

## 《最重要的外贸英语常用词汇》

今天和大家一起来分享重要的外贸英语常用词汇，赶紧收藏起来吧！



### 外贸常用英语词汇：

trade term / price term 价格术语

world / international market price 国际市场价格

FOB (free on board) 离岸价

C&F (cost and freight) 成本加运费价

CIF (cost, insurance and freight) 到岸价

freight 运费

wharfage 码头费

landing charges 卸货费

customs duty 关税

port dues 港口税

import surcharge 进口附加税

import variable duties 进口差价税

commission 佣金

return commission 回佣，回扣

price including commission 含佣价

net price 净价

wholesale price 批发价

discount / allowance 折扣

retail price 零售价

spot price 现货价格

current price 现行价格 / 时价

indicative price 参考价格

customs valuation 海关估价

price list 价目表

total value 总值

**贸易保险术语**

All Risks 一切险

F.P.A. (Free from Particular Average) 平安险

W.A. / W.P.A (With Average or With Particular Average) 水渍险

War Risk 战争险

F.W.R.D. (Fresh Water Rain Damage) 淡水雨淋险

Risk of Intermixture and Contamination 混杂、玷污险

Risk of Leakage 渗漏险

Risk of Odor 串味险

Risk of Rust 锈蚀险



Shortage Risk 短缺险

T.P.N.D. ( Theft, Pilferage & Non-delivery) 偷窃提货不着险

Strikes Risk 罢工险

贸易机构词汇

WTO (World Trade Organization) 世界贸易组织

IMF (International Monetary Fund) 国际货币基金组织

CTG (Council for Trade in Goods) 货币贸易理事会

EFTA (European Free Trade Association) 欧洲自由贸易联盟

AFTA (ASEAN Free Trade Area) 东盟自由贸易区

JCCT (China-US Joint Commission on Commerce and Trade) 中美商贸联委会

NAFTA (North American Free Trade Area) 北美自由贸易区

UNCTAD (United Nations Conference on Trade and Development)  
联合国贸易与发展会议

GATT (General Agreement on Tariffs and Trade) 关贸总协定

贸易方式词汇

stocks 存货，库存量

cash sale 现货

purchase 购买，进货

bulk sale 整批销售，趸售

distribution channels 销售渠道

wholesale 批发

retail trade 零售业

hire-purchase 分期付款购买

fluctuate in line with market conditions 随行就市

unfair competition 不合理竞争

dumping 商品倾销

dumping profit margin 倾销差价，倾销幅度

antidumping 反倾销

customs bond 海关担保

chain debts 三角债

freight forwarder 货运代理

trade consultation 贸易磋商

mediation of dispute 商业纠纷调解

partial shipment 分批装运

restraint of trade 贸易管制

RTA (Regional Trade Arrangements) 区域贸易安排

favorable balance of trade 贸易顺差

unfavorable balance of trade 贸易逆差

special preferences 优惠关税

bonded warehouse 保税仓库

transit trade 转口贸易

tariff barrier 关税壁垒

tax rebate 出口退税

TBT (Technical Barriers to Trade) 技术性贸易壁垒

## 贸易伙伴术语

trade partner 贸易伙伴

manufacturer 制造商，制造厂

middleman 中间商，经纪人

dealer 经销商

wholesaler 批发商

retailer, tradesman 零售商

merchant 商人，批发商，零售商

concessionaire, licensed dealer 受让人，特许权获得者

consumer 消费者，用户

client, customer 顾客，客户

buyer 买主，买方

carrier 承运人

consignee 收货人

