

练习参考答案

UNIT ONE

Exercises

I. Translate the following institution names into Chinese and explain their basics to your classmates in your own words.

1. World Trade Organization __世界贸易组织_____
2. International Chamber of Commerce __国际商会_____
3. United Nations Conference on Trade & Development _联合国贸易和发展会议_____
4. World Bank __世界银行_____
5. International Monetary Funds __国际货币基金组织_____
6. The Ministry of Commerce of the People's Republic of China __中华人民共和国商务部__
7. The China Council for the Promotion of International Trade __中国国际贸易促进委员会__
8. General Administration of Customs of the People's Republic of China 中华人民共和国海关总署
9. General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China _国家质量监督检验检疫总局_____

II. Judge whether the following statements are true or not through your research and share your opinion with your classmates.

1. China is now the biggest country in the world in terms of export an import volume. (F)
2. According to Factor-Proportion Theory, China shall only produce labor intensive products. (T)
3. GSP tariff rate is the lowest compared with MFN Tariff Rate and General Tariff Rate. (T)
4. Intoterns 2000 specify all the obligations of the seller and the buyer in a trade transaction. (F)
5. Most of the international transactions are paid by letter of credit. (F)

UNIT TWO

Exercises

I. Explain the following terms in simple English and give their Chinese equivalents.

<i>English</i>	<i>Chinese</i>	<i>English</i>	<i>Chinese</i>
HS Code	H.S.编码	Quality latitude	品质机动幅度
Sale by sample	凭样品买卖	Quality tolerance	品质公差
Sale by description	凭文字说明买卖	Gross for net	以毛代净
Counter sample	对等样品	More or less clause	溢短装条款
Fair average quality	良好平均品质	Conditioned weight	公量

II. Judge whether the following statements are true or false.

1. When goods of higher quality than the contract quality are delivered, there will be no dispute arising thereon. (F)
2. The goods of the best quality shall be chosen as the sample for sale. (F)
3. Generally quality deviation within the quality tolerance or quality latitude will not result in an adjustment in price. (T)
4. The more or less clause is mainly applicable to industrial finished products. (F)
5. The breach of the quality clause in the contract is regarded as a fundamental breach of contract. (T)

III. Please match the commodity with the best method of specifying its quality.

- | | | |
|-------------------------------|-------|---------------------------|
| 1. sample | (4) | A. Gree air conditioner |
| 2. grade | (6) | B. Dengcun Green Tea |
| 3. specification | (3) | C. soy bean |
| 4. famous brand | (2) | D. mineral ore |
| 5. inspection | (5) | E. paintings |
| 6. geographic indication | (7) | F. construction equipment |
| 7. catalogue and illustration | (8) | G. medicine |
| 8. standard | (1) | H. T-shirt |

IV. Translate the following sentences into English.

1. AC2009 是我们最新开发的产品，该产品质量上乘，外观时髦，价格合理。
 2. 500 公吨是目前我们能供应的最大数量。
 3. 我们已经收到了上周五你们寄来的样品，我们对样品的质量很满意。
 4. 如果贵方第一批运来的货令人满意，随后将有大批续订。
 5. 我们出售的产品是以装船数量为准，而不是以卸货数量为准。
1. AC2009 is our newly developed product, it is of superior quality, fashionable design and reasonable price.
 2. 500 metric tons is the biggest amount we can supply at present.
 3. We have received the sample which you sent to us last Friday and we are satisfied with the sample quality.
 4. If the quality of the first consignment is satisfactory, we will place a repeat order in large quantity.
 5. The landed quantity instead of the shipping quantity shall govern.

UNIT THREE

Exercises

I. Explain the following terms in simple English and give their Chinese equivalents.

outer packing	外包装	packing list	装箱单
inner packing	内包装	corrugated box	瓦楞纸箱
shipping mark	唛头	wooden case	木箱

indicative mark	指示性标记	bulk cargo	散装货
warning mark	警告性标记	gunny bags	黄麻袋

II. Translate the following sentences into Chinese.

1. In iron drums of 190kgs net each.
2. In cartons each containing 4 boxes about 9 lbs. Each piece waxed and wrapped with paper.
3. Goods are in neutral packing and buyer's labels reach the seller 45 days before the month of shipment.
4. To be packed in polypropylene woven bags, 50kgs each, gross for net. The name of the goods, weight, country of origin and package date should be marked in English.
5. In new single jute bags, each containing 100 kilos net. All the bags must be strong enough to stand rough handling and ocean transportation.

