

## 十一、基礎貿易英文

- (C) 1 Please T/T payment to our bank account at its \_\_\_\_\_.  
(A) validity (B) expiry (C) maturity (D) acceptance
- (B) 2 We forwarded three samples to you by DHL air courier service yesterday, \_\_\_\_\_ number 20098.  
(A) tracing (B) tracking (C) trucking (D) trafficking
- (A) 3 Our import costs have risen considerably due to the \_\_\_\_\_ of the US dollars.  
(A) appreciation (B) increase (C) increment (D) inflation
- (C) 4 \_\_\_\_\_ will fill up a 20-foot container?  
(A) How much quantity (B) How many quantities  
(C) What quantity (D) What a quantity
- (B) 5 We look forward to \_\_\_\_\_.  
(A) receive your reply soon  
(B) your earliest reply  
(C) your reply soon  
(D) receiving your earliest reply soon
- (D) 6 Shipment will be made \_\_\_\_\_.  
(A) after receiving your L/C within 60 days  
(B) after receipt of your L/C within 60 days  
(C) within 60 days after receipt your L/C  
(D) within 60 days after receipt of your L/C
- (C) 7 Unless we receive the long overdue payment within 10 days, we would \_\_\_\_\_.  
(A) give you a discount  
(B) open the L/C to you  
(C) take legal action to collect it  
(D) urge you to place further orders
- (C) 8 Attached is a \_\_\_\_\_ for the sample charge we are to collect from you.  
(A) Cover Note (B) Credit Note  
(C) Debit Note (D) Promissory Note
- (A) 9 Your price is 10% higher than \_\_\_\_\_ of your competitor.  
(A) that (B) these (C) which (D) whose
- (B) 10 We hope that you can \_\_\_\_\_ the conditions detailed below.  
(A) fit (B) meet (C) suit (D) conform
- (A) 11 We ask that you promptly open an irrevocable L/C in \_\_\_\_\_ favor, valid until November 30.  
(A) our (B) your (C) better (D) best
- (D) 12 We are pleased to \_\_\_\_\_ our acceptance as per the enclosed proforma invoice.  
(A) keep (B) take (C) cover (D) confirm
- (A) 13 We \_\_\_\_\_ to hear that this item is no longer available.  
(A) regret (B) are regret  
(C) are regretted (D) are regrettable

- (D) 14 Due to insufficient demand in the market, this item has been \_\_\_\_\_.  
 (A) phased in (B) introduced (C) continued (D) discontinued
- (B) 15 \_\_\_\_\_ of this item will fill up a \_\_\_\_\_ container.  
 (A) 500 dozens ; 20-foot (B) 500 dozen ; 20-foot  
 (C) 500 dozens ; 20-feet (D) 500 dozen ; 20-feet
- (C) 16 The cargo has \_\_\_\_\_ the destination port.  
 (A) arrived  
 (B) been arrived  
 (C) reached  
 (D) been reached
- (A) 17 Our production will be \_\_\_\_\_ during the Lunar New Year holidays.  
 (A) suspended (B) surrendered  
 (C) resumed (D) retrieved
- (A) 18 If you think our price is too high, what is your \_\_\_\_\_?  
 (A) target (B) tariff (C) task (D) tag
- (B) 19 If you have any query, please do not \_\_\_\_\_ to let us know.  
 (A) haste (B) hesitate (C) hurry (D) hurry up
- (C) 20 We need the goods urgently. Please \_\_\_\_\_ production.  
 (A) expand (B) expatriate  
 (C) expedite (D) extend
- (D) 21 Please advise the \_\_\_\_\_ of this shipment for us to calculate the freight.  
 (A) color and style (B) length and width  
 (C) price and delivery (D) weight and measurement
- (C) 22 We hereby certify that this item is \_\_\_\_\_ China \_\_\_\_\_.  
 (A) in; origin (B) in; original  
 (C) of; origin (D) of; original
- (B) 23 The following accounts are still \_\_\_\_\_. Please \_\_\_\_\_ as soon as possible.  
 (A) ongoing; transfer (B) outstanding; remit  
 (C) proceeding; settle (D) processing; clear
- (A) 24 It takes 45 days to \_\_\_\_\_ the toolings and the production \_\_\_\_\_ time is 30 days.  
 Therefore, we need a total of 75 days to execute your first order.  
 (A) build; lead (B) build; leading (C) open; lead (D) open; leading
- (B) 25 Competition is very \_\_\_\_\_ here. Please quote your \_\_\_\_\_ prices.  
 (A) sharp; lowest (B) keen; lowest  
 (C) sharp; highest (D) keen; highest
- (B) 26 With the \_\_\_\_\_ of the Japanese Yen, the export \_\_\_\_\_ of Japan-made items is increasing.  
 (A) depreciation; competition (B) depreciation; competitiveness  
 (C) appreciation; competition (D) appreciation; competitiveness
- (C) 27 We will \_\_\_\_\_ USD200 for shipment value under USD10,000.  
 (A) overcharge (B) undercharge  
 (C) surcharge (D) undervalue

