

實 用 商 業 會 話

PRACTICAL COMMERCIAL  
CONVERSATION

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CONVERSATION

BY

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## 例 言

1. 是書目的。欲使讀者在商場或商店中與英美人交談時。流利自如。無格格不吐之弊。

2. 是書範圍。以商業會話爲主。普通會話之日常通用者。亦略爲增入。

3. 是書中會話。雖多屬商業性質。然以個人爲主體。故普通學生。亦皆適用。

4. 是書中會話。向登載英文雜誌及英語週刊。茲除已登載者外。另補入重要者十餘篇。

5. 是書當刊入兩種雜誌時。因時勢之需要。譯文初用文言。後用白話。茲悉仍舊貫。讀者諒之。

6. 是書原稿。曾經鄭富灼先生鑒定。凡登載英語週刊各稿。曾經張叔良先生校訂。特附誌於此

民國十年十一月平海瀾識

## CONTENTS

	PAGE
Inquiring One's Way .. .. .	1
Visiting .. .. .	4
From Shanghai to Soochow by Train:	
(a) To and at the Station .. .. .	11
(b) Buying a Ticket.. .. .	13
(c) In the Train .. .. .	14
(d) About to Leave the Train .. .. .	15
At a Hotel .. .. .	17
Hearing a Band .. .. .	21
About the Hippodrome Circus .. .. .	23
At a Hairdressing Saloon .. .. .	25
At a Photo Studio .. .. .	27
At a Bookseller's	
(a) Purchasing School Books .. .. .	30
(b) Purchasing Novels, etc. .. .. .	31
At a Bookbinder's .. .. .	33
At a Stationer's .. .. .	34
With a Printer .. .. .	38
At a New Store .. .. .	40
At a Fancy Goods Store .. .. .	46
At a Grocery Store .. .. .	50
At a Porcelain Store .. .. .	53
At a Watchmaker's .. .. .	56
With a Shoemaker .. .. .	58



	PAGE
With a Tailor .. .. .	62
At a Furniture Maker's .. .. .	69
At a Furniture Dealer's .. .. .	73
At an Embroidery Shop .. .. .	77
At an Umbrella Store .. .. .	81
At a Jeweler's .. .. .	83
At a Curio Shop .. .. .	90
At a Pharmacy .. .. .	94
At a Department Store	
(a) In the Fancy Goods Department .. .. .	98
(b) In the Hat Department .. .. .	100
(c) In the Remnants Department .. .. .	102
At the Post Office .. .. .	103
At the Telegraph Office .. .. .	107
At a Money Exchanger's .. .. .	111
With a Customs Officer .. .. .	112
At the Customhouse .. .. .	114
At a Steamship Company's Office .. .. .	118
Apply for a Situation .. .. .	122
Office Chit Chat .. .. .	127
At a Bank .. .. .	132
At a Wholesale Clothier's .. .. .	144
At a Silk Piece-goods Shop .. .. .	149
The Silk Market .. .. .	152
Commercial Prospects, etc... .. .	158

CONTENTS

iii

	PAGE
At an Export Firm	
(a) About Tea .. .. .	161
(b) Buying Cowhides ( <i>between Manager         and Comprador</i> ) .. .. .	163
(c) Buying Cowhides ( <i>between Buyer and         Dealer</i> ) .. .. .	164
(d) Offering Goods ( <i>between Dealer and         Prospective Buyer</i> ) .. .. .	165
(e) Inquiring for Reply ( <i>between Dealer         and Prospective Buyer</i> ) .. .. .	167
At an Import Firm .. .. .	168
With an Exchange Broker .. .. .	171
With a Stockbroker .. .. .	173
With a Shipping Broker .. .. .	175
At a Marine Insurance Company .. .. .	176
At a Fire Insurance Company .. .. .	179

# PRACTICAL COMMERCIAL CONVERSATION

## Inquiring One's Way

Hollo, old chap, where are you off to ?

Nowhere in particular; I'm just out for a stroll.

Do you live near here ?

Yes, just close by; why don't you come and see me? You can come along with me now, if you've nothing special on.

Sorry; I'm on my way to Sinza Terrace on business. I suppose you couldn't direct me the quickest way to get there ?

Turn to the right at the cross street, then down the second street on the left, and it will take you right into Sinza Terrace.

Thank you very much.

## 問路

喂,老友,汝往何處.

無特別之場所,吾正散步閒遊耳.

君居近此地耶.

然,正相邇,君何爲不過訪我乎;倘君無特別之事,則此時可與我偕行也.

歉甚,吾此際因事往新開路,吾度足下或能示我最捷之路以達其地乎.

在十字路轉右,乃從左邊之第二路直下,即能引君至新開路矣.

多謝足下.

Don't mention it. Don't forget to look me up, whenever you are at leisure.

I will, with the greatest pleasure. Good-by.

Excuse me, please. Could you tell me where is Mr. Jones's house?

I don't recollect ever having heard of the name. Don't you know the number of the house?

I was directed to No. 15 or 16. I've been to both houses, but there is nobody of that name living there.

You'd better inquire at the rice-dealer's, next door but one, or at the hair-dresser's at the corner; probably they can tell you.

Thank you.

Say, will you kindly tell me if Mr. Jones lives in this neighborhood?

Yes, sir, he lives at No. 1, next street to the right.

Does Mr. Jones live here?

請勿言此,無論何時,君有餘晷,幸毋忘過而訪我。

吾必樂謁閣下,再會。

幸恕我,君能告我鍾士先生之家否。

曾聞是名與否,吾乃不能記憶,君不知其家之門牌耶。

吾被導至第十五第十六兩號,是二家者,吾均到過,然並無彼姓之人寄寓於其間也。

君可問吾鄰右第二家之米店,或彼隅之理髮店,彼等或能告汝。

謝君。

喂,足下能告我鍾士先生是否居於此間鄰右乎。

然,先生,彼寓於右首街中之第一號。

鍾士先生寓此乎。

No, he moved only a few days ago to No. 24 on the other side of the street.

Is Mr. Jones in?

No, sir, he went out about a quarter of an hour ago. Who are you, sir?

I am Mr. Smith. Will he be back soon?

I don't think he'll be back before dark.

What is the most likely time to find him at home?

He is always at home before ten o'clock in the morning, and after six in the evening.

Will you give him this card, please, and tell him I will call to-morrow morning about nine?

Yes, certainly. You can see him earlier than that, if you like. He is a very early riser.

That would suit me better. Could I see him as early as eight o'clock?

否, 伊數日前, 已遷至此街彼面之第二十四號。

鍾士先生在家乎。

否, 先生, 伊外出約有一刻鐘矣; 先生, 子爲誰耶。

我名斯密士; 伊不久即回否。

吾意昏黑之前, 伊未必回寓。

彼在家最普通之時候爲何時。

早上十句鐘前, 彼常在家, 晚上則在六句鐘之後。

請交此名片與彼, 並謂吾於明早約九句鐘來也。

從命, 如君欲見彼, 較此更早亦可, 彼乃一極早起之人也。

是則更爲相宜於我, 我能於八句鐘之時見彼乎。

Oh, yes, I should think so.

然, 吾以為可。

Well, tell your master that I called, and that I will come again to-morrow morning.

善, 請告汝之主人謂吾曾造訪, 並謂吾將於明早再來。

### Visiting (1)

### 拜候 (一)

Mr. Lee, allow me to introduce to you Mr. Lung; I don't think you gentlemen have met before.

李先生容我介紹龍先生於君, 我意君等從前未嘗會面也。

I am pleased to meet you, Mr. Lung.

龍先生, 吾甚樂得見足下。

The pleasure is mutual.

其為樂彼此相同也。

Pray be seated, gentlemen, and make yourselves at home.

各位請坐, 自待如在家可也。

Do you live in Shanghai, Mr. Lung?

龍先生, 君寓上海否。

No, I've been living in Peking these past six months.

否, 近六個月以來, 吾寓北京。

What can I offer you gentlemen to drink? Do you like a cup of tea?

吾將以何者奉飲耶; 君等亦喜茶否。

I'd prefer a cup of tea, if it's no trouble.

No trouble, I usually take tea about this time of the afternoon.

Well, Lee, how goes the world with you, of late?

Thanks, as usual. My wife has gone up to Kuling, for the week-end: so I'm all alone.

A bachelor, once again?

Yes; but it's a bit lonely in the house without the wife and children.

Have the children gone with their mother?

Well, Amy and Robbie have; Nellie is staying with her grandmother for a week; and I packed Harry off to school in Hongkong last month; he was only running wild at home.

Well, we must be going now, as we have to do some shopping on our way. Good-by, Mr. Lee.

Good-by, gentlemen.

如不騷擾,則吾願飲杯茗。

殊無騷擾,我常於午後此時啜茗。

善,李先生,足下近况何似。

敬謝,如常耳;內子已至牯嶺,度此週尾,故吾獨居也。

然則又作曠夫矣。

是,然妻子不在家中,亦不過稍形寂寞耳。

諸兒與其母同往耶。

然,愛梅與羅裨偕母同往;耐麗居於祖母家中一週之久;而赫里則吾於上月送之至香港讀書矣;彼在家頑嬉而已。

好,吾等現在就要告辭,因吾等在途中尚須購物也。再會,李君。

再會,諸君。

**Visiting (2)**

Good morning. What a splendid day, isn't it?

Yes, glorious it is.

Don't let me disturb you, if you're busy.

Not at all. Just one minute, while I finish this letter. You'll find the morning's paper on that table; and some books in that bookcase.

Thanks, I'll find something to amuse myself till you're disengaged.

Well, what news to-day?

Nothing particular. I've dropped in to see how you are getting along.

Thanks; and how about yourself?

I've been a bit out of sorts last week.

Have you, really? What's the matter?

Oh, nothing serious; just run down a bit, the doctor says, through over-work.

**拜候 (二)**

早安。天時真明媚哉，君亦以爲然否。

是，天氣誠燦爛。

倘君無暇，幸勿任我奉擾。

不盡然，姑俟少頃，吾當畢此信也，桌上晨報，廚中書籍，君可擇閱。

多謝，吾擬擇閱可以令我歡樂者，以俟足下事畢。

善，今日新聞如何。

無特別之新聞，吾之忽來，蓋敬候足下起居耳。

敬謝，尊駕如何。

上週曾抱微恙。

君真曾抱恙耶，是何疾。

殊非重要，稍有不舒適而已，醫者謂由於工作過度所致。



Yes, work tells on one this hot weather, doesn't it?

You look fit enough. The hot weather seems to agree with you.

I'm just back from a spell at the seaside.

Ah! that accounts for it. It has done you good, evidently.

I feel much benefited.

Well, I'm afraid I must be going now. When can I expect you to look us up? It seems ages since you last gave us a call.

Why, I was at your place just before the vacation: I've only been back a few days, and haven't really had time to call on anyone.

Well, what about taking dinner with us next Wednesday?

Thanks, I'm disengaged on that evening.

Well, good-by.

Good-by.

然,暑天作工,於人頗有影響,君以爲然否。

尊駕似能忍受,暑熱天氣,尙屬適宜於君也。

吾剛自海濱遊息回來。

噫,是卽足下所以能受暑熱之故也。其於足下有益,蓋顯然矣。

吾覺得益甚大。

善,吾恐現時必須去矣。吾能於何時候君光臨一視我儕耶,自君最後之過訪,爲時似數年矣。

何耶,吾在未至海濱之前,嘗在君家,吾歸來不過兩三日,實未嘗有暇以拜候他人也。

既如是,下水曜日與我儕同餐如何。

多謝,該日下午,我乃無事。

甚好,再會。

再會。

**Visiting (3)****拜候 (三)**

Mr. Kuo, this is Mr. Lu, Mr. Lu, Mr. Kuo.

顧先生,此爲劉先生;  
劉先生,此爲顧先生。

Very pleased to meet you, Mr. Kuo; your name seems quite familiar, though this is, I believe, the first time we've met.

顧先生,得見尊顏,至以爲樂,此際雖爲我儕初次相會,而大名素仰,我所信也。

The pleasure is mutual. I've heard quite a lot about you from our friend here, and have often wished to have the pleasure of making your acquaintance.

其樂彼此正同,吾嘗聞諸是間友人談及足下者甚多,蓋已久欲得與君相識之樂矣。

Do you know Mr. Chang Yu-sing, Mr. Kuo?

顧先生,汝識張汝誠先生否。

Yes, we are on good terms.

識之,我等彼此相好也。

Old Chang has gone home.

老張已回家矣。

Is that so?

然耶。

Yes, he's taking the daughter home to be married, I hear.

然,吾聞彼攜其女回家結婚。

Really? That's the first time I've heard of it. Who's the lucky man?

真耶,是乃吾第一次所聞者,誰爲有福之人耶。

A captain in the navy, I understand. She made his acquaintance here, while the ship was in port. A case of love at first sight, I believe.

Not a very long engagement!

Not according to our old-fashioned ideas; but the young people don't go in for long engagements nowadays.

Money doesn't always make a happy match. Does it?

I think it all depends on the young couple themselves. Where there's true love money makes very little difference.

#### Visiting (4)

Good morning, I'm Mr. Andrew.

Good morning, Mr. Andrew; my name is Burton. What can I do for you, Mr. Andrew?

吾聞爲水師統領，當艦泊港中時，女在此間與之結識，初次相見，愛情遂生，我所信也。

然則定婚未久耳。

揆諸我儕之舊法，則爲不久，然近來少年之人，蓋不作長期之定婚矣。

金錢非常能致佳偶，然否。

吾意此乃視乎伉儷少年之自身，如有真愛情，則金錢非所論也。

#### 拜候 (四)

早安，我爲晏渡紐。

早安，晏先生，吾名爲潘東；吾可爲君效勞者何耶。

I've this letter of introduction from our mutual friend, Mr. Crane.

Oh, yes; Mr. Crane is quite an old friend of mine. How did you leave him?

Quite well. And he asked me to convey his kind wishes to you.

Thank you, by the way, are you related to Mr. Andrew of Strong & Co.?

No, I am not related to him; but I think I know him. I suppose the similarity of the names struck you.

I understand from Mr. Crane's letter that you come here to open a branch store.

Yes, that's why I begged him to ask you to give me some advice.

Well, I think there is a good field here: everything points to this port becoming an important center in the near future.

吾有一介紹函，乃自我儕相識之友祈連君處來者。

啊，是也，祈先生爲我之老友，君與之別時，彼之近况何如。

殊佳；祈君亦囑我敬候足下起居。

敬謝，請問君與司徒郎公司之晏先生有親誼乎。

否，吾與之並無親誼，然我意認識其人；我度相同之名，致令足下想起其人耳。

吾閱祈先生函，藉知足下來此開一支店。

然，此卽吾所以求祈君轉請足下賜我以教誨之故也。

甚善，吾意此間機會甚佳；各種事物，均足以表示此港將來成一重要之中心點也。

So we have been told.	我之所聞亦然。
Where are you staying?	君現居何處。
At the Astor House.	在禮查飯店。
I shall be too pleased to give whatever information you like to get.	凡君所欲聞者，鄙人亦甚樂奉告。
Very much obliged to hear that. I must be going now.	聞之殊以爲感；現在吾須去矣。
Why in such a hurry?	何其忙耶。
I have an engagement at three, and it is now half past three.	三句鐘吾有約會，現爲三句半矣。
Well, when can I see you again?	既若是，我何時再能見足下乎。
A day or two.	一二日間。
All right. Good-by.	甚好，再會。
Good-by.	再會。

—•••••—

### From Shanghai to Soochow by Train

#### (a) To and at the Station

Excuse me, please, but could you kindly tell me where's the railway station?

### 從上海搭車往蘇州之談話

#### (甲) 往車站及在車站之談話

乞恕唐突，請閣下告以車站所在。

Sorry, I don't know it myself. I am a stranger here. There's a policeman. Perhaps, he may be able to tell you.

Very sorry to have bothered you.

No, it's a pleasure.

Can you direct me to the railway station?

Yes, go straight on until you reach that corner. Then turn to the right, and you will see a fine tall building. That's the railway station.

Thank you very much.

Don't mention it.

Hollo! Chang, you are here!

Yes, good morning, what a glorious day!

Yes, just an ideal day for a Sunday. Where are you going?

I am going to Soochow.

Really? That's fine; I shall not be lonely.

歉甚,鄙人自己,亦不知之,吾乃初到此地者,彼處有一警察,或者彼能告君.

有擾閣下,甚以爲歉.

否,殊樂爲之.

君能導我以至車站之路乎.

可,直行至彼隅,然後轉向右方,君將見一華麗宏偉之屋宇,即車站也.

多謝閣下.

請勿言此.

啊,張君,汝在此耶.

是,早安,今日何其佳也.

良然,今日誠爲天氣極佳之星期日,君何往耶.

我往蘇州.

真乎,是甚佳,吾不至寂寞矣.

What time will the train leave?

Seven-thirty.

So there is still a little time. Excuse me for just one minute; I want to get some small change.

Certainly; I wait for you here.

火車將於何時啓行。

七時三十分。

既若是，尚有少許之暇。請恕我一分鐘之久，我要換兌小洋也。

自然，吾在此候君。

### (b) Buying a Ticket

I think it's about time to get our tickets.

I think so too; there's little time left.

Shall I get yours also?

No, thanks, I have mine already.

Soochow, second class return, please. How much?

Three fifty.

Here you are.

Here's the ticket.

Chang, let's go into the platform now.

No hurry, the train won't move until seven-thirty.

### (乙) 買票時之談話

吾意此乃買票之時矣。

我亦以爲如是，時候已無幾也。

吾當爲君買之否。

無須，敬謝，我已買矣。

蘇州二等來回車票，其價若干。

三元五角。

錢在此處。

車票在此。

張君，我等現時可往月台。

無庸太速，火車非到七時半，必不開行。

It's always wise to take a safe course.

智者常取穩妥之行爲。

Well, then, let's go in.

既如是,吾等即入內可也。

You see, we are just in time.

君試觀之,我等爲時恰好。

You are right this time. Let's jump in here; all cars seem to be full.

此次君誠不誤。容吾等跳入是處,各車似已滿載客人。

(c) In the Train

(丙) 在火車內之談話

Porter, are these seats engaged?

侍者,此數座位,有人認定否。

No, sir, you are at liberty to take them.

否,先生,汝可隨意用之。

Let's sit here together, Chang.

張君,容我等同坐此處。

By the way, I think I know that chap sitting next to the old lady there. Let me see if it's so.

吾順便語君,坐於彼老年婦女旁邊之人,乃吾所認識者,吾試看其是否屬實。

Pardon me. Sir, is not your name Kang?

先生,幸恕我,君非康先生乎。

Yes, why?

是,何故。

My name is Chen, formerly of the Kiangsu Bank.

吾姓陳,前在江蘇銀行者。



Ah, yes, Mr. Chen; I had quite forgotten your face. How are you getting on?

啊,是也,陳先生,吾已忘尊顏矣,君近况如何.

Nothing to complain, so far. I have lately started business on my own account.

尙無可怨訴之處,吾近來自行營業.

Is that so? I am glad to hear it.

是耶,吾樂聞之.

How are you getting along?

君現在作何進行.

We are having a depressed market.

現在商業衰落.

It's too bad. I hope it will clear up soon.

此殊不佳,吾望不久將可復原也.

We hope so, too. What lines are you dealing in?

我等亦如此希望,閣下從事何種商業耶.

General imports.

普通進口.

**(d) About to Leave the Train**

**(丁) 離火車時之談話**

See, the engine is working at full speed.

試觀之,此機現正開足速力.

Yes, you can see what a terrible lot of coal dust comes in.

是,煙塵飛入,抑何可畏,君當見之也.

Where are you going?

尊駕將到何處.

I am going to Tientsin.

到天津。

Then, you'll have to change car at Nanking.

然則,在南京應換車矣。

I suppose so. We shall have to cross the river in a ferry early to-morrow morning and take the express at Pukow.

我亦以爲如是,明晨吾等將以小舟渡河,由浦口附搭快車。

It's very inconvenient.

此事殊屬不便。

But we can't help it.

然我等亦無如之何。

Are you going up to Tientsin very often?

君常到天津乎

No, only occasionally. We have a branch up there.

否,偶然而已,我等有一分行在彼處。

How's business up there lately?

近來彼處商務如何。

It seems to be looking up.

似甚有希望。

Bless me, it's already Soochow now and I have to get out.

噫嘻,此地已爲蘇州,我應下車矣。

Don't rush, wait until the train stops.

無須太急,請候火車停止。

Good-by. See you later in Shanghai.

再會,他日在上海重見閣下。

Good-by.

再會。

**At a Hotel**

Good afternoon. Can you let me have a room for a few days? I want a nice, quiet room.

We can let you have a nice, quiet room on the fifth floor, if you don't mind its being so high up.

The floor is of no special importance, provided the room is what I want in other respects.

You might come up and have a look at it.

Yes, I'll just see what it is like.

This is the room, you see, it commands a splendid view of the neighborhood, from the window.

Oh, yes, it is first-rate; and I like the view especially. I think this will do quite well. What would you charge me, including board, of course?

**旅店中之談話**

午安, 君能與我一室以居數日乎; 吾要一佳而靜之室。

若君不以五層樓之高爲不便, 則吾可任足下在彼得一佳室。

設其室他種設備爲我所欲, 則樓面亦非特別注重者。

足下可上樓觀之。

是, 我擬卽一看其室若何。

此室卽是, 君試觀, 由此窗門, 可以縱覽鄰近華美之景。

哦, 是也, 此室誠屬一等, 而我則尤愛斯景, 吾意此實甚合, 尊處擬索價幾何, 膳費應當合計在內也。

I would charge you only six dollars per day: or thirty dollars per week.

吾擬每日索君六元，或每週三十元。

Well, I expect to stay here for about half a month: so I'd better take it by the week.

既若是，吾欲居留此間約半月之久，則吾寧以週計算矣。

Very good, have you your luggage with you?

甚好，足下有行李同來否。

Yes, it is in the ricksha at the door; you might get your porter to fetch it up, please.

有，在門外東洋車中，煩君命閽人攜之上來。

Certainly, what have you?

從命，君有何物。

A small trunk, a leather portmanteau, a bamboo bag, a roll of wraps, an umbrella, altogether five pieces.

一小衣箱，一革囊，一竹囊，包裹一卷，雨傘一柄，合共五件。

Shall I pay the ricksha for you?

吾須代君付東洋車之費否。

Yes, you might, please: I don't happen to have any small change with me just now.

然，請君付之，現在吾乃未有小洋隨身也。

Your things are all in your room, would you mind letting me have your address, please?

尊物均在室中，足下姓名住址可否任我識之耶。

Oh, yes, here is my card.

Thanks. Now, if you are in want of anything, just ring for the boys; they will see that you're comfortable.

Yes.

I expect you're pretty tired. Wouldn't you like to take a bath?

Yes, rather; and while I'm having it, you might get the food ready; I'm awfully hungry.

Yes, sir, the weather has been so bad lately, that I'm afraid we shall not be able to do as well for you in the way of food to-day as we would like.

Oh, don't trouble. Anything you have on hand will do. I'm as hungry as a wolf; and feel as if I could polish off a whole sheep single-handed. But you might show me the way to the bath first.

This way, sir.