1. 用铁桶装，每桶净重 190 公斤。
2. 用纸箱包装，每箱装四盒，每盒大约 9 磅。每件商品都必须蜡封并用纸进行包装。
3. 商品采用中性包装，买方的标签必须在装船月前 45 天送达卖方。
4. 用聚丙烯编织袋包装，每袋 50 公斤，以毛代净。每袋包装上必须用英文标注商品名称、重量、原产国、包装日期。
5. 用新的单层麻袋包装，每袋净重 100 公斤。麻袋必须足够结实以适应野蛮装卸和海洋运输。

III. Translate the following sentences into English.

1. 我们订购的这批货物，不知你们将如何包装？
2. 这种纸箱用于远洋运输，恐怕不够结实。
3. 我们将把你们对于包装的建议转告给我们的供应商。
4. 按照惯例，包装费应该由买方支付。
5. 贵国海关对木质包装有什么特别的规定和要求？

1. How will you pack the goods we ordered?
2. I'm afraid the carton is not strong enough for ocean transportation.
3. We will transfer your suggestions on packing to our supplier.
4. According to normal practice, the packing charge shall be borne by the buyer.
5. Do your nation's customs have any special requirement and regulations on wooden packages?

IV. Judge whether the following statements are true or false.

1. Shipping marks will only appear on the outer packing of the cargos and nowhere else. (F)
2. "Carton 1/50" in the shipping mark means the goods are packed in 50 cartons and this carton is the first one. (T)
3. Generally, the full name of the importer, the name of the commodity will appear on the outer packing. (F)
4. For FCL (full container load), when the cargos are of the same type of packing, no shipping mark will be printed. (T)
5. Outer packing shall be of the smallest dimension and weight with sufficient protection of the goods. (T)

UNIT FOUR

Exercises

I . Judge whether the following statements are true or false.

1. International Chamber of Commerce initiated the Incoterms in 1936. (T)
2. Incoterms 2000 are applicable to all modes of transport. (F)
3. If you want to use Incoterms, you must specifically include them in your contract. (T)
4. Incoterms 2000 help determine how the title to the goods will be transferred. (T)
5. The incoterms in C group indicate an “arrival” contract. (F)
6. The incoterms in D group indicate a “shipment” contracts. (F)
7. The term “DDP VAT Unpaid” implies the seller pays for customs formalities and import duties, but does not pay for value added taxes. (F)
8. Under FOB, the seller shall provide the buyer with necessary information to obtain insurance. (T)
9. Under CIF, the seller assumes all risks of loss or damage to the goods until they have passed the ship’s rail at the port of destination. (T)
10. Incoterms 2000 are the only trade terms which can be used among sellers and buyers between China and U.S.A. (F)

II . Translate the following sentences into Chinese.

1. The seller must provide the goods and the commercial invoice, or its equivalent electronic message, in conformity with the contract.
 2. The buyer must contract at his own expense for the carriage of the goods from the named port of shipment.
 3. The seller must deliver the goods on the date or within the agreed period at the named port of shipment and in the manner customary at the port on board the vessel nominated by the buyer.
 4. The buyer must pay the costs of any pre-shipment inspection except when such inspection is mandated by the authorities of the country of export.
 5. The seller must pay the costs and freight necessary to bring the goods to the named port of destination but the risk of loss of or damage to the goods, as well as any additional costs due to events occurring after the time of delivery, are transferred from the seller to the buyer.
1. 卖方必须提供与合同相符的货物和商业发票或与发票具有同等效力的电子数据。
 2. 买方必须自付费用订立指定装运港运送货物的合同。
 3. 卖方必须在约定的日期或期限内，在指定的装运港，按照该港习惯方式，将货物交至买方指定的船上。
 4. 买方必须支付任何装运前检验的费用，但出口国有关当局强制进行的检验除外。
 5. 卖方必须支付将货物运至指定的目的港所需的运费和费用。但交货后货物灭失或损坏的风险，以及由于各种事件造成的任何额外费用，即由卖方转移到买方。

UNIT FIVE

Exercises

I . Translate the following sentences into Chinese.

1. “Offer fresh potatoes, produced in Bangladesh Thailand, USD750.00 per M/T FOB Chittagong Port.”
2. We supply cashew nuts in bulk, US\$800.00 per M/T FOB New York, USA.

3. There is no minimum order for each product in the catalogue, but an amount of USD200 for each order is requested, not including delivery cost, tax and VAT.
4. We offer 5% discount on the order above USD\$1000 or more than 30 pieces per style/color/size, not including delivery cost, tax and VAT.
5. Quotations in a currency other than US dollar are based on the rate of exchange at the time of quoting and, unless otherwise stated, the price may be subject to revision up or down if any different rate of exchange is ruling at the date of invoice.
1. 报价, 产于泰国、孟加拉国的新鲜土豆, 每公吨 750 美元 FOB 吉大港。
2. 我方可提供散装腰果, 每公吨 800 美元 FOB 美国纽约。
3. 商品目录表中的每件商品都没有最低订货数量, 但是每个订单的金额不得少于 200 美元, 不包括运输成本, 税费和增值税。
4. 我们对于金额超过 1 000 美元或每个式样、颜色、尺寸的数量都超过 30 件的订单都给予 5% 的折扣, 不包括运输成本, 税费和增值税。
5. 以非美元货币所进行的报价, 以报价时的汇率为准, 除非另有规定, 如果发票日的汇率不同则价格应相应上下浮动。