- (A) 28 Our \_\_\_\_\_ have all raised their prices, so your sales will not be \_\_\_\_\_.  
 (A) competitors; affected (B) competitors; effected  
 (C) other competitors; affected (D) other competitors; effected
- (D) 29 The \_\_\_\_\_ are to facilitate the handling of the goods by a forklift.  
 (A) boxes (B) cartons (C) crates (D) pallets
- (C) 30 Our Lunar New Year holidays will \_\_\_\_\_.  
 (A) start from February 9 to February 17  
 (B) start from February 9 until February 17  
 (C) be from February 9 to February 17  
 (D) begin from February 9 to February 17
- (D) 31 We cannot meet your latest shipment date and expiry date. Please \_\_\_\_\_ your L/C to \_\_\_\_\_ them both by 15 days.  
 (A) change; expand (B) revise; lengthen  
 (C) modify; delay (D) amend; extend
- (A) 32 Before placing the order \_\_\_\_\_ you, we hope to receive your samples for \_\_\_\_\_.  
 (A) with ; approval (B) to ; approval  
 (C) for ; confirmation (D) to ; confirm
- (B) 33 We found your price \_\_\_\_\_. Please re-quote a better price.  
 (A) more higher (B) much too high  
 (C) high too much (D) too much high
- (A) 34 Every 6 sets of this item are \_\_\_\_\_ in a carton. Please increase your order quantity to 1,002 sets to make \_\_\_\_\_ cartons.  
 (A) packed ; full (B) packing ; full  
 (C) packed ; whole (D) packing ; whole
- (B) 35 On receipt of your remittance, the original B/Ls will be \_\_\_\_\_ to the sea carrier here for \_\_\_\_\_ of the cargo at your end.  
 (A) released ; surrender (B) surrendered ; release  
 (C) deserted ; delivery (D) delivered ; desertion
- (C) 36 Under the CIP terms, we will ship the goods to you freight \_\_\_\_\_ and buy the \_\_\_\_\_ for you.  
 (A) collect ; cargo insurance (B) collect ; export credit insurance  
 (C) prepaid ; cargo insurance (D) prepaid ; export credit insurance
- (C) 37 We packed 9 cartons in one fumigated \_\_\_\_\_ and the relevant \_\_\_\_\_ is attached for reference.  
 (A) plastic keg ; disinfection certificate  
 (B) steel plate ; heat-treatment certificate  
 (C) crate ; fumigation certificate  
 (D) polystyrene ; original certificate
- (D) 38 The seller has to pay a \_\_\_\_\_ on the basis of 0.2% of the invoice value for each day delayed.  
 (A) payment (B) punishment (C) violation (D) penalty

