



Unit 18

Shipment

Part II Comprehensive Reading

❖ Marine Shipping Service

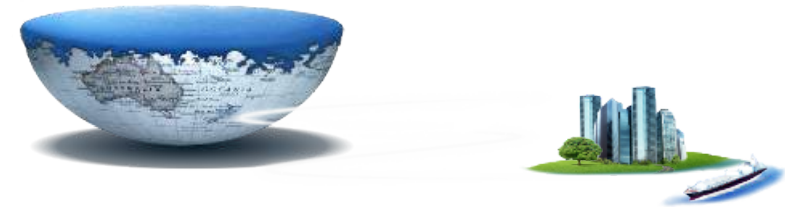
❖ With the rapid development of international trade, delivering large quantities of goods over long distances now tends to be an inseparable part in business. Despite the diversified means of transportation, ocean freight is the most widely used form since it is generally considered a cheap mode of transport. Generally speaking, marine transport offers two major types of

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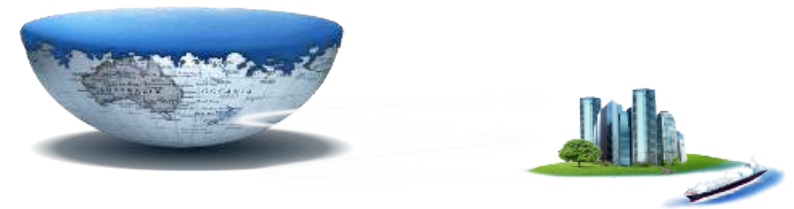
Marine Shipping Service

❖ shipping services ---- tramp and liner. A tramp is a freight-carrying vessel which has no regular route or schedule of sailings. It is first in one trade and then in another, always seeking those ports where there is an immediate demand for shipping space. A liner is a vessel with regular sailings and arrivals between specified ports. 【本段译文】



deliver

- ❖ **deliver**: v. to take goods, letters, parcels etc. to people's houses or places of work 递送；表达；释放；交付
- ❖ *Did you deliver the passage to your parents?* 你把这个消息传给你的父母了吗？。
- ❖ *They prayed to God to deliver them from danger.* 他们祈求上帝把他们从危险中拯救出来。



tend to

- ❖ **tend to**: 倾向于(有助于, 易于, 引起, 造成, 势必)
- ❖ *He's a good salesman, but his offhand manner does **tend to** put people off.* 他是个很好的推销员, 可是他那随便的态度容易使人产生反感。
- ❖ *It's probably not as bad as she says she does **tend to** pile it on.* 大概不像她说的那么糟——她确实有意夸大事实。



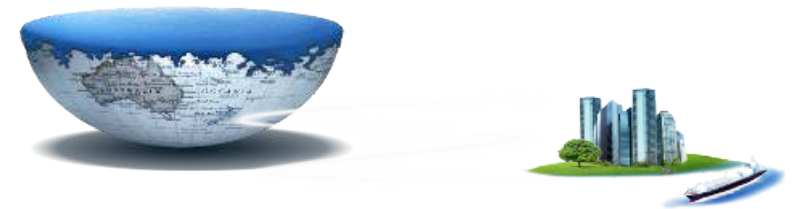
inseparable

- ❖ **inseparable**: adj. two or more things that are so closely connected that they cannot be considered separately 不能分的
- ❖ *His name is inseparable with the history of China.* 他的名字和中国历史是分不开的。
- ❖ *Our struggles are inseparable and directed against the common enemy.* 我们的斗争紧紧相连，面对的是共同的敌人。



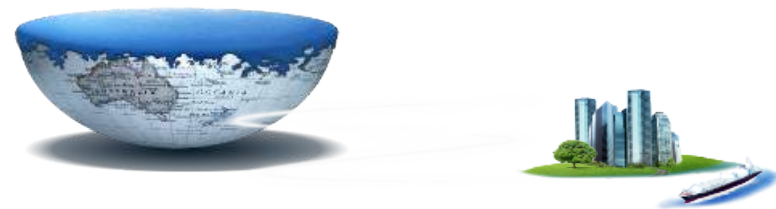
diversify

- ❖ **diversify**: v. varied or different 使形形色色，使多样化，使变化
- ❖ *Hill and woods diversify the landscape.* 山陵和树林点缀景色。
- ❖ *A factory must try to diversify for further development.* 一个工厂要获得进一步发展就要努力使产品多样化。



