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## 外贸英语口语

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# 外 贸 英 语 口 语

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# 前 言

随着我国改革开放的不断深入发展,我国与国外的经济交往日渐频繁。外经贸业务人员不仅要掌握业务知识,还要能用外语同外商交流。为了配合当前对外经济贸易的发展,我们编写了《外贸英语口语》一书,它主要为外经贸中等专业学校学生学习口语,同时也适用于从事外经贸工作的同志自学。

本书是一九九〇年出版的《外贸英语口语》上、下册两本教材的修订合订本。因为外经贸活动范围日益广泛,本书主要是力求使学生进一步打好语言基础,提高英语口语表达能力。

修订合订后全书共 25 课,包括了对外业务交流的各个环节。

在修订中,我们注意了下列方面:

一、在内容上,调整、更新了课文内容,将内容相关的课文串编在一起,形成独立单元,进一步明确了教学目的,并根据当前外经贸发展趋势,删除或增加了部分章节,突出了本书的实用性、系统性;

二、在语言方面,对原书的语言进行了大量加工;

三、课文注释更为详尽,包括了文章中重点的词、短语和句子,便于广大学生学习和掌握;

四、适当地删、增了练习项目,更新了部分练习内容,使之更适合口头表达练习,以利学生锻炼口语表达能力。

本书由王乃彦同志主编。参加编写的还有:李富森、钟晓菁、王艳同志。芮增霖同志通读了全稿,并提出很好的修改意见。本书大部分手稿整理工作由张甜同志担任。

在改编过程中,编者参考了国内外有关书籍与资料,在此特向

原作者致谢。

由于编者水平有限,在材料取舍和组织以及语言方面难免有不当之处,因此敬请各位专家、同行和广大读者批评指正。

编 者

一九九九年十月

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# Lesson 1 Arrival of a Foreign Businessman

## 1-1 At the Customs

*All guests, visitors, businessmen and tourists coming to China, no matter which city they enter, have to go through the Customs. The Customs formalities are quite simple. Before the plane lands in China, a declaration form is given to every passenger on it. All passengers are required to fill in the form for Customs Inspection in accordance with the instructions on it. After landing, they go to one of the several waiting rooms at the airport for Customs Inspection. Now Mr. Anderson is going through the Customs.*

CO: Please bring your luggage here for inspection. Will you show me your declaration form, please?

A: Here you are, officer.

CO: Is all your luggage here?

A: Yes, a briefcase, a travelling bag and a suitcase.

CO: Your briefcase is exempted from examination. Will you open this suitcase please?

A: Certainly.

CO: Have you anything to declare?

A: No. I have only personal effects.

CO: Have you got any spirits or tobacco?

A: Yes, I've got some cigarettes and two bottles of whisky.

CO: How many packets of cigarettes?

A: Eight packets.

CO: That's not in excess of the duty-free allowance. Well, I see you have two cameras and eight electronic calculators.

A: Yes, one camera for personal use and the other is intended to be a gift. The electronic calculators are samples for the corporation.

CO: Each passenger is allowed one camera duty-free. You'll have to pay duty for the other one. As for the samples they are dutiable. I'll release them now, but you'll have to submit a written statement on your exit by the corporation receiving the samples.

A: Well, where shall I pay the duty for the camera?

CO: Please wait a moment, I'll make out the duty memo... There you are. Take this and pay the man over there.

A: (*Returning*) I've paid the duty. Here is the receipt.

CO: Very well. (*Marking the suitcase to indicate it has been cleared by the Customs*). That's all. I hope you'll enjoy your stay in China, Mr. Anderson.

A: Thank you, officer.

## 1-2 At the Airport

*Mr. John Anderson, a businessman from Los Angeles arrives at Tianjin International Airport. Chen Mei, the secretary of Tianjin Light Industrial Products Import & Export Corporation, is now at the airport to meet Mr. Anderson.*

C: Excuse me, Sir. Are you Mr. John Anderson from Los Angeles?

A: Yes, I am.

C: We have been expecting you, Mr. Anderson. I'm Chen Mei, from Tianjin Industrial Products Import & Export Corporation. I'm the secretary of the manager Mr. Wang Lin.

A: Glad to meet you, Miss Chen.

C: Glad to meet you, too, Mr. Anderson. Welcome to Tianjin. Our manager has asked me to meet you here. He'll come to greet you later at the hotel.

A: Thank you. Miss Chen. It's very kind of you to come and meet me.

C: Not at all. We are very happy about your coming. Did you have a good journey, Mr. Anderson?

A: Yes. I had a pleasant flight.

C: How long did it take you to fly here from Los Angeles?

A: It's quite a long way to China. We've been flying 14 hours to Beijing and another 30 minutes to Tianjin.

C: Then you must be rather tired after such a long trip.

A: Not very. I'm quite used to trips like this.

C: Do you like travelling?

A: As a matter of fact, I do. As a businessman I'm ready to go anywhere that business calls me. I have heard a lot about your city. I have been waiting for a chance to come here to do business and to see Tianjin.

C: Hope you will have a good time here, Mr. Anderson.

A: Thank you.

C: Let me help you with your luggage. Our car is waiting outside.

### 1-3 On the Way to the Hotel

*Mr. Anderson and Miss Chen get into the car and on their way to the hotel. They are talking about the hotel, the city and the schedule for Mr. Anderson's first day in Tianjin.*

A: How far is it to the hotel?

C: About 40 minutes' ride.

A: In which hotel will I live?

C: We've reserved one suite for you at Sheraton Hotel. It's one of the best hotels in Tianjin. I hope you will enjoy your stay here.

A: I'm sure I will. Thank you.