然,是也,吾名片在此。

多謝,倘君有所需要,鳴鈴呼小厮,則彼等將能令君安適愉快。

是。

吾度足下頗倦矣,君亦欲沐浴乎。

誠然,頗欲之;當吾浴時,君可預備食物,蓋我已餓極矣。

是,先生,近日天氣如是之不佳,於食物一事,吾恐今日將不能如我等所欲者而備辦也。

哦,無須奉擾,尊處所有現成之物可矣;吾餓乃若一狼,似乎一人可以獨吞全羊也;然請君先示我以至浴室之路。

先生,此路即是。

Supper is ready, sir.

先生,晚餐已預備矣.

That's fine. Now, bring me some water.

是甚佳,現在可以水與我.

What kind do you prefer?

君要何種之水.

Just filtered water.

祇濾淨之水可耳.

All right.

從命.

You can clear the table now, and bring me some strong tea.

汝現在可將桌上之物件收拾清楚,並以濃茶與我.

Yes, sir.

是先生.

This is right. I like a good cup of tea after a meal or a long journey; it is so refreshing.

是殊佳,食事或遠行之後,吾甚喜一杯之佳茗,以其令人爽快也.

Yes, sir; I find most travelers like a cup of tea.

是,先生,吾見旅客大都好啜茗.

This is a capital tea; is it Japanese?

此爲絕佳之茗,是日本貨否.

No, sir, it is Chinese, this season's growth.

否,先生,是乃中國貨,本季之出產品也.

Have you any black ink about the place? You need not trouble about pens or paper, as I have my own with me.

汝有黑墨水在此間否,筆與紙張,無須勞君,以吾自己帶有也.

Oh, yes, sir; I'll fetch some at once.

從命,先生,我當立刻攜來.

You might post these letters for me, at the same time.

Yes, I will.

I shall have to be up the first thing to-morrow morning; so I'll go to bed at once, if you'll get my bed ready.

Your bed is ready. If you want anything during the night, just ring this bell. Good night.

Good night.

同時汝可爲我將此諸信付郵。

從命，我卽照辦便是。

吾明晨須早起，倘汝將臥具預備，吾卽立刻就寢也。

臥具已經預備，如君晚上需要物事，卽鳴此鈴可也，晚安。

晚安。

## Hearing a Band

Hollo, Fiten, are you going to the Town Hall to hear the Manila Constabulary Band?

Yes are you going there too?

Yes, I saw from the *China Press* that the band would play this afternoon.

## 聽樂

喂，佛治，君現往市政廳聽小呂宋音樂耶。

是也，君亦往彼處否。

然，吾於大陸報見有通告，謂該樂隊將於今夕演奏。

Let's go by tram: time's almost up.

Here's one coming.

Step into the first class: it's only a cent difference.

Here is Chekiang Road: let's step out and walk down there.

All right.

What a large number of men and women are going to the same place!

Yes, it's really a rare opportunity to hear such a famous band.

Do you go to the Town Hall very often?

No, not very often.

Here is the Town Hall.

Let's be silent: the band is going to strike up.

Very fine music.

Yes, the Filipinos are fine bandsmen, second only to the Germans.

Is it so? That's why the Municipal Band is composed of Filipinos with a German conductor.

吾輩可附電車去,時候大約已到.

此處有一電車來矣.可進頭等車,所差祇一分耳.

是處已是浙江路矣,我輩姑下車步行至彼處.

甚好.

男女之往彼處者,何其衆耶.

是,得聽如是之音樂,機會誠罕.

君常到市政廳否.

否,並不常到.

此即市政廳.

吾等宜靜,樂隊行將演奏.

音樂極美.

是,斐律濱人乃良巧樂師,僅次於德人耳.

然耶,故工部局音樂隊以斐律濱人組織,而由德人爲其領袖也.



The music has come to an end.

音樂已止矣。

We had better get out by the rear door: it's not so crowded.

吾等從後門出去，似乎較佳，蓋無若是之擁擠也。

Well, which way do you go?

甚善，汝向何路去。

I am going home.

吾現歸家。

I have to go the other way. I want to see a friend in the western district.

我須向別路去；我要去看租界西區之友人。

See you again.

再會罷。

See you again.

再會。



### About the Hippodrome Circus

### 馬戲談

Say, the circus will be thrown open to-night at the New World.

喂，今夜新世界將演馬戲。

No, no, it was already thrown open last night.

否，否，昨夜已經開演矣。

How do you know?

君何以知之。

I was there with Mr. Sung.

吾與宋君曾到彼處。

Is that so? How did you find it?

真耶，君覺其戲如何。

It gave a very fine show. There were eighteen items in the program.

所演良佳，戲目共有十八款。

Was there any act of particular interest?

有特別興趣之劇否。

Well, the performances by the horses were very clever.

甚好，凡馬所演者均甚伶巧。

Who's the trainer?

訓練之人爲誰。

Signor Mariani, an Italian, who seemed to have had great experience in that line of business.

爲意大利人馬安尼君，伊對於此種事業，似有極大經驗。

Well, tell me some of his work.

既如是，請以其技告我。

He set a mare and her colt to perform what is called "Dignity and Impudence."\* Both answered his commands very intelligently.

彼用一牝馬及一小駒，演所謂“父作子述”者；二馬聽其指揮，靈敏異常。

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\*“Dignity and Impudence,” 本爲畫名，乃畫家 Landseer 所繪，其畫有大小二狗，大者 (a very large, dignified, noble-looking dog) 具莊嚴尊貴之貌，高踞寶中 (kennel)，小者 (a scrubby, little dog) 形極卑矮，侍於其側，狀如子之侍父，敬奉教訓，畫家 Landseer 名之曰 “Dignity and Impudence.” 演馬戲者，仿其畫意，訓練其馬，取其畫名，以名其戲。中國無相當之戲目，此處譯曰“父作子述”，亦取其意而已。

How about the side show?

其餘之戲若何。

It's quite good. There were several musical and comic entries, the clown is particularly fine.

餘戲亦好, 音樂及談諧等戲, 凡有數次, 而以丑脚爲特佳。

I understand they have taken in the two well-known trick cyclists Henry and May.

吾聞彼等有著名善騎自由車者亨利及梅二人。

Yes, they performed some very daring feats last night.

是, 昨夜彼等演奏極勇敢之技。

Ah, it's worth seeing.

噫, 是誠值得一觀者。

Indeed, it is. Make up your mind to go there to-night.

誠值得一觀, 今夜立意前往可也。

### At a Hair-Dressing Saloon

### 在理髮店之談話

Good morning, I want a shave. Please be quick.

願君早安, 吾欲修面, 請速爲之。

Very well, sir. Please sit down.

甚佳, 先生請坐。

Oh, your razor drags!

哦, 若刀殊鈍。

Is it so? Very sorry. I'll strop it.

然乎, 歉甚, 我將鑿之。

Just a little powder, no wash, please.

請敷以少許髮粉, 無庸濯矣。

- I want my hair cut. 吾欲剪髮。
- Take a seat, please. 請坐, 尊意欲剪何式。
- What style do you want?
- Quite short at the back, but not too short in front. 後面略短而前面略長。
- Will you kindly look in the glass and see if it's cut to your liking? 請對鏡一視, 看所剪者能合尊意否。
- That seems all right. 若斯可矣。
- Do you want electric massage? 君須電氣摩挲乎。
- No, thanks. 否, 敬謝。
- Come over to have a wash, please. 請來濯髮。
- You might give my hair a thorough brushing. My head is full of scurf. 吾頭垢甚多, 請爲我理刷之。
- To be sure. How do you like your hair parted? 是何待言, 君欲將髮分作何狀乎。
- Down the middle. 可中分之。
- Now, it's ready. 現在事畢。
- How much? 該價若干。
- Forty cents. 四角。
- Here it is. 洋錢在此。
- Thank you, good-bye. 謝謝, 再會。
- Good-by. 再會。

**At a Photo Studio (1)****照相店中之談話 (一)**

I should like to see some of your photo pictures.

尊處照片，吾欲一觀。

They are all in this album.

所有者均在此照相簿中。

Can you supply me with a few of these now?

現時君能於是中以兩三種供應我否。

Not now, there has been quite a run for them, and all stocks are exhausted.

現時不能，是物購者甚多，所有之存貨已盡。

How long will it take to execute an order?

定貨單之執行，須幾時耶。

It takes at least four days.

最少四日。

As long as that? Can't you finish it earlier?

如是之久耶，君能早日畢其事否。

I am afraid we have to disappoint you.

吾恐敝處將使君失望。

Well, then, let it alone. I want you to develop some negatives for me.

既若是，任之可也；吾欲君爲我洗底片數張。

Yes, what do you want to print them on, P. O. P. or bromide?

是，君要何種紙晒之，膠紙耶，抑放大紙耶。

Bromide. I should like you to see if it's necessary to retouch some of the negatives.

放大紙，吾並欲君察看照片上是否應再修飾。

You need not bother: 君勿擔憂, 此為吾人所應當留意者.  
that will be attended to as  
a matter of course.

### At a Photo Studio (2) 照相店中之談話 (二)

I want to have my photo taken. 吾要照相.

All right, what size? 甚好, 大小如何.

One *carte-de-visite* bust 一為半身名片小照,  
and one six-inch cabinet 一為六寸室內式之全  
full size. 身像.

Come to the studio, 請來攝影室.  
please.

I want the cabinet one 室內式之照片吾欲  
in Chinese costume. 用中國裝.

Take your choice: I'll 任君所喜, 吾將以數  
show you several costumes 種衣服示君, 俾資選擇.  
to select from.

This one will do. 此種可矣.

How do you like the 後面畫景, 君合意否.  
background?

It looks all right, but 看來甚好, 但吾欲得  
I like a chair to be placed 一椅放在此處.  
here.

Now, take your sitting. A little more to the left: that's just it. Now, fix your eyes on this point: and just a little bit of smile. Now ready. All right, thank you.

Don't you think it necessary to take another exposure?

I don't think it's necessary. Now, sit for the *carte-de-visite*, please.

I like full face better than profile.

As you like. Now, just bend your head a little, and fix your eyes on this point. Now, quite still. All right, thank you.

When do you expect to let me have the proofs?

About ten days from to-day.

Such a long time?

You see, the weather has been so bad lately.

Very well, I'll come in for proofs next week. Good-by.

Good-by.

現時可請坐下;稍向左方,如是恰合;請注目此標,並略含笑;現請預備,可矣,謝謝。

君意須爲第二之攝影否。

吾以爲無須,現在請坐而攝名片小照。

吾喜全面較半面爲佳。

任君所喜。請稍低尊首,並注目此標,請毋動,可矣,敬謝。

君擬何時令吾看其樣稿耶。

自今天始,約十日。

如是之久耶。

近來天氣如是不佳,君所知也。

甚好,我將於下星期來看樣稿,再會。

再會。

**At a Bookseller's****(a) Purchasing School Books**

Please give me a priced catalogue, will you?

Here's the latest one.

I can't make head or tail of this catalogue.

Well then, may you tell me what you want?

I want to get some school books for my boy.

Will you please come in here?

Give me an up-to-date dictionary, will you?

Here's our Modern Dictionary. Price, five dollars.

Haven't you got Webster's Unabridged Dictionary?

None in stock now, but we shall have some more in about a week.

It's too late to be of any use to me. Get me a copy of Business Training then.

**書店中之談話****(甲) 購買學校用書**

請給吾一列價之書目可乎。

此乃最近之書目也。

吾不知此書目之原委。

既如是，閣下所要者爲何，可告我否。

我欲代吾小孩購買學校書籍。

請尊駕來此可乎。

君能給我最新之字典否。

此爲日用字典，該價五元。

尊處無韋白司德原本字典耶。

現在存貨中無之，但約一週內，吾等將重備之。

爲時太遲，吾不能用矣，然則請與我商業大全一冊。



All right. Here's a copy,  
price two twenty-five.

Look! it's soiled.

Sorry, this is the last  
copy.

In that case you'll have  
to take something off.

Ten per cent off, will  
that do?

All right, I'll take it.

**(b) Purchasing Novels,  
etc.**

Please show me some  
latest novels.

Come round this corner  
and you'll have a large  
assortment to select from.

Some of the books are  
rather out of date.

Not a bit, sir, they are  
all up-to-date ones. The  
old ones are in the godown.

Can you let me have a  
few copies on approval?

Yes, with pleasure.

好,一本在此,價二元  
二角五分。

請看,此書已污損。

歉甚,祇得此冊而已。

若是,則閣下須稍減  
其價售之。

減低一成可否。

甚好,我即買之。

**(乙) 購買小說等書**

請示我以最新之小  
說。

請來是隅,君可得極  
多之種類而選擇之。

其中各書,有頗古舊  
者。

不盡然,先生,彼等均  
新出之書,其舊者乃在  
棧房。

君能准吾取數本審  
閱之,不合則退還否。

可,甚樂爲之。

I want to get a few books suitable for Christmas presents.

吾欲得數本可以為聖誕禮物之用者。

There are a large number of editions *de luxe* in this show case.

在陳列書架中，有華麗之出版物極多。

What's the average price?

平均價格幾何。

From five dollars up.

在五圓以上。

Oh, what a terrible price you are asking.

君所索之價真可懼哉。

No, no, you see, they are of morocco-binding.

否，否，君知彼等乃摩洛哥洋皮裝訂者。

Well, I can't afford to buy at such prices. Will you please wrap those books up for me?

然則，如是價格，吾不能買之。君能為我包裹彼衆書乎。

Certainly; but would you like us to send them round to you?

自然，但足下欲我等送至府上否。

It's not necessary, but please pack them up neatly.

無須，但包裹整齊可矣。

How much do I owe you altogether?

合計吾欠君若干。

Seven fifty.

七圓五角。

Here's a ten-dollar note.

此為拾圓鈔幣。

Thank you, here's your balance.

謝謝，餘款在此。

**At a Bookbinder's****釘書作中之談話**

Good morning, I want you to bind a number of books for me.

早安,吾欲君爲我釘書數種.

Yes, always very pleased to serve you. How do you want them bound?

可,甚樂常常爲君效勞;君欲若何裝釘.

This dictionary in full morocco.

此字典全用摩洛哥皮.

Very well, and this Handbook of Business Training?

甚好,此商學大全則如何.

I would prefer a stiff cloth binding. Please show me some patterns.

吾欲以硬布殼裝之,請以樣子示我.

Here's a big variety in various designs, color as well as quality.

是處有各種樣子,顏色質料俱全.

This appears to be just about the thing that I want.

此種似正吾意中所欲得者.

And the rest?

其餘之書又若何耶.

I have no definite idea. But what can you recommend?

吾胸中乃無成竹,君尙有何式,可以介紹乎.

Well, what do you think of quarter-binding with gilt edges?

既若是,則包皮角而緣邊鑲金者,君以爲如何.

That's not a bad idea.  
Still, I prefer sheep leather.

What about edges?

I want them simply  
marbled.

Would you like your  
name gilted at the back?

Oh, yes, be sure about  
that. How soon can you  
let me have them all back?

Not earlier than to-mor-  
row week.

Very well, that will do,  
provided I can rely on  
your punctuality.

此亦不惡,但我乃欲  
以羊皮裝訂.

其邊若何.

吾欲其邊飾以雲石  
紋.

君欲以金印尊名於  
書背否.

哦,是,必須如此,君何  
時能令我取還.

最早須至下星期.

甚好,倘能依期無誤  
者,如是亦可.

### At a Stationer's

Good morning. Can I  
be of use to you?

You might show me  
some fine note papers with  
envelopes to match.

Here they are in various  
sizes.

How much is this?

One dollar fifty per  
box.

### 文具肆中之談話

早安,吾可有所效力  
於君否.

君可示我以精緻之  
信箋及其相配之信封.

是處爲信箋信封,各  
式大小俱備.

此種何價.

每盒一元五角.

Put me down for one box and show me some good fountain pens.

Here's a large assortment.

I want one that will not leak and writes smoothly.

This one is fitted with a self-filling device and a ball-point nib.

Still, I have very little faith in fountain pens. They all leak and dirty fingers.

If you try this one, you'll see the vast improvements made toward that end.

You people all know how to puff your own goods.

Not at all, I'll make a demonstration and you will see the differences.

This one seems all right. But how much is it?

Seventeen dollars.

What, seventeen dollars?

請爲我置一盒，並以自來墨水筆示我。

是處有式樣甚多。

吾要其不滲漏墨水而又書寫流利者。

此筆配有自貯墨水機件，及球形筆頭者。

雖若是，但吾對於自來墨水筆仍然不甚深信，恐彼等皆滲墨而汚手者也。

倘君試此，卽知此弊之已大加改良。

吹噓其貨，君輩所善爲者。

不盡然，吾將爲君一試，君卽知其不同矣。

此筆似乎尙好，然其價幾何。

十七元。

何耶，十七元耶。

Oh, no, I beg your pardon. I mean seven-fifty.

噫, 否, 乞君恕之, 吾意七元五角也。

That's more like it. But I think you can very well dispense with that odd fifty cents.

是則尚不離奇, 但吾意閣下必能減去彼零數之五角也。

Sorry, we can't accede to your demand: we make no money on these pens.

君之要求, 不能允從, 殊以爲歉; 出售是筆, 無利可圖。

Very well, I don't press the point. You are a smart salesman, indeed, if nothing else.

既若是, 吾亦不斷斷於是, 他事如非閣下所長, 則君真一精練之販賣人也。

Anything else?

更要他物乎。

I want to get a few nibs.

吾欲筆頭幾枚。

What kind of nibs do you want?

君欲何種筆頭。

I want some nibs that will help me in case the fountain pen proves a failure.

吾所欲之筆頭, 乃於自來墨水筆壞却之際, 可以適用者。

Will you please look through this show case and see if you can find any to suit you?

請看陳列櫥中有無適合尊用者。

Get me a dozen Waverley.

請與我惠和理筆頭一打。

We sell them in boxes of two dozen only.

Get me a box then.

May I show you some pocket notebooks that have just arrived?

I am sick of them really, but you might show me a few.

Here are some that go down with the public very well.

They are very nice, indeed, but they do not suit my purpose. I want one with a calendar.

This one perhaps may meet your requirements.

But I am afraid it won't last long.

No, you see it is made of real leather. It'll outlast any of the cheaper kinds.

Very well. I'll take this. Now, what pencils have you?

Soft or hard?

I should like soft ones.

Will these do you?

敝處以盒發售,每盒祇二打。

既若是,可與吾一盒。

吾可以袖珍簿示君乎,是物蓋新到者也。

吾本殊厭之,但君可以數種示我。

此處有數種,社會流用甚廣。

是種誠良佳,惟不合吾用,吾蓋欲一冊之具有日歷者。

此冊或者可以應君之需要矣。

然吾恐其不甚耐用。

否,君知此以真皮製成,較價廉者必能耐久也。

甚好,吾要此冊,君有何種鉛筆耶。

軟質者乎,抑堅質者乎。

吾要軟質者。

此種合意否。

They are too hard.

Perhaps you'll find these as soft as you require.

Exactly so. I'll take a dozen. Are they very dear?

By no means, the price is only seventy-five cents a dozen.

If you'll pack all these up and send them round to No. 10 Woochang Road any time not later than 7 o'clock this evening, with a bill, you'll have your money.

All right. You'll get them by that time.

Good morning.

Good morning.

彼等殊堅。

此種之軟，一如君之所欲，或者君能見而知之。

正如是，吾要一打，其價貴否。

不然，其價祇七角五分一打耳。

倘君將此諸物包好，并將其發票，於晚間七點鐘以前，無論何時，送至武昌路第十號，則君可以收款。

甚好，該時君必能收到此物。

早安。

早安。

### With a Printer

Have you sent for the printer? He is waiting to see you.

Tell him to come in.

Good morning.

### 和印書局人的談話

你是叫印書局的人來麼？他正在那裏要見你。

叫他進來。

早安。



Good morning. Are you from the Commercial Press?

早安。你是從商務印書館來麼？

Yes, sir; how can I serve you?

是的，先生；我可以給你做什麼呢？

Well, we want to get 2,000 invoice forms printed.

好的，我要印二千張發票。

Do you want them to be exactly the same as the specimen?

你要印成同這張樣子一樣麼？

Yes, except these few headlines that I should like to be heavier.

是的，但是這頭幾行的字，我想要印得黑些。

Very well; we'll run off a proof and send it round to you by to-morrow afternoon.

很好；我們趕印一張校稿，明天下午送給你。

That's good. We want you to print us 5,000 letter-heads at the same time.

那是很好。我們同時還要印五千張有信頭的信箋。

Same as the last order?

是和上次定印的一樣麼？

Yes, but on much stronger paper.

是的，但須印在更加堅固的紙上。

Will this do?

這種紙可以麼？

I think it will do nicely.

我想很可以了？

We'll send the proof of the invoice form to-morrow afternoon.

我們明天下午可以把發票的校稿送給你。

Don't forget that; our present supply is running short.

不要忘記;我們現在所用的就要完了。



**At a New Store (1)**

**新肆中之談話 (一)**

Good morning, so I see you've opened up a fancy goods store here. How's business looking?

早安,吾知君創一洋貨肆於此,生意佳乎。

Nothing to complain of, thanks. Of course, we're new to the neighborhood yet. Boy, get a chair for Mr. Chang.

尙屬不惡,敬謝,蓋敝店對於鄰右,現還不甚熟識也。小厮,爲張先生取一椅來。

Don't trouble, thanks. I'd just as soon stand.

無須奉擾,謝謝,吾立片刻可矣。

Well, as the chair's here now, you might as well sit down.

哦,今椅子在此,幸少坐。

Thanks. When did you open up here?

謝謝,君於何時設肆於此。

Just one month to-morrow.

至明天適一月矣。

So long as that? Don't you find your place a bit out of the way?

I'm afraid it is rather; but that couldn't be helped. I hunted high and low for a better site. But business sites are not to be picked up for the asking just now, hereabouts.

I must congratulate you on your lighting installation.

Yes, it cost me no end of worry to get it exactly as I wanted it.

You've got quite an effective shop sign, I notice.

Yes, we've followed as closely as possible the best lines in that respect.

You seem to be doing fairly well here.

As well as can be expected for newcomers breaking fresh grounds.

如是之久耶。君亦覺尊肆之位置，稍嫌偏僻否。

吾亦頗恐如君所言，特其事無可如何耳。吾嘗於四處訪覓一較佳之地，但商場位置，此間不能一索即得耳。

尊肆新裝電燈，吾必須祝賀。

然，此事之處理一如吾願，蓋已費我無限之煩勞矣。

我觀尊肆招牌，殊足令人注目。

是，敝處對於此事，曾極力仿效最佳之法。

君營業是間，似乎頗佳。

祇如新來創業者之所望耳。

I think you find it pretty hard to make both ends meet here, with the rents so high, and business competition so keen.

Of course the rents hereabouts make a big hole in the year's profits; but fortunately I am in a position to sell as cheaply as my rivals here, and I handle certain exclusive lines which they haven't access to.

Then you ought to be able to show me some novelties not to be picked up elsewhere in town.

I think if you look through these you'll find quite a big range of really, exclusive lines, all just in by the last boat.

I'm sorry. These are all very attractive, certainly, but not exactly what I wanted. Have you anything else to show me?

是間租價如是之昂，營業競爭如是之烈，吾意足下欲出入相抵，頗覺其難。

誠然，是處租金，實耗一年盈餘之大部份；惟吾出售各物，價廉一如吾敵，且吾握有某種獨市之貨，為彼輩所不能得者，為可幸耳。

然則君應能以珍奇之品為市上各家所無者示我矣。

吾意足下觀此，將覺自上次到埠之船裝來各貨，有大宗確為特別者。

各物誠然奪目，惟非吾意中所欲，殊以為悵；君更有他物以示我乎。

Well, to tell the truth, these are only the advance guard, so to speak. I'm expecting a fresh lot in by the next boat, and if you care to look in then, I think I ought to be able to suit you.

