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例一：tender Under CIF, it is the seller ' s obligation to tender the relative documents to the buyer to enable him to obtain delivery of the goods. If they arrive, or to recover for the loss, if they are lost on the voyage. He became as

exhilarated as if his tender for building a mansion had been accepted.

译文：在 CIF 价格术语项下，卖方的责任是向买方递交有关单证，使其能在货物到达后提取货物；如果货物运输途中丢失了，买方也可凭单证去获取补偿。他欣喜若狂，好象他承办大厦建筑的投标被接受了。注解：商务英语中的重要条款

用词非常正规，在第一句话中，tender 是用作动词，相当于 give。而在第二句中，tender 是用作名词，意思是“投标”。

例二：negotiable Part time barman required . Hours and salary negotiable. This Bill of Lading is issued in a negotiable form, so it shall constitute title to the goods and the holder, by endorsement of this B/L. 译文：招聘兼职酒店保安，工作时间和薪水面议。所签发的提单可为转让的，故只要在提单上背书，便确定了货物

和持票人的所有权。注解：在第一句话中，negotiable 的意思是“可商议的”，在第二句话中的意思则是“可转让的”，

“可转让提单”经过背书后即可将所有权转让给他人，值得注意的是，negotiating bank 则是议付银行，即购买或贴现汇票的银行。

例三：endorse Our products have been endorsed by the National Quality Inspection Association. Draft must be accompanied by full set original on board marine Bill of Lading

made out to order , endorsed in blank , marked freight prepaid. 译文：我们的产品为全国质量检查协会的推荐产品。汇票必须附有全套印有“货物收讫”字样的正本海运提单，凭指示、空白背书，并写明“运费已付”。注解：在第一个句子中，“推荐”是指用过某种产品后感到满意，并通过媒体介绍给公众。而第二句中的“空白背书”是指背书人 (endorser) 只在票据背面签上自己的名字，而不注明特定的被背书人 (endorsee)。相关推荐：BEC写作需掌握的70个关键句型 名师点评网友BEC初级作文汇总 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](http://www.100test.com)