C: Is this your first visit to China?

A: No. I visit China frequently. But this is indeed my first trip to Tianjin. I'm really happy to be here. It is a large city, isn't it?

C: Yes. Tianjin is one of the four municipalities in China. It has thirteen districts and five counties.

A: It's really a large one.

C: Yeah. In fact, it is an industrial and commercial center in North China.

A: How many people are there in the city?

C: About 9,000,000.

A: Oh, there are so many people here. How far is it from Beijing?

C: 120 km.

A: Are there many scenic spots in Tianjin?

C: Yes, there are. Some are better-known throughout China.

A: I've heard you have a special economic area here.

C: Yes. It is called Tianjin Economic and Technological Development Area. Many foreigners have invested there.

A: I hope to know more about this beautiful city.

C: You will, I'm sure. Well, Mr. Anderson, would you like to know the schedule for your first day here?

A: That's great. I'm at your disposal.

C: Tomorrow morning at 9:00, we intend to take you to the Industrial Exhibition if you like. There are various new industrial products on display. You may have a general idea of various industries in this city.

A: That's wonderful!

C: We'll have lunch at Foreign Guest Canteen (Dengyinglou) Restaurant at 12:00. In the afternoon we'd like to show you around our sample room.

A: It sounds good.

C: I'm glad you like it. You may rest assured that everything can be arranged to your satisfaction. And... (*They go on with their talking.*)

(After a While, the car pulls up at the gate of the hotel.)

C: Here we are at the hotel.

A: Oh, it's a wonderful place.

C: Let's go to the reception desk first.

## Words and Expressions

### (含补充词汇)

#### 1. Luggage

pieces of luggage 行李件数

trunk 大箱子

briefcase 公事包

travelling bag 旅行袋

label; tag 行李标签

baggage check-in counter 行李过磅处

luggage check 行李牌

suitcase 手提箱

handbag 手提包

registered luggage 托运行李

baggage claim counter 行李领取处

#### 2. Customs

to attend to (go through) one's entry formalities 办理入境手续

to attend to (go through) one's exit formalities 办理出境手续

customs house; customs 海关

customs formalities 海关手续

customs declaration 报关

customs examination 验关, 关检

customs officer 海关工作人员

to attend to (go through) the passport formalities 办理护照手续

health certificate 健康证书

duty-free articles 免税物品

dutiable articles 应上税物品

luggage declaration 行李申报表

personal effects (personal belongings) 个人用品

contraband 违禁品

confiscate 没收

traveller's check 旅行支票

to declare something 申报(上税)

the duty amounts to... 税款总计为……

to fill in a form 填表

#### 3. Flight

take off 起飞

stop-over 中途停留

bumpy flight 颠簸

smooth landing 平稳着陆

first class 头等舱  
 economy class 经济舱  
 land 着陆  
 to refuel 加油  
 smooth flight 平稳飞行  
 non-stop flight 直飞  
 boarding check 登记牌  
 to get into (board) a plane (boat, train, bus) 上飞机(船、火车、公共汽车)

## 4. weather

sunny 阳光明媚  
 cloudy 多云  
 drizzle 小雨  
 pour 大雨  
 breeze 微风  
 thaw 解冻  
 storm 暴风雨  
 damp 潮湿  
 windy 多风  
 mild 温和  
 temperature 气温  
 Centigrade 摄氏  
 Fahrenheit 华氏  
 clear up 转晴  
 clear 晴天  
 overcast 阴天  
 rain 下雨  
 shower 阵雨  
 snow 下雪  
 foggy 多雾  
 blow over (风)平息  
 muggy 湿热的,闷人的  
 gloomy 阴沉沉的  
 a cold wave 寒流

to have a pleasant (smooth, comfortable, tiring) journey (trip) 旅途愉快(平稳、舒适、劳累)  
 to fly from...to... 从……飞往……  
 flight delayed (cancelled) due to bad weather 天气不好,航班误点(取消)  
 to be delayed by 由于……而误点  
 to be airsick (to suffer from air-sickness) 晕机

20 degrees below 零下二十度  
 35 degrees above 零上三十五度  
 breezy 有微风的  
 clear up 转晴  
 climate 气候  
 Is the climate here similar to...? 这里的气候同……一样吗?  
 What's the best season in...? ……最佳季节是什么季节?  
 It's neither hot nor cold. 既不冷也不热。  
 What about winter in...? ……冬天气候如何?  
 The city has a continental monsoon climate with clear cut seasonal changes. 这个城市属于大陆季风气候,四季分明。  
 How do you like the weather in...? 你认为……气候如何?  
 What's the weather like in your hometown? 你们家乡气候如何?  
 We have four seasons of spring. 我们这里一年四季如春。

## Useful Sentences

1. Excuse me, but are you Mr. Anderson from London?  
Yes, I am John Anderson.  
If I'm not mistaken, you must be Miss Anderson from London.  
I'm sorry, you've got the wrong person.
2. Have you checked in at the Counter yet?  
Have you shown your ticket and passport at the Counter?
3. How do I go about it ?  
What shall I do about this procedure?
4. Did you have a pleasant journey?  
Did you have a (smooth, nice )flight?
5. The in-flight service was very pleasant.  
The air service was satisfactory.
6. Let me help you with your luggage.  
Let me carry the luggage for you.
7. I can manage it.  
I can do it myself.
8. I would like you to meet our managing director Mr. Wang.  
Allow me to introduce you to my colleagues.
9. I am a staff member from the Machinery Corporation.  
I am an interpreter from the China Council for the Promotion of International Trade.
10. You must be rather tired after such a long trip.  
I guess you must feel fatigued after a long journey.