Right you are: I'll be round again some time next week.

### At a New Store (2)

I've come to have a look at your fresh goods; I saw your advertisement in to-day's paper.

I'm very glad to see you, madam: what can I do for you?

I would like to see some nice shawls. I want something in the newest patterns and shades.

Certainly, madam, we can show you a grand line of fringed silk shawls, all the latest out. If you'll kindly come this way, please.

然,誠告君,此不過試辦之貨耳;敝處正望下次之船有新貨到來,屆時尊駕如肯惠顧,吾意必能報命也。

君言誠是,下星期吾當再來。

### 新肆中之談話 (二)

吾於今日報章見有尊處廣告,特來參觀新貨。

夫人,得見尊顏,殊以爲幸;我能有所效勞乎。

吾欲觀佳美之披肩,花樣顏色,均要最新。

必然,夫人,敝處能以大宗最新出之絲質垂纓披肩,奉呈鑒賞;請即移玉此間可也。

There is nothing here that suits me exactly. You might show me what else you have.

是處無物足合吾用，請以別種示我。

Well, how do you like this one? It's reversible.

然則夫人亦喜此乎，是物可翻轉用也。

Ah, yes; that's the very thing I want. And I want another for my daughter, if you have one in a lighter shade.

哦，是也，此誠吾之所欲者，吾更欲爲吾女購置一件，尊處有更淺之顏色否。

Yes, madam, how would this color do?

有，夫人，此種顏色如何。

Yes, that's exactly what I want.

可，是正吾所欲者。

We received a fresh stock of ladies' superior umbrellas yesterday, madam. Might you be wanting anything in that line?

昨日敝處接有上等女傘新貨，夫人亦需此物乎。

Well, not particularly, just now, thanks; but if they're really good and pretty cheap, I don't mind looking at them.

謝君，現無需此；然倘真貨美價廉，則我亦不妨一觀。

I think you'll find them as good as any in town, at the price, madam.

夫人，就其價格論之，夫人當知其與市上之佳者無異。

Yes, not half bad. I have never seen one like this before. How about the price?

I am asking fifteen dollars fifty for that one, madam; but as you're buying so many things to-day, I'll take off the odd fifty cents.

Even then I think it's pretty dear.

Well, if it was of Japanese make, I could let you have it very cheap. It is of the very best French make.

Can't you let me have this for less?

I really can't, madam.

Well, I am not in any special need of one just now; so if you cannot take less, I'll wait till some other day.

然亦頗不惡，吾以前未嘗見有若此者，其價若何。

夫人，敝處本擬索價十五圓五角，惟尊駕今日照顧甚多，即將零數之五角減去。

雖若此，吾亦嫌其價頗昂。

然，如爲日本所製，吾可任君以廉價得之，惟此乃最佳之法國品也。

君不能以較賤之價售於吾乎。

夫人，誠然不能。

既若是，吾現在亦非急需是物，君既不能減價，吾即俟諸異日可也。

**At a Fancy Goods  
Store (1)**

洋貨肆中問答 (一)

Please show me some really good blankets.

請示我以最佳之絨毯數種。

Heavy or light ones?

重者抑輕者。

I want heavy ones of camel wool.

吾要駱駝絨所製之重者。

Come this way, please.

請來此處。

What do you think of this pair?

此對尊意以爲如何。

It's rather coarse.

其質過粗。

No, sir, it's the finest you can find in town.

否, 先生, 本地所有, 此爲最佳者。

Don't you have better ones?

君無更佳者乎。

We have other qualities, but prices are almost the same.

敝肆亦有別種, 其價與此相埒。

How much is this pair?

此對價值若干。

Twenty-five dollars.

二十五元。

What! Twenty-five dollars?

噫, 二十五元耶。

Yes, you see it's very fine stuff, and the size is very large too, 108 by 80.

良然, 君試觀其質極良, 其積甚大, 長有百零八英寸, 寬有八十英寸。



I can't afford to pay such a price. Perhaps, at twenty, I may take it.

如是價格,吾不能出;倘係二十元,或者吾將買之。

Well, suppose we split the difference and make it twenty-two fifty?

既如是,設彼此各讓一半,使此價爲二十二圓五角可乎。

But does it wash well?

但此毯能耐洗否。

You bet, Witney's is the best on the market for that.

威尼絨毯之耐洗,君可斷爲市上之最良者。

Fit me a pair of shoes, will you?

君能爲我配一雙適宜之履乎。

Yes, sure, what color?

自然,君欲何色。

Tan willow.

褐黃色。

Style?

樣式若何。

English, but broad front and not too heavy.

要英國式,但鞋頭宜寬,且勿太重。

I think this pair will fit you.

吾意此雙或適尊意。

The style is all right, but the size, I am afraid, is a little bit too small. Yes, you see! It's too small.

樣式甚合,但恐太小。是的,君試觀,確是太小。

Try this pair, will you?

請試此雙如何。

It fits me nicely. How much?

良合吾用,其價幾何。

We make a sacrifice at eight dollars.

敝肆折本奉售,索價八元。

Have all packed into a parcel, please.

請將各物,捆爲一包。

Yes, sure. Don't you want anything more? We have just received a shipment of winter shirts.

自然,君不要他物乎。敝肆適有新到冬令用之襯衣。

No, nothing else, thank you.

否,不要他物,敬謝閣下。

Shall we send the parcel to you?

敝肆須將此包送至尊處否。

Yes, please. What's the total amount?

是,敬煩一送。共價幾何。

Thirty fifty.

共三十元五角。

Here it is.

該價在此。

Thank you. Good-by.

謝君,再見。

Good-by.

再會。

### At a Fancy Goods Store (2)

### 洋貨肆中問答 (二)

Anything you want, sir?

先生,汝要購物耶。

Yes, I am looking for a good straw hat.

是,吾現覓一好草帽。

We have a good line in the latest style. Here they are.

吾等有最新式之佳貨,此處即是。

May I try this on?

吾可試此帽否。

Certainly, here's a glass.

必然,有鏡在此。

Oh! it's too large.

哦,是帽太寬。

- What's your size? 足下所戴之冠,其大小如何.
- I don't quite remember. 吾不十分記得,噫,是也,其大小爲六又八分之七.
- Oh! yes, six seven-eighth.
- This one will fit you. 此頂將合君用.
- Yes, that seems just about right. What's the price? 是,似乎恰合,其價幾何.
- Three seventy-five. 三圓七角半.
- Can't you make it less? 君能減少否.
- But, you see, this is a very good one. 然此爲極佳之帽,君所知也.
- But then the season is nearly over. 但夏季將過.
- Well, we cut ten per cent off. Will that satisfy you? 既然,則我等減低一成,能令君滿意否.
- All right; I'll take it. 甚好,吾將購之.
- Anything more? 更要他物乎.
- Yes, show me some wool sweater, will you? 然,請以羊毛汗衣示我,可乎.
- We have a splendid line over the other side. 敝肆有一宗華麗之貨在彼處.
- What do you want for this one? 君於此件索價幾何.
- Ten fifty. 十元五角.

That seems to be absurd  
for a sweater like that.

We have cheaper ones.

Oh! I won't bother  
about it. Good-by.

Good-by.

若是之汗衣,其價似  
乎不合.

敝肆有較廉者.

噫,吾不欲有煩矣,再  
會.

再會.

### At a Grocery Store

Good morning, can you  
show me some nice jams?

Yes, here's a large  
assortment, both in tins  
and in bottles.

Are these Australian  
stuff?

No, they are from  
America, but you'll find  
them just as good.

I'll try some. You  
might let me have a  
dozen.

Tins or bottles?

How are you selling  
them in bottles?

### 雜貨店中之談話

早安,君能示我以佳  
製菓子醬否.

可,此處爲大宗陳列  
品,罐裝瓶裝均有.

是爲澳洲之貨耶.

否,是乃由美國來者,  
然其佳一如自澳洲來  
者,君可試之.

吾將試之;君可爲我  
取一打.

罐裝乎抑瓶裝乎.

瓶裝者君若何發售.

Three dollars for the large and two for the small.

大者三圓，小者二圓。

Very well, let me have the large bottles.

甚好，容吾取其大者。

Anything more? We have some nice butter and cheese just unpacked. Would you like to taste them?

更要他物否；敝處有好乳油與乳餅，剛自箱中開出者，君欲嘗之否。

They are just the things that I want.

此正吾所要之物。

This is Siberian butter at eighty cents per pound pat, and that American cheese at forty-five cents per pound.

此為西伯利亞乳油，每磅一團，價八角，彼為美國乳餅，每磅四角半。

Splendid things, they are! You might put me up two pounds each.

美哉是物，君可為我每種取二磅。

Can I show you something else?

吾可再以他物示君乎。

I want some really good sweets that you can recommend.

吾要極佳之糖菓，而確為君所能擔保者。

We have good variety just unpacked. Here they are!

敝處有佳美之種類甚多，且剛自箱中開出者；此處即是。

They appear to have been somewhat damaged.

彼等似乎略經損壞。

No, sir, we always make it a point to put up only sound goods.

否, 先生, 敝處異常注意, 祇發售完美之貨。

Well then, I'll take your word. Please let me have one pound.

既若是, 吾將信君之言, 請爲我取一磅。

Anything more?

更要他物否?

What tin goods have you?

尊處有何種罐裝食物。

We keep all the leading brands.

凡屬著名牌子, 敝處皆備。

Show me some American stuff, please.

請以美國之品示我。

Here's big line for you to select.

是處有大宗, 供君選擇。

How do prices run?

其價格高下若何。

From fifty cents up.

由五角起碼。

I'll take these two.

我要此二種。

All right.

甚好。

Send them to my house, No. 3 Wayside Terrace.

煩送至提籃橋第三號敝寓。

Shall we send them round at once?

吾等須立刻送去否。

I wish you would.

吾願君如是。

**At a Porcelain Store****瓷器店中之談話**

Won't you step inside and have a look round?

閣下何不請進而參觀耶。

Haven't you got any blue and white vases?

尊處有藍白花之瓷瓶否。

Yes, we have the finest collection in town. Please step in this way.

有，敝處存貨為本地極佳者，請自此間進來。

What are you asking for this?

此物索價若何。

Six dollars for the pair.

六圓一對。

Can't you break it?

君能散售否。

Well, as a rule, we don't; but as a special favor in your case we'll do so.

照例不能，然為特別招徠故，敝處照辦便是。

Put it aside and show me some five-color plates for wall decoration.

請放在旁邊，再以裝飾牆壁之五彩磁碟示我。

Here are a few of them.

此處有兩三種。

This one is not bad. How much do you charge?

此碟不惡，君取價幾何。

Five dollars.

五圓。

O! what a stiff price!

其價何昂乃爾。

No, it's really a bargain. This is an art plate.

否，其價實在便宜；此為精巧之碟也。

I know, that's all bluff. Every tradesman talks the same thing.

是蓋吹噓之辭；商人之言，大都如是。

It's not the case with us. You'll notice the difference if you compare it with an ordinary plate.

敝處則否；君如以此比較尋常之碟，即知其異點矣。

It's a good one, I admit. But I don't see how it can fetch more than three dollars.

此為佳物，吾固知之，惟其售價能在三元以上者，則吾不以為然。

We have sold quite a lot at a much higher price. You can rest assured that with us you'll receive fair treatment.

敝處曾售去甚多，其價尤高。君可放心，與敝處交易，當得公平之待遇。

Well, then, I'll add one more dollar. If you won't sell it, I can't help it. It's a case of take it or leave it.

既若是，吾即再加一元；君如不賣，吾亦無如之何，此乃取捨之決語也。

You are a pretty keen hand at bargaining.

君乃善於議價之能手。

Please say *yes* or *no*.

或是或否，請一言決之。

Really we are losing money. But, anyhow, we'll let you have it at four dollars simply to retain your custom.

敝處確實虧本，然無論若何，任君以四元買之，以圖後日之主顧。

By the way, have you any Chinese tea bowls?

我欲順便一問，君有中國式之茶碗乎。



What about these?

Yes, something of the sort, but much finer.

Sorry this is the only kind we have in stock at present.

Show me some tea sets, then.

We have some nice ones consisting of six cups and saucers in a tray.

I don't need so many cups and saucers. Can't you break the set?

It's quite impossible to do it. But, we have some loose ones just as good.

Are they of the same design?

Yes, only they are of lighter coloring.

That doesn't matter.

Here they are.

Oh, I see, they are all right. What about price?

One dollar per set of two with saucers to match.

Please put me down for two sets and pack them up.

此種如何。

可，與此種相類，但須更精緻。

款甚，現時存貨所有者，祇此而已。

然則請以套頭茶具示我。

敝處有精緻套頭茶具，一盤共六個杯碟。

吾無須杯碟如是之多，君能將是套零售否。

極難如命；然敝處有零杯，其佳與此無異。

是否一樣款式耶。

是，祇顏色稍淺耳。

是無妨。

此處即是。

哦，吾知之矣，甚好，其價若何。

每套二個，配以茶碟，其價一元。

請爲我置二套，並爲我包之。

Is there nothing else I can show you?

吾再無他物可以示君耶。

No, thanks. Here's your money. Please see if it's in order.

無須, 敬謝, 物價在此請看其是否無誤。

It's all right, thanks. Good-by.

無誤, 敬謝, 再會。

Good-by.

再會。



### At a Watchmaker's

### 鐘錶店中之談話

Hollo, Veekee, you must be making your fortune fast, judging by the way you are extending your premises.

喂, 威記, 以寶號大加擴充之情形察之, 君等獲利必甚速也。

Thanks to the kind patronage of your good self and your friends, we have done unexpectedly well in spite of the market.

叨蒙尊駕與貴友之光顧, 雖市面不佳, 敝肆生意尙好, 蓋非意料所及者。

Glad to hear that, and wish you all success.

甚樂聞之, 並願君事事如意。

Thank you, sir. What can I do for you?

謝謝, 先生, 吾能爲君效勞乎。

I want you to repair my watch.

煩君修理吾錶。

What's wrong with it?

君錶何部損壞。

I think it needs to be oiled; it has been keeping good time until a few days ago.

Let me have a look at it.

This is it.

I can't tell exactly now what's wrong with it.

Well, then, I leave it with you for a few days. You might give it a thorough overhaul.

Certainly, sir.

I want to get a good timepiece for my boy. It must be able to stand rough wear.

What do you prefer, wrist or pockets?

I think a pocket one will do better for a boy.

Hunter or open face?

Open face and keyless.

What do you think of this one? It's really a boy's watch . . . what we call Ingersoll.

Ah, yes, that's a good watch. How much is it?

吾意此錶須擦油,向來報時甚准,祇於二三日始壞耳。

容吾視之。

錶在是。

吾今不能決其何部損壞。

既如是,吾留下此錶二三天,君可詳細修理。

先生,此無待言。

吾欲得一好錶與吾小兒,必須能佩帶耐久者。

君喜何種,手錶乎,抑袋錶乎。

吾意袋錶於兒童較佳。

密面乎,抑開面者乎。

開面而無鑰者。

君意是錶如何。此為真正兒童用之錶,所謂鷹格索是也。

哦,是,此錶誠佳,其值幾何。

Five dollars only, with an unconditional guarantee for two years.

祇五元耳，而有完全二年之擔保。

But they are sold at home for five shillings.

此錶在吾國不過售五先令耳。

Well, this is a silver one costing seven shillings six.

哦，此爲銀製，值七先令六便士。

Oh, yes, yes, but give me a nickel one.

哦，是，是，但與我一鎊製者。

Here you are, three dollars fifty.

錶在是，三元五角。

Do you guarantee to put it to rights for two years without any charge?

君肯擔保於二年之內修理而不索費否。

Sure, we'll give you a warranty for that.

必然，敝處可以與君以保票。

Now, here's three-fifty.

三元五角在是。

Thank you.

謝君。

### With a Shoemaker

### 與鞋匠談話

Good morning. Have you any ready-made boots to fit me?

早安，尊處有現成之靴以適吾用否。

Well, sir; what is your size?

有，先生，大小若何。

Well, really, that's more than I can tell you. But you can see from the ones I have on.

You might sit down, please, and let me have a look.

What kind of boots do you prefer, elastic sides, lace or button?

Anything will do, so long as it is a good fit. You might show me some of each.

Here is a nice pair of box calf balmorals. Very stylish, and I think, just about your size.

Oh! They don't fit me at all.

Try this pair, then.

They are too large.

Well, are you in a hurry for them?

Not in any urgent hurry; why?

是誠我所不能告汝者，但君可觀我所著之靴。

可請坐下，容我一觀。

君欲何種之靴，有彈性者乎，或縛帶者乎，抑飾紐者乎。

無論何種均可，祇取其合式耳；君可以各種款式示我。

是雙為美國式之精緻皮靴，殊屬時式，吾意適合君之大小也。

噫，是雙殊不合我。

然則請試此雙。

是雙過大。

既若是，足下是否急於需此。

殊非急需，君問此何為。

Because, if not, I would rather advise you to let us make a pair for you. In goods made to order the fit is always better.

Yes, I suppose you are right. You might measure me for a pair, then.

Very well, sir; are you troubled with corns?

No.

Have you any special wishes as to how the boots are to be made?

Yes; I want lace Oxfords, with round toes; and, above all, don't make them too tight.

And do you prefer them heavy or light?

Medium, please. When can you have them finished?

It will be some time next week, as we have a large number of orders just now.

蓋如非急需, 則吾勸君定製一雙; 定製之貨, 其款式常較佳也。

是, 吾意君言甚是, 請君爲我量度定製一雙可也。

甚好, 先生, 君有跣痛之患否。

否。

對於此靴之定製, 君有何特別意見。

有, 吾要縛帶之英國裝, 靴頭須圓, 而最要者, 卽不可製得太緊也。

君要重者乎抑輕者乎。

適中可矣; 君何時可以製成耶。

當於下星期某日, 蓋敝處現有定貨甚多也。

I would be glad, if you could finish them earlier. 君能早日製就, 吾將甚樂.

Very well, we'll try to push them through before next Wednesday. 甚好, 吾等即於下週星期三製成便是.

What are you going to charge me? 君擬索價若干.

Eight fifty. 八圓半.

That's more than I've been paying; but if they are good, I shall not grumble at a few cents more or less. 此價較吾前所付者為貴; 然設使其靴甚佳, 則數角之差, 我亦不怨.

You'll find no reason for complaint, sir, if you deal with us. 倘足下與敝店交易, 必無怨訴之理.

By the way, do you undertake mending? 順便請問尊處亦修補乎.

Yes, sir, for our own customers. 是, 先生, 為敝處之主顧修補耳.

That's capital. I have some boots that want re-soling. 甚佳, 吾有數靴, 須重新換底.

Shall I send round for them, sir? 先生, 吾須着人往取否.

Never mind; I will let your man have them when he brings the new ones. You might let him also bring round a couple tins of boot polish and a bottle of brown boot cream at the same time.

Certainly, where shall I send them?

To this address, please, and let him have a set of brushes too, as my present ones are about worn out.

Very well, sir; I'll send them altogether in one lot, along with the boots.

無須，當貴夥送新靴來時，吾令其帶回可矣。同時君可着其攜二盒靴油及一樽棕色靴膠來。

從命，吾將送之至何處。

請送至此住址，並着其帶一套刷子來，蓋吾現在所用者將壞也。

甚好，先生，吾即將各物包齊，與靴一并送來便是。

### With a Tailor

Good morning, sir. Do you want me?

Yes, you are just in time; I am on the point of going out. I want you to measure me for a new suit.

What kind of suit?

### 與縫匠之談話

早安，先生，尊駕召我耶。

然，君來適合其時，以吾方將外出也。吾欲君爲我量身材而製新衣一襲。

何種衣服耶。



Lounge suit.

常服。

Very well. I have some very good stuff just in for the season.

甚好，敝處有新到合時之好衣料。

Let me look through your patterns first.

尊處樣本，請先任我一閱。

I have a pretty good range of choice here. What can I show you first?

我有極佳而可以備選者甚多，將以何者先行示君耶。

I want to see some of the serges.

吾欲看嗶嘰呢。

What about this piece? It's very stylish.

此段何如，是甚時式。

I am afraid it's too thin for spring wear.

以製春季衣服，吾恐其太薄。

Well, then, what do you think of this one? It's much thicker.

既若是，則此種如何，是蓋較厚者。

I don't think it will stand any rough wear.

吾恐其供平常服御，不能耐久。

I'll guarantee it. And if it does not turn out satisfactory, you can have your money back.

吾可保證；若不能令君滿意者，君索回原價可也。

Oh, that's only trade talk. Let me see some of your tweeds.

噫，此不過商場之套語耳。請示吾以男子用之絨布。

Here's the pattern book. The clippings are Scotch tweeds that are so popular here lately.

Yes, that's the thing which I have been thinking about.

If you would let me advise you, I would strongly recommend this one. It's thick and soft.

Let me feel it. Ah, it seems all right.

I have just had only a few lengths from London, where it's all the rage now.

What about price?

Thirty dollars, sir.

Very well, I'll take this one. Now, you might measure me for the suit.

What style do you prefer, English or American?

What do you recommend?

Well, everybody has his own taste. But the American is much preferred now.

樣本在此,其中剪出之樣子,乃蘇格蘭產之男子用絨布,近來此間甚通行者。

是,此即吾所想及之物也。

倘君聽吾勸者,吾決推薦此種,是物厚而柔軟。

任吾試其厚薄;哦,是物似乎尚佳。

敝處所有,不過數套,適由倫敦來者,此物現在該處最為時式。

價格若何。

三十元,先生。

甚好,吾要此種。現在君可為我量度身裁矣。

君喜何種款式,英國式耶,抑美國式耶。

君擬推薦何種。

哦;人各有所好;然美國式現在則甚通行。

If it's in fashion, I'll have it made in that style.

Sure, it is. Are you ready for the measure?

Yes, I want the coat a little bit loose.

Do you like the trousers high in the waist?

Moderately, please.

And the legs tight, loose at the bottom?

Yes, please; but see that they will hang well.

And the cuffs plain or buttoned?

I should like them buttoned.

That's all, sir; thank you.

By the way, I want only two buttons.

Yes, that will do.

When can you let me try on the suit?

Let me see; I think Thursday next.

Be sure to bring it round on that day: I must have it ready for me before Sunday next.

若美式時派,則吾將仿照爲之。

是誠然,君預備量度否。

是,吾要外衣稍寬。

君喜其袴高至腰部否。

適中可矣。

腿部緊而下部寬,可否。

可,惟須留意,穿時是否適合耳。

其袖口須飾以鈕耶,抑無須耶。

吾欲其鑲鈕。

是足矣,敬謝先生。

茲順便語君,吾祇要二鈕。

可。

何時君能令我試穿耶。

容吾觀之;吾擬下星期四。

請於是日攜來勿誤;蓋吾欲君於下星期日前製成也。

I'll bring it round to your house by 8 o'clock sharp Thursday morning, for certain.

吾必於星期四早上八時正送至府上。

Well, don't forget. Good day.

甚好,請勿忘,再會。

Good day, sir.

會再,先生。

Good morning, sir. I have brought the suit here for you to try it.

早安,先生,吾已攜衣至此,備君試穿。

Ah! that's very good, I was just getting anxious about it. I am glad you have kept your word this time.

哦,甚佳,吾正懸念及之,甚喜君此次之踐言也。

We started working on it soon after your order was given.