II. Calculation

1. The buyer from Hong Kong agrees to purchase from the seller in Shanghai 1,000 sets of tool kits at HK\$80.00 per set CIF Hong Kong. The insurance is arranged to cover All Risks (Rate=0.5%) at 110% of the invoice value of the purchase. Work out how much it is in HK dollars CFR Hong Kong.

$$\mathbf{FOB = CIF - I - F}$$

$$\mathbf{I = CIF \times (1 + 10\%) \times 0.5\%}$$

$$\mathbf{= 0.44}$$

$$\mathbf{F = 3}$$

$$\mathbf{FOB = 79.56}$$

2. Convert US\$ 50 per case CIF New York into CFRC5 New York. (The insurance is arranged to cover All Risks at 0.5% of 110% invoice value)

$$\mathbf{CFR = CIF - I}$$

$$\mathbf{I = CIF \times (1 + 10\%) \times 0.5\%}$$

$$\mathbf{= 50 \times (1 + 10\%) \times 0.5\%}$$

$$\mathbf{= 0.275}$$

$$\mathbf{CFR = CIF - I}$$

$$\mathbf{= 49.725}$$

$$\mathbf{CFRC5 = CFR \times (1 - 5\%)}$$

$$\mathbf{= 52.34}$$

III. Find the mistakes in the following export quotation and try to correct them. The exporter is in China.

1. USD 400 per carton CIF USA
 2. 6,500 Japanese Yen CIF3% Osaka
 3. 80 dollars per dozen FOB London
 4. 560 GBP CFRC Shanghai
 5. 700 Euros FCA Amsterdam
-
1. USD 400 per carton CIF NEW YORK

2. 6500 Japanese Yen per M/T CIFC3% Osaka
3. 80 dollars per dozen FOB Shanghai
4. 560 GBP per set CFRC3% London
5. 700 Euros per set FCA Shenyang

UNIT SIX

Exercises

I. Explain the following terms in simple English and give their Chinese equivalents.

liner shipping	班轮运输	TEU	标箱
air transportation	航空运输	FCL	整箱货
voyage charter	程租船	consignor	发货人
order bill of lading	指示提单	FAK	包箱费
unclean bill of lading	不清洁提单	partial shipment	分批装运

II. Translate the following sentences into Chinese.

1. Shipment on or before Oct. 24th, 2008, with transshipment and partial shipments allowed.
 2. Shipment is to be made within 30 days after receipt of the letter of credit and the letter of credit shall reach the seller no later than Sep.1, 2007.
 3. Full set of clean on board ocean bill of lading made out to order and blank endorsed, marked "freight prepaid" and notify the applicant.
 4. Forward's bill of lading is acceptable.
 5. In accordance with your request, we enclose one full set of copy documents including commercial invoice, packing list, survey report, and bill of lading for your clearance.
 6. With reference to the goods of order No. 8765, we have booked shipping space on the COSCO Line.
 7. The estimated time of departure of the vessel will be on December 15 and the estimated time of arrival will be on December 27.
 8. Please deliver the consignment on time for joining the display in Singapore.
 9. Because we need the goods urgently, we have to ask you to deliver them by air as soon as possible.
 10. We regret to inform you that we can't ship the goods as you instructed due to the shipping space unavailable.
1. 在 2008 年 10 月 24 日或之前装运, 允许分批装运和转船运输。
 2. 信用证不迟于 2007 年 9 月 1 日达到卖方, 卖方收到信用证后 30 天内完成装运。
 3. 全套清洁已装船海运提单, 抬头为凭指示, 空白背书, 注明运费已付并通知信用证申请人。
 4. 货代提单可以接受。
 5. 按照你方的要求, 我们随附全套单据副本, 包括发票、装箱单、检验报告、提单供你方清关。
 6. 对于号码为 8765 的订单下的货物, 我们已经向 COSCO 订好了舱位。
 7. 船舶预计开航时间为 12 月 15 日, 预计达到时间为 12 月 27 日。

