

2010年报检英员考试：外语辅导：必学的外贸英语 PDF转换
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https://www.100test.com/kao_ti2020/644/2021_2022_2010_E5_B9_B4_E6_8A_A5_c30_644971.htm

在外贸业务中，从报价到支付条件，再到催开信用证，再到后来的单据结汇，涉及到很多专业术语，我把自己总结的一些有关资料发个小贴，希望业内同行能用得上。（因有关报价篇层出不穷，这里就省了）

1. 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。

2.催开信用证(Pressing for L/C) (1)As the goods against your order No.111 have been ready for shipment for quite some time,it is

imperative that you take immediate action to have the covering credit established as soon as possible. 由于贵方定单第111号之货已备待运有相当长时间了，贵方必须立即行动尽快开出信用证。(2)We repeatedly requested you by faxes to expedite the opening of the relative letter of credit so that we might effect shipment for the above mentioned order, but after the lapse of 3 months, we have not yet received the covering L/C. 我们已经多次传真要求贵方从速开来有关信用证，以使我们装运上述定单之货。但是三个月过去了，仍未收到有关信用证。(3)We hope that you will take commercial reputation into account in all seriousness and open L/C at once, otherwise you will be responsible for all the losses arising therefrom. 希望贵方认真考虑商业信誉，立即开证，否则，由此产生的一切损失均由贵方负责。

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