自奉尊命之後,敝處即行縫製。

Well, let me see how it fits.

善,任我試穿,是否適合。

Please look in the glass while you try it on.

當君試穿時,請臨鏡觀之。

The armholes appear rather too tight.

抬肩似乎頗狹。

By no means, they just fit you.

不然,於君恰合也。

I think it's a bit too long at the sides. Do you think so?

余意兩邊稍長，君以爲然否。

Yes, very little. It can be easily remedied.

是，極微而已，改之亦甚易易。

And the sleeves much too long.

而袖又極長。

But I think you want it a little bit longer in the spring.

但吾以爲君在春季要其稍長。

Yes, but not too long.

然，惟無須太長耳。

If so, I'll cut down, say, half an inch.

若然，則吾可剪短，設云半寸如何。

Then, you see, the cuffs are too tight.

又試觀，其袖口太狹。

I'll release them a bit.

吾可將其略爲放寬。

The front appears all right, but the back puckers.

前方似乎甚佳，但後方則有縐紋。

Yes, some slight alterations are needed.

是，須略爲更改。

Now, let me try the trousers on.

現可任我試穿褲矣。

Here they are.

褲在是。

It's too tight below; I can't walk with ease.

其下部太狹，使吾弗能行動自如。

Let me see. Oh, you haven't pulled it up enough.

任吾觀之。噫，君蓋未嘗將其向上提足也。

Still, it's a bit too tight between the thighs.

雖若是,但腿部仍覺太緊.

But for all that, the trousers fit you quite well.

設無此點不合,則是褲極合足下也.

Now, make sure that you send the suit round not later than Saturday morning sharp.

該衣請準於星期六早上送來,不可有誤.

You can have my best assurances for that.

此事我能擔保,決不有誤.

Good-by.

再會.

Good morning, sir. Here's your suit. Would you like to try it on?

早安,先生,君衣在是,曷試服之.

Yes, sure.

是,必然.

It looks all right, except in one respect.

除某部外,衣似甚佳.

What is it?

其部爲何.

It wrinkles between the shoulders.

肩部起縐.

Let me see. Yes, only very little.

任吾觀之;是也,但極少耳.

I can't wait, I want it almost right now.

吾不能等候,吾幾立刻需之.

Well, if so, you just put it on to-day, and send it back for alteration on Monday.

既如是，君今日可暫時穿上，星期一送回更改可也。

All right; I will do that.

甚好，吾即如是爲之。

How do you find the stuff?

君覺衣料若何。

It appears all right, but the price is stiff.

料尚佳，惟價貴耳。

That's what we mean when we say quality versus money.

此即吾等所謂一分錢一分貨也。



### At a Furniture Maker's

### 製造家具店中之談話

What would you charge for a suite of bedroom furniture?

每套臥室家具，君擬索價幾何。

It depends on what kind of stuff you want. Prices run from seventy-five to three hundred dollars.

其價視乎足下所要之質料如何而定；價格自七十五元至三百元。

I want one in teak, consisting of eighteen pieces.

吾要一套共十八件，而以柚木製者。

That must be a very big suite. I am very afraid you have made a mistake.

是誠一套極大之家具；吾恐足下有誤。

Why, yes, I have made a mistake. I mean a bedroom and a dining-room suite.

何故，是，吾誤矣。吾意謂臥室與餐室器具各一套也。

Here are some of the most popular designs to select from. What style do you prefer?

是處有最時尚之圖式，以備選擇。君喜何種款式耶。

I prefer American to German style.

吾取美式而舍德式。

Well, both seem not bad, but the American style is much heavier. Prices are the same, hundred twenty-five for the bedroom suite and eighty-five for the dining-room.

然，二種均似不惡，惟美式較重耳；價格相同，臥室家具，每套一百二十五元，餐室家具每套八十五元。

How soon can you finish the job?

君能於何時竣工乎。

I should think about three weeks from to-day.

吾意自今日始，三星期可矣。

Oh, that's too long. I must have it before Christmas at the latest.

噫，爲時過久；最遲吾於耶穌誕前必須要用。

Impossible, it can't be done. Our hands are full and then we have to season the wood.

或者不能遵命；敝店事務甚忙，而木料亦須令其乾燥也。



Then, what is the quickest time you can finish the job?

既若是，則最速君能於何時完工耶。

It's no use to make promises that can't be kept.

立不能守之約無益也。

I want them well-polished.

吾要此等器具磨得極光滑。

Certainly. By the way, it's our rule to charge an advance on the first order.

必然；惟敝處對於第一次定貨者，要求先付定價，乃敝肆之定例也。

How much do you expect?

君欲索幾何。

Any amount will do. It's purely a matter of form.

多少均從尊便；是不過一種定例而已。

Well, here are ten dollars. Please give me a receipt.

善，是處十元，請以收條給我。

Surely, what else can I do for you?

是無待言，吾更可爲君効勞否。

Nothing more. Good morning.

無別事矣，早安。

Good morning.

早安。

Have you finished my suites?

吾所定之家具已竣工乎。

Sorry, sir; we have had our hands so full this week that we really couldn't get your job through.

歉甚,先生;此星期中,敝處工人,若是之忙,致尊處工務,實難完竣。

I suppose I gave you to understand distinctly that I need them badly.

吾需之殊急,吾曾與足下言明者。

Can't you wait for two more days?

君不能再俟二天乎。

But could you deliver them by that time?

然君能於彼時交付耶。

Certainly, yes.

必能。

I hope you will not disappoint me any more. Good-by.

吾願君毋再使吾失望;再會。

Good-by.

再會。

Good morning, how about the suites?

早安,家具若何。

They are ready for delivery. Would you like to have a look at them?

已預備交付矣,君欲一觀否。

Where are they?

在何處。

They are lying on that side.

在彼處。

Are these two suites mine?

此二套是吾物乎。

Yes, how do you find them?

是,君以爲如何。

They seem to have turned out satisfactorily.

似甚滿意。

We are pleased to hear that.

吾儕樂聞斯言。

I expect to be able to put quite a lot of work in your hands during the next few months.

我望後此數月，尙能以許多工作託君製造。



### At a Furniture Dealer's

### 家具店中之談話

I want a complete lot of furniture for my new house.

我要完全家具，以備新居之用。

I suppose you want something choice?

吾意君要精美之物。

Well, yes, I want it elegant and substantial; but not too expensive.

誠是，我要雅緻而堅固者，但不宜過於昂貴耳。

If you will kindly step this way, I'll take you through our showrooms. How do you like this drawing-room suite?

倘君由此進來，我將引君一遊敝處之陳列室也；此套客廳器具，君意以爲若何。

Is it strong?

其物是否堅固。

Both strong and elegant.

堅固而且雅緻。

How many pieces in the suite?

此套共有幾件。

A settee, two armchairs, two round chairs, and two small easy chairs, all upholstered in tapestry.

You might remove the covers, please. I'd like to examine the seats.

Everything is quite new. Here is a round table that would go well with the suite.

Yes; this is about what I want; but what do you ask for the lot, as it stands?

We'll discuss prices afterwards. Here is a nice carved chiffonier, just the thing for the lady's boudoir. It's a fine piece of work.

Let me have a look at the inside, please.

The finish is superb, both inside and outside.

Yes; it's not half bad. But before I decide, I'd like to see what you have on hand in the way of dining-room and bedroom suites; and we can decide on the whole lot together.

一睡椅, 二圈手椅, 二圓椅, 及二小靠椅, 均飾以帷墊者也。

請將鋪掛之品揭去, 吾欲審察椅座。

各物均極新者, 是處爲一圓檯, 與是套殊相配也。

然, 吾所要者, 即是此種; 但就現時在此處者而論, 君擬索價幾何。

價錢以後再議。此處爲一精緻之雕刻衣櫃, 乃女子私室中最宜之物, 工作殊屬精緻。

請任我一觀其內容。

無論櫃之內外, 修飾均極華美。

然, 是亦不惡; 但於解決之前, 我欲一看尊處所有之餐室及寢室器具, 然後吾儕乃將總共之貨, 一併商議。

Well, here is a splendid oak dining-room suite, with a large extension-table, six well-made chairs, a carved sideboard, and a dining wagon. The table has four extra leaves, and so can be let out or taken in at pleasure.

I am afraid it is too large for my purpose.

Here is a smaller one, of about the same sort.

Oh, that will do splendidly: by the way, where are your bedroom suites?

Oh, I have a fine range of those upstairs.

Well, we'll run up and have a look at them.

Here is a nice bedroom suite, consisting of a double wardrobe with mirrors, a marble top washstand, a towel horse, and a bedside table. How will these do you?

It's not at all what I want.

善,此處爲一華麗橡木所製之餐室器具,有可以伸張之大餐檯一,巧製之椅六,雕刻之碗櫥一,及餐時放置盤碟之小桌一;其餐檯有額外之檯面四張,可以隨意抽出及推入者也。

吾恐其過大,不合吾用。

此處爲一較小之套,種類大約相同。

哦,是乃非常之佳,請問汝之寢室器具存於何處。

呀,吾有精美之種類在樓上。

既若是,吾往樓上一觀。

是處爲一佳美之寢室器具,含有一裝鏡之雙面衣櫥,一雲石面之面盆架,一手巾架,及一床邊小桌;是物合君意否。

此非我所欲者。

Then what about those in the corner over there? They are much better finished.

Yes, these seem more like it. Now, let us discuss prices.

Are you going to take the chiffonier?

No; we can leave that over for another time.

Well, as you are taking so much stuff at once, I will let you have everything at bed-rock prices; say \$75 for the dining-room suite; \$60 for the drawing-room suite, and \$125 for the bedroom suite; that is \$260 for the lot.

Does it come to so much as that? You ought really to be able to knock something off, for cash down.

I couldn't really, I've quoted you the very lowest figures I could possibly let them go for.

然則在彼隅之諸物如何;彼等之作工較佳。

然,是物似乎較合;現時吾等可以議價矣。

君要彼衣櫃乎。

否,吾等可置之勿論,以俟他時。

善,今足下於一次購買貨物如許之多,吾任君以最底之價取得各物;設云,餐室器具價七十五元,客廳器具六十元,寢室器具一百二十五元,共為二百六十元。

其價至如是之多耶;現款交易,君應能稍為減少。

確然不能,吾已開我所能賣出之最低價格矣。

Of course I expect the prices to include delivery at my residence.

To be sure.

Ah! I forget my library. What have you in the way of furniture for a study?

I have several really fine suites on hand; but I'd sooner see the room first, it would help me the better to gauge just what is wanted.

Very well; you'll find me at home all day tomorrow; but don't forget to bring some catalogues to my house with you.

I'll bear it in mind. Good-by.

Good-by.

送貨至我寓中,吾以爲其價亦應包計在內.

自然.

噫;吾忘吾之書齋矣;陳列書齋之用者,君有何種器具.

敝處存有極佳之器具;但我擬先看其室,則所需何物,較易籌畫也.

甚好,吾明天終日在寓,君可過訪,惟貨色樣本不可忘記帶來.

我將記之於心,再會.

再會.

### At an Embroidery Shop

What do you think of having a look round at an embroidery shop in town?

### 顧繡店中之談話

往本地之顧繡店參觀,君以爲如何.

Yes, that's a good idea. Perhaps we might be able to get something for our people at home.

是, 尊意甚佳; 或者吾等可以為家中之人購些物件。

Do you know where these shops are?

君知此種店在何處乎。

Better get the hotel people to direct us to the right one.

令旅社中人, 導至其地, 寧非更善。

Well, we better start right away out for shopping.

然, 吾儕宜立即出外購物。

What's that coolie doing?

彼車夫何為耶。

He's perhaps taking a short cut.

或者彼走捷徑之路。

Say, I want you to show me something that is really exquisite.

喂, 吾欲君以精工之物示我(已到顧繡店之語)。

What do you think of that scroll over there?

在彼處之畫軸, 尊意以為如何。

O it's lovely. Is it handmade?

噫, 是誠可愛, 乃手製者乎。

To be sure, we never had anything machine-made in China.

是無疑, 中國向無機器製造之物也。

What does the picture represent?

其畫表示何物。



It represents a scene in the mid-autumn night when the moon is at its brightest.

Have you similar scrolls of a smaller size?

We have smaller sizes, but not of the same picture.

Show me some, please.

Will you come in here and have a look around?

Ah, you hung all your scrolls up here for inspection. I can see better now.

Well, that's the best way of giving our clients a good view of all the new work just in.

Oh, I see, these are all the new works. What a fine collection!

John, you see the dragon on that piece?

Yes, it's an exquisite piece for a cushion cover. But that center-table piece is also not bad.

You mean the piece with two birds on?

其所表示者,中秋月明之夜景也。

君有同類之畫軸而較此稍小者否。

敝處有較小者,惟畫景不同耳。

請以示我。

君何不來此一觀耶。

啊,君將所有畫軸,懸於是間,以供衆覽;吾現在觀之,更覺清楚。

然,將新出之品,以供顧客之鑒賞,此爲最佳之法。

噫,吾知之,新出之品,都在此矣;所收集者,何其精巧耶。

約翰,汝見彼幅之龍否。

然,乃椅墊外套之精品也;即彼檯巾,亦殊不惡。

君謂有二鳥之畫乎。

No, no, just right to the large piece with a little Pekingese dog on.

Ah, yes; that's a very good one.

Which takes your fancy, sir?

How much is that one with a dragon on?

Only ten dollars.

Do you think that reasonable, Cook?

It's not unreasonable, considering the quality. But still, you can bring him down a little bit.

Well, man, we offer you eight dollars.

It's too little. We make very little on these small things.

Mind you, we are not at all strangers here. You people bargain all the time.

Say, nine dollars. Would you take it at that?

No, I have offered too much already.

否, 否, 適在彼大幅而有北京小犬者之右旁。

哦, 是也, 其物誠佳。

先生, 何者爲君所好。

有龍之畫, 其價若干。

祇十元耳。

科克, 汝以爲此價公道否。

審察其質, 價非不公, 然仍可稍減。

某君, 吾儕還價八元。

是價太小; 敝處於此種小件之物, 所獲殊微。

君宜注意, 吾儕非新到此地之客也; 汝等乃常時爭論物價者。

設爲九元, 君願買之否。

否, 吾已還價太多矣。

All right, we let you have it at eight dollars. Anything more?

甚好,吾任君以八元得之,更要他物乎。

Not to-day. Here's your money.

今日不要;其價在是。



**At an Umbrella Store**

**洋傘店中之談話**

Good afternoon, sir. Walk in, please.

午安,先生,請進。

You might show me what you have in the way of silk umbrellas.

尊處所有絲製洋傘,可以示我。

Certainly, sir, we can show you a splendid assortment, all new goods.

從命,先生,我等能以華美之種類示君,皆新貨也。

I want something special; something out of the ordinary.

吾要特別之品,須超出尋常者。

How does this suit you?

此種合君之意否。

Haven't you anything larger?

君無較大者耶。

Oh, yes, here is one that might suit you.

哦,有,此處之傘,或合尊意矣。

Yes, that's just what I want; but what about the price?

然,是正吾所欲者;但其價若何。

Ten dollars.

十元。

What! ten dollars? So much as that?

Yes, this is one of our exclusive lines.

Can't you shade the price a bit?

No, I'm not charging you anything out of the way. It is made of the very best stuff, and fitted with strong, light ribs, and an unusually artistic handle. I have any number of cheap lines, from three dollars up; but you will find them no good in the long run.

Oh, that may be right enough; but still I think you can come down a bit; what do you say to eight dollars?

Oh, no, that's taking the bread out of my mouth.

Well, suppose I offer you eight fifty?

Very sorry, I can't think of it.

Well, I think I have to pay you that much.

何謂耶,十元耶,如是之多耶。

是,此爲敝處獨有之品。

君能略減其價否。

否,吾所索價,非軼出常軌者;是傘乃以最佳之質料製成,且配以堅固而輕之骨,及一非常精製之柄;價格低廉者,敝處亦有多種,由三元起碼,但足下將畢竟覺其不佳耳。

哦,是亦極合於理,然吾仍以爲君能略減其價;八元代價,君意云何。

不能,是乃令我無以爲食耳。

既若是,設我與君八元半何如。

不克從命,殊以爲歉。

既如是,吾意必須付君該價矣。

If you will kindly leave your address, I'll send the umbrella round for you.

倘君賜留尊寓住址，  
吾將爲君送交是傘。

Don't trouble, thanks.

無須奉擾，敬謝。

### At a Jeweler's (1)

### 珠寶店中之談話 (一)

I am thinking of buying some jewelry; do you know of any place?

我欲購買珍飾，君有店認識乎？

Oh, yes; there is one quite near here.

哦，是也，有一店距此地殊近。

If you could give me the address, I would be so much obliged.

倘君能與我以地址，則我甚感。

Here's one of their business cards.

是處有該店之告白單。

Oh, I know that place quite well by name.

哦，其名我聞之熟矣。

I understand that they are doing a pretty good business.

吾聞該店生意甚盛。

Do you think there is no danger of my being taken in over quality or price?

君以爲我於貨色價格，不致有受騙之虞乎。

I don't think so; I have dealt with them since they were first established; and they have always given me satisfaction.

吾以爲不致若是;自該店創辦以來,吾卽與之交易,常能令我滿意也。

I suppose you would not mind my mentioning your name to them.

吾向之提及尊名,度君亦以爲無礙。

Certainly not; they will be glad to find themselves remembered by an old customer.

斷然無礙,彼等知其爲老主顧所不忘,蓋將甚樂。

It's very kind of you. Well, I think I'll just run across there, and see if there are any bargains to be picked up.

君誠仁厚;既若是,吾欲卽到該處,看有無便宜之物可以選擇也。

Good morning, I just step in to see if you have anything to suit me, as Mrs. Brown spoke so highly of you.

早安,吾來此看尊處有無適我所用之物,蓋白郎夫人稱揚尊處殊甚也。

Oh! Mrs. Brown is one of our oldest customers. It was kind of her to remember us. Well, now, what can I do for you, madam?

哦,白夫人爲敝店之老主顧,蒙彼記憶,極爲仁厚;夫人,現在我可爲君效勞者何耶。

Have you any really nice rings? Some that you can honestly recommend?

Certainly, madam, here are some in heavy eighteen carat gold, and of exquisite workmanship.

Let me try this on. Oh, I'm sorry it's rather too large for me. You might see if you have some slightly smaller, of a similar design.

What about this? It is nicely set up, and the diamond is of particularly fine water.

Oh! yes; and I suppose the price is as nice as the ring?

No, I would let it go at a sacrifice.

This fits me well; but somehow I like the first one better. Can't you make it a bit smaller for me?

Yes, I can.

Well, then, what would be your lowest price for it?

尊處有極佳之指環而君能確實推薦者否。

有之，夫人，此為足十八加竦成色之金指環，且製作精美者。

容我試戴此環；噫，可惜我頗嫌其大；君可尋覓有無同樣而稍小者。

此環若何；乃裝配精巧，而鑽石則具有特別華耀之光澤者。

哦，誠然，我度價格之高亦如指環之美。

否，吾願虧本售之。

此環於我殊合，但我尤愛第一環，君不能為我改之使稍小乎。

然，能之。

既若是，則其最低之價若何。

The lowest I can go will be thirty-five dollars.

吾所能索最低之價，爲三十五圓。

Can you get my initials engraved on it?

君能將我名之首字雕刻於其上否。

Oh! yes, I'll put one of our best hands on the job, and will make no charge for the work.

可，吾將用一精工任其事，且不索酬。

Well, I'll take this.

善，吾即購此。

What are your initials?

尊名之第一字母爲何。

My initials are B. H.

吾名第一字母爲B.H.

Very well.

甚好。

I want a gold chain. Mine is growing old-fashioned. What would you allow me for it, in exchange for an up-to-date one?

吾要一金鍊；吾所有者行將不合時派，以之易一最新者，君擬給價幾何。

Will you let me weigh it?

君能任我權其輕重否。

Here it is.

鍊在是。

I would allow you \$40 on this. Here is a splendid chain of exquisite workmanship.

此物吾擬給汝四十圓；是處有一華麗之鍊而製作極巧者。

Yes, it is quite lovely; I suppose you'll guarantee the gold?

然，是鍊殊可愛，吾意君亦擔保其金質否。



Certainly.

必然。

Do you make all these things yourself?

所有各物，皆尊處自製者耶。

They are all made in our own premises.

彼等均敝店所自製。

Well, I've a mind to take that chain; only I am afraid you'll be asking more for it than I can afford.

善，吾有意要彼鍊，惟恐尊處索價過乎我所能出者。

What do you say to sixty-five dollars? It's the lowest I can let it go for.

索價六十五圓，尊意云何；是乃吾所能賣出之最低價格也。

Oh, that's a long way beyond me. Can't you come down to fifty-five?

噫，是則去吾殊遠矣；君能減低為五十五圓否。

I'll knock off the five dollars, and make it a round sixty.

吾即減去五圓，使之成整數六十圓便是。

All right, then; I'll take it at that.

既如是，甚好，吾即照該價買之。

Well, I must congratulate you on getting a real bargain. What else can I do for you?

善，吾必頌君得一便宜之買賣也；吾更可為君效勞者何耶。

Not to-day, thanks. You might pack these all neatly for me, and if you let me have the bill now, I will pay you cash down.

今日無須矣,敬謝;君可將此諸物,爲我整齊包裹之,如君現時能以發票與我,則吾立即付款可也。

Thanks, here's the bill; and here's the packet.

謝謝,此處爲發票,此處爲包。

I think there's a mistake in the bill.

吾意發票有錯誤。

Let me see. Oh! yes, we have overcharged you fifty cents, we are sorry for this oversight.

任我觀之;噫,是也,吾等多開五角,殊以爲歉。

I can see it was a slip of the pen.

是乃筆誤,吾所知也。

### At a Jeweler's (2)

### 珠寶店中之談話 (二)

Good morning, you seem to be doing a good business.

早安,尊處生意,似乎殊佳。

Good morning. Thank you for the kind remarks. Did you find your last purchases satisfactory?

早安,敬謝惠言;足下覺前次所辦之貨稱意否。

Perfectly, thanks.

並無缺點,敬謝。

Well, what can I do for you?

善,吾能爲君效勞者何耶。

I look in now to ask you if you can make me a cuff link to match this.

Just let me have a look at it a moment, please. Oh, yes, this was made in France, evidently; and is a marvelous bit of work.

Do you think you can copy it exactly?

Sure, but it will take some little time.

That doesn't matter, so long as you get it done exactly the same.

I suppose you can leave this with us for a pattern?

Certainly, of course. By the way, what is the price of that silver flower vase?

That is not for sale: it is a bespoke order.

Well, no matter: what is the meaning of that figure over there?

吾來蓋欲問君能否爲我造一袖口鏈環以配此也。

請容我觀看須臾；啊，是也，此物顯爲法國所製，乃一奇異之工作也。

君思能摹倣正確否。

必能，惟稍費時光耳。

是無妨，祇求君能製得絲毫不錯而已。

吾欲尊駕留之於此，以作模型。

當然；順便請問彼銀花瓶之價若干。

其物非賣品，乃預定之貨也。

既如是，可以勿論；在彼之圖，其意爲何。

That's a crane; an emblem of longevity. I can make a duplicate for you, if it takes your fancy.

Not for the present, anyway, thanks.

其圖爲鶴,長壽之表記也;如君中意,我能爲君做造一枚.

現在無須,謝謝.

### At a Curio Shop

Good morning. What have you on hand in the way of curios?