8. 请按时交运货物以方便参加新加坡的展览。
9. 因为我们急需这批货物，请通过空运尽快运输。
10. 我们遗憾地通知你们因为舱位紧张我们无法按你方的要求装运。

III. Translate the following sentences into English.

1. 你们出口设备通常采用哪种运输方式？
 2. 因为铁路运输费用高，我们建议你们采取海运的方式。
 3. 由于没有直达船只，我们只好安排海陆联运。
 4. 货物一发出，我们就会给你们寄一份单据副本。
 5. 为了便于准备货物，我们希望允许分批装运。
 6. 我们订购的这批货物都是季节性商品，还是一次发运为好。
 7. 由于目的港不是基本港，我们希望能够允许转船运输。
 8. 在交货期前一个月，你们的信用证必须开到。
 9. 十月份之前货物必须装船，否则我们就赶不上销售季节了。
 10. 货物装运后请尽快把装船通知发给我们，以方便我们办理保险。
1. What is the usual mode of transport for your equipment export?
 2. We suggest ocean transportation because of the high freight of railway transportation.
 3. We have to arrange sea-land through transportation due to the absence of direct transport vessel.
 4. We will send you a copy of the documents as soon as we dispatch the goods.
 5. We hope that partial shipments are allowed to convenience the preparation of goods.
 6. The goods we ordered are seasonal goods. You'd better ship them in one lot.
 7. The destination port is not a main port, for which we hope that transshipment can be allowed.
 8. Your letter of credit must reach us one month before the time of shipment.
 9. Shipment must be made before October otherwise we will miss the sale season.
 10. Please send us the shipment advice immediately after shipment to convenience our effecting insurance.

IV. Judge whether the following statements are true or false.

1. A house bill of lading is issued by the shipping company. (F)
2. An unclean bill of lading is usually not acceptable by the bank. (T)
3. A straight bill of lading can not be transferred. (T)
4. A stale bill of lading always refers to the bill of lading which is presented to the bank more than 21 days after its issuing date. (T)
5. International multi-modal transportation consists of at least two modes of transport. (T)
6. Seaway bill and airway bill are both documents of title. (F)
7. In liner shipping, there is demurrage and dispatch money. (F)
8. For FCL, box rate is usually used to express the freight of the cargo. (T)
9. The issuing date of the bill of lading shall be the same as the date when the cargo loading is finished. (T)
10. For sales concluded on the basis of CIF, the corresponding bill of lading shall be marked "freight to collect". (F)

V. Calculation

An exporter in Fuzhou exports 100 cartons of green tea to an importer in Singapore. The basic rate is USD 80/freight ton, bunker adjust factor is 15%, the measurement of a carton is 0.075 cubic meter and the gross weight is 25kg, how much is the total freight?

$$F = fb + \sum S$$

$$Fb = 100 \times 0.075 \times 80$$

$$= 600$$

$$\text{Surcharge} = 600 \times 15\%$$

$$= 90$$

$$F = Fb + \text{Surcharge}$$

$$= (690\text{USD})$$

UNIT SEVEN

Exercises

I. Please explain the following terms in simple English and translate them into Chinese.

1. natural calamity	自然灾害	2. fortuitous accidents	意外事故
3. insured	被保险人	4. insurer	保险人
5. premium	保险费	6. general average	共同海损
7. particular average	单独海损	8. exclusion	除外责任
9. insurance policy	保险单	10. insurance coverage	保险险别

II. Judge whether the following statements are true or false.

- Under All Risks, the insurance company will make compensation for losses or damages caused by all kinds of risks. (F)
- The risk of fresh water leakage is covered by W.P.A. (F)
- Companies can insure their cargoes against Institute Cargo Clauses with P.I.C.C. (T)
- According to China Insurance Clauses, special additional risks can not be covered alone. (T)
- Under C.I.F., the seller is obliged to insure the goods against the minimum insurance coverage. (T)

III. Translate the following sentences into Chinese.

- Insurance applicants on most occasions are also the insured, but sometimes are not.
- Please let us know immediately the detailed risks you wish to insure against for your shipment in question.
- Our customer requests that the wooden cases must be reinforced by steel strapping and meanwhile the shipment be insured against pilferage.
- Since three-fifths of the voyage is in the tropical weather and the goods are liable to go moldy, we think it advisable to have the shipment covered against the risk of mold.
- Insurance to be covered by the seller for 110% of the total invoice value against All Risks and War risks as per and subject to the relevant ocean marine cargo clauses of the People's Insurance Company of China dated 1/1/1981.