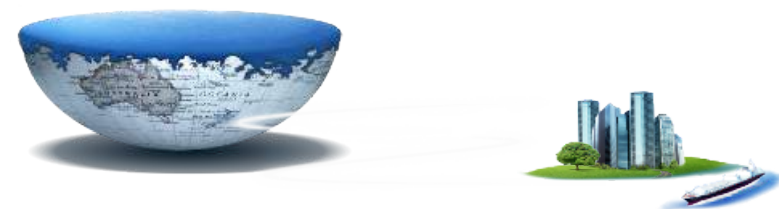
consider

- ❖ **consider**: v. to believe someone or something to be, or think of them as 考虑, 思考, 认为
- ❖ *I consider it a great honor to be invited to dinner.* 我认为能被邀请参加晚宴是很大的荣幸。
- ❖ *He will be considered a weak leader.* 他会被认为是个软弱无能的领导人。。



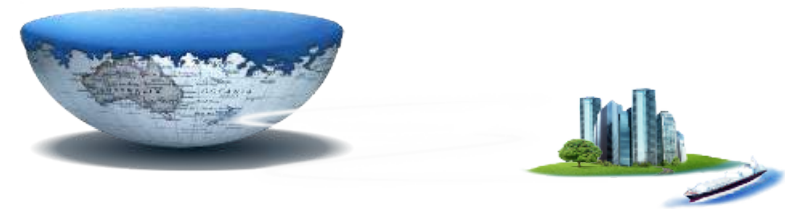
route

- ❖ **route**: n. a road leading from or to a particular place 航线；路线
- ❖ *The bus route goes so far as that, so you'll need to take a taxi.* 汽车路线到此为止了，你得叫辆的士。
- ❖ *The plane deviated from its usual route.* 飞机偏离了正常的航线。



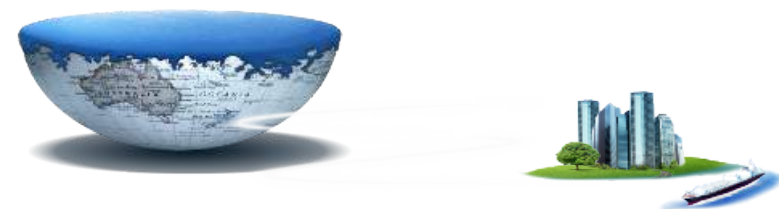
immediate

- ❖ **immediate**: adv. happening or done without delay or very soon after something else 立即的
- ❖ *There's no post office in the **immediate** neighborhood.* 附近没有邮局。
- ❖ *Her arrest produced an **immediate** reaction from the press.* 她被捕的事立刻在新闻界引起 反应。。



specify

- ❖ **specify**: v. to state or describe something clearly and exactly 明确说明
- ❖ *Please specify when you will be at home tomorrow.* 请确切说明你明天何时会在家。
- ❖ *The regulations specify that you may use a dictionary in the examination.* 规则中指明考试时可以使用此点。



译文

❖ 随着国际贸易的高速发展，远程大宗货物运送如今已成为国际商务中不可分割的一部分。在多种多样的运输方式中，以海运最为常用，因为这是一种较为廉价的运输方式。海洋运输一般有两种主要的形式：不定期货船和班轮。不定期货船是没有固定航线和航行日程安排的货船。他们四处接洽贸易，为急需装运的客户提供即时服务。而班轮则是有固定航线，在固定的港口定期停泊的货船。



Marine Shipping Service

❖ To make a single shipment by liner, a set of procedures must be followed, which people in foreign trade circles take as the routine. The first step is to ascertain the rate. The quotation of a rate for a certain shipment is offered by the part of the carrier. If the shipper wishes to make this rate binding, he must accept the proposal promptly at the rate quoted. The carrier then reserves the required space and delivers to the shipper or his agent a