Well, we have a pretty wide range. Please come in and see if anything takes your fancy.

Is this blue and white vase a genuine one?

Yes, it's a rare one too.

What's the age?

It's Kang Hsi.

What! is that Kang Hsi? Don't bluff me.

We never take advantage of the ignorance of any of our customers.

### 骨董肆中之談話

早安,尊處存有何種骨董.

善,敝處所有種類甚繁,請進內參觀,亦有君之所好否.

此青花瓶是否真物.

誠然,且爲罕有之物.

其年代爲何.

康熙年代.

何謂也,是乃康熙年代耶,幸毋欺我.

敝處對於客人,向不利其不知,有所欺騙.

Whether it's a genuine one or not, it doesn't concern me. I won't bother any more. But please show me some old coins.

其爲真贗，與我無涉，我亦不願再有奉擾；但請以古錢示我。

All right, we have a large collection, including some very quaint old ones.

從命，敝處收集甚富，中有極爲奇古者。

Can you guarantee their genuineness?

君能擔保其真確否。

No, not coins.

不能，古錢不保。

How do prices run?

價值若干。

This one of the Han dynasty is two dollars: that of the Yuan only seventy-five cents.

此枚爲漢代古錢，價二圓，彼枚爲元代古錢，價七角半。

Well, I'll take one each. Now, if you have any really A 1 screens, I should like to have a look at them.

甚善，吾擬每種買一枚。君亦有真正第一等之圍屏否，吾頗欲一觀也。

We have only one pair on hand of a very big size. It's Kien Lung five-color. There it is.

敝處祇有極大圍屏一對，乃乾隆年間之五彩屏，即在彼處。

Ah; that looks like something quite out of the ordinary run.

嘻，觀此殊非尋常之物。

It's a gem, in fact. We got it from a high official of the late Manchu court.

Is that so? What do you ask for the pair?

Two thousand dollars.

Oh, my! What a terrible price; I can't offer you half as much.

Yes, it seems to be high at first sight; but if you examine it closely, you'll find it worth the money.

Well then, leave it alone. I'll look for some other things.

Have you any famous old pictures?

We have a few mostly of the Sung dynasty. They are all hung up here.

That one with an eagle on a perch appears to be something quite quaint.

It's supposed to be from the pen of the Emperor Sung Siang. But to tell the truth we can't vouch for its genuineness.

此物實為珍品；敝處乃由前清某大臣得來者。

然耶，此一對君擬索價幾何。

二千圓。

噫，天乎，其價抑何可畏，吾不能還一半之多也。

是，驟觀之，其價似乎頗昂，然足下細加考察，即知其值得此價。

既如是，姑請置之；吾擬另觀他物也。

君有著名古畫乎。

敝處有若干，多數為宋代之畫，均掛在此間。

其畫繪有一鷹棲於枝上者，似頗奇特。

此畫疑為宋襄宗之手筆；雖然，實相告，吾儕亦弗敢保其為真也。

Well, well, you are pretty candid in some ways.

善哉，善哉，君等有時亦頗誠實。

We can't stake our reputation.

吾儕不肯自壞名譽。

At how much would you be prepared to part with it?

誠問需值幾何，君等方能將此售出。

Not less than ten dollars: the others are much higher.

不能少過十圓；別種之價，較此尤高。

So, I suppose I must take it at your price. Have you any bronze incense burners?

然則吾祇可照尊價買之；尊處有古銅香爐乎。

Here's a grand collection from the Han to the Ming.

由漢代以迄於明，是間所藏甚富。

What do you say to that piece?

彼座君以爲如何。

Not half bad, if you take my word.

足下如信我言，是亦不惡。

It's queer-looking, but I am afraid it's not genuine.

形狀殊爲怪特，但恐其不真耳。

O yes, it is; it's a rare one too.

確係真者，且屬罕有之品。

How much would you ask for it?

君擬索價幾何。

Forty-five dollars. It's a sacrifice.

I'll give you forty dollars. If you agree, please pack them all up for me.

All right, we'll let you have it at that.

How much is it altogether?

Dollars fifty-two seventy-five.

Let me have a pen and I'll make out a check

Here's a pen.

Now, please see if it's all right.

Quite right, sir, thank you.

Good-by.

Good-by.

四十五圓, 蓋已犧牲本錢矣。

吾擬與君四十元, 君如合意, 請將各物爲我捆包。

從命, 敝處任君以該價得之便是。

合計共價若干。

共價五十二圓七角半。

請與我一筆, 吾擬寫一銀票。

筆在是。

請看是否無誤。

甚合, 先生, 多謝。

再會。

再會。

### At a Pharmacy

Yes, sir, what can I do for you?

I want a bottle of Sana-togen.

### 製藥所中之談話

先生, 吾能爲君效勞乎。

我要一瓶散拿吐瑾。



Let me see if we have any still in stock, the war has cut short our shipments.

Is that so?

Oh, yes, there are very few steamers on regular running now.

Too bad, indeed, I wish the war could be stopped at once.

Every one so desires. Ah, you are lucky enough. Here's the last bottle.

How much?

Three dollars.

What? As high as that? I remember I paid only two fifty for my last bottle.

Yes, that's before the war. Everything has now advanced twenty per cent.

What a terrible effect the war has on our daily living! I suppose I must pay three dollars for that bottle.

Very hard on the householders, indeed.

容我一觀存貨中尚有否,蓋歐戰起後舶來品頗減少也。

然耶。

然,現在依期來往之船甚少。

是誠不佳,吾願戰事立刻停止。

此則人人所欲者。噫,君真幸哉,是處乃尚有最後之一瓶。

價幾何。

三圓。

何謂耶,其價竟高至如是耶;吾憶前次所買者,祇付價二圓半而已。

誠是,蓋在歐戰之前耳;現時各物已漲價二成。

歐戰之影響於吾人日用者,抑何可駭哉。此瓶我祇能以三元購之矣。

主持家政者,實甚困難。

Well, put it aside and show me some scent—something for the handkerchief.

Yes, sir, you'll find a large selection in this case—all the usual lines.

What can you recommend for a lady?

That depends very much on individual taste. Violet is very popular now.

What about cashmere bouquet?

It's not bad.

And these miniature extracts?

They are not good as presents for a lady.

Put me down for that box of violet. What toilet soaps have you?

What do you prefer, scented or unscented?

Really I don't mind which, so long as it's good.

Here's the well-known Pears' brand—it's a capital soap for the skin.

請置旁邊,並示我以香水,可為手帕用者。

從命,先生,此廚中陳列甚多,均屬普通種類,足下可以選擇。

合女子用者,君能推薦何種。

此則全視乎各人之所好;現時紫蘭香水,殊屬通行。

克什未爾香水如何。

是亦不惡。

此等玫瑰精若何。

是物不宜贈送女子。

請為我留置彼盒紫蘭香水。君有何種盥洗用肥皂。

君要何種,有香者乎,抑無香者乎。

吾取何種,本無成見,祇須其佳者耳。

此為著名之梨子牌,乃皮膚用之第一等肥皂也。

Haven't you anything better?

Well, we have a wide selection. But really we can't recommend a better soap than Pears'.

I have been using Pears' for a good many years and I want a change.

What do you think of this—the Dog brand?

It smells too strong.

And this Colgate brand?

Yes, it's better.

It's a superfine soap, and the price is also very reasonable, only seventy-five cents a box.

I'll try a box. What are those boxes?

They are trial boxes for free distribution. We'll let you have a box.

Thank you. What's that bottle with a blue ribbon?

It's shampoo mixture—our latest specialty, a luxury for cleansing your hair and scalp.

君有更佳者否。

然，敝處所有，可以供選擇者甚多；但我所能推薦者恐無更勝於梨子牌者。

吾用梨子牌已多年矣，吾現擬另用別種。

君以爲此種狗牌何如。

香氣太濃。

然則此可路基牌又何如。

然，此種較佳。

此爲極佳之肥皂，價格亦殊相宜，每盒祇七角半耳。

我擬試用一盒。彼處諸盒爲何物。

乃贈送試用之品，不取價值者，吾等可任足下取用一盒。

謝君，瓶之有藍帶者何物耶。

是乃洗頭之藥，敝處最新之特製藥，而清滌頭髮之精品也。

How are you selling it?

尊處如何售之。

Only a dollar a bottle—  
a splendid value for the  
price.

祇一元一瓶，此價甚  
值得。

You know how to puff  
your goods all right. Any-  
way put me down for one  
bottle.

君等善於吹噓其貨。  
然無論如何，請以一瓶  
與我。

Anything more?

尙要他物乎。

No, thanks. How much  
does the bill come to?

否，多謝。其帳應共  
幾何。

In round figures, five  
dollars.

整數五元。

Here's your money.  
You might send the packet  
to my house, No. 10 Woo-  
chang Road.

銀在是。該包貨物，君  
可送至武昌路第十號  
敝寓。

To be sure. Good-by.

必然。再會。

Good-by.

再會。

## At a Department Store

## 商品陳列所中之談話

### (a) In the Fancy Goods Department

### (甲) 裝飾品陳列部

Good morning, madam;  
what can I do for you?

早安，夫人，吾將何以  
爲夫人效勞耶。

You might show me  
what you have in silk  
gloves.

請以君所有之絲織  
手套示我。

Yes, madam; light or dark?

Dark, please.

How does this suit you?

It's a lovely color; but rather too dark.

Perhaps this is more to your taste.

That seems more like it; but this pair seems a bit too tight. I suppose I may try them on?

Certainly, madam; let me stretch them a bit.

Oh, yes; they seem a perfect fit. How much?

Three dollars a pair.

I'll take this pair. Can you show me anything new in the way of gentlemen's ties?

We have quite a large assortment of the latest fashion. Is there anything among these that would suit you?

These seem rather dead; I want something in a brighter color, and of a more striking pattern.

是，夫人，欲色淺者乎，抑色深者乎。

請擇色深者。

此件合尊意否。

此件顏色甚佳，但未免過深。

意者是件必合尊意。

是件似乎近之，但此雙手套似乎太窄，吾擬試穿之可乎。

可，夫人，請任我先拉而寬之。

嘻，可矣，此雙似已適合；其價幾何。

每雙三元。

吾擬購此雙。君能以新式之男子領帶示我否。

敝處所有者，種類甚多，皆係最新款式；不知此種之中，亦有合尊意者否。

此種顏色似覺稍鈍，吾欲得顏色鮮艷而花樣新奇者。

Here's a large range in spots, stripes, and fancy patterns, to suit the most fastidious taste.

Yes, that seems about what I want. What are you asking for this?

The prices are marked in plain figures on the tags.

Ah, so I see! Well, give me a couple of these.

Thank you; what next?

I think this is all, to-day, thanks. But I shall be looking round again shortly.

I hope so. We like to see customers call a second time.

### (b) In the Hat Department

What is this year's style for soft felt hats?

This style is all the rage just now; try it on.

Where's your glass?

此處花樣,如星點,如條紋,及其他一切奇形異樣,莫不類聚,以供取精者之選擇。

然,吾之所欲者,此類似近之矣。此件索價若干。

簽條上,有清楚數目字,標明價格。

噫,我見之矣,可取此類之兩條給我。

謝君;尙要他物乎。

謝謝,吾所欲得者,卽此足矣;但不久吾將復來也。

我亦如是希望。敝處甚願各主顧之一再惠顧也。

### (乙) 帽子陳列部

本年柔質氈帽之款式若何。

目下所通行者,卽此種款式是也,請試戴之。

鏡在何處。

Here it is.	鏡在此處。
It fits me well; how much?	此帽頭寸適合; 價格若干。
Seven fifty.	七元五角。
That's a bit stiff.	此價稍昂。
By no means. This one is cheaper—it costs about half of the other, and it is in this season's latest style.	不然。此帽之價較廉, 其值僅及彼帽之半, 且爲本季最新之式。
That's not at all what I want. The crown's too low, and the brim's too narrow.	此類殊非我意之所欲, 頂太低, 邊亦太狹。
How do you like this, then?	然則君亦好此種否。
That's better; how much?	是帽較佳; 其價若干。
Four fifty.	四元五角。
You can pack this up for me.	君可爲我包之。
Thank you, what next, please? We have some nice black hats just in. Or would you like to have a look at our fancy caps?	謝君, 尙要他物乎。敝處現有新到之精製黑冠。或者如華美之便帽, 君亦欲一觀其物否。
Not to-day, thank you.	謝君, 今日不要矣。
The parcel is ready for you now.	帽已爲君包妥矣。

Here's the money.  
Thank you; good-by.  
Good-by.

銀在是。  
謝君，再會。  
再會。

(c) **In the Remnants  
Department**

(丙) 零碎布料陳列部

I notice you are advertising some bargains in remnants. May I have a look at them?

吾見尊處廣告，有零布廉價發售；可任我一觀乎。

Certainly, madam. The remnants bargains are over yonder. If you will kindly step this way, please.

可，夫人。零布廉價發售部在彼處，請由此入可也。

This lot is quite lovely! How much is it?

此堆甚佳，價若干。

The price is marked on each lot.

每堆均有價格標明。

Oh, yes; two fifty.

嘻，然；此二元五角也。

That's a bargain, isn't it?

是誠廉價，然乎。

I don't know. Perhaps it is so.

吾不知，或者是也。

Is there nothing else I can do for you to-day?

吾所能為夫人效勞者，今日別無他事乎。

Not to-day, thank you. I think I have done pretty well for one day's shopping. You might make out my bill, please.

今日無之矣，謝君。吾意今日購物已多，請開具價單可也。



Just eight dollars.	適爲八元。
You might send the parcel to this address.	請將是包照此住址 送去。
Here's the receipted bill.	收據在是。
Thank you.	謝君。



### At the Post Office

### 郵局中之談話

Have you any poste res- tante from London, for James Kinnard?	尊處有從倫敦寄交 詹斯堅那之存信乎。
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I beg your pardon, sir; what is your name?	先生, 祈君寬恕, 君名 爲何耶。
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Here is my card.	吾名片在是。
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I think not, but I'll see, if you'll kindly wait a moment.	吾意無之, 然君若能 稍候須臾, 吾可一查。
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You won't be long, please, as I'm rather in a hurry this morning.	請君幸勿過久, 蓋我 今晨頗忙也。
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Yes, here are five letters; but there are two of them you have to pay four cents each.	是, 此處有信五封, 惟 中有二封, 君須每封補 費四分。
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That means eight cents altogether, doesn't it?	共爲八分, 然否。
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Yes.	是。
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Here's a ten-cent piece. Please let me have the balance in stamps.

此處爲一角,餘數請以郵票給我.

What is the postage on this letter, please?

此信應付郵費若干.

Three cents.

三分.

Would you kindly see if this letter is over weight?

請驗此信過重否.

Let me weigh it. Yes, it wants another three-cent stamp.

任吾權之;是,須再加一個三分郵票.

Am I in time for the Siberian mail?

附西伯利亞火車寄去,尙合時否.

I am sorry; you have just missed it. But you have a chance of catching it if you send your letter to Nanking by train.

可惜已不及矣;然君若由火車寄尊函於南京,尙有機會及之.

What are the size limits for foreign parcels?

寄往外國之郵包,其大小之限制若何.

They vary according to the country. Where do you want to send yours?

因國而異;君擬寄往何處.

To Germany.

寄至德國.

Sixty centimeters every way. The maximum weight is five kilo.

周圍六十厘米;最重之量爲五斤.

You might cash this money order for me, please.

請君爲我兌換此匯票.

The next window to the right is for money orders.

Please sign your name on the back of the order.

I want a money order for five pounds for London. What would that be in dollars?

Dollars sixty. Here is an application form. Please fill in the blanks.

Would you kindly tell me how long it takes a letter to go to America from here?

Usually nineteen days; but if there is anything of value in the letter you had better register it.

What is the extra charge for registration?

Five cents.

Could you kindly trace a missing letter for me?

What's the matter?

I mailed a letter to Peking on the 14th, and up to the 25th it had not reached its destination. How do you account for it?

右首第二窗口，乃銀票兌換處也。

請簽尊名於票背。

吾要一五磅之匯票，寄至英國，照銀圓計，應為若干。

六十圓。是為匯單，請填寫空格可也。

由此處寄函美洲，需時多少，君能告我否。

通常十九日，若信中有要件，以掛號為宜。

掛號之額外費幾何。

五分。

君能為我查一遺失之信乎。

何事。

十四號吾郵寄一信於北京，至二十五號，仍未收到，君能說明其故否。

Are you sure the letter was posted on the 14th?

It was, as far as I know. My servant told me he had distinctly recollected posting it on the evening of that day.

Well, how did you learn of its non-arrival?

By a letter just to hand.

May I look at that envelope, please?

Certainly; here it is.

This letter is posted at Peking on the morning of the 18th. Your letter might have left here on the morning of the 15th, so it might not reach your correspondent there till after his letter was written.

Ah, yes, your explanation is probably correct. I simply supposed that mine had left here on the 14th. Excuse me for having troubled you.

君確信該函在十四號付郵乎。

以吾所知則如是。吾僕告我，彼明明記得於該日晚上付郵。

既若是，君何以知其未到耶。

適接來信故知之。

吾可一看其信封否。

可，信封在此。

此信乃在北京十八號早上付郵；尊函或於十五號早上離開此地，故此信寫畢付郵時，尊函或尚未達到該處也。

哦，是也，足下所云，或者無誤；吾祇以爲我函在十四號已離此地耳。有勞足下，幸恕我。

**At the Telegraph Office****電報局中之談話**

Is there any telegram for me?

有電報與我乎。

What is your name, please?

請問先生姓名。

My name is John Geldart.

吾名機羅達約翰。

Let me see. Oh, yes, there is one from Kiu-kiang.

容我觀之。哦，是也，有一電由九江來者。

Is this the one?

其電即此件乎。

Yes. Please sign this receipt.

是，請簽名於此收條之上。

I can't understand the message at all.

此電文吾全然不明白。

How is that?

此是何故。

I think there must be either some omission or wrong spelling.

吾意必有缺漏或綴字錯誤之處。

Probably the original message had some words illegibly written.

或者原文有模糊之字。

Then, what can I do?

然則吾將奈何。

You can have your message repeated.

君可使原電再發來一次。

Am I to pay for the repetition?

吾須重給電費否。

Yes, one quarter of the whole amount.

Please have it repeated.

Now, this is the repeated message.

Oh! I see. There's the mistake.

The charge is dollars two—one quarter of the amount eight.

Here you are.

Thanks.

By the way, sometimes I find some words mutilated in a message. Do you charge something for repetition?

If the mutilation is done by the censor, as in the case of war, no repetition can be made.

Is that so?

I want to send a message. Let me have a printed form, please.

Yes, here it is.

How much will that message cost?

Six dollars.

然,須給全數四分之一。

煩將原電再發來一次。此即再發來之電文也。

噫,我明白矣,誤謬即在彼處。

電費二元,乃原數八元之四分之一也。

電費在是。

多謝。

順便請問,有時吾見電文之字有削去者,足下亦索其再打之費否。

若所刪削者係戰爭時檢察員所為,則不能再打。

然耶。

吾欲發一電報,請以印就之格式與我。

遵命,格式在此。

該電需費若干。

六圓。

How did you count the number of words?

字之數目，君如何計法。

The address is counted as two words.

住址作兩字計算。

Oh, I see.

哦，我知之矣。

If I send a cablegram to New York now, how soon can I have an answer?

設我發一電至紐約，須幾久方能得有答覆。

Well, if the addressee replies promptly, you will probably get your answer by to-morrow afternoon at the latest.

如收信者答覆迅速，或者遲至明日午後君可得其覆電。

How much a word would a cablegram to New York cost?

至紐約之電報，每字需費若干。

Two dollars forty.

二圓四角。

Suppose I send a wire, with "reply waited for at the office," how shall I indicate it?

設我發一電報，而在電報局候覆者，我將若何表示之。

If you will kindly write "R. W." before the address, that will be all right.

若尊駕於住址之前，用“候覆”二字，即合格矣。

Then please send this message for me.

然則請爲我發此一電。

I am sorry it cannot be transmitted for a while, as communication with America has been interrupted since yesterday.

暫時不能傳遞,至以爲歉,蓋自昨日起美洲之通信已斷絕也。

Then I suppose the only thing to do is to leave it with you. Please try to get it through as soon as the line is working again.

既若是,我意惟有將此件存諸尊處耳;一經電線修理之後,煩即將其發出。

If you are in a great hurry, it would be better for you to add the word "urgent" after the address.

若尊駕欲電報速達,似以加一“急”字於住址之後爲尤佳。

Do you make a charge for that word?

其字君亦索費否。

Yes, it is the usual rule.

然,此乃常例也。

So I have to pay two forty more. Here's the money.

若是,則我又須再交二圓四角矣,其銀在此。

Thanks. This is the receipt.

多謝,此爲收單。



**At a Money Exchanger's****金銀兌換肆中問答**

Change this note, please.

請換此票。

What kind of change do you want?

君要如何兌換。

Five dollars paper, three silver, and two small money.

紙幣五圓,大洋三圓,小洋二元。

Here they are. Please count them.

銀在是,請點收可也。

Are they all good?

彼等皆好乎。

You had better examine them yourself.

君能自驗之尤佳。

This one doesn't look proper. Will you change it?

此枚看來不佳,君可調之否。

It looks nothing wrong. Anyhow, here's another.

彼無劣處,雖然,當以他枚易之。

What's the dollar rate to-day?

今日洋價若何。

Seventy-three.

七錢三分。

How much is five taels worth?

五兩之值若干。

Six eighty-five.

六圓八角半。

Do you buy gold sovereigns?

君收買金幣否。

Yes, to-day's rate is ten ninety-five.

然,今日之價爲十圓九角半。

How did you arrive at that figure?

彼數君如何計之。

Sterling exchange is two six to the tael and dollar rate at seventy-three.

Oh, I see.

英幣兌換,則每兩可換二先令六便士,銀價則七錢三分。

呵,我知矣。

### With a Customs Officer

Gentlemen, all your luggage must be taken to the Customs House before it can be removed.

Where does the examination take place?

At the Customs jetty.

Are you the examining officer, please?

Yes, what is it?

Would you be so good as to examine my luggage now?

Where are you from?

From the China.

What are these?

My own wearing apparel, nothing more.

Nothing to declare?

Not that I know of.

### 與稅關員司之談話

諸位先生,尊處所有行李,均應先至稅關,然後方可搬運。

在何處查驗。

在海關碼頭。

足下是否為查驗員。

然,有何事故。

此時君能查驗吾之行李否。

君從何處來。

從支那號來。

是為何物。

乃吾自己穿着之衣服,並無他物。

無報關之物乎。

以吾所知則無之。

What is there in that leather bag?

彼革囊之中爲何物。

Oh, only a few little presents for my friends. You can open it and see.

不過些須贈送友人之禮物耳，君可開而驗之。

All right, you can take your luggage away.

可矣，君可將行李取去。

You should have your luggage examined here.

君應將行李在此查驗。

Why? these are only personal effects.

何也，此物祇余私人之用具耳。

That may be so, but it is the rule to examine everything landed from a ship.

或者如是，但凡物由船登陸者，照例應受檢查。

Here are the keys. Please be careful in searching. There are some fragile things in it.

諸鑰在此，請小心搜查，其內蓋有易碎之物也。

What is that in the other corner?

在彼隅者爲何物。

Only a few things for my own use.

祇少數自用之物耳。

What are the contents of this trunk?

此衣箱所藏何物。

Only clothes and articles of wearing apparel.

祇衣服及穿着用之零碎物品。

What is in that box?

