



## Useful Terms and Sentences 过关秘笈



### 秘笈一 专业术语

packing	包装
packing clause	包装条款
packing condition	包装情况
water proof paper	防水纸
carton	纸板箱, 纸箱
wooden case	木箱
crate	板条箱
pallet	托盘
in bulk	散装
in bundle	捆装
in nude	裸装
bare in loose	裸散装
single packing	单件包装
collective packing	组合包装
outer packing	大包装
inner packing	小包装
traditional packing	传统包装
neutral packing	中性包装
seaworthy packing	合适海运包装
straightly stand on wooden shelf	木托架立装
packing mark	包装唛头
indicative mark	指示性标志
warning mark	警示性标志
upward	向上, 由下往上
Handle with Care	小心轻放
keep upright	请勿倒置

keep in a dry place	在干燥处保管
keep in a cool place	在冷处保管
explosive	易爆品
nylon bag	尼龙袋
film membrane	薄膜
be in good order /proper packing	包装完好，包装合格
be in bad order/improper packing	包装破损，包装不合格，包装不妥
with outer packing wet	外包装受水湿
shape of packing distorted	包装形状改变
bags torn	袋子撕破
case plank broken	箱板破
Not to Be Laid Flat	切勿平放
Do Not Crush	切勿挤压
Keep in Deck	甲板装运



## 秘笈二 常用句式

变更包装方式谈判常用句式
<p>1. Next, we'd like to bring up for discussion is changes of packing terms. 接下来我想就包装的变更问题讨论一下。</p> <p>2. We hope you can mark the packages the same as before. 我们希望贵方可以在货包上印刷和以前一样的唛头。</p> <p>3. Please change to packed in cartons on pallet and lined with single poly-membrane inside. Packing sound. 请改用托盘纸箱装，箱内衬一层塑料薄膜，包装完整。</p> <p>4. I'm sure the new packing will give your clients satisfaction. 我相信新包装定会使你的客户满意。</p> <p>5. We'd like to hear what's your explanation on such poor packing. 我很想听听你们就包装问题的解释。</p> <p>6. I'm sorry, I wasn't in consideration of it. The crux of packing lies in protecting this kind of goods from moisture. 抱歉，我方没有考虑到这类货物包装的关键是防潮。</p> <p>7. The leakage was attributed to your failure to effect shipment according to the packing terms as stipulated in the contract.</p>

泄露是贵方未按合同规定的包装条款发货所致。

8. We agree to use cartons for outer packing. Your opinions on packing will be passed on to our manufacturers.

我们同意用纸箱做外包装。你们对包装的意见将转达给厂商。

9. We think it's necessary to improve the packing because the machines must be well protected against dampness, moisture, rust and shock.

我们认为改进包装方法十分必要，因为机器包装必须防湿、防潮、防锈、防震。

10. We have no objection to the new stipulations about the packing and shipping mark.

我们同意关于包装和运输唛头的新条款。

11. We can not afford time to change the packing because the ship will sail after two days.

由于轮船两天后就起航，我们来不及更换包装了。

12. I don't understand why you do not like our packing design. Our packing will be on a par with that of the Japanese.

我不懂为什么你们不喜欢我们的包装设计。我们的包装可以与日本同行相媲美。

13. These goods didn't sell well merely because of the poor packing.

这些产品由于包装不良影响了销售。

14. We can't accept the changes of packing terms because it would cost more for us to pack the goods in wooden cases,

我们不能接受包装条款的变更，因为使用木箱包装成本会高些。

15. We require that the piece goods are to be wrapped with kraft paper, then packed in wooden cases.

我方要求布匹在装入木箱以前要用牛皮纸包装。

16. I'm afraid the cardboard boxes are not strong enough for ocean transportation. You must reinforce the packing with metal straps.

我担心远洋运输用纸箱不结实，你们必须用铁箍加固包装。

17. If you insist on using cartons, please put each chemical in strong polythene bags to ensure protection from dampness.

如果你方坚持使用纸盒包装，请用结实的塑料袋将每个化工产品再包一层以确保防潮。

18. Your packing is flawed, so the cases must have an inner lining of stout, water-resistant paper.

你们的包装有缺陷，因此箱子里必须有结实的防水纸做衬里。

19. We do not object to packing in cartons, provided the flaps are glued down and the cartons secured by metal bands.

如果盒盖能粘牢，并且用金属带捆绑一下纸盒的话，我们不反对用纸盒包装。

20. We think packing in sturdy wooden cases is essential. Cases must be nailed and secured by overall metal strapping.

我方认为使用结实的木箱包装是必须的。箱子必须用钉子钉住，并且用金属带全面加固。

21. As the goods will probably be subject to a thorough customs examination, the cases should be changed by of a type which can be easily made fast again after opening.

