

2002年4月外贸函电(全国) PDF转换可能丢失图片或格式，建议阅读原文

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一、单项选择题(本大题共20小题，每小题1分，共20分)在每小题列出的四个选项中只有一个选项是符合题目要求的，请将正确选项前的

字母填在题后的括号内。1.Fifty cases of Green Tea you sent us were found to be badly damaged. This was apparently attributable to \_\_\_\_\_ packing.( )A.inferior B.superiorC.faulty D.mistake2.We trust you will do your best to have this matter \_\_\_\_\_ right away.( )A.settle

B.to settleC.settling D.settled3.By joint efforts we can \_\_\_\_\_ both friendship and business.( )A.increase B.promoteC.expand D.extend4.We \_\_\_\_\_ you for the special offer you send us.( )A.thank B.appreciateC.be grateful D. beindebted5.We are looking forward to \_\_\_\_\_ your L/C for Order No 123.( )A.receive

B.receiveingC.be received D.be receiving6.This is our best price, \_\_\_\_\_ which we have concluded many orders with other buyers in your city.( )A.on B.forC.by D.at7.As it involves only a small \_\_\_\_\_, we hope you will have no difficulty on promotion.( )A.quality

B.figureC.quantity D.number8.Our payment terms are \_\_\_\_\_, irrevocable letter of credit for the full invoice value.( )A.confirmed B.combinedC.committed D.completed9.Since the premium varies with the scope of \_\_\_\_\_ extra premium is for buyer ' s account, should additional risks be covered?( )A.assurance

B.insuranceC.business D.enterprises10.Please see to it that the goods we ordered are shipped as soon as the covering letter of credit \_\_\_\_\_

you. ( ) A. gets B. comes C. arrives D. reaches  
11. We shall advise you by cable as soon as the goods \_\_\_\_\_. ( ) A. will ship B. will be shipped C. ship D. are shipped  
12. According to the shipping \_\_\_\_\_ it will be impossible for us to ship the goods in October. ( ) A. schedule B. timetable C. plan D. scheme  
13. This offer is firm, subject to your immediate reply \_\_\_\_\_ should reach us not later than the end of this month. ( ) A. it B. they C. what D. which  
14. We cannot entertain your suggestion \_\_\_\_\_ it does not seem workable. ( ) A. because B. for C. so D. therefore  
15. \_\_\_\_\_ your information, we have received a crowd of enquiries from buyers in other directions. ( ) A. On B. For C. By D. At  
16. We enclosed our Purchase Confirmation No. 4848 \_\_\_\_\_ duplicate. ( ) A. in B. for C. with D. through  
17. We cannot \_\_\_\_\_ present entertain any fresh orders for Younger Brand Mens Shirts. ( ) A. of B. at C. to D. for  
18. \_\_\_\_\_ you like other items, kindly let us know and we shall be only too pleased to make you offers direct. ( ) A. In case B. In the case C. In this case D. In that case  
19. Generally we cover insurance \_\_\_\_\_ definite instructions from our clients. ( ) A. in absence of B. in the absence of C. in no absence of D. in all absence of  
20. We lodge a claim \_\_\_\_\_ you \_\_\_\_\_ the short--weight. ( ) A. with ... with B. for ... for C. with ... for D. for ... with

二、 填空题(每空1分, 共25分)  
1. can you offer us machine tools \_\_\_\_\_ the following specification?  
2. To trade \_\_\_\_\_ the people of all countries \_\_\_\_\_ the basis of equality and mutual benefit is our established policy.  
3. Please make sure that the stipulations in the L/C are \_\_\_\_\_ exact accordance \_\_\_\_\_ the terms of the Sales Contract.  
4. We shall certainly contact you, as soon as we are \_\_\_\_\_ a position to entertain

new business in your district.5. We note from your letter of September 10th that you are interested \_\_\_\_\_ walnut meat.6. Owing \_\_\_\_\_ unusual shortage of stock, this offer is made, subject to the goods being unsold.7. There is always a ready market \_\_\_\_\_ Sewing Machines, provided they are \_\_\_\_\_ good quality and competitive in price.8. We shall cancel the contract if you fail to open the relative L/C \_\_\_\_\_ the end of this year.9. We shall open an L/C \_\_\_\_\_ you favor \_\_\_\_\_ Barclays Bank here \_\_\_\_\_ the extent of 15000.10. It is necessary \_\_\_\_\_ you to comply with our shipping instructions.11. We refer \_\_\_\_\_ your letter of May 2.12. It is our sincere hope that you will direct your efforts \_\_\_\_\_ the promotion of this new product in your market \_\_\_\_\_ our mutual benefit.13. We shall be glad to receive your offer \_\_\_\_\_ walnut meat, shipment, \_\_\_\_\_ September/October \_\_\_\_\_ transshipment at Hongkong.14. We prefer Chinese bicycles \_\_\_\_\_ Japanese bicycles \_\_\_\_\_ their fine quality.15. Will you send us \_\_\_\_\_ return mail pamphlets and price list \_\_\_\_\_ your exports?

三、英汉翻译(本大题共10小题, 每小题2分, 共20分)

1. We would like to inform you that at present we can supply you with various kinds of mens leather shoes.2. As we said previously, it is only in view of our long friendly relations that we extend you this accommodation.3. If you make us an offer at competitive prices we can sell a large quantity of chemical product in our district.4. We advised you in our letter of Dec.1, that we would like to place a trial order with you for 50 pieces Flying Pigeon Bicycles.5. After reinspection at the port of destination, the quality of the goods shipped ex S.S. " Red Star " under Contract

No. CT7543 was found not in compliance with the contract stipulations.6.We wish to call your attention to the validity of the L/C, since there is no possibility of L/C extension.7.We send you a brochure on the various kinds of bicycle now available for export.8.Please advise us whether you iron nail packed in plywood kegs of 60kgs,net and whether you can ship our order from stock.9.Since the premium varies with the scope of insurance, extra premium is for buyers account, should additional risks be covered.10.We shall be glad to ship the goods by a direct steamer to Vancouver within 30 days after receipt of you L/C.四、汉英翻译(

本大题5小题，每小题3分，共15分)1.鉴于这一事实，我们已将包装改为小木箱。2.希望早日报给我们车床的实盘，最好电开。3.因无直达班轮，请允许转船。4.很遗憾，我们不能接受这一索赔，因为你们的保险没有包括“破碎险”。5.如果你方不接受我们的建议，我们想提交仲裁解决。五、撰写英文书信(本大题20分)XXX先生：事由：158号信用证你方第121号定单，8公吨核桃仁，金额计2,500美元标题项下的信用证收到。你方信用证金额似嫌不足。你方定单正确的成本加保险费运费的总值应是2,960美元，相差460美元。鉴于上述情况，请将你方信用证金额增加460美元。一俟接到你方信用证修改通知书，当安排交货不误。XXX谨上[1][2]下一页 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)

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