何物在彼箱中。

A few books and prints.	書籍數本,及印刷品.
You will have to pay duty on these.	此物君應納稅.
Why? they are simply samples.	何故,此不過樣子而已.
I am sorry; you have more than the regulation allowance of samples.	歉甚,足下所有樣子,乃多於章程之所許也.
Tell me, then, how much I must pay.	然則應納稅幾何,請告我.
You must make out an application, go round to the General Office and pay the duty there.	足下須填一稅單,至總關納稅.



### At the Customhouse

### 海關上之談話

I want to ship fifty piculs of cotton to Manchester; what procedure shall I observe?	我要運載五十擔棉花到曼徹斯特,我應該怎樣辦法呢?
Is it Shanghai cotton?	是上海棉花麼?
Yes, it is.	是上海棉花.
Well, you have to make out an export application and attach it with the shipping order.	你應該做一張出口報單,附一張裝貨單,就可以了.

Is the cargo required to be examined?

貨物要驗過麼?

Yes; it is a matter of course.

那個自然。

When will it be examined?

什麼時候纔查驗呢?

When you send in the application, we will mark on it the place where it will be examined.

你送報單來的時候，我們就將查驗的地方，記在上面的。

Is that so? Here is the application.

這樣的麼? 這就是報單了。

Now, take the cargo together with this application to the wharf where the steamer is lying. You ask the Customs examiner there to hold the examination.

現在你拿貨物同這報單到輪船停泊的碼頭，叫那處的驗稅員查驗便了。

Thank you. But what shall I do when the examination is over?

多謝你。但查驗之後，我該怎樣辦法呢?

Come right back to the waiting room, where you will get a Duty Memo calling on you to pay the duty.

你一直回到等候室，就可得到一張海關驗單，教你納稅。

Where shall I pay the duty?

我在什麼地方納稅呢?

At the Bank of China, right behind this office.

How shall I get the stamped shipping order?

When you have paid the duty, the Bank will give you a receipt. Present the receipt at the Duty Memo Desk. The application will be passed on to the Export Desk to be stamped together with the shipping order.

Thank you for all these directions.

在中國銀行，就在本關後面。

我怎樣可以得到海關蓋印的裝貨單呢？

你納稅之後，銀行就給你一張稅單。你拿了這稅單到海關驗單處，那報單同那裝貨單就可以送到輸出處蓋印了。

多謝一切指教。

I want to enter the steamer China in advance.

Have you brought with you the telegram announcing her departure from the last port of call?

I have; here it is.

I'll give you a number in order to enable your shippers to send in applications.

我是來預報支那輪船進口的。

這輪船在最後到的港口打來開行的電報你帶了來麼？

我已經帶來了；這就是的。

我給你一個號數，以便你落貨的人可以把報單送來。

Thank you very much      多謝你。  
 When will the steamer      那船什麼時候可以  
 be expected?      到了?  
 Day after to-morrow;      後天可以到了; 即日  
 she will leave on the same      便要開行的。  
 day.

---

Good morning, the      早安, 支那輪船剛纔  
 steamer China has just      來了. 這是領事署知  
 arrived. This cover con-      照單同那船鈔憑照。  
 tains the Consular Memo  
 and her Tonnage Dues  
 Certificate.

When will she clear?      那船什麼時清關呢?  
 This afternoon.      今天下午。  
 But don't forget to send      下午兩點鐘以前不  
 in her Outward Manifests      要忘記把出口艙單送  
 before 2 P.M.      來。  
 All right.      遵命。

---

I want to clear the      我要辦理支那輪船  
 steamer China.      出港的手續。  
 Where are her papers?      單據在那裏?  
 Here they are.      就在這裏。  
 Please come back at      請你四點鐘再來, 查  
 4 o'clock to check the      對貨色總單。  
 Cargo Certificates.

Have you got the papers ready for the steamer China?

你已經預備支那輪船的單照麼？

Yes, will you stay and check the Cargo Certificates with me?

預備好了，你可以同我在此查對那貨色總單麼？

Yes, I am ready.

可以的，我預備好了。

Cancel all those not appearing on the Cargo Certificates.

請你將貨色總單所沒有的一齊鈎銷。

Yes, I will.

是，我就照辦。

Now, this is the Clearance Memo.

這就是結關單。

Thank you; good-by.

謝謝你，再見罷。

**At a Steamship  
Company's Office (1)**

**郵船公司中之談話**

(一)

When will your next steamer leave for America?

尊處下次赴美之船，何時起程。

The China will sail from Woosung, on Saturday at 5 P.M.

支那號將於星期六午後五時由吳淞啓行。

What is the fare first class to New York?

到紐約之頭等船費若干。



Single, five hundred fifty dollars gold; return, available for four months, eight hundred dollars gold, and for one year, nine hundred dollars gold.

單程者美金五百五十元, 來回而四月之內有效者, 美金八百元, 一年之內有效者, 美金九百元。

What reduction do you make for a family party, say of four persons?

一家設有四人者, 君擬減費幾何。

Ten per cent off; for six persons and over, fifteen per cent off.

減收一成; 六人以上者, 減收成半。

I want one single and three return tickets.

吾要單程票一張, 來回票三張。

How long do you want the return ones good for?

君要來回票有效若干時。

Well, let me see. Give me one available for four months and two for one year.

容我思之; 請與我有效四月者一張, 有效一年者二張。

The total is three thousand one hundred dollars, and less 10 per cent is two thousand seven hundred ninety dollars.

總數為美金三千一百元, 除去一成, 則為二千七百九十元。

What is the amount in Mexican?

照墨銀計, 應作幾何。

Six thousand nine hundred seventy-five

墨銀六千九百七十五元。

I want a room on the deck.

我要一室在艙面者。

I give you room No. 14, which will give you a good view of the sea at all times.

吾與君第十四號之室,可以使君常時流覽海景也。

That's good. Here's the check for six thousand nine hundred seventy-five dollars.

如是甚佳。此處爲六千九百七十五元之支票。

Here are your tickets.

船票在此。

### At a Steamship Company's Office (2)

### 郵船公司中之談話

#### (二)

Is there any steamer going to Marseilles tomorrow?

明天有開往馬賽的船麼?

The St. Paul ought to leave here for Marseilles, London, and Antwerp tomorrow noon; but owing to unavoidable circumstances, her departure has been postponed till the day after to-morrow.

聖保羅號明天午刻應該開往馬賽,倫敦,和盎凡爾等地方;但因有不可免的事情,他就延期至後天纔開了。

Then at what time is she going?

那末他什麼時候纔開呢?

At noon, as usual.

午刻,和平時一樣。

I want to ship about five tons of cargo for Singapore. What is the rate per ton?

我要寄五噸左右的貨到新嘉坡,每噸的運費要多少呢?

What sort of cargo is it?

是什麼貨物?

Silk piece goods.

絲綢疋頭.

Well, the rate is twenty dollars per ton, and it must be received on board before 9 A.M. to-morrow.

好,每噸運費是二十元,須要明天上午九點鐘送到船上.

You might oblige me with a shipping order, please.

請你給我一張艙口單.

Here it is.

在這裏.

Will you please sign this set of bills of lading?

請你把這些提單簽名.

Have you got the mate's receipts?

你已經得到大副收據麼?

Yes, here they are.

是的,在這裏.

Where will you pay the freight?

你在什麼地方交運費呢?

Please make it payable at destination.

請你寫貨到交運費罷.

All right: here's the shipper's copy.

很好,這是運貨的單據.

**Applying for a Situation**

(1)

Good morning, sir. I see by this morning's papers that you are in want of a clerk.

But you are very young. Have you ever been in any employment before?

Although I am young, I have gained a good deal of business experience.

Have you brought any papers with you?

Yes, sir: here are all my school certificates and references from my former employers.

So I see you have studied English at the Y. M. C. A. Commercial School.

Yes, sir: I was educated in that school; and won several prizes. I only left the school three years ago.

Let me see . . . what is your name?

Chang Fu-ling.

謀事 (一)

早安, 先生, 閱今晨報紙, 知尊處需一書記.

但君年殊輕, 以前汝曾從事職業否.

吾年雖幼, 吾已得商業上之經驗極多.

君曾帶有證書來否.

有, 先生, 此即我之學校文憑, 及曩日東翁之薦書.

由此吾知君乃曾在青年會商業學校肄業者.

是, 先生, 吾在該校畢業, 且得獎數次; 吾離去學校祇三年耳.

容吾觀之 . . . 君名為何.

張輔林.

What is your age?

尊庚多少。

Twenty next June, sir.

至六月即二十歲，先生。

And you think you can manage office work?

君以為能辦理所中事務耶。

I think so, sir; I have been a general office assistant for three years. I am pretty quick at figures and a fair typist.

吾以為然；先生，吾曾充商行中庶務之職，有三年矣。吾算帳頗敏，且為一精於打字者。

What firms did you work with?

君向在何處服務。

First with Carlowitz and afterwards with Arnhold, Karberg.

吾初在禮和洋行服務，迨後則在瑞記洋行。

Why did you leave them?

君何故離彼而去。

I left the first firm for betterment and the latter on account of my father's death.

吾為求優勝，故離去第一商號，後因先父棄世，故離去第二商號。

Well, who is responsible for you?

既若是，誰為汝負責。

My uncle, sir. He would go surety for me. He is, I believe, well known to your comprador.

先生，吾叔父。彼可為吾作保證；吾知彼為尊處買辦所熟識。

What salary do you expect?

汝要薪金幾何。

I would be willing to accept a low salary for a commencement, provided of course it will be enough for my living, and there will be prospects of future promotion.

All right: I will let you know definitely to-morrow.

Many thanks, sir. I am afraid I have taken up a lot of your valuable time.

Not at all.

Good day, sir, and thank you.

### Applying for a Situation (2)

Good morning, sir; could you spare a few minutes?

Sit down, please. Well, now, what can I do for you?

I have been given to understand that you are on the lookout for a comprador. Might I ask if the post is still vacant?

從事伊始,倘所得足供吾用度,而將來能有希望者,則薪金雖薄,吾固願之。

甚好,吾明日將切實覆君。

多謝先生。吾曾費尊駕許多寶貴時光,歉甚。

不必客氣。

再會,先生。謝謝。

### 謀事 (二)

先生,晨安,足下能以少許時間見惠乎。

請坐下。哦,現在吾可爲君效勞者何耶。

聞尊處現方物色一買辦,請問此席現仍空缺否。

Well . . . yes, we do want a reliable comprador. Have you ever done anything in that line before?

I have served with the American Trading Co. for the past three years. Before that I acted as assistant comprador to Connell Bros.

When did you leave the American Trading Co. and for what reason?

I am still with them; but I am anxious to better myself. Of course, I would like you to regard this as confidential.

What references can you furnish?

I have with me a testimonial from Connell Bros.; and a letter of recommendation from Mr. Jacob, a friend of yours. Would you care to look through them?

Well . . . yes, I like to have a look at them.

善, . . . 是, 吾等誠需一可信託之買辦。閣下從前曾做過該種事務否。

吾曾服務於茂生洋行三年, 以前則充當公利洋行之副買辦。

君何時離去茂生洋行, 且因何故。

吾現仍在彼處, 惟欲獲一較優之位置耳。此事閣下如能為我守祕密, 固吾所願也。

君能備有何種薦書否。

吾有公利洋行證書, 及貴友甲克介紹書, 尊駕欲一閱否。

哦 . . . 然, 吾欲一閱。

We require very substantial guarantee.

吾等要極大之保證金。

What is the amount?

其數幾何。

Forty thousand taels hard cash.

現款四萬兩。

Well, it can be easily done; but what are your terms?

哦，此誠易事，但尊處條件若何。

We are willing to give you three hundred taels to run the comprador's office, 2% on imports and 1% on exports.

吾等願送三百兩以爲買辦事務所之辦公費，對於進口之貨，則給佣銀百分之二，出口之貨，則百分之一。

And any interest on the security?

保證金有利息否。

Yes, 5%.

有年利五厘。

Am I to guarantee a certain amount of business?

吾須擔保定額之生意否。

Not necessary, we have quite a number of old customers. Of course, we expect you to bring in as much as you can.

無須，吾等本有老主顧極多，但君若能盡力介紹，固所願也。

Will you let me have a copy of the agreement to take home for considering the terms and conditions?

閣下能任吾取一合同回去，俾得細閱其規約否。



Oh yes, you may have this copy. When can you let me have your answer?

In about five days.

Please be confidential.

It's a matter of course. Good-by.

Good-by.

呵，是也，君可取此份。君何時方能答覆。

約在五日內。

請守祕密。

理所當然，再見。

再見。

### Office Chit Chat

### 辦公室中談話

Is the American mail in?

Yes, sir, it arrived early this morning.

Send a coolie to the American Post Office to get it.

I have the mail here.

Is this all?

Yes, this is all the coolie has brought back.

Send this letter in a chit book to the Bank of China and bring back an answer.

The coolie has come back. He said that the manager was very busy, but that he would telephone you later.

美國郵包到了麼。

先生，到了，今天早上很早到的。

派一個工人到美國郵政局將他拿來。

郵包已在我這裏。

就是這些麼？

是的，這就是工人拿回來的。

用回單簿送這信到中國銀行，等候回信。

工人已經回來。他說經理很忙，以後用電話告訴你。

Show me to-day's mails closing list.

把今天的郵局寄發單與我看。

This is the mail list, sir.

先生,這就是郵局的寄發單。

Take these letters to the post office. Make haste now, otherwise it will be too late.

拿這信到郵政局去。要快些,不然就來不及了。

Yes, sir.

先生,曉得了。

Take this telegram with the pass book to the telegraph office.

拿這電報同那摺子到電報局去。

Yes, sir.

先生,曉得了。

Tell Mr. Ching that I want to see him.

告訴陳先生,說我要見他。

Do you want me, sir?

先生,你叫我麼?

Yes, take this money to the Bank of Communications and put it in the current account.

是的,拿這銀錢到交通銀行,存在往來活存帳上。

Where's the pay-in book?

存款摺子在那裏?

Here it is.

在這裏。

I want Mr. Chang.

我要張先生來。

He has not come yet.

他還沒有來。

Tell him I want to see him as soon as he comes in.

他一到來,你就告訴他我要見他。

Did you want me, sir?

先生,你叫我麼?

Yes, I wish you would be a little more punctual in the morning. I noticed this morning you were not in until almost 10 o'clock.

I am sorry I came so late this morning, but I was unavoidably kept by some private matters. I'll try to be more punctual in future.

Did you type off the letter to the China Merchants yesterday?

Yes, sir; I put it in this basket before I left.

Oh, I see! It's here. Now, this is the rough copy of another letter; make a fair copy of it at once, as I want to catch the mail.

The letter is ready, sir.

Now, type this invoice. When it is ready, give it to Mr. Lu, and tell him to make out a draft on Samuel & Co.

Yes, sir.

What is the next steamer to Hongkong?

是的,我要你早上準時候來。我今天見你差不多到十點鐘方纔來的。

今早我來得這樣遲,抱歉得很,有些私事把我耽擱的。將來我一定準時到來就是了。

昨天你把送招商局的信打了麼?

已經打了,先生,我出去以前,放在這篋子裏的。

啊,我看見了!在這裏。這是另外一封信稿;請你立刻打一封清樣,因為我要趕那郵船。

先生,信已預備好了。現在請你打這張貨單。打好了將他送到陸先生那裏,叫他寫一張向怡大洋行取銀的匯票。

先生,曉得了。下次開到香港去的是什麼船?

I'll look up the papers and let you know.

我看了報再告訴你。

You had better telephone to Butterfield & Swire and inquire.

你還是打電話到太古洋行去問一聲的好。

Yes, sir.

先生, 曉得了。

Hello! 1-4-6-5, please.

喂, 一四六五。

Line is busy.

正有人用着。

Please connect as soon as possible.

用好了請就接線。

Butterfield & Swire.

太古洋行。

This is the International Export Co. When will your next boat leave for Hongkong?

這裏是萬國出口公司。你們下次開到香港去的船在什麼時候?

The Szechwan will leave Tuesday morning.

四川輪船在禮拜二早上開行。

If we send forty cases this afternoon, will it be in time?

倘若我們今天下午送四十箱貨來, 可來得及麼?

Yes, we'll book you for the forty cases; please send your man round to get the shipping order.

可以, 我們就把這四十箱登簿; 請你派人來拿裝貨單。

Yes, we will.

是的, 我們就派人來就是了。

Be sure to do that, as the boat will clear at the Customs on Monday.

那件事一定不要忘了, 因為這個船禮拜一就要在海關清關的。

All right.

Mr. Calder, pay this bill, please.

To which account shall I charge it?

To the general charges account.

We have five hundred pounds falling due day after to-morrow.

I know that: I have told Mr. Morrison, the broker, that we want to settle that amount day after to-morrow.

We have still one thousand pounds from the old contract.

Yes, I mean to settle five hundred pounds from that contract.

Oh, I see.

By the way, give me a hundred dollars in cash.

We have only sixty on hand. Shall I make out a check for the rest?

No, don't trouble. If you give me the sixty, that will do.

曉得了。

嘉先生,請你把這帳付了。

我登入那一項帳內呢?

登在總用項內。

我們有英金五百鎊,後天就到期要付了。

我曉得的:我已經告訴捐客馬禮遜先生,我們後天要結算那帳了。

我們舊單上還有一千鎊。

是的,我的意思就是從那單上結算五百鎊。

啊,我曉得了。

我想起來了,請你給我一百元現金。

我們手裏祇有六十元。其餘的我可以打一張支票給你麼?

不必有煩了。倘若你給我那六十元,那就行了。

To what account shall I post it, sir?

先生,我該登入什麼帳呢?

Oh, this is for my private use. Let it stand over; I will give you a check to-morrow.

這是我私人用的。隨便記着;我明天給還你一張支票就是了。

**At a Bank (1)**

**銀行中談話 (一)**

I want to remit one thousand dollars gold to New York; what is to-day's rate for telegraphic transfer?

我想匯一千元美金到紐約;今天電匯的市價怎麼樣?

Sixty-four and a half.

六十四元半。(即每美金六十四元五角值華銀一百兩)。

Let me have an application form, please?

請你給我一張匯銀的憑照。

Here it is. Please fill in the amount of the remittance, the name and address of the payee and those of yours.

憑照在此,請將匯款數目,收銀人的姓名住址,及你的姓名住址填上去。

Is that all?

就是這樣麼?

Yes.

就是這格樣子。

What's the amount.

該付銀子多少?

Let me see. It's taels one thousand five hundred fifty and candareens thirty-eight.

I want to pay in Mexican.

Oh, I see! Mexican rate is seventy-four. The amount is dollars two thousand ninety-five and cents eleven.

I give you a check for that amount.

Wait, you have to pay for the telegram.

How much shall I add?

Three words at two-forty is seven-twenty.

What's the total?

Dollars two thousand one hundred and two and cents thirty-one.

Here's the check.

Thank you.

### At a Bank (2)

Is your manager in the office?

Yes, he is in.

讓我看一看,共該一千五百五十兩三錢八分。

我付的是鷹洋。

啊,我曉得了!鷹洋的市價是七錢四分,共該鷹洋二千零九十五元一角一分。

我照這個數目給你一張支票就是了。

請等一下,你還要付電報費。

我還要付多少?

每字作二元四角計算,三字該七元二角。

總數共該多少?

共該二千一百零二元三角一分。

支票在此。

多謝你。

### 銀行中談話 (二)

你們經理在事務所麼?

是,他在裏面。

Please tell him I want to see him.

請你告訴他我要見他。

May I ask your name?

請問你貴姓。

Give him this card.

請你將這名片交與他。

Please come this way.

請由此處走。

Good morning. Take a seat. What can I do for you?

早安。請坐。我可以幫你做什麼呢？

I have to meet some heavy payments to-day. Can you accommodate me with a loan for about a month?

我今天要付很大的款項。你可以通融我大概一個月的借款麼？

How much would you need?

你要多少？

About five thousand taels.

大概要五千兩。

What securities will you give?

你用什麼作抵押品呢？

Fifty China Merchants shares.

招商局的股票五十股。

Well, I think we can accommodate you; but we have to charge interest at ten per cent.

好的，我想可以通融給你；但我們須要利息一分。

That's a very high rate of interest.

那是很大的利息。



But money is scarce just now.

但是現在銀根很緊。

Well, then, I must pay this rate of interest.

既然如此，我就給你這個利息。

I wish it to be understood that in case you let the loan overrun two months, we shall have to sell the securities.

我要說個明白，倘若你將這債過了兩個月，我們就要將抵押品出賣的。

That's a matter of course.

這個自然。

Here's a deed of transfer. When you have signed that, we shall let you have our receipt.

此處是一張抵押的契據。你簽了字，我們就可以將收據給你。

These are the shares.

這就是股票。

Here are the receipt and a cashier's order for five thousand taels.

這是收據同五千兩的銀單。

Thank you, good-by.

謝謝你，再會。

Good-by.

再會。

### At a Bank (3)

### 銀行中談話 (三)

May I see your manager now?

我現在可以見你們的經理麼。

What name shall I say?

我告訴經理用什麼名字呢？

Fu Tai-sing.

符大成。

Come in, please.

請進來。

Good morning.

早安。

Good morning. Are you Mr. Fu Tai-sing? What can I do for you?

早安,你就是符大成先生麼?我可以替你做什麼事情呢?

I wish to open an account with your bank.

我想與貴銀行開一戶頭。

How long have you established here?

你在這裏開了幾久?

I have established here only quite recently.

我在這裏是剛纔新開的。

What lines are you dealing in?

你做那一種生意。

General imports and exports.

做普通進口及出口的生意。

Can you furnish us with any reference?

你可以給我們什麼證書麼?

I have with me a letter of introduction from Ching Tai, one of your agents.

我有一封介紹書,是寶號代理人程戴先生的。

That's quite satisfactory. Well, here's the signature book; will you please sign your name here?

那是很滿意的。這裏是簽名的冊子;請你簽名在上頭。

In full?

要簽完全姓名麼?

Your usual signature, just as you intend signing checks.

請用你平時的簽名,與你簽在支票上一樣的就可以了。

Shall I write my address?

我須寫我的住址麼?

Yes, if you please. Do you want a tael or a dollar account?

I want a tael one.

If you go to the cashier now, he will hand you a check book, a pay-in book, and a pass book.

Thank you very much.  
Don't mention it.

### At a Bank (4)

I want to see your manager.

Come in this way, please.

Good morning.

Good morning, Mr. Chang, how are you?

I am all right, thanks. I want you to open a credit for me in Peking, as I shall be going there at the end of this week.

About how much will you need?

Well, I hardly think over five hundred dollars.

倘你歡喜,亦可以的. 你要開規元戶,還是開洋錢戶呢?

我要開規元戶.

你若現在到會計處,他就可以給你一個支票的摺子,一個付款的摺子,同一個通帳的摺子.

多謝你得很.  
不要客氣.

### 銀行中談話 (四)

我要見你們的經理.

請由這裏走.

早安.

早安,張先生,你好麼?

我很好,謝謝.我想請你替我寫一封到北京取銀的書信,因為我將在這個禮拜的最後一天要到那邊去.

你大概要多少?

是的,我想不必多過五百元.

Very well; I will make out a letter of credit on our Peking branch.

Thank you very much.

Are you going there on vacation?

No, we have lately concluded a big deal there which requires my presence for a few weeks.

Oh, is that so? We have heard that business is quite brisk there lately.

It may be so. Be sure to send me the letter of credit not later than tomorrow.

