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https://www.100test.com/kao_ti2020/493/2021_2022__E5_A4_96_E8_B4_B8_E5_AE_9E_E5_c67_493851.htm

出口信贷 export credit 出口津贴 export subsidy 商品倾销 dumping 外汇倾销 exchange dumping 优惠关税 special preferences 保税仓库 bonded warehouse 贸易顺差 favorable balance of trade 贸易逆差 unfavorable balance of trade

进口配额制 import quotas 自由贸易区 free trade zone 对外贸易值 value of foreign trade 国际贸易值 value of international trade 普遍优惠制 generalized system of preferences-GSP 最惠国待遇 most-favored nation treatment-MFNT

-----价格条件-----

价格术语 trade term (price term) 运费 freight 单价 price 码头费 wharfage 总值 total value 卸货费 landing charges 金额 amount 关税 customs duty 净价 net price 印花税 stamp duty 含佣价 price including commission 港口税 port dues 回佣 return commission . 装运港 port of shipment 折扣 discount, allowance 卸货港 port of discharge 批发价 wholesale price 目的港 port of destination 零售价 retail price 进口许可证 import licence 现货价格 spot price 出口许可证 export licence 期货价格 forward price 现行价格 (时价) current price prevailing price 国际市场价格 world (International)Market price

离岸价 (船上交货价) FOB-free on board 成本加运费价 (离岸加运费价) C&F-cost and freight 到岸价 (成本加运费、保险费价) CIF-cost,insurance and freight -----交货条件----- 交货

delivery 轮船 steamship(缩写S.S) 装运、装船 shipment 租船

charter (the chartered ship) 交货时间 time of delivery 定程租船
voyage charter 装运期限 time of shipment 定期租船 time charter
托运人 (一般指出口商) shipper, consignor 收货人 consignee
班轮 regular shipping liner 驳船 lighter 舱位 shipping space 油轮
tanker 报关 clearance of goods 陆运收据 cargo receipt 提货 to take
delivery of goods 空运提单 airway bill 正本提单 original BL 选择
港 (任意港) optional port 选港费 optional charges 选港费由买
方负担 optional charges to be borne by the Buyers 或 optional
charges for Buyers ' account 一月份装船 shipment during January
或 January shipment 一月底装船 shipment not later than Jan.31st.
或 shipment on or before Jan.31st. 一/二月份装船 shipment during
Jan./Feb. 或 Jan./Feb. shipment 在.....(时间)分两批装船 shipment
during....in two lots 在.....(时间)平均分两批装船 shipment
during....in two equal lots 分三个月装运 in three monthly
shipments 分三个月, 每月平均装运 in three equal monthly
shipments 立即装运 immediate shipments 即期装运 prompt
shipments 收到信用证后30天内装运 shipments within 30 days
after receipt of L/C 允许分批装船 partial shipment not allowed
partial shipment not permitted partial shipment not unacceptable
-----交易磋商、合同签订----- 订单 indent
订货; 订购 book. booking 电复 cable reply 实盘 firm offer 递盘
bid. bidding 递实盘 bid firm 还盘 counter offer 发盘 (发价)
offer 发实盘 offer firm 询盘 (询价) inquiry.enquiry
-----交易磋商、合同签订----- 订单 indent
订货; 订购 book. booking 电复 cable reply 实盘 firm offer 递盘
bid. bidding 递实盘 bid firm 还盘 counter offer 发盘 (发价)

offer发实盘 offer firm 询盘（询价）
inquiry.enquiry-----交易磋商、合同签
订-----指示性价格 price indication速复 reply
immediately参考价 reference price习惯做法 usual practice交易磋
商 business negotiation 不受约束 without engagement业务洽谈
business discussion限**复 subject to reply **限**复到 subject to
reply reaching here **有效期限 time of validity 有效至**：valid till
**购货合同 purchase contract 销售合同 sales contract购货确认书
purchase confirmation销售确认书 sales confirmation 一般交易条
件 general terms and conditions以未售出为准 subject to prior sale
需经卖方确认 subject to seller ' s confirmation需经我方最后确
认 subject to our final confirmation-----贸易方
式-----INT (拍卖auction) 寄售 consignment招
标 invitation of tender投标 submission of tender一般代理人 agent
总代理人 general agent代理协议 agency agreement累计佣金
accumulative commission补偿贸易 compensation trade （或抵偿
贸易）compensating/compensatory trade （又叫：往返贸易）
counter trade来料加工 processing on giving materials来料装配
assembling on provided parts独家经营/专营权 exclusive right独家
经营/包销/代理协议 exclusivity agreement独家代理 sole agency.
sole agent. exclusive agency.exclusive agent-----品质
条件-----品质 quality 原样 original sample规格
specifications 复样 duplicate sample说明 description 对等样品
countersample标准 standard type 参考样品 reference sample商品
目录 catalogue 封样 sealed sample宣传小册 pamphlet 公差
tolerance货号 article No. 花色（搭配）assortment样品 sample

5% 增减 5% plus or minus 代表性样品 representative sample 大路
货 (良好平均品质) fair average quality-----商检
仲裁-----索赔 claim 争议 disputes 罚金条款
penalty 仲裁 arbitration 不可抗力 force Majeure 仲裁庭 arbitral
tribunal 产地证明书 certificate of origin 品质检验证书 inspection
certificate of quantity 重量检验证书 inspection certificate of weight
(quantity)**商品检验局**commodity inspection bureau (*.C.I.B)
品质、重量检验证书 inspection certificate-----数
量条件-----个数 number 净重 net weight 容积
capacity 毛作净 gross for net 体积 volume 皮重 tare 毛重 gross
weight 溢短装条款 more or less clause-----外
汇-----外汇 foreign exchange 法定贬值
devaluation 外币 foreign currency 法定升值 revaluation 汇率 rate of
exchange 浮动汇率 floating rate 国际收支 balance of payments 硬
通货 hard currency 直接标价 direct quotation 软通货 soft currency
间接标价 indirect quotation 金平价 gold standard 买入汇率
buying rate 通货膨胀 inflation 卖出汇率 selling rate 固定汇率 fixed
rate 金本位制度 gold standard 黄金输送点 gold points 铸币平价
mint par 纸币制度 paper money system 国际货币基金
international monetary fund 黄金外汇储备 gold and foreign
exchange reserve 汇率波动的官定上下限 official upper and lower
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