

商务英语300句Unit12TermsofPayment(一) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/462/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_462846.htm Terms of Payment

支付条款Brief Introduction目前，国际贸易中常用的付款方式(payment terms)有：汇付 (Remittance)、托收 (Collection)、信用证 (Letter of Credit) 三种方式。大金额交易时主要是用到信用证，小买卖当然是用托收和汇付来完成。作为国际结算中的一个重要组成部分，对外贸易货款的支付一般是利用汇票这种支付凭据通过银行进行的。汇票中的跟单汇票

(Documentary Draft) 是对外贸易中最常用的一种支付工具。汇票按付款时间的不同，分为即期汇票和远期汇票两种。

Basic Expressions1. Our terms of payment are by a confirmed irrevocable letter of credit by draft at sight.我们的支付方式是以保兑不可撤消的、凭即期汇票支付的信用证。2. Since the total amount is so big and the world monetary market is rather unstable at the moment, we can not accept any terms of payment other than a Letter of Credit.因为这次交易额大，而且目前国际金融市场很不稳定，所以我们除接受信用证付款外，不能接受别的付款方式。3. We would suggest that for this particular order you let us have a D/D, on receipt of which we shall ship the goods on the first available steamer.此次订货，我们建议你们使用即期汇票。收到该汇票后，我们将把货物装上第一条可定到的船。4. In order to conclude the business, I hope you 'll meet me half way. What about 50% by L/C and the balance by D/P?为了做成这批生意，希望双方都各让步一半。百分之五十以信用证付款，百

分之五十按付款交单怎么样？5. For such a large amount, a L/C is costly. Besides, it ties up my money. All this adds to my cost.开这样大数额的信用证，费用很大，再说资金也要积压，这些都要使成本增加。6. I ' d like to discuss the terms of payment with you. I wonder if you would accept D/P.我想同你讨论一下付款条件。不知你能否接受付款交单的方式。7. Since we are old friends, I suppose D/P or D/A should be adopted this time as the mode of payment.咱们是老朋友了，我想这次应该用D/P或者D/A付款方式吧。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