

外贸术语中英文一览外销员考试 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/644/2021_2022__E5_A4_96_E8_B4_B8_E6_9C_AF_E8_c28_644718.htm -----

国际贸易----- 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portdues 回佣return commission 装运港portof shipment 折
扣discount,allowance 卸货港port of discharge 批发价 wholesale
price 目的港portof destination 零售价 retail price 进口许口
证inportlicence 现货价格spot price 出口许口证exportlicence 期
货价格forward price 现行价格（时价） current price
prevailingprice 国际市场价格 world (International)Marketprice 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 B/L 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----- 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 The share of foreign trade terminology a checklist 100 Test 下

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