- (D) 39 This is a \_\_\_\_\_, so please proceed with \_\_\_\_\_ as soon as you can.  
 (A) format order ; producing  
 (B) firmed order ; products  
 (C) firming order ; produce  
 (D) firm order ; production
- (D) 40 Samples are available \_\_\_\_\_.  
 (A) at request  
 (B) at requirement  
 (C) upon requirement  
 (D) upon request
- (B) 41 Once you have seen the SuperJet 800 in operation we know you will be impressed by its trouble-free \_\_\_\_\_.  
 (A) presentation  
 (B) performance  
 (C) production  
 (D) promotion
- (C) 42 As transportation costs have risen substantially, we are \_\_\_\_\_ to raise our export prices.  
 (A) pleased (B) regret (C) compelled (D) willing
- (D) 43 Although our products are slightly more expensive than similar articles, they are \_\_\_\_\_ to others not only in design but also in quality.  
 (A) more affordable  
 (B) much better  
 (C) excellent  
 (D) superior
- (B) 44 Our order No. B213 was placed on the condition that we receive the silverware by October 31. Unless you can fulfill our orders efficiently in the future, we will have to consider other reliable \_\_\_\_\_.  
 (A) franchises  
 (B) supply sources  
 (C) exclusive agents  
 (D) freight forwarders
- (C) 45 We regret that due to a strike at the factory, we are unable to fulfill the order \_\_\_\_\_.  
 (A) as request  
 (B) in the meantime  
 (C) on schedule  
 (D) as possible
- (B) 46 Your order No. E1015 for 200 desk lamps is now packed and ready for \_\_\_\_\_.  
 (A) collect (B) dispatch (C) disposal (D) ship
- (A) 47 Our factory does not have \_\_\_\_\_ to turn out 20,000 units a week.  
 (A) facilities (B) an equipment (C) machine (D) device
- (B) 48 We no longer manufacture this product since its demand over the past few years has \_\_\_\_\_.  
 (A) lacked (B) declined (C) increased (D) boomed

- (D) 49 The damaged goods have been kept aside in case you need them to support a claim on your suppliers for \_\_\_\_\_.  
 (A) coverage (B) collection (C) commission (D) compensation
- (C) 50 We have recently received a number of \_\_\_\_\_ for information about your range of sportswear.  
 (A) responses (B) offers (C) inquiries (D) orders
- (D) 51 We intend to increase sales by \_\_\_\_\_ our products through as many outlets as possible.  
 (A) producing (B) developing (C) marketing (D) distributing
- (D) 52 Unfortunately the item you ordered is out of stock, but we can offer you a \_\_\_\_\_.  
 (A) discount (B) refund (C) option (D) substitute
- (A) 53 "In reply to your request of May 28, we have arranged to ship your order by Ever Lotus V.014W, scheduled to sail from Kaohsiung on June 11 and due to arrive in New York on July 14." The ETA is \_\_\_\_\_.  
 (A) July 14 (B) June 11 (C) May 28 (D) between June 6 and June 16
- (D) 54 May we remind you that payment for your order No. 215 has been \_\_\_\_\_ for more than two weeks.  
 (A) expired (B) valid (C) deadline (D) overdue
- (A) 55 The goods are almost ready for dispatch and we would be glad to have your \_\_\_\_\_ as soon as possible.  
 (A) marking instructions  
 (B) shipping advice  
 (C) shipping documents  
 (D) operating instructions
- (D) 56 If your order \_\_\_\_\_ 5,000 units, we would like to give you a 10% discount off the list price.  
 (A) above (B) over (C) arrives (D) exceeds
- (D) 57 Please find \_\_\_\_\_ our current catalog and price list \_\_\_\_\_ CIF Kaohsiung prices.  
 (A) enclosing ; quoting  
 (B) enclosed ; quoted  
 (C) enclosing ; quoted  
 (D) enclosed ; quoting
- (C) 58 We offer a wide \_\_\_\_\_ of sporting goods to meet different needs.  
 (A) amount  
 (B) quantity  
 (C) selection  
 (D) group
- (D) 59 We believe that there is a promising market in Asia for your products, \_\_\_\_\_.  
 (A) as long as we can supply from stock  
 (B) if you place regular orders  
 (C) unless they are high-quality  
 (D) provided they are competitively priced

- (A) 60 This \_\_\_\_\_ does not cover any problem that is caused by damage not resulting from defects in material or workmanship.  
(A) warranty  
(B) manual  
(C) credit note  
(D) insurance certificate
- (B) 61 We no longer produce this type of washing machine \_\_\_\_\_ there is not sufficient demand for it.  
(A) hence (B) since (C) however (D) due to
- (D) 62 The \_\_\_\_\_ margin on this order is very small. We hope you will allow us an extra discount of 3%.  
(A) cost (B) revenue (C) expenditure (D) profit
- (C) 63 I am confident that this latest developed model will meet your company's \_\_\_\_\_.  
(A) qualifications (B) consignments (C) requirements (D) instructions
- (C) 64 We are offering a \_\_\_\_\_, which means that you will not have competition from our products in South America.  
(A) performance bond (B) subcontract (C) sole agency (D) warranty
- (A) 65 Any information provided will be treated in strict \_\_\_\_\_.  
(A) confidence (B) privacy (C) secret (D) darkness