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## 浙江省 2009 年 1 月高等教育自学考试 经贸英语试题 课程代码：02635

### I. Give the English equivalents to the following abbreviations. (本大题共 5 小题，每小题 2 分，共 10 分)

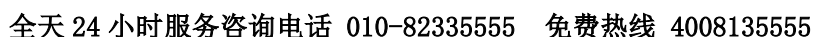
1. C/A
2. COSCO
3. G/A
4. FOC
5. NP

### II. Put the following phrases into English. (本大题共 5 小题，每小题 2 分，共 10 分)

6. 互购
7. 销售调研
8. 报关值
9. 合理破损
10. 营业执照

### III. Fill in the blanks with the words or phrases from the box. (本大题共 15 小题，每小题 1 分，共 15 分)

on to in for with from at under



- |            |              |             |                 |
|------------|--------------|-------------|-----------------|
| prior to   | in view of   | by means of | responsible for |
| less than  | on behalf of | rest with   | in excess of    |
| in advance | at any rate  | up to       | free from       |

- IV. Reading comprehension.** (本大题共 10 小题，每小题 2 分，共 20 分)

We duly received the documents and took delivery of the goods on arrival of the S.S. "Lucky" at Shanghai. We are much obliged to you for the prompt execution of this order. Everything appears to be correct and in good condition except in case No.63. Unfortunately when we opened this case, we found it contained completely different articles, and we can only presume that a mistake was made and the contents of this case were for another order. As we need the articles we ordered to complete deliveries to our own customers, we must ask you to arrange for the dispatch of replacements at once.

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- a. forced
- b. grateful
- c. regret
- d. helpful

**B. Read the passages and answer the questions.**

On going through the L/C, we found the product specified in it is Model TX 122 instead of Model TX104 as contracted. We are able to supply TX122 in the quality you require in case you really wish to have this model. You may refer to the catalog we have previously sent you and will find that TX122 has more functions than TX104, but the price is only USD5.00 higher per set.

You are, therefore, requested to amend the L/C in question either by rewriting the Model Number to read TX122; or by increasing the aggregate amount to USD110,000.00 and the unit price to USD55.00 CIF Shanghai.

Please let us have your L/C amendment advice within the next week so that we may effect shipment within the contracted delivery time.

28. What is this article about? ( )

- a. order
- b. enquiry
- c. amendment of L/C
- d. price

29. What does the word “aggregate” refer to? ( )

- a. total
- b. total amount
- c. all
- d. added together

30. “We may effect shipment within the contracted delivery time” means: ( )

- a. “We may delay shipment within the contracted delivery time”
- b. “We may change shipment within the contracted delivery time”
- c. “We may affect shipment within the contracted delivery time”
- d. “We may execute shipment within the contracted delivery time”

**C. Read passages B again and decide whether these statements are true (T) or false (F).**

- 31. According to the first paragraph, the contracted goods are Model TX122. ( )
- 32. The functions of Model TX104 are less than that of Model TX122. ( )
- 33. Model TX122 is dearer than Model 104. ( )
- 34. In the article we know that the L/C is needed to be improved in order to purchase Model TX122. ( )
- 35. The amendment advice is being waited in the following weeks. ( )

**V. Translate the following sentences into Chinese. (本大题共 5 小题，每小题 2 分，共 10 分)**

- 36. The letter is accompanied by complete sets of documents as specified.
- 37. The stipulation for a credit is a condition which is an essential term of the contract.
- 38. There are no other tax liabilities, nor are there any other liabilities of the company.
- 39. It is subject to a variation of several degrees.
- 40. Rise in commodity price in many countries is imputable to the repercussions of food shortage.

**VI. Translate the following sentences into English.**(本大题共 5 小题, 每小题 3 分, 共 15 分)

41. 我们相信你们将按合同规定的标准执行我们的定单。
42. 显而易见, 我方货物的生产, 一部分由上海转移到那里进行。
43. 种子不得含有杂质。
44. 由疏忽而造成的任何损失都必须得到赔偿。
45. 看起来不可能超过 100 美元的索赔, 无须进行查勘。

**VII. Letter-writing.** (本大题 20 分)

46. 根据以下所给内容用完整的书信格式(包括信头、信内地址、称呼、正文、结束语、结尾敬语和签名)拟一封信:

- 1) 我方: (Li Mingyang, export manager, Unitech M & T Co. Ltd., 334 Tianmu Road, 15<sup>th</sup> Floor, Shanghai, China. Tel: 021-5362112, Fax: 021-5362113) 通知对方 (Mr. Marco Fillmore, managing director, Indigo Co. Ltd., 56 Victory Street, Manila, the Philippines) 所订的 265 号货已经发运。
- 2) Dashun 号货轮已于 10 月 5 号载着这批货离开上海, 将于四星期后抵达马尼拉。
- 3) 全套的运输单证包括: 清洁的已装船提单一式三份, 保险证明书、产地证书和发票都已交给了马尼拉的中国银行。
- 4) 希望这批货适合对方客户的需要, 并期待着下一批订单。
- 5) 写信日期: 2006 年 10 月 6 日。