

外销员考生必知：外贸常用术语 中英文对照 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/218/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E8_c28_218103.htm

1.packing list detailing the complete inner packing specification and contents of each package 载明每件货物之内部包装的规格和内容的装箱单
2.packing list detailing... 详注.....的装箱单 3.packing list showing in detail... 注明.....细节的装箱单 4.weight list 重量单 5.weight notes 磅码单（重量单） 6.detailed weight list 明细重量单
7.weight and measurement list 重量和尺码单 8.signed commercial invoice 已签署的商业发票 in duplicate 一式两份 in triplicate 一式三份 in quadruplicate 一式四份 in quintuplicate 一式五份 in sextuplicate 一式六份 in septuplicate 一式七份 in octuplicate 一式八份 in nonuplicate 一式九份 in decuplicate 一式十份
9.beneficiarys original signed commercial invoices at least in 8 copies issued in the name of the buyer indicating (showing/evidencing/specifying/declaration of) the merchandise, country of origin and any other relevant information. 以买方的名义开具、注明商品名称、原产国及其他有关资料，并经签署的受益人的商业发票正本至少一式八份 10.Signed attested invoice combined with certificate of origin and value in 6 copies as required for imports into Nigeria. 以签署的，连同产地证明和货物价值的，输入尼日利亚的联合发票一式六份 11.beneficiary must certify on the invoice...have been sent to the accountee 受益人须在发票上证明，已将.....寄交开证人 5.4% discount should be deducted from total amount of the commercial invoice 商业发票

的总金额须扣除4%折扣 12.invoice must be showed: under A/P No.... date of expiry 19th Jan. 1981 发票须表明：根据第.....号购买证，满期日为1981年1月19日 13.documents in combined form are not acceptable不接受联合单据 14.combined invoice is not acceptable 不接受联合发票转 The Stipulations of “ Uniform customs and Practice for Documentary Credits ” “ 跟单信用证统一惯例 ” 15.except as otherwise stated herein---除本证另有规定外 16.except so far as otherwise expressly stated---除非另有明确表示 17.this credit is subject to...---本证根据.....解释 18.uniform customs and practice for documentary credits---跟单信用证统一惯例 19.International Chamber of Commerce Brochure No.400---国际商会第400号手册 20.1983 revision---1983年修订本 21.except as otherwise expressly stated herein, this credit is subject to uniform customs and practice for documentary credits 1993 Revision, International Chamber of Commerce, publication No.500---除另有规定外，本证根据国际商会第500号出版物《跟单信用证统一惯例》1993年修订解释 22.支付条件（ Terms of payment）（ 1 ） Our usual way of payment is by confirmed and irrevocable letter of credit available by draft at sight for the full amount of the contracted goods to be established in our favour through a bank acceptable to the sellers. 我们的一般付款方式是保兑的、不可撤销的、以我公司为受益人的、足额信用证，见票即付。信用证应通过为卖方认可的银行开出。 23.支付条件（ Terms of payment）（ 1 ） Our usual way of payment is by confirmed and irrevocable letter of credit available by draft at sight for the full amount of the contracted goods to be established in our

favour through a bank acceptable to the sellers. 我们的一般付款方式是保兑的、不可撤销的、以我公司为受益人的、足额信用证，见票即付。信用证应通过为卖方认可的银行开出。（2）For payment, we require 100% value, confirmed and irrevocable letter of credit with partial shipment and transshipment allowed clause, available by draft at sight, payable against surrendering the full set of shipping documents to the negotiating bank here. 我们要求用100%金额的、保兑的、不可撤销的信用证，并规定允许转船和分批装运，凭汇票向议付行交单即期付款。（3）The letter of credit should be established with its clauses in confirmation with the terms and conditions of the contract. 信用证所开条款，必须与合约条款相符。（4）We usually accept payment by L/C at sight draft or by T/T in advance, but never by C.O.D. 通常我们接受即期信用证付款或电汇。我们从不接受货到付款的办法。We insist on a letter of credit. 我们坚持用信用证方式付款。As I've said, we require payment by L/C. 我已经说过了，我们要求以信用证付款。We still intend to use letter of credit as the term of payment. 我们仍然想用信用证付款方式。We always require L/C for our exports. 我们出口一向要求以信用证付款。L/C at sight is normal for our exports to France. 我们向法国出口一般使用即期信用证付款。We pay by L/C for our imports. 进口我们也采用信用证汇款。Our terms of payment is confirmed and irrevocable letter of credit. 我们的付款条件是保兑的不可撤销的信用证。You must be aware that an irrevocable L/C gives the exporter the additional protection of bankers guarantee. 你必须意识到不可撤销信用证为出口商提供了银行担保。Is the

wording of "confirmed" necessary for the letter of credit? 信用证上还用写明“保兑”字样吗？ For payment we require 100% value, irrevocable L/C in our favour with partial shipment allowed clause available by draft at sight. 我们要求用不可撤消的、允许分批装运、金额为全部货款、并以我方为抬头人的信用证，凭即期汇票支付。 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