- 投保人大多是被保险人，但有时并不是。
- 请尽快告知我们你们希望为货物防范的风险详情。
- 我们的客户要求木箱必须用铁条加固并给货物投保偷窃险。
- 因为三分之一的航程是热带地区，而且货物容易发霉，因此我们建议应该给货物投保发

霉险。

5. 由卖方根据中国人民保险公司 1981 年 1 月 1 日颁布的海洋货物运输保险条款按照发票金额的 110% 投保一切险和战争险。

IV. Translate the following sentences into English.

1. 我们这批货物是按照 FOB 条件成交的，应该由你方自行投保。
 2. 我们将给货物投保水渍险和碰损、破碎险。
 3. 我们有一批货物要运往美国，我想了解一下你们的海运保险。
 4. 我们采用国际保险中惯用的“仓至仓”责任条款。
 5. 如果货物在运输途中招致损坏，你可以凭检验报告向驻贵地的保险代理商提出索赔。
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1. These goods are sold on the basis of FOB. It is your obligation to effect insurance.
 2. We will insure the goods against W.P.A. and Risk of Clash and Breakage.
 3. We have goods transported to U.S.A and we'd like to understand the marine transport insurance you provide.
 4. The customary clause of "Warehouse to Warehouse Clause" in international transport insurance is employed.
 5. In case of any damage during the transport, you may claim against the insurance agency in your place with a survey report.

UNIT EIGHT

Exercises

I. Please explain the following terms in simple English and translate them into Chinese.

1. documentary draft	跟单汇票	2. crossed check	划线支票
3. special endorsement	记名背书	4. dishonor	拒付
5. telegraphic transfer	电汇	6. D/P	付款交单
7. D/A	承兑交单	8. remitting bank	汇出行
9. trust receipt	信托收据	10. factoring	保理

II. Judge whether the following statements are true or false.

1. Under L/C payment, the drawee of the corresponding bill of exchange is usually the issuing bank. (T)
2. Dishonor of the bill of exchange just means the payer refuses to pay it. (F)
3. The promissory note is generally issued in two copies. (F)
4. The check is generally paid at sight. (T)
5. For the exporter, D/P means more risks than D/A. (F)
6. Collection is a kind of payment based on commercial credit. (T)
7. A clean bill of exchange is a bill of exchange without any unfavorable remarks. (T)
8. When the payment method is collection, the exporter will generally prefer CIF to FOB. (T)
9. When issuing a check, the drawer shall be a depositor of the paying bank. (T)
10. At present, telegraphic transfer is more widely used than mail transfer. (T)

III. Translate the following sentences into Chinese.

1. After shipment being made, the Sellers shall send through their bank a sight draft on the

Buyers together with the shipping documents.

2. We enclose a cheque, value US\$10000, in payment of the account for goods delivered on August 5th.
3. We have drawn on you this day a thirty days' sight draft for the amount of Euro 20,000 in favor of Bank of China, Shanghai, dated December 20th.
4. The Buyers shall dully accept the documentary draft drawn by the Sellers at 30 days sight upon first presentation and make payment on maturity.
5. Bank of China (Hong Kong), as a member of the Factors Chain International (FCI), provides one-stop Factoring Services to meet your accounts receivable needs.

1. 装运完毕后，卖方应该通过银行寄出以买方为受票人的即期汇票和运输单据。
2. 我们随附一张金额为 1 万美元的支票来支付 8 月 5 日发运的货物。
3. 我们今天以你方为受票人开出一张金额为两万欧元，见票后 30 天付款的汇票，该汇票的收款人为中国银行上海分行，时间为 12 月 20 日。
4. 买方对卖方出具的见票后 30 天付款的跟单汇票于第一次提示时予以承兑，并在汇票到期日付款。
5. 中国银行（香港）作为国际保理协会的成员可以为你的应收帐款提供一站式的保理服务。

IV. Translate the following sentences into English.

1. 我们希望你们接受 D/P 付款方式。
2. 我们希望你方能够在 10 月 20 日前将全部货款通过电汇的方式支付给我们。
3. 受经济危机的影响，出口收汇的风险不断增加，我们想为这笔业务办理保理。
4. 我们通常的做法是由买方在合同签署后预付 30% 的定金，我们收到定金后再安排装运。
5. 对于初次交易，我们通常不接受以托收的方式来支付。

1. We hope that you can accept D/P.
2. We hope that you can send us 100% of the proceeds by T/T before October 20th.
3. We want to arrange factoring for this transaction due to the increasing export payment risks resulting from economic crisis.
4. Our normal practice is that the buyer makes a 30% down payment after signing the contract and we will arrange shipment after receiving the down payment.
5. We generally do not accept collection for the initial transaction.

