil spills, resulting from collision, storm damage, or leakage from other causes.

Specialized tankers transport liquefied natural gas (LNG), liquid chemicals, wine, molasses, and refrigerated products.

**Liner Service**

Liner service consists of regularly scheduled shipping operations on fixed routes. Cargoes are accepted under a bill-of-lading contract issued by the ship operator to the shipper.

Competition in liner service is regulated generally by agreements, known as conferences, among the ship-owners. These conferences stabilize conditions of competition and set passenger fares or freight rates for all members of the conferences.

In the US, steamship conferences are supervised by the Federal Maritime Commission in accordance with the Shipping Act of 1916. Rate changes, modifications of agreements, and other joint activities must be approved by the commission before they are effective. Measures designed to eliminate or prevent competition are prohibited by law.

**Tramp Shipping**

Tramps, known also as general-service ships, maintain neither regular routes nor regular service. Usually tramps carry shipload lots of the same commodity for a single shipper. Such cargoes generally consist of bulk raw or low-value material, such as grain, ore, or coal, for which inexpensive transportation is required. About 30 percent of US foreign commerce is carried in tramps.

**Container Ships**

In the late 1950s container ships set the pattern for technological change in cargo handling and linked the trucking industry to deep-sea shipping. These highly specialized ships carry large truck bodies and can discharge and load in one day, in contrast to the ten days required by conventional ships of the same size. The rapid development of the container ship began in 1956, when Sea-Land Service commenced operations between New York City and Houston, Tex. Barge-aboard, or lighter-aboard, ships, also called Seabees (sea barges) or LASH (lighter-aboard ships), resulted from an evolutionary development of the containership. They are capable of carrying about 38 barges, or up to 1600 containers, or a combination of containers and barges. Their design enables them to deliver cargo to developed or undeveloped ports, without the need for berthing.

**Treaties and Conventions**

Many treaties and conventions have been adopted over the years with the objective of increasing the safety of life at sea. One of the most important agreements provided for the establishment of the International Iceberg Patrol in 1913, after the Titanic disaster. Under the International Load-Line Convention of 1930, ship loading was regulated on the basis of size, cargo, and route of the vessel. *The International Convention for the Safety of Life at Sea*[7], which governs ship construction, was ratified by most maritime nations in 1936, and updated in 1948, and again in 1960 and 1974.

These selective aspects are integral parts of the ocean transportation system and their pervasive interactions can be gleaned from the general overview. As we proceed, the broad conceptual view will provide us with a constructive understanding.

(*1,358 words*)