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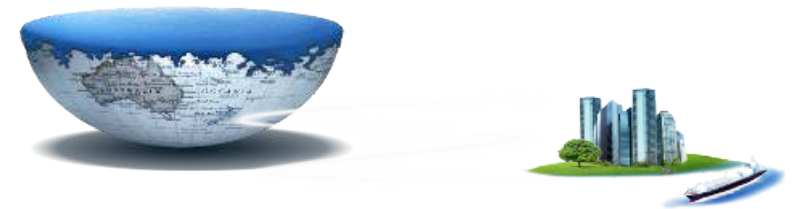
Marine Shipping Service

❖ shipping permit (shipping order). This permit is addressed to the receiving clerk at the dock. When the goods are delivered to the dock, the shipping permit is exchanged for a dock receipt or mate's receipt, which is a brief statement from the carrier's representative at the dock, indicating that the shipment has been received in good order. This receipt is only temporary and must be exchanged for the regular ocean bill of lading before the vessel sails. 【本段译文】



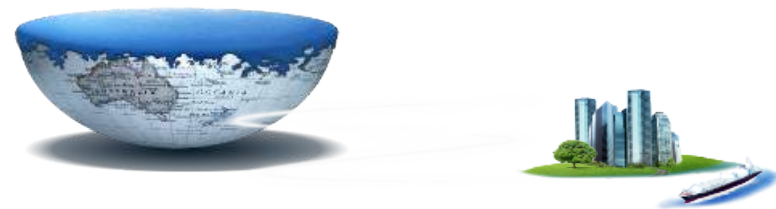
procedure

- ❖ **procedure**: n. a set of actions which is the official or accepted way of doing something 程序， 手续， 步骤
- ❖ *What's the **procedure** for opening a bank account?* 在银行开办帐户要办什么手续？
- ❖ *He is familiar with export **procedure**.* 他对出口程序很熟悉。



ascertain

- ❖ **ascertain**: v. to discover; to make certain 确定，探知
- ❖ *The detective was trying to ascertain exactly who was at the party.* 这个侦探试图查明都有谁参加了聚会。
- ❖ *I ascertain that he was murdered.* 我确定他是被谋杀的。



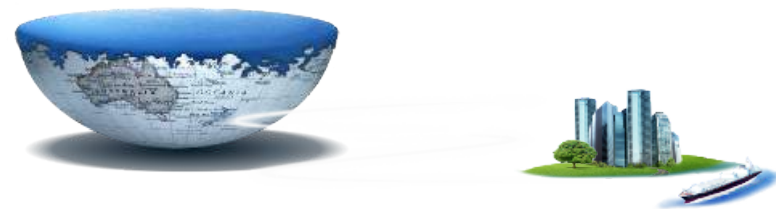
promptly

- ❖ **promptly**: adv. done quickly and without delay 敏捷地, 迅速地
- ❖ *The meeting will finish promptly I don't want it to run on.* 会议要按时结束——不要拖延下去。
- ❖ *She replied promptly to the feedback information from the clients.* 她立即回复了客户的反馈意见。



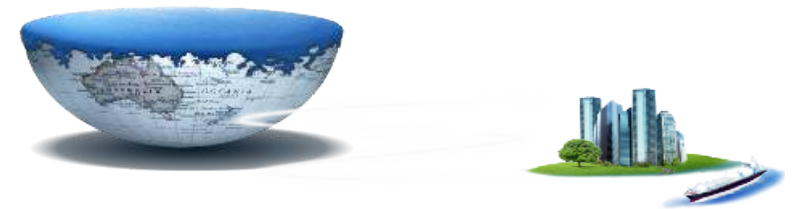
address

- ❖ **address**: v. to speak or write to someone 发表演说，讨论
- ❖ *I beg leave to address the Council.* 我请求允许向议会发表演说。
- ❖ *He addressed the audience in an eloquent speech.* 他向听众发表了雄辩的演说。