UNIT NINE

Exercises

I. Please explain the following terms in simple English and translate them into Chinese.

1. documentary credit	跟单信用证	2. confirmed credit	保兑信用证
3. negotiation bank	议付银行	4. advising bank	通知行
5. beneficiary of credit	信用证受益人	6. discrepancy	不符点
7. transferable credit	可转让信用证	8. usance credit	远期信用证
9. SWIFT credit	SWIFT 信用证	10. reimbursement	偿付

II. Judge whether the following statements are true or false.

1. Letter of credit is a payment method based on commercial credit. (F)
2. According to UCP600, any credit is an irrevocable letter of credit. (T)
1. The advising bank is usually in the country of the L/C applicant. (F)
2. An open negotiation L/C means the L/C can be negotiated with any bank. (T)
3. The documents presented for negotiation must be strictly in conformity with the L/C. (T)
4. Under L/C payment, the issuing bank will examine the goods to see whether they conform to the L/C or not. (F)
5. When the issuing bank has made payment under confirmed L/C, it still has the right of recourse to the beneficiary. (F)
6. When applying for a letter of credit, the applicant must pay the issuing bank 100% of the L/C amount as collateral. (F)
7. Brief cable L/C is not regarded as an operative credit instrument. (T)
8. Nowadays, the L/C is mostly opened by airmail. (F)

III. Translate the following sentences into Chinese.

1. Signed commercial invoice in 5 copies indicating this L/C No. and contract No. and shipping mark.
2. Insurance policy/certificate in duplicate blank endorsed for 110% of CIP value, showing claims payable at destination in same currency of the draft covering All Risks and War Risks as per ocean marine cargo clause of the People's Insurance Company of China dated 1/1/1981.
3. Full set plus 1 non-negotiable clean on board marine bills of lading made out to the order of E. Sun Commercial Bank Ltd. Notifying applicant marked "Freight Prepaid".
4. A discrepancy fee of USD 50.00 or equivalent will be deducted from proceeds of discrepant documents.
5. All other bank charges, except establishing bank charges, are for account of the beneficiary.
6. Inspection certificate issued by the applicant whose signature must comply with that on his passport.
7. This credit is not operative only after having obtained the import license and in any case only after our telex advice to you.
8. This credit is subject to the Uniform Customs and Practice for Documentary Credits (2007 revision).
9. Documents must be presented at place of expiration no later than 10 days after date of shipment and within documentary credit validity.
10. We open this Letter of Credit by order of ABC Company, Vancouver for a sum not exceeding 50,000 USD (SAY US DOLLARS FIFTY THOUSAND ONLY) available by drafts drawn on us at sight.

1. 已签署的商业发票一式五份显示合同号码、信用证号码和码头。
2. 一式两份的空白背书保险单/保险凭证，保险金额为 CIP 价格的 110%，按照中国人民保险公司 1981 年 1 月 1 日颁布的海洋货物运输保险条款投保一切险和战争险，保险赔偿的地点为目的，赔偿的货币为汇票货币。
3. 全套清洁已装船提单和一份不可转让的副本，抬头为凭 E. Sun Commercial Bank Ltd. 指示，通知信用证申请人，注明“运费已付”。

4. 对于任意一个不符点，将从货款中扣除 50 美元不符点费。
5. 除了开证行的费用外，所有其他银行的费用都由受益人支付。
6. 由信用证申请人开出的检验证书上的签名必须与其护照上的签名保持一致。
7. 本信用证只有在我方获得进口许可证并且必须在我方电传通知你方后才可以生效。
8. 本信用证遵循跟单信用证统一惯例（2007 年版）的规定。
9. 所有单据必须在装船后 10 天之内并在信用证有效期内于信用证到期地提交。
10. 我们根据温哥华 ABC 公司的要求开出本信用证，其金额不超过 50 000 美元，该信用证凭受票人为我们的即期汇票付款。

IV. Translate the following sentences into English.

1. 我希望你们能在收到我方信用证后马上发货。
2. 货价的 50% 用信用证方式支付，其余用付款交单的方式如何。
3. 信用证应该保持在装船后 15 内有效。
4. 请在信用证上注明“信用证在中国议付有效”。
5. 如果采用信用证来支付，你们能否给我们一些折让。

1. We hope that you can make shipment immediately after receiving our letter of credit.
2. How about 50% of the payment is to be made by L/C and the rest by D/P?
3. The L/C shall remain valid until 15 days after shipment.
4. The L/C must bear “the letter of credit is available by negotiation in China.”
5. We can grant you some discount if you make payment by L/C.

UNIT TEN

Exercises

I . Please explain the following terms in simple English and translate them into Chinese.

1. shipping quality	离岸质量	2. landed quality	到岸质量
3. inspection certificate	检验证书	4. claim	索赔
5. fundamental breach of contract	根本性违约	6. force majeure	不可抗力
7. litigation	诉讼	8. conciliation	协商
9. arbitration award	仲裁结果	10. S.G.S	瑞士日内瓦通用鉴定公司

II . Judge whether the following statements are true or false.