You needn't bother about that. We'll send it to you this afternoon.

Thanks.

### At a Bank (5)

Good morning. I understand you are the correspondent to the London and County Bank, are you not?

Yes, we are.

很好;我就寫一封到北京分行取銀的信給你。

多謝你得很。

你是因放假到那裏去的麼?

不是,我們近來在那裏訂定了重要的事,要我親去幾個禮拜。

啊,這個緣故麼?我們聽說那裏生意近來很好。

或者是這樣。請你就將取銀的信給我,不可遲過明天。

你不要掛念。我必定在今天下午送給你。

謝謝。

### 銀行中談話 (五)

早安,我曉得你們是倫敦康提銀行的經理,是不是呢?

是的。

I have just arrived here from London with a letter of credit from the people there on you.

Let me have a look of the document, please.

Here it is.

Do you want to draw any money?

Yes, I want to draw fifty pounds; will you put that through for me?

The most convenient way would be for me to make out a draft for you on the London and County Bank and for you to sign it.

Thanks; I leave that to you.

Well, the draft is ready. Please sign here.

How much shall I get in Chinese currency?

To-day's rate is two six to the tael. Fifty pounds is four hundred taels.

Will you give me all in notes?

Mexican or tael?

我剛由倫敦來，帶有那處的人向你們取銀的信。

請把憑據給我一看。

在這裏。

你要取銀麼？

是的，我要取五十鎊；你可以爲我辦這事麼？

最便的方法，等我替你做一張在倫敦康提銀行的匯票，給你簽字。

多謝；隨你怎樣辦就是了。

匯票已經預備。請你簽字在這裏。

照中國銀子計算，我可以得多少？

今天的價是二先令六便士一兩；五十鎊應該四百兩銀子。

你可以完全給我鈔票麼？

你要圓數還是兩數？

Mexican, please.  
 Here you are, five hundred and forty.  
 Thank you.

我要圓數。  
 在這裏，共五百四十塊。  
 謝謝你。

**At a Bank (6)**

**銀行中談話 (六)**

I want a draft on San Francisco.

我要舊金山的匯票。

Here's an application blank.

這是空格的憑照。

Is that all you require?

你所要的就是這樣麼？

But do you want it made payable to order or bearer?

你要簽字取的還是憑單取的呢？

I like it to be made to order.

我要簽字取的。

Will you come back in the afternoon? It takes a little time to prepare a draft.

請你下午來好麼？做一張匯票，要費些時候的。

All right. Good-by.

甚好。再會。

Well, is the draft ready?

喂，這匯票好了沒有？

Yes, it is.

好了，這就是。

How much shall I pay?

我須付款多少？

Ten dollars gold at sixty-five is taels fifteen and candareens thirty-eight and at seventy-four is Mexican twenty and eighty.

美金十元，照市價六十五元美金合一百兩算，共該銀十五兩三錢八分，再拿七錢四分作一元計算，該英洋二十元八角。

**At a Bank (7)**

Will you cash this draft, please?

Let me see if we have received advice from our New York office.

Most likely you have, as this draft arrived quite a week ago.

I am sorry the advice has not yet been received. You had better come back a week later.

But the American mail will be in to-morrow.

Perhaps the advice will come by that mail. Please look in to-morrow, then.

All right, I will.

**At a Bank (8)**

Will you cash this check, please?

Ledger clerk, please post this check to your book.

There is not enough fund in the account.

**銀行中談話 (七)**

你肯把這匯票兌給我麼？

待我看看，我們接到紐約本行的通知單沒有。

大概你們定是有的，因為這匯單到了足有一禮拜了。

通知單還沒有接到，抱歉得很。隔一個禮拜請你再來。

但是明天美國的郵船又要到了。

或者通知單就由那郵船寄來。請你明天來就是了。

很好，我就明天來。

**銀行中談話 (八)**

你可以把這支票兌給我麼？

會記員，請你把這支票過帳。

帳目中存款已不足了。

I am sorry we can't cash this check; please refer it to the drawer.

What's wrong with it? Is it postdated?

The drawer will tell you about it.

Hollo! Mr. Jones, the bank people asked me to refer the check back to you.

Is that so? Please wait a few minutes; I will telephone to the bank about it.

Thank you very much.

Hollo, is that the Shanghai Commercial and Savings Bank?

Yes; who are you?

We are Tuck Chong & Co.; I want to speak to your manager.

Wait a moment, please.

Hollo, are you there?

Yes, we are Tuck Chong & Co. This morning we drew a check on you for five hundred taels, and it was dishonored. How is that?

我們不能將這支票兌現,抱歉得很;請你詢問那出支票的人。

有什麼不合的地方呢?是不是日期有錯麼?

出支票的人他會告訴你的。

喂,鍾斯先生,銀行裏頭的人叫我把這支票拿回來問你。

真的麼?請等一下;我要打電話到銀行中去問。

多謝你。

喂,你是上海商業儲蓄銀行麼?

是的,你是誰?

我們是德昌公司;我要同你們的經理講話。

請等一下。

喂,你在那裏麼?

是的,我們是德昌公司。今天我們拿支票來向尊處提取五百兩銀子,你們不肯收受,爲什麼緣故呢?



Well, my cashier told me that your available fund cannot meet the amount.

Is that so? I am sorry we didn't know anything about it. But can't you allow us to overdraw just this time?

You should have obtained our permission beforehand.

We didn't know that we haven't got enough funds to our credit.

And then, as a matter of business, we generally require securities to be placed with us.

If you cash the check to-day, we shall at least be able to balance it to-morrow.

We'll grant you the overdraft for one day, then.

I think that will do. Thank you very much.

All right. Good-by.

Good-by.

會計員告訴我，你們活期的存款不夠那個數目了。

這樣子麼？我們沒有曉得，抱歉得很。但是你們這一次不能許我透支麼？

你們應該預先得我們的許可纔可以的。

但是我們不曉得我們存款已經不夠支取。

況且生意的規矩，我們大概要擔保的物在我們這裏的。

若是你們今日把那支票兌現，我們最遲明天就可以與你結算。

既然如此，我們就許你透支一天就是了。

我想這樣子就可以了。多謝你得很。

很好，再會。

再會。

**At a Wholesale Clothier's**

**批發布肆中之談話**

Good morning, spring is close upon us, so I've come round to replenish my stock.

早安, 春季將屆, 是以吾來此配貨。

We've just laid in a very comprehensive range of all the newest lines in spring goods. What can I show you first?

春季貨物, 所有最新種類, 敝處適已存貯大宗, 吾將先以何者示君乎。

What have you in the way of fancy meltons?

至於花呢, 君有何種。

You might look through these sample clippings. I think you'll pronounce them as fine a range as any you have ever seen.

君可觀此零翦樣子, 其貨之佳, 吾意君將讚為生平所僅見。

I don't know; but don't you think they are rather thin for spring wear?

吾不知之, 然以製春季衣服, 君亦以為不過薄乎。

Well, what about these, I think you'll find them thicker. We have thick and thin, to suit all taste.

既若是, 此數種若何, 吾意君將覺其較厚矣。敝處厚薄之呢均有, 以投各人所好。

This pattern seems very stylish; but the clipping is hardly big enough to show the whole design. I'd like to see what it looks like in the piece.

此樣似乎甚時髦, 惟此碎片, 其大不足以表示其全體耳; 吾欲看其全疋之花樣若何。

Certainly, I'll get the boy to fetch the piece for you at once. (The boy fetches the piece.)

Ah, yes: quite a striking pattern, isn't it?

I should think it would take on well with your customers.

What is it a yard?

One-fifty, at thirty days' credit; ten cents off for cash down.

And that fancy tweed?

The same.

Well, I'll take five pieces of each.

Thank you.

How about these fancy vestings? Are the colors fast?

Well, I sell them as I get them from the looms. The makers say they'll wash well; but personally I don't guarantee them fast.

Are all these patterns the same price?

必然,吾可令彼童立即爲君取全疋至也。(童子以全疋至。)

啊,是,此樣子誠令人可愛,非耶。

吾意此種當得顧客之歡心。

一碼若干。

一元五角,可賒三十日,付現則減一角。

彼花絨布又若何。

一樣辦法。

善,吾擬每種要五疋。

謝君。

此製背心用之花絨如何。其色耐久否。

吾之售是,蓋自織造廠得來者;廠主固謂耐洗,然以吾私人觀之,則不敢確保也。

各樣之價同乎。

No; these are three dollars a yard; those, two-fifty. All are in quite the latest style.

Well, I'll take three lengths each of Nos. 5, 7, and 10.

Thank you. Now, I'd like you to have a look at these cut lengths.

Well, I might as well go through all you have to show me.

These are vestings; those are trouserings, all in the latest London styles, and seasonable goods.

The patterns are very striking, certainly, but the material is only shoddy.

Perhaps you'll find this material more to your taste.

Ah, yes; these are of far better quality, and really the patterns are better too.

Yes, they seem to have made quite a hit with the trade; and these are all we have left.

否,是者爲三元一碼,彼種二元半.皆最新之款式也.

既若是,吾擬於第五第七第十諸號中,各要三套.

謝君.現吾欲足下一看此裁出成套之衣料.

善,君能示我者,吾將一一觀之

此爲背心布料,彼則袴子布料,皆屬倫敦最新之式,而且合時之貨也.

樣子誠然可愛,惟材料不過舊絨耳.

或者君覺此料,尤合所好.

哦,是也,此料之佳,較彼料大相懸殊,而樣子亦實較好.

誠然,是種似極暢銷,而敝處所有者,僅此而已.

How many have you of each pattern?

尊處每樣有幾何。

Three in each of thirty varieties, making in all ninety lengths. Why not take the lot, sir?

三十種中,每樣各有三套,共爲九十套;先生,何以不要全套耶。

Well, I don't want such a large variety just now.

現時吾適不欲如是之大套貨物。

Well, supposing I offer you the lot at price of the lowest patterns?

既若是,設我奉此全套之貨,照最低樣子之價格可乎。

No; even then it's too high for a big lot.

否,雖如是,而大套之貨,其全價仍太高也。

It's all really good stuff, and you ought to be able to get it off your hands in a short time.

是物之材料甚佳,君必能於短少期間之內賣出之。

I don't know so much about that. I'm taking practically the whole of the remainder of your stock.

吾不知此。而實際上則是買清尊處所餘之存貨而已。

I should say you're getting the best of the bargain, as it is.

吾謂君方得最相宜之價耳。

Well, it's not dear; but it's not every day one can get rid of a lot like this at one transaction.

然,此亦不貴;惟於一次交易,而能銷售全套之貨如此類者,則非日日皆然耳。

Well, as it's you, I'll take off a ten per cent on the amount.

You'll have to give me a day to think the matter over, before I close definitely with you.

Very good; I'll hold the offer open for you that long; but I'd strongly advise you to take them.

Well, I'll let you know to-morrow. Suppose we leave it at that.

All right, thanks. Now what else can I do for you?

I'm afraid I can't spare any more time to-day. I'll look in again to-morrow, to let you know about the cut-lengths; and if you have any novelties to show me, I'll have a look at them then. Now I must wish you good morning.

Well, I won't detain you, if you're in a hurry. I know what a busy man you are. I hope you'll be able to give me a longer call to-morrow. Good day, sir.

既如是,則以足下之故,敝處擬將全價減去一成。

君須許我一日,俾度量此事,然後與君定妥。

甚佳,若是之久,吾可任君審度;但吾則力勸足下買之。

善,吾明日將令君知之。吾等姑如所議,暫置此事勿論。

甚好,謝君。現吾能復爲君効勞乎。

吾恐今日不能多費時光矣。明天吾再造訪,關於裁出之衣料,當令君知之;若君有最新之貨示我,屆時吾亦將一觀。今吾祝君早安。

善,足下若忙,吾不敢強留,吾知尊駕誠一公務繁冗之人也。足下明日過訪時,如能稍久,則我所望也。再會,先生。

## At a Silk Piece-Goods Shop

## 綢疋店中之談話

Good morning, your shop has been recommended to me by Mr. Sah.

早安,薩先生曾以寶號介紹於鄙人。

Oh, is that so? Mr. Sah is one of our oldest customers.

哦,然耶。薩先生乃敝店老主顧之一人也。

You might show me what you have in the way of pongees.

府綢之類,君所有者,請以示我。

Please come in this way. What about this piece?

請從此進。是疋何若。

It's too light; I want very heavy stuff.

是乃殊輕;吾要極重之質料。

Perhaps this piece will suit you. It's the heaviest you can find.

或者此疋將合君意。是蓋足下所能覓得之最重者。

What about those with stripes?

其有柳條紋者如何。

They are of the same quality, but a little higher in price.

品質相同,惟價格稍貴耳。

Will you cut me a suit length?

君可爲我剪一套之衣料否。

All right, anything else?

甚好,更要他物乎。

I want to get some white silk for a lady.

吾欲得白綢可以爲女衣用者。

What do you prefer about weight?

Not too heavy.

This is Hangchow silk and that's Soochow.

Well, both look very pretty, indeed. But how do prices run?

They are very cheap. The Hangchow one is eighty-five cents per foot, while the Soochow one is fifty-five cents only.

I should prefer the Hangchow one.

It's good for a lady's gown.

Can't you make it eighty cents per foot?

We might do it by the piece but not by the length.

How many feet are there in a piece?

Thirty-six, good for two gowns.

Well, then, get me a piece.

We have some very good silk crapes, would you like to have a look at them?

足下對於重量之選擇若何。

不宜太重。

此爲杭綢，彼則蘇綢也。

善，二者均似甚美。然價格若何。

其價殊廉。杭綢每尺八角半，而蘇綢則五角半而已。

吾擇杭綢。

以製女衣，是綢誠佳也。

君不能減至每尺爲八角耶。

以全疋計，敝處可以照辦，但以套計則否耳。一疋有幾尺。

三十六尺，可作二衣之用。

既若是，請與吾一疋。

敝處有極佳之縐紗，足下亦願一觀乎。



I don't mind if I'll not be compelled to buy.

倘不強吾購買者，則不妨觀之。

That's all right. Now, this pattern book will show you the wide range we have.

是誠然。現敝處所有之貨，此樣冊可以盡示足下矣。

What about prices?

價格若何。

It's one dollar twenty per ounce.

每兩之價，一元二角。

That's funny; you sell some by the foot and some by the ounce.

君之售物，有以尺計，有以兩計，是誠奇哉。

Well, as all Chinese piece goods are of pure silk, that doesn't make any difference. But the weight is the standard.

蓋中國綢疋，純為淨絲，故無分別，然重量則其單位也。

Oh, I see, anyhow it's no harm to me, for I have no idea to buy any.

哦，吾知矣，然勿論如何，於我無損，以吾本無意買之也。

Don't you want any handkerchiefs? We are sacrificing our stock at bed-rock prices.

足下不要手絹乎。敝處現正以最低之價，清售各貨。

Ah, that reminds me. You are a clever salesman indeed.

噫，此足以令吾記憶矣。君誠一伶俐之賣手也。

Here's a grand line for you to select. Prices are very low, ranging from two to five dollars per box of one dozen. All are guaranteed absolutely pure.

This box is about the right size, but haven't you anything lighter?

Then, what about this box?

Yes, it's better. How much is the box?

Three fifty. It's really a sacrifice.

此處有大宗，備君選擇，價格殊低，每盒一打，由二元至五元，質料純淨，可以擔保。

此盒絲巾大小頗合，然君無更輕者耶。

然則此盒如何。

是，此則較佳，其價幾何。

三元五角，蓋真虧本出售也。

## The Silk Market

How is the silk market to-day?

Rather dull at present. It will be a week before the next steamer leaves and buyers are in no hurry. Besides, there is a distinctly easier tendency, principally owing to the gradual increase of stocks.

## 論絲市

今日絲市若何。

現在銷路頗滯。下次之船出口，尚隔一週，故買客極為從容。且存貨漸多，故市面看鬆。

How about sellers?

They are inclined to push sales. So we may expect lower prices and larger sales in a few days.

How was the market yesterday?

There was considerable business done on account of a slight reduction in prices.

What is the total amount of yesterday's sales?

I have not yet been told the exact amount, but suppose that nearly two thousand piculs were sold.

What were the prices of the leading grades?

Nine hundred dollars was paid for the No. 1 native, and nine hundred and thirty dollars for those of machine filatures. Other grades were sold at corresponding prices.

What is your opinion about future quotations? Do you think they will go up?

賣者何如。

彼等正欲推銷。故數日之內或可望價格稍跌，且有大批之交易。

昨日市面若何。

因價格稍跌之故，生意甚佳。

昨日賣出之總額幾何。

其正確之數未悉，惟吾意約有二千擔之賣出。

上等種類之絲其價若何。

頭等土絲九百元，(係以擔計算) 廠絲九百三十元，別種亦賣相當之價。

足下對於將來之價格，意思云何；以為將漲否。

No, I rather think they will remain about stationary for a while.

Why do you think so? Will not the recent heavy sales bring about firmer prices?

Well, you may be right. But are you not aware that the arrivals from the interior have been much larger than the sales during the corresponding period, and that there are still immense quantities yet to arrive?

Oh, I see.

I have heard that there is but little falling off from the large sales of the past few days. Is it true?

Yes, there is still considerable business doing; nearly five hundred boxes are said to have been put into godowns to-day.

Then, I suppose, stocks have been decreased to a considerable extent?

否,我以為暫時大約無甚變動。

君何以作如是想。近來如此暢銷,乃不能使市價較穩耶。

君或無誤。但君豈不知由內地所來之貨較諸同時期所銷售者為多,且尚有無限之貨將到耶。

啊,我知矣。

我聞前數日雖有大宗交易,然價格所跌殊少,然否。

是,生意仍然極盛;聞今日已落棧者,幾有五百箱云。

然則我意存貨已大減少矣。

Yes, stocks are evidently decreasing daily, and will not be replenished till the new season.

I have been absent from Shanghai for about half a month, and have not kept track of the silk market. Will you please let me hear how prices are ranging?

As a natural consequence of decreasing stocks, prices have experienced a marked advance. The demand has run chiefly on the best classes of filatures.

Has anything been doing in waste silk?

Nothing; buyers demur at paying any advance, for the present stock is not of prime quality, and consists largely of rejections.

How about the new crop?

It is reported to be progressing fairly well so far.

What about the silk market during the last two weeks?

是,存貨顯然日減,非至新貨出市,將不能復盛也。

吾離上海約有半月,而絲市亦未嘗涉足,君能告我以行市情形否。

因存貨減少之天然關係,價格乃非常增漲,而上等之絲,其需要極盛。

亂絲有交易否。

無;買客遲遲不肯加價,蓋以現在存貨並非上等質料,且大部份皆爲人所不要者也。

新稔之絲若何。

據市面報告至今尙屬甚佳。

前二週間之絲市若何。

The higher rates asked by holders have put a stop to all transactions. I think large settlements could be effected still, if the attitude of holders was not quite so firm. However, there seems to be a little disposition on the part of holders to lower their quotations and meet the buyers.

I have heard there is some inquiry for the native filatures; is that so?

Yes, native filatures are being inquired for, but the comparatively high figures at which they are held have curtailed business.

Have you heard of any transactions this morning?

I have heard of only one.

Of what quality?

I believe it was a mixed lot.

Do you know the price agreed on?

絲戶所開之價較高，乃致所有生意停止。設使絲戶之態度不十分如是之硬，吾意仍然有大宗生意也。然就絲戶一方面而論，似稍有降低價格，以應買客之意。

吾聞土絲亦有人要購者，然否。

然，此際方需求土絲，惟所持之價較高，故生意縮小。

今早交易之事，汝嘗聞及否。

吾所聞者祇一事耳。

屬何種之貨。

吾信各種皆有。

所定之價君知之否。

Eight hundred and eighty dollars: a pretty good figure.

八百八十元,乃一極好之價也。

Do you know of any transactions with other firms?

君知其與他行有交易否。

No, I have heard of no others.

否,別種交易,吾無所聞。

How is the new crop progressing?

新稔之絲,現在進步若何。

Tolerably well everywhere, except in Chekiang, where the crop has been somewhat damaged by bad weather.

除浙省外,各處尚佳,蓋浙省收成之絲,乃為不良之天氣所壞也。

They say there has been scarcely any business during the past few days. Why is that?

據云前數日之生意殊少,何故。

Well, business was stopped for two or three days owing to a breakdown in the telegraph lines, but since they are again in working order from last night, buying has been resumed and the market is fairly active.

因電線毀壞之故,生意停止者有二三日,然自昨夜修理之後,訂購之事亦已照常,而市面亦極活動矣。

I suppose the new silk will begin to arrive quite shortly?

吾意不久新絲即到。

Yes, we are expecting to have the first arrivals in the course of the present month.

然，吾儕望第一次到埠之貨，即在本月之中。



**Commercial Prospects,  
etc.**

論 商 情

I suppose you're not in the market just now for wood oil. There is no demand for it at present. The times are bad; nothing goes right with me nowadays.

吾料尊處桐油，現正空市。其物現時購者甚少。時勢不佳；近日乃無物足以福我。

The same with me. I hope, however, that the market will soon improve.

我亦如是。惟有希望市場早日復旺而已。

The Indian Bank failed yesterday.

昨日印度銀行倒閉。

How much do you lose by it?

君因此損失幾何。

I did not keep an account there, I am happy to say.

吾未嘗存款其間，吾所樂道。



Mr. Chang Hung is driven to the wall in consequence of the failure of the bank.

He is to be sympathized with. Have you heard the latest about Messrs. Sin Lee & Co.?

No, what?

One of their promissory notes was protested this morning.

Is that so? Quite a surprise to hear that.

Yes, and I am informed this is the lifting of the curtain only.

If it should end in their total collapse, it will, I fear, involve quite a number of victims.

Undoubtedly. And once a panic starts, it is difficult to foresee where it is going to end.

It seems that there is nothing but bad news in the air just now. I hope things will soon clear up a bit.

張洪先生, 因此行倒閉, 竟爲所累.

余亦爲之擔憂. 足下最近聞及陸利公司事乎.

未也, 何事耶.

今晨有一期票, 到期未付.

然耶, 聞之殊令人驚駭.

誠然, 吾聞此事特僅揭櫫而已.

若其結果全然倒陷, 吾恐因此受累者, 其數甚衆也.

是無疑義. 蓋一經恐慌, 則結果如何, 殊難預料.

現時除不佳消息之外, 似無新聞矣. 所望者各事早日稍爲廓清耳.

Is the demand for Chinese peanuts good in America now?

近來美國對於中國花生之需求盛否。

No, the demand for this article has gone down there of late.

否，近來此種貨物之需要，該處已經減少矣。

How was business with you last month?

上月君之生意如何。

Pretty brisk, quite an improvement on the previous months.

頗形順利，較之上數月，殊覺增進也。

The cotton trade has been very active and prices have gradually risen.

棉業近頗活動，棉價亦漸增漲。

Has the market still an upward tendency?

市價仍有向上之趨勢乎。

Scarcely, prices are very steady just now.

殊少，現時價格已極堅穩矣。

How is the silk market?

絲業貿易若何。

It is over stocked, and there have been no buyers. What's the cause?

存絲過多，乃無購者。其故何也。

I don't know exactly, but they say the foreign market is terribly bad, owing to the unsettled state of Europe.

吾不確知，據云外國市場，以歐洲情形未靖之故，異常衰落。

Perhaps this explains why the exchange has fallen.

或者兌換之低跌，亦因此也。

What about the money market?

經濟狀況何似。

There is little demand for money. The banks are heavily stocked with silver.