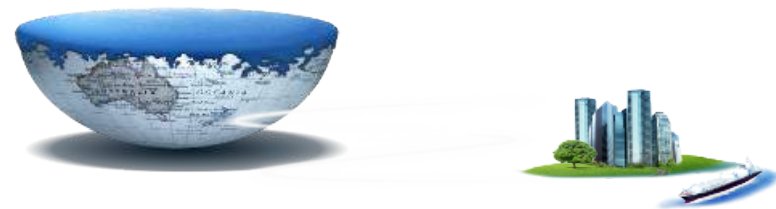
representative

- ❖ **representative**: n. someone who speaks or does something officially for another person or group of people 代表, 众议员, 典型
- ❖ *The tiger is a representative of the cat family.* 老虎是猫科动物的典型。
- ❖ *Mary is a workers' representative on the Board.* 玛丽是理事会的工人代表。



indicate

- ❖ **indicate**: v. to show, point or make clear in another way
显示，象征
- ❖ *Don't forget to indicate before turning.* 拐弯之前别忘记指示车行方向。
- ❖ *He indicated his willingness with a nod of his head.* 他点头表示愿意。



译文

❖ 使用班轮进行一次性装运，有一套必须遵从的程序，这些程序几乎就是外贸界的惯例。第一步是定价。首先由承运方对某次装运报价。如果托运人希望这一价格成交，他必须立刻接受以该报价为条件的协议书。随之，承运人将预定所需货位并给托运人或其代理派发装运许可（装运订单）。该订单将提交码头收货员。在货物抵达货船之后，装运许可就要换成码头收据或收货单。这个单据是承运商的码头代表人的简短声明，表示装运货物已完好接收。这个收据也只是临时性的，在货船起航前须换成惯例的海运提单。



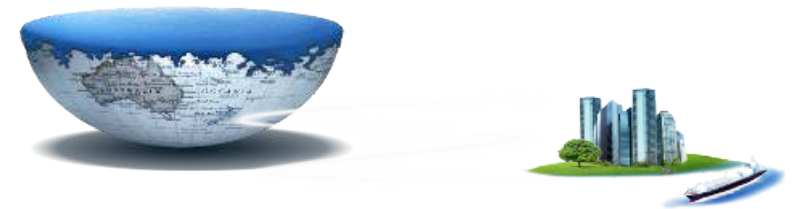
Marine Shipping Service

- ❖ After making shipment, the seller should promptly advise the buyer of its effectuation. For FOB and CFR transactions, the buyer will have to effect insurance on the shipment upon receipt of shipping advice from the seller. It has been a customary practice that in the case of FOB transactions, the seller, before shipping, should ask the buyer to decide the vessel on which the goods are to be shipped unless otherwise specified in the contract or L/C. 【本段译文】



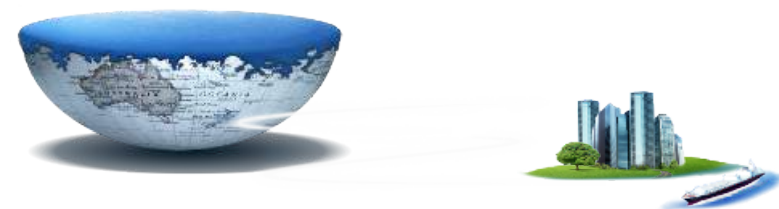
effectuation

❖ **effectuation**: n. 招致, 实行, 完成



FOB

❖ **FOB:** (Free on board) 装运港船上交货价（价格条件）指卖方在指定的装运港将货物装船过船舷后，即已履行其交货义务。这意味着买方必须从那时起承担一切费用以及货物丢失或损坏的一切风险。FOB术语要求卖方办理货物出口报关手续。该术语只适用于海运或内河运输。



CFR

❖ **CFR:** (Cost and Freight) 成本加运费 (价格条件) 指卖方必须支付成本费和将货物运至指定目的港所需的运费，但货物丢失和损坏的风险以及货物装船后发生事故所产生的任何额外费用，自货物于装运越过船舷时起即从卖方转由买方承担。CFR术语要求卖方办理货物出口结关手续。