由于货物可能会受到海关的彻底检查，所以包装盒应改成打开后能很容易再包起来的包装方式。

22. To avoid pilferage, we hope that the goods will be packed in wooden cases instead of in cartons as the cartons are easier to be cut open.

为了避免失窃，我方希望货物用木箱包装，而不是用纸盒包装，因为纸盒很容易用刀子割开。

23. We have no objection to your packing the goods in cartons if you guarantee in your sales confirmations that you will pay compensation if we fail to get indemnification from the insurance company for the reason that the goods are not packed in seaworthy wooden cases.

我方不会反对用纸盒包装货物，只要贵方能在销售确认书上保证，一旦保险公司以货物的包装不适于航海的理由而拒绝赔偿我方的损失，贵方就要做出赔偿。

24. We want the machine to be packed each in wooden case supported with soft materials to ensure that the machines thus packed will not shift inside the cases.

我方希望每台机器都能用木箱包装，里面衬有柔软的衬里材料，以确保这样包装的机器不会在箱子里面晃动。

25. We asked the factory to use stronger cartons and double straps.

我们要求工厂用牢固些的纸箱，并用双道箱带捆扎。

26. We need these goods to be packed in special packing materials even though they may cost us more.

即使再昂贵，我方也要求用特殊的包装材料来包装这些货物。

27. We would like to have the screws packed in double gunny bags.

我们希望这些螺丝能用双层麻袋包装。

28. In order to avoid any possible damage in transit, we would ask you to repack the goods in strong but small wooden cases.

为避免运输中可能的损坏，我们要求你方重新用坚固的小型木箱包装。

29. We refer special cartons of 20cm\*30cm with three or four dozen to each carton because it's convenient and easy to handle.

我们更倾向于用 20cm\*30cm 的特殊纸盒，每个盒子里装 3~4 打，因为这样的包装方便，容易销售。

30. As you know, paint is a highly inflammable commodity, and extra precautions are necessary. We should like you to have the goods packed in strong metal cartons, each containing 80 tins.

你们知道，油漆属易燃品，需要特别注意。我们希望贵方能用牢固的金属盒子包装，每个盒子装 80 个小油漆罐。

31. When packing, please take into account that the boxes must be able to withstand rough handling and transport over very bad roads.

包装时，请注意包装盒要能够经得起野蛮装卸和路况较差的运输。

32. Greater care must be given to packing, as any damage in transit would cause us heavy losses.

包装时要倍加小心，因为货物在运输途中的任何损失都会给我方带来极大的损失。

33. A large number of the bed spreads we ordered from you last year were found soiled when they reached us. I hope you will take necessary precautions in packing this consignment.

我们去年订购的那批床单到货时有不少被玷污。希望这次交货时对包装给予必要的注意。

34. Your packing must be seaworthy and can stand rough handling during transit.

你们的包装必须适合海运，并能经得起运输中的野蛮搬运。

35. We hope that the goods should be packed in a manner which ensures their safe arrival at the destination and facilitates their handling in transit.

我们希望货物应该采用一种能保证安全到达目的地和转运途中便于搬运的方式进行包装。

36. As these machines are precision instruments which cannot stand rough handling, the wording "Handle with Care" should be also marked on each case.

由于这些机器属精密仪器，经不起野蛮装卸，所以每个箱子上都要印上“小心轻放”的标识。

37. Your new opinions on packing will be passed on to our manufacturers.

你们对包装的新意见将会转达给厂商。

38. We've informed the manufacturer to have them packed as per your instruction.

我们已经通知厂商按你们的要求包装。

39. Alright, all the goods will be packed according to the special way you require.

好吧，所有货物将根据你方要求的方式包装。

40. I know that is your usual way to pack these goods in cartons, but we still hope you will agree to our opinion and accept our wooden packing.

我知道你们通常用纸箱包装这些货物，但我们仍希望你们能同意我方观点并接受木箱包装。

41. We don't understand your change request. This kind of cartons are quite fit for ocean transportation, and they are extensively used in our shipments to other continental ports to the entire satisfaction of our clients.

我方不理解你方的变更要求。这种纸箱非常适合海运，它们广泛用于我们其他大陆港口的运输，我们的客人完全满意。

42. We would like to inform you that we used to pack our scissors in wooden cases but after

several trial shipments in carton packing, we found our cartons just as seaworthy as wooden cases.

我们本想通知你方我们用木箱包装剪刀，但经过几次纸箱包装试运后，我们发现纸箱和木箱一样适合海运。

43. Don't worry! You will know that our packing has been greatly improved and we are sure that they will meet with the satisfaction of the clients.

别担心，你将会知道我们的包装已经改良，我们相信它们可以让客户满意。