

商务英语300句Unit12TermsofPayment(二) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/453/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_453410.htm ConversationsDialogue

1W: Well, we ' ve settled the question of price, quality and quantity. Now what about the terms of payment?B: We only accept payment by irrevocable letter of credit payable against shipping documents.W: I see. Could you make an exception and accept D/A or D/P?B: I ' m afraid not. We insist on a letter of credit.W: To tell you the truth, a letter of credit would increase the cost of my import. When I open a letter of credit with a bank, I have to pay a deposit. That ' ll tie up my money and increase my cost.B: Consult your bank and see if they will reduce the required deposit to a minimum.-- 好吧，既然价格、质量和数量问题都已谈妥，现在来谈谈付款方式怎么样？-- 我们只接受不可撤消的、凭装运单据付款的信用证。-- 我明白。你们能不能破例接受承兑交单或付款交单？-- 恐怕不行，我们是坚决要求采用信用证付款。-- 老实说，信用证会增加我方进口货的成本。要在银行开立信用证，我得付一笔押金。这样会占压我的资金，因而会增加成本。-- 你和开证行商量一下，看他们能否把押金减少到最低限度。W: Still, there will be bank charges in connection with the credit. It would help me greatly if you would accept D/A or D/P. You can draw on me just as if there were a letter of credit. It makes no great difference to you, but it does to me.B: Well, Mrs. Wang, you must be aware that an irrevocable letter of credit gives the exporter the additional protection of the bank er ' s guarantee. We always require L/C for

our exports. And the other way round, we pay by L/C for our imports. W: To meet you half way, what do you say if 50% by L/C and the balance by D/P? B: I ' m very sorry, Mrs. Wang. But I ' m afraid I can ' t promise you even that. As I ' ve said, we require payment by L/C.-- 即便那样，开立信用证还是要支付银行手续费。假如你能接受承兑交单或付款交单，这就帮我大忙了。你就当作是信用证一样向我开汇票。这对你来说区别不大，但是对我来说就大不一样了。-- 王小姐，你应该也知道，不可撤消的信用证给出口商增加了银行的担保。我们出口一向要求采用信用证；反过来讲，我们进口也是信用证付款。-- 我们都各让一步吧，货价的百分之五十用信用证，其余的采用付款交单，你看怎么样？-- 对不起，王小姐。即便那样，我恐怕也不能答应。我都说过了，我们要求用信用证付款。

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