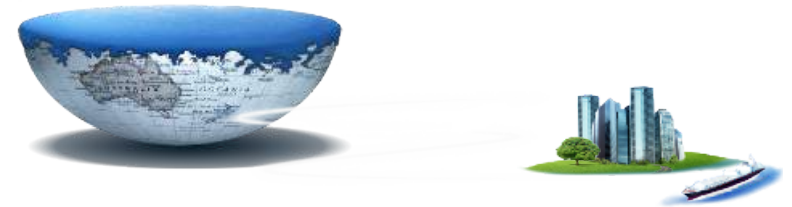


unless

❖ **unless**: conj. 除非

❖ *I wouldn't go out **unless** I finished my homework.* 除非完成作业，要么我不出去。

❖ *You will fail in French **unless** you work harder.* 你要是不再加把劲儿，法语就考不及格了。



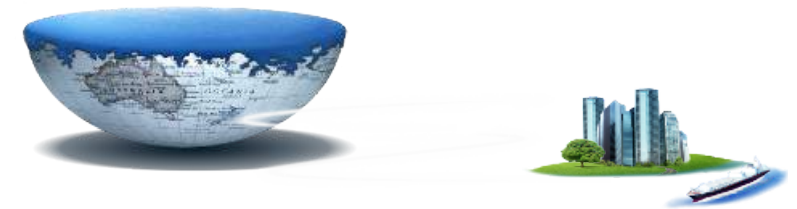
译文

- ❖ 在装运办理之后，销售商应该立即通知买方装运已执行。对于采用离岸价和成本加运费的交易，买方从卖方处收到装运通知之后就将给该装运货物投保。对于采用离岸价的贸易，卖方通常应在装运前要求买方决定装运的货船，否则在合同或信用证中就会对此做出特别规定。



Marine Shipping Service

- ❖ If the nature of the goods permits and appropriate stipulations have been laid down in the contract or L/C, the seller may choose to make several partial shipments of a given lot of contracted goods at different times. 【本段译文】



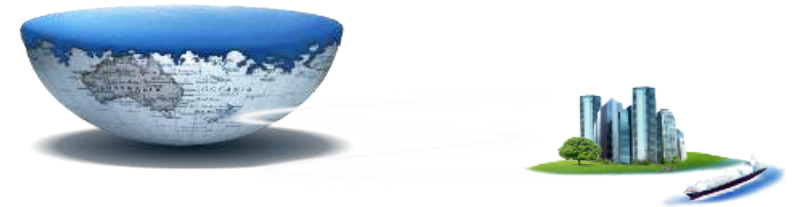
appropriate

- ❖ **appropriate**: adj. suitable or right for a particular situation or occasion 适当的
- ❖ *Plain, simple clothes are appropriate for school wear.*
简单朴素的衣服适合在学校里穿。
- ❖ *Sports clothes are not appropriate for a formal wedding.* 运动服用于正式婚礼中是不适当的。



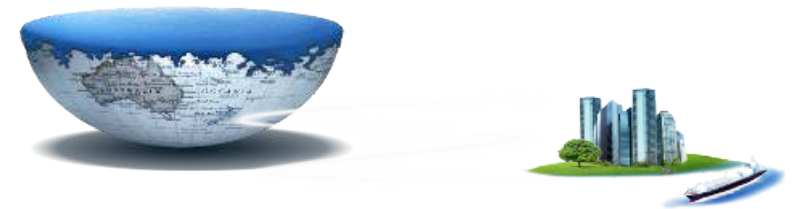
lay down

- ❖ **lay down**: 放下(记下, 拟定, 建造)
- ❖ *It is laid down that all applicants must sit a written exam.* 根据规定, 申请者一律需经笔试。
- ❖ *The general told the troops to lay down their arms.* 将军命令部队放下武器。



译文

- ❖ 如果货物品种许可，并在合同和信用证中有适当的约定，卖方可以决定合同中规定的需在不同时间装运的货物的部分装运。



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