1. The best method of solving dispute in international trade is litigation. (F)
2. Under the inspection mode of Landed Quality and Quantity, the quality and quantity at the port of destination shall govern. (T)
3. In case of force majeure, the contract shall be terminated. (F)
4. If either of the two parties is not satisfied with the result of arbitration, the two parties may further solve the dispute through litigation. (F)
5. The arbitration rules and procedural laws of the country where the arbitration is carried out

will be chosen as the rules and laws for arbitration. (T)

III. Translate the following sentences into Chinese.

1. We regret to inform you that there fifteen cartons damaged when your goods reached here and it was apparently caused by your bad packing.
2. The goods under L/C No. ***have been received, however, we regret to inform you that their quality is not the same as that of original sample.
3. After we carefully checked the record in QC and Packing Dept., we conclude that the goods left here in good condition, so we think the damage must have happened during transit.
4. The delay in your shipping the goods under order No.83/176 has resulted in our suffering great losses, please advise us of your solution.
5. The certificate should indicate that inspection had been carried out just before loading.
6. Pre-shipment inspection report shall be issued and signed by Mr. Fred Qiu., our importing agent.
7. The sellers shall not be held responsible for late delivery or non-delivery of the goods owing to the generally recognized force majeure causes.
8. The arbitral award is final and binding upon both parties.
9. Any dispute arising out of or in connection with the Contract shall be finally settled by arbitration without recourse to Courts.
10. Having received your letter complaining about the package, regarding this matter, we will allow you a 10% discount as compensation.

1. 我们非常遗憾地通知你们我们收到的货物中有 15 箱货物受到损坏，很显然这是因为你们包装不良造成的。
2. 我们已经收到了号码为****的信用证项下的货物，但是我们遗憾地通知你们货物的质量与样品质量不符合。
3. 我们通过检查质量控制和包装部门的记录确认该批货物在发运时状态完好，因此我们认为损害是在运输途中发生的。
4. 由于你们延误了号码为 No.83/176 的订单项下货物的运输，给我们造成了巨大损失，我方希望你们尽快通知我们解决方案。
5. 检验证书上必须显示检验在装船之前进行。
6. 装船前检验报告必须由我方的进口代理 Fred Qiu 出具和签署。
7. 卖方对于由于公认的不可抗力原因造成的延迟交货或无法交货不负责任。
8. 仲裁结果是终局性的而且对双方均有约束力。
9. 任何因本合同或与本合同相关的争议应该通过仲裁解决而不得诉诸法律。
10. 我们已经收到你方关于包装的投诉，我们将给予你方 10% 的折扣作为赔偿。

IV. Translate the following sentences into English.

1. 这批货物的实际到港重量与发票相差 30 公吨。
2. 这是由伦敦一家非常知名的公证行提供的检验报告。
3. 对于运输途中产生的任何损失我们不承担赔偿责任。
4. 你们所交货物的颜色与最初你们提供的样品有一点不一样。
5. 我们希望能够将仲裁的地点定在进口国。

1. There is a 30 M/T difference between the landed weight and the invoiced weight.

2. This inspection report was issued by a very famous notary party in London.
3. We are not liable to any loss caused during transportation.
4. The color of the goods delivered is a little different from that of the sample.
5. We hope the arbitration place can be in the importing country.

UNIT ELEVEN

Exercises

I . Please explain the following terms in simple English and translate them into Chinese.

1. firm offer	实盘	2. counter offer	还盘
3. acceptance	接受	4. sales contract	销售合同
5. sales confirmation	销售确认书	6. revocation of the offer	发盘的撤消
7. valid period	有效期	8. late acceptance	逾期接受
9. general terms and conditions of contract	合同的一般交易条件和条款	10. contract performance	合同履行

II . Judge whether the following statements are true or false.

1. An inquiry is binding upon its maker. (F)
2. An offer can only be made by the exporter and an acceptance must be made by the importer. (F)
3. The negotiation process of a sales contract must go through all the four steps: inquiry, offer, counter offer and acceptance. (F)
4. An offer must specify the time of validity, otherwise it is not effective. (T)
5. According to United Nations Convention on Contracts for the International Sale of Goods, the acceptance shall reach the offeror to take effect. (T)
6. Late acceptance is not effective in any case. (F)
7. Counter offer can be interpreted as a new offer and a rejection to the original offer as well. (T)
8. The public offer, such as advertisements, catalogues and promotion brochures can only be regarded as invitation for offer instead of offer. (T)
9. According to United Nations Convention on Contracts for the International Sale of Goods, silence and inactivity can not be regarded as acceptance. (T)
10. Acceptance can only be evidenced by statement. (F)

III. Translate the following sentences into Chinese.

1. We have heard from the CCPIT Shanghai that you are a leading company of plastic water pipes.
2. We visited your stand at the computer exhibition in Tokyo last month and we are very interested in your display of high definition computer monitors.
3. We would appreciate it if you could send some samples of the material required so that we can examine the texture and quality.
4. If you can supply this type and the quality can meet our requirements, we will place you regular orders in large quantities.

