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https://www.100test.com/kao_ti2020/36/2021_2022__E8_B4_A7_E4_BB_A3_E8_8B_B1_E8_c30_36396.htm Unit 2: Incoterms 2000 - Six Major Trade Terms FOB FREE ON BOARD (...named port of shipment) “ Free on Board ” means that the seller delivers when the goods pass the ship ’ s rail (越过船舷) at the named port of shipment (指定装运港). This means that the buyer has to bear all costs and risks of loss of or damage (货物灭失及损坏的风险和费用) to the goods from that point. The FOB term requires the seller to clear the goods for export (办理货物出口清关). This term can be used only for sea or inland waterway transport (海洋或内河运输).

10. 句子: This means that the buyer has to bear all costs and risks of loss of or damage to the goods from that point. 句中: 10.1 bear = to support (a load or weight): 承担, 负担. 10.2 from that point 在教材的 p17 注释10中, 我们还发现有这样一些词: port 港口 place 地点 point 点(INCOTERMS实指“具体地点”) premise 所在地(INCOTERMS实指“场所”) 说明: 关于货物应当交付的地点, 进出口商对货物交付时责任、费用、风险划分等, 《通则》使用了不同的表述: 在仅适用海运和内河运输方式的术语时, 使用“港口”名称, 即 port. 其他情况下的使用地点, 即 place. 尤其 FCA, 当有必要指明港口或地点内的某一“具体地点”时, 用 point, 而且卖方要提供交通工具. 当交付货物的具体地点是卖方的所在地时, 用 premise. 此时, 卖方无义务提供交通工具, 但卖方有装载货物的义务. 11. 句子: The FOB term requires the seller to clear the goods for export. require = order, demand “要求,

规定”，正式用语，常用被动语态，常用的搭配有：require sth (of sb), require sb to do sth, require that 从句，12. 句子：This term can be used only for sea or inland waterway transport. 句中：12.1 inland 由前缀“-in”加land构成，其中：(1) -in = in or into (内，入内，在内)。再举一例：inside (2) inland基本上有两个意思：内地的，内陆的。例如：inland towns (内陆城市) 国内的。例如：inland trades (国内贸易) 12.2 waterway：水路，航道，航路 railway：铁路，铁道 roadway：车道 highway：公路，大道 subway：地铁，通道 airway：航线 从这些词中我们是不是发现一些规律了呢？

CFRCOST AND FREIGHT (...named port of destination) “Cost and Freight” means that the seller delivers when the goods pass the ship’s rail in the port of shipment. The seller must pay the costs and freight necessary to bring the goods to the named port of destination (指定目的港). 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. The CFR term requires the seller to clear the goods for export. This term can be used only for sea or inland waterway transport. 13. 句子：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. 这句话的突破点是两个连接词：BUT 和 as well as: 13.1 the seller must pay the costs and freight necessary to bring the goods to the named port of destination (1) 英语简单句有五种基本句型。 主语不及物动词(vi.)，例如第一课中的这个 attend: He attends to

his work. (他专注做好自己的工作) 主语及物动词(vt.), 例如第一课中的这个 attend: He will attend a meeting tomorrow. (他明天要参加一个会议) 所以我们要注意: 有些动词, 它既有及物动词的用法, 也有不及物动词的用法. 主语连系动词, be动词是最大的连系动词, 当然还有其他的词 (become, turn, get等). 例如: A freight forwarder was a commission agent. 主语及物动词(vt.) 双宾语, 例如 bring: bring the buyer some catalogs = bring some catalogs to the buyer 主语及物动词(vt.) 复合宾语, 例如本句: pay the costs and freight necessary (necessary 补充说明 the costs and freight) (2) 本句可以简化成 the seller must pay sth. 这个 sth 是指: the costs and freight necessary to bring the goods to the named port of destination 意指 “ 货至指定目的港所需的运费和费用 ” .

13.2 本句可以简化成: BUT the risk of loss of or damage to the goods after the time of delivery, are transferred from the seller to the buyer. (1) transfer: 常见的搭配有: transfer (sb./sth.) (from) (to) 意思是 “ (权利,地位,状态等)转移, (地方,位置等)迁移, (工作等)调动 ” (2) but 在这里大写的目的醒目: 让读者注意前者的费用由卖方承担, 后者的费用由买方承担. 13.3 本句可以简化成: as well as any additional costs due to events occurring after the time of delivery, are transferred from the seller to the buyer. (1) additional cost = extra cost: 额外费用 (2) due to = caused by: 由于,起因于 (注意这个词组后接名词, 这个 to 是介词) (3) occur = happen, take place: 发生 (4) as well as: 说明交货后, 买方支付的费用可能比卖方多. CIFCOST, INSURANCE AND FREIGHT (...named port of destination) “ Cost, insurance and Freight ” means that the seller delivers when the goods pass the ship ' s rail in the port of

shipment. 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. However, in CIF the seller also has to procure insurance against the buyer's risk of loss of or damage to the goods during the carriage. Consequently, the seller contracts for insurance and pays the insurance premium (保险费). The CIF term requires the seller to clear the goods for export.

14. 句子: However, in CIF the seller also has to procure insurance against the buyer's risk of loss of or damage to the goods during the carriage. 句中: 14.1 procure = obtain, esp. with care or effort: (尤指用心或者费力)获得,取得,这里引申为“办理” 14.2 carriage 有两种解释: 运费: carriage paid to ... (CPT, 运费付至...) (见第一课注释 11) 运输: 即本句的 during the carriage

15. 句子: Consequently, the seller contracts for insurance and pays the insurance premium. 句中: 15.1 consequently = therefore: 所以,因此 (书面用语,比较正式的用法), 这句和第 14 句相对应. 15.2 contract: 显然, 这里的 contract 是动词的用法 当 contract 作动词时: 解释“签约,订立合同” 常见搭配 有 contract (with) (for) 当 contract 作名词时: 解释“合约,合同” 常见的词组有 enter into a contract (with sb.) (for sth.) make a contract (with sb.) (for sth.) 15.3 premium: 在保险领域里就是“保险费”的意思, 例如: premium rate (保险费率)

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