5. Provided you can offer favorable quotations, and guarantee delivery within four weeks from receipt of order, we will place regular orders with you.
6. Thank you for your inquiry dated November 12th, 2000 about your interest in our plastic bottles.
7. We offer you the product at a very special low price of USD 26 on condition that you place us an order exceeding 5,000 pieces.
8. Your quoted price is higher than those of others, if you do not reduce your price, we won't place any order with you.
9. It is impossible for us to keep our offer open for over a month due to the instability of raw material cost.
10. Although we appreciate the goods quality of your products, we found that your prices appear to be on the high side.

1. 我们从中国国际贸易促进委员会获悉你们是一个生产塑料水管的领先企业。
2. 我们上个月在东京的计算机展览会上参观了你们的展位，我们对你们的高清电脑显示器非常感兴趣。
3. 如果你们能够给我们寄一些原材料的样品来让我们了解材料的质地和质量，我们将不胜感激。
4. 如果你们能够提供这种型号的产品而且品质达到我们的要求，我们将长期大量采购。
5. 如果你们的报价有利而且能够保证在收到订单四个星期内交货，我们将向你们长期订购。
6. 非常感谢你方 11 月 12 日的询盘中对我们的塑料瓶表示的兴趣。
7. 如果你们的订购的数量超过 5 000 件的话，我们可以给予你们 26 美元的特别低价。
8. 你方的报价高于其他报价，如果你们不降价我们将不会下订单。
9. 因为原材料成本的不稳定，我们报价的有效期不可能超过一个月。
10. 尽管我们很欣赏你们产品的质量，但是你们的价格似乎有点高。

IV. Translate the following sentences into English.

1. 我们要订的数量很大程度上取决于你方的价格。
2. 我们的价格与国际市场的价格相比还是合理的。
3. 你们打算订购哪种型号呢？
4. 我们希望与你们建立长期的合作关系。
5. 因为燃料不断涨价，所以价格不得不做一些调整。

1. The quantity we order depends on your price to a large extent.
2. Our price is reasonable compared with the international market price.
3. Which type do you want to order?
4. We hope to establish long term cooperation with you.
5. We have to adjust the price due to the increased price of fuel.

UNIT TWELVE

Exercises

I. Please explain the following terms in simple English and translate them into Chinese.

1. L/C amendment	信用证修改	2. customs declaration	报关
3. hold booking	订舱	4. contract performance	合同履行
5. dispute settlement	解决争议	6. shipping order	装货单
7. commercial invoice	商业发票	8. certificate of origin	原产地证书
9. GSP Form A	普惠制产地证	10. packing list	装箱单

II. Judge whether the following statements are true or false.

1. Under payment by L/C, all the documents shall be presented to the negotiation bank before the L/C expiry date. (T)
2. In China, the GSP Form A is issued by China Council for the Promotion of International Trade. (F)
3. Under collection, the drawee of the bill of exchange in export and import is the importer. (T)
4. Without import license, goods can not be imported into China. (F)
5. One purpose of the certificate of origin is for the importing nation to impose discriminating trade policies on goods from different nations. (T)

III. Translate the following sentences into Chinese.

1. We hereby inform you that the following shipment is effected by us, please arrange insurance concerned.
2. We regret to inform you that we can't ship the goods as you instructed due to shipping space unavailable.
3. Enclose please find a set of non-negotiable shipping documents to evidence the dispatch of this consignment.
4. Please pay us the balance of USD 3,000 by telegraphic transfer before the 15th of December.
5. As settlement of this amount is more than 50 days overdue, we would of course welcome an early payment, but, if anything has gone wrong, please write us promptly.

1. 我们特此通知你们我们已经安排好以下货物的装运，请办理相关的保险。
2. 我们非常遗憾地通知你们因为舱位紧张我们无法按照你们的要求安排运输。
3. 随附一套不可转让的运输单据副本，证明货物已经发运。
4. 请在 12 月 15 日之前将余款 3 000 美元通过电汇支付给我们。
5. 这笔款项已经逾期超过 50 天了，尽管我们希望你们尽快付款，但我们还是希望如果有什么问题的话你们能尽快写信给我们。

IV. Translate the following sentences into English.

1. 为了节约进口关税，你们可以申请普惠制原产地证书。
2. 你们必须提供领事发票而不是一般的商业发票才能清关。
3. 我们将在货物装运后马上向你们传真装船通知？
4. 你们需要认真根据信用证的要求缮制单据，否则很容易遭到开证行的拒付。
5. 这批货物最迟的报关时间是 12 月 23 日。

1. It is advisable for you to apply for a GSP Form A to save the cost of import duty.
2. You must provide consular invoice instead of commercial invoice for customs clearance.
3. We will fax you the shipping advice soon after we ship the goods.
4. You shall make and prepare the documents according to the L/C otherwise they will be easily refused by the issuing bank.
5. The latest date of customs declaration for these goods is December 23.