現款需要甚少。各銀行積貯現款，爲額甚鉅。

Then, the rate of interest will go down.

然則利率定將減低。

It has gone down  $\frac{1}{2}\%$  already.

已減低半釐矣。



### At an Export Firm

### 出口公司中之談話

(a) About Tea (*between Manager and Comprador*)

(甲) 茶 (經理與買辦之談話)

How's the new tea this year?

本年新產之茶若何。

As there was excellent weather during the whole of the tea season, it has turned out well this year, I believe.

茶樹生長期內，氣候極佳；本年茶葉，當見豐收，吾可信也。

About when can we expect the first crop?

首稔之茶，約在何時可望到此。

It will be here in about ten days, they say; that's somewhat earlier than usual.

據云約在十日之後可到，較諸往時，似乎稍早。

Well, then, do you think there will be any large arrivals of new teas, at about the beginning of next month?

Hardly so early as that, I should say; but I expect large arrivals by the middle of next month.

I hear that some new tea has arrived from Kiukiang. I hardly expected it to arrive so soon.

Has it? Will you go and get a sample?

I have brought the sample here already.

Well, let me have a look at it. Oh, it is fine tea. By the way, I want to send about twenty pounds to America by the next mail as samples. Do you think it could be managed?

I think we could, as sample lots of new tea are said to be on the way.

That's good. But don't forget it.

I'll not forget.

然則君以爲下月初旬將有大宗新茶到此乎。

吾敢謂不能如是之早;但吾預算下月中旬,則有大宗之貨到矣。

吾聞已有新茶由九江來,吾殊不料其若是之早。

已到耶,君何不往索一樣子。

吾已帶有樣子來矣。

既若是,任我一觀。哦,是誠佳茶也。吾欲順便於次期郵船,寄二十磅至美國,作爲樣子。君以爲能備辦否。

吾可代辦,蓋新茶樣子,據云已有大宗在途中故也。

甚善。請君勿忘。

吾必不忘。

**(b) Buying Cowhides**

(between Manager and  
Comprador)

The sample of cowhide is in. Will you look at it?

It looks good. Yes, the sample is all right; but what is he asking for this quality?

Rather high—eighty taels per picul, delivered at our godown.

That's too much; however, I shall work out the f.o.b. price and see how it compares with the limit on hand.

Several firms were making inquiries this morning. We had better decide soon.

All right; call the dealer in, please.

He will be in before noon.

**(乙) 購買牛皮**

(經理與買辦之談話)

牛皮樣子已到。君亦欲一觀否。

爲狀頗佳。樣子合式矣；但此種索價幾何。

價格頗高，每擔八十兩，交到本棧。

是價太高，姑俟我按包運至船之價計算後，比較我所有限額若何，再行定奪。(the f. o. b. price = the free on board price, 謂其價格，連送貨至船之費，亦包在內也；the limit on hand 即欲購者所出之價。)

今晨已有數莊詢問矣。吾儕宜早決定。

甚善，可請售客進來。

彼將於午前來。

(c) **Buying Cowhides**

(*between Buyer and Dealer*)

Well, what quantity have you to offer for immediate delivery?

Only 350 piculs; but I can offer up to 1,000 piculs, if it is for near delivery, say, in two or three weeks forward.

It must be immediate delivery for our present requirements.

That can't be done.

Well, then, how much do you want for the 350 odd piculs?

Eighty taels per picul.

Suppose we offer you seventy-five?

Not so great a difference. I sold 200 piculs yesterday at the same figure.

We'll let you have seventy-six if the quality is up to sample.

Still, I can't entertain your offer.

(丙) 購買牛皮

(買者與售者之談話)

喂, 可以立即交貨者, 尊處有貨幾何.

祇三百五十擔耳; 設改日交貨, 如在二三期之後, 則吾可以售至千擔之多也.

吾等要貨甚急, 必須立刻交貨.

是則不能辦矣.

既若是, 此零碎之三百五十擔, 君擬索價幾何.

每擔八十兩.

設吾等還價七十五兩如何.

所差不能如是之鉅. 吾昨日已售去二百擔, 其價亦若是也.

若其貨與樣子不差, 吾等可以七十六兩與君.

足下所還之價, 鄙人仍然不能接受.

All right; we take the lot at eighty less 2% for commission as usual. When can you deliver the goods?

既若是;吾等即以八十兩之價買之,照例除去百分之二之佣錢。尊處何時可以交貨。

Not later than Monday next.

在下星期一之前。

Please sign this contract.

請簽字於此約。

Where do you want me to deliver the lot?

君欲我交貨於何處。

At our godown.

在敝棧。

All right; please let me have the usual 2% advance.

甚善;請以二成定金,先交於我。

Here's a check for tael five thousand.

此處為五千兩之支單。

Thank you; good-by.

謝君,再會。

Good-by.

再會。

#### (d) Offering Goods

(between Dealer and Prospective Buyer)

(丁) 議貨 (售客與未來買客之談話)

Good morning.

早安。

Good morning. How goes the world with you?

早安,足下近况佳乎。

Nothing extraordinary happens to me, I am glad to say. How's it with you?

尙未遇有特別之事,吾所樂道者。君亦佳否。

It's soso.

尙佳。

How is the home market?

國內市況若何

It's pretty active.

頗爲活動。

Is there any demand for  
sesamum seeds?

芝蔴有無市面。

Well, there is some; but  
the offers are not very  
attractive.

亦有需要者;惟所出  
之價格,殊不能引人注  
意耳。

What are they?

所出價格若何。

Taels five to six per  
picul.

每擔由五兩至六兩。

Can't they raise a little  
more?

彼等不能加價稍高  
耶。

Perhaps a quarter or so.

或者可加二錢五分。

If they can offer six  
seventy-five, I may be will-  
ing to let go 5,000 piculs  
or more for delivery in  
April.

如彼能出價六兩七  
錢半,則我願賣出五千  
擔,或五千擔以上,而於  
四月交貨。

Well, I'll wire them this  
evening and inquire if  
they would be ready to  
offer so much.

既若是,吾即於今夜  
發電,詢問彼等是否願  
出如是之高價便是。

Thank you.

謝君。

Please do not forget to  
come day after to-morrow.

後日來此,請勿忘之。

Sure; good-by.

必然;再會。

Good-by.

再會。



**(e) Inquiring for Reply**

(between Dealer and Prospective Buyer)

Good morning.

Good morning.

Any reply from the other side?

Yes, there is. They say they couldn't possibly offer more than six and a half.

So, it's rather hard on me. I let it go this time for your sake.

They want eight thousand piculs for delivery in April.

I can do that.

Here's the contract. Please sign and chop it.

Let me have a look, please.

All conditions are as usual.

It's signed.

Where's the sample you showed me yesterday?

Here it is.

**(戊) 詢問答覆**

(售客與未來買客之談話)

早安。

早安。

彼方面有答覆否。

有之，彼等謂出價不能多至六兩半。

如是，則在我一方面，誠屬困難；吾此次因足下之故售之可也。

彼等要八千擔，四月交貨。

吾能爲之。

契約在此，請簽字而交換之。

請與我一觀。

所有條例，均如曩時。

已簽字矣。

君昨日所示我之樣子在何處。

在此處。

You might have the usual 20% advance from my comprador. 其二成照例之定金，君可由敝處買辦得之。

Thank you. 謝君。

When will you begin delivering the goods at our godown? 君擬於何日起交貨至敝棧。

I think about the third week in April. 吾意約在四月之第三週內。

All right; good-by. 甚善，再會。



### At an Import Firm

### 進口商店中談話

Good morning. 早安。

Good morning. Take a seat, please. We haven't seen anything of you lately; what has been the matter? 早安，請坐。近來我好久沒有看見你了；是什麼緣故？

Nothing, only we have had such a long spell of stagnation. 沒有什麼，不過我們的貨物久不暢銷了。

Well, what's proceeding this morning? 那末，今天有什麼進行呢？

I am on the lookout for a lot of unglazed paper, for immediate delivery. 我要找一批無光紙，須立刻交付的。

I am sorry to say we cleared out all spot goods only the day before yesterday.

That's unfortunate.

I suppose you would not care to consider a forward contract? We could quote low just now, as we are in a position to command exceptionally cheap freight.

Well, that all depends on what you call "low." I could place a contract with you for, say, 5,000 reams.

When do you want to take delivery?

In May, if possible. In June at the latest; the sooner the better.

Let me see. I should think we could put it through by May; but to be on the safe side, you had better take it as a June delivery.

What is the price?

我們前天已經把存貨買光了,很是抱歉。

那真可惜了。

我想你不打算定個預約麼? 現在我們可以開個低價,因為現在我們可以得到非常便宜的運價的緣故。

也好,那就全靠你們所謂“低價”了。我可以和你立個合同,定五千捆。

你要什麼時候取貨呢?

倘若能夠快些,就是五月,最遲到六月,愈快愈好。

等我看看。我想五月裏我們可以辦妥的。但是為穩當起見,不如請你定為六月裏交貨。

什麼價錢?

We can do it at eight shillings four pence per ream.

Does that include everything?

The price is f.o.b. (=free on board) London.

I would like you to quote price ex godown.

Let me see. I think I can quote you tael six-fifty ex godown.

Well, I think that's too much.

I don't think so. The price includes Customs duty and everything.

The point is that your price does not allow any margin for us.

And yet I don't see how we can quote you lower, at any benefit to ourselves.

If so, we take it at your price, provided you guarantee May delivery.

每捆價錢八先令四便士。

那個價錢包括一切費用麼？

那是在倫敦交貨到船上的價錢。

我想你開個由棧房交貨的價錢。

等我看看。我想可以開價爲六兩五錢，由棧房交貨。

那是我想太貴了。

我想不多。那價錢是包括關稅和一切的費用在內的。

那要點就是你的價錢，並沒有給我們一點利益。

但是論到我們的利益，我也不能把價錢再開得低了。

既然這樣，倘若你能設擔保五月交貨，我就照你的價錢定下。

Oh, we would have to refer home about that. Still, we could make a conditional contract at taels six-fifty per ream, subject to confirmation at the other end. We'll cable right away: and you'll probably get the reply in five days' time.

All right. I shall be round this way on Thursday next, and will look in for the answer.

Very well. I'll let you know as soon as I get the wire.

呀，那件事情，我們要關照本國的。但是我們可以和你先訂一張有條件的合同，訂明每捆六兩五錢，得到那邊承認方可作準。我們可以立刻打海底電報去。五天之內，你或者就可以得到回音的。

很好。下禮拜四，我將經過這裏，就進來聽候回音便是。

很好。我一得到電報，就告訴你。

### With an Exchange Broker

### 和交易所經紀人談話

Good morning.

早安。

Good morning; how's the market?

早安。市面好麼？

It's quite steady, except bar silver, which has gone down one point.

除大條銀的價低了一點外，其餘都很穩定。

I want to sell one thousand pounds for June; can you do better than 2/7?

我想在六月間賣去一千鎊；你能殼賣出去比較兩先令七便士多點麼？

Perhaps one-eighth, at 2/6½.

八分之一, (兩先令六便士零八分之一) 或者可以的。

Is there any demand for bills?

匯票有需要麼?

Not much; the export market is somewhat slack.

不多, 出口市面頗呆滯。

How's the money market?

金融市面怎樣呢?

There's little demand for money: the depression continues.

金錢需要很少: 市面仍舊呆滯。

What's the bank rate of interest?

銀行的利率多少呢?

Four per cent.

四釐。

As low as that?

這樣低麼?

Perhaps, with the tea season coming, it may improve.

或者茶季到的時候, 可以好些。

I think so; but what about the silk market?

我也這樣想; 那絲的市面你曉得怎樣呢?

I understand it has not improved.

我曉得還沒有起色。

But some business was done yesterday.

但是昨天是有些交易的。

It is too small to be taken into account.

生意太小, 算不得什麼的。

By the way, I want to settle one thousand pounds at the end of this month.

You are within your right to do so.

我順便對你說，我在這個月月底要定下一千鎊。

那是你自有權衡的。

### With a Stockbroker

How's the market today?

Rather inactive, though I could not see why.

Well, it's probably due to the drop in exchange.

It may be so. I suppose you have not been able to dispose of my Langkats.

We have been on the lookout all the time. There has been nothing better than 35 while your limit was 37.

I suppose it means another month's wait.

I am afraid it is.

I am told that there is a bear in the market.

### 和股票經紀人談話

今天市面怎樣？

很沈滯，但是我不曉得什麼緣故。

或者因為是匯兌跌落的緣故。

或者是的。我想我不能把我的藍格志股票賣却了。

我們正常常留意。你的定價是三十七兩，但是市價沒有在三十五兩以上的。

我想這就是要我們再等一個月的意思。

我也是這樣想。

我聽說市面上有拋賣股票的人。

I don't think so.

我想未必。

What would you advise under the circumstance?

在這樣情形, 你有什么見教呢?

Keep on waiting; the market will probably be improved after the month-end settlement.

祇得等下去; 月結之後, 市面或可以好些。

Well, then, please keep me well informed.

既然這樣, 請你留心關照我。

Yes, certainly.

是, 那個自然。

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Good morning, I have just got rid of your Langkats at 39.

早安, 我已經把你的藍格志股票照三十九兩的價錢賣却了。

You have raked in more than I expected.

你所賣的價錢, 已經比我所希望的大了。

The buyer would like to take delivery at once.

買客想立刻要貨。

That's all right; I have them with me.

那是可以的; 我已帶在身邊了。

Here's a check for three thousand eight hundred and sixty-one dollars. My commission is one per cent.

這裏是一張三千八百六十一元的支票。我的佣錢是百分之一。

Thank you very much. This is the scrip with transfer.

多謝你。這是交貨憑單。



**With a Shipping Broker****和船務經紀人談話**

I want to charter a boat for a single trip to Canton.

我要租一隻輪船到廣州去一輪。

How large would the carrying capacity be?

容量要多少？

About two thousand tons.

大約二千噸。

Well, I can offer you one.

好的，我可以給你一隻。

How soon can you deliver it?

你幾時可以交給我呢？

About the end of next month.

大約下月底就可以了。

That suits me all right. But please tell me the particulars of the vessel.

那就很合我的用了。請你把那輪船的詳情告訴我。

She is a twin-screw vessel of 2,100 tons gross, with a speed of 12 knots.

那船是雙輪的，計重二千一百噸，速率是十二海哩。

What is her flag?

什麼旗號？

British.

英國旗號。

And date of launching?

下水的日期呢？

1918—a comparatively new boat.

一千九百十八年，比較起來，確是一隻新船。

What are your terms?

你的條件怎樣？

I think a lump sum of five thousand dollars.

我想總要五千元。

Can't you bring that down a little?

你可以減低些麼？

<p>There is little chance. How many lay days can you give us? As usual, two days for loading and two days for discharging. And they are weather-working days, are they not? Yes. And all other conditions are as usual. Please submit a charter-party, then. All right, I will let you have one this afternoon.</p>	<p>難以減少了。 你可以給我多少上貨及下貨的日子呢？ 照常一樣，兩天裝貨，兩天卸貨。 那是指天氣好而可以作工的日子，是不是呢？ 是的。所有其餘的條件都同平常一樣。 既然這樣，就請你給一張租船合同。 很好，今天下午我就給你。</p>
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**At a Marine Insurance Company (1)**

**水險公司中談話 (一)**

<p>Good morning. I want to insure a shipment to London. Yes, what's the name of the steamer? The P. &amp; O. steamer Persia. And the amount? Tael's fifteen thousand.</p>	<p>早安，我要把裝到倫敦去的貨物保險。 是的，那輪船的名字叫什麼呢？ 是大英輪船公司的輪船，名叫波斯號。 要保多少數目呢？ 一萬五千兩。</p>
---	---

F. P. A. (=free of particular average)?

Yes, F. P. A.

And including war risk?

Yes.

The rate is forty per mille.

So high as that?

It is fixed by the British Government.

Well, let me have a slip then.

Here's one. Please give the marks and number in detail.

Now, will you send the policy round with a debit note?

Yes, we will.

Thank you. Good-by.

Good-by.

你不要保特別損失麼。

是的, 不要。

要包括戰事的危險在內麼?

是的。

定率是每千兩收保險費四十兩。

這樣貴麼?

那是英國政府定下的。

好, 請把單子給我。

這裏有一張。請拿貨物的記號和數目詳細填下。

你可以把保險單和帳單送來給我麼?

是的, 我們要送來的。

謝你, 再會。

再會。

### At a Marine Insurance Company (2)

### 水險公司中談話(二)

Good afternoon.

午安。

Good afternoon. Anything happened?

午安。有什麼事情發生麼?

Well, you probably have seen the newspaper report that the Kiang An has met with an accident.

Yes, we have. Have you got anything to do with it?

Yes, we have a F. P. A. policy from you on the steamer for tael five thousand.

Well, I think Lloyd's agents have sent their representative to make a survey.

Have you heard anything about the cargo?

I understand from the owners that tugs with lighters have been sent to the scene for salvage.

How is the steamer now?

The report says that it has beached.

Are the damages likely to be heavy?

Not very, so far as her cargo is concerned.

So much the better for you.

你或者已經在報上看見那江安輪船遇着意外的事了。

是的，我們已經看見了。你和他有關係麼？

是的，我們有貨物在那船上，在貴處付了五千兩銀子，保過險的。

好的，我想雷氏理船會社的代理人已經派了代表去查勘了。

關於貨物的事情，你有聽見什麼？

我聽見物主說，已經派拖船和駁船到該處去打撈了。

現在那輪船怎樣呢？

傳說是擱在海邊。

損失大麼？

就貨物而論，還不十分大。

那就於你更好了。

Well, we insure her hull.

但是那船身我們也保過險的。

How soon do you think the adjuster's statement will be ready?

你想那公正人的清單幾時可以預備好呢?

It takes about two months. You will be notified when it is ready.

大約要兩個月。做好了我們就通知你。

Thank you. Good day.  
Good day.

謝你,再會。  
再會。

### At a Fire Insurance Company (1)

### 火險公司中談話

#### (一)

I want to insure my house.

我要把我的房子保險。

Where is it?

房子在什麼地方?

No. 145 North Szechuen Road.

北四川路一百四十五號。

What kind of house is it?

是一種什麼樣子的房子。

Chinese hong.

中國行家。

Oh, yes, we can take a risk on it. How much do you propose to insure?

哦,可以的,我們可以保這個險。你想要保多少銀子呢。

Three thousand taels.

三千兩。

How do you distribute them?

你怎樣的分配呢?

One thousand on household furniture, fixture, and fittings, five hundred on a library of books, and one thousand five hundred on wearing apparels.

一千兩保家具, 裝修, 和用器; 五百兩保書籍, 一千五百兩保衣服.

Please fill in the particulars here.

請將各款填寫在這裏.

What is this?

這是什麼?

It is a proposal form.

那是請保的單據.

Oh, I see.

哦, 我曉得了.

Now, I'll let you have a cover before the policy is ready.

在保險單未曾做好之前, 我先給你一張臨時證據.

Do you want to inspect the house?

你要看過那房子麼?

Yes, I'll send my inspector there this afternoon.

是的, 今天下午我們就叫檢查員到那邊去看一看.

I'll pay you the premium now. What's the rate?

現在我把保費給你. 是什麼定率呢?

It's twelve per mille less twenty per cent discount.

每千元保費十二兩, 打八折.

Let me see. It's twenty-eight taels eighty.

讓我看. 那是二十八兩八錢了.

Yes.

正是.

## At a Fire Insurance Company (2)

## 火險公司中談話

### (二)

Would you care to take a risk on merchandise in the China Merchants Eastern Wharf Godowns?

Which one is it?

Godown A.

What's its classification?

I don't know.

Let me look up the list. Ah! it's registered B. Yes, we can take a risk there.

What's your rate.

According to the tariff, it's four-fifty less five and five.

Any further discount?

I think I can give you five per cent more.

Well, then, I'll take out a policy for five thousand taels. But suppose we take out a floating one for the three godowns A, B, and C, what rate would you charge?

It's twenty-five per cent higher—say, four-sixty.

你願意保招商局華棧的貨物麼?

是那一間棧房呢?

第一號棧房.

是什麼種類的棧房?

我不曉得.

等我看看名單簿. 哦, 是註冊爲第二類的. 是的, 我們可以保險的.

你們的定率怎樣?

照定率, 是四兩五錢, 打了九五折再打九五折.

還有折扣麼?

我想我可以再給你打九五折.

既然這樣, 我就要一張五千兩的保單. 譬如我要一張總保險單把第一第二第三三間棧房統統保了, 你的定率是多少呢?

要貴兩成半, 就是四兩六錢.

We prefer to take out a specific one: we always store our goods in godown A.

我們還是要一張特別保險單的好：我們常常把貨物裝在第一號棧房的。

I'll give you a cover right away now, and the policy in a few days.

我立刻就給你一張臨時證據；那保險單遲兩三天給你。

That's all right. Good-by.

那很好。再會。

Good-by.

再會。

### At a Fire Insurance Company (3)

### 火險公司中談話 (三)

I am going to remove my house to-morrow, and I want you to transfer the policy.

我明天要搬家。我要改過一張保險單。

Where is your new house?

你的新家在那裏？

56 Haining Road.

海寧路五十六號。

Is it of the same kind of house as the old one?

是同舊房子一樣的種類麼？

No, it's foreign style.

不是，是外國式的。

I think it would be better to cancel the old policy and take out a new one.

我想把舊的保險單取消，另做一張新的纔好。



But do you return the unused portion of the premium?

但是你們拿那不用的一份保險費交還麼?

In that case, yes.

照那種情形,是交還的.

What is the difference between the two rates?

那兩種定率,相差多少?

The rate for your old house is twelve and the new one five.

舊房子的定率是十二兩,新的是五兩.

Oh, I see! Such a great difference.

哦,我曉得了.相差這樣子大麼?

Yes, it's because of the materials used in construction.

是的,那是因爲所用建築的材料緣故.

Now, I leave the policy with you. Will you please look into that?

現在我把保險單交給你,請你查一查看.

Yes, I'll send my inspector down in the course of a few days.

是了,幾天之內,我就要差我的驗查員來的.

Thank you; good-by.

謝你,再會.

Good-by.

再會.

### At a Fire Insurance Company (4)

### 火險公司中談話

#### (四)

Good morning.

早安.

Good morning. What can I do for you?

早安,我可以替你做什麼呢?

I am sorry to inform you that my shop was burned down last night.

我的店鋪，昨晚燒了，特來告訴你，很是愁悶。

I went to the scene of the fire last night. How did the fire break out?

我昨晚也會到過火燒的地方。那火怎樣發生的呢？

I don't know. It was just eight o'clock when we heard the alarm.

我不曉得。我們聽見警告的時候，剛剛八點鐘。

Was your house totally destroyed?

你的房子，完全燒了麼？

Yes, it was.

是的，完全燒去了。

Did you save anything?

你搬出什麼東西沒有？

Nothing except our books.

除了簿據，沒有什麼別的。

Then you are able to tell how much your stock amounts to?

這樣說來，你定能告訴我你們的存貨共有多少了？

Yes.

可以。

Will you let us have your statement showing the stock in hand just previous to the fire?

你可以把未失火以前所存的貨物開一清單給我們麼？

We'll not be able to do so before next Monday. It takes a lot of time to make out such a statement.

我們在下禮拜一之前不能把他做好。開這種清單很費許多時候的。

Please let us have your books too; we want our assessors to go over every item.

We can let you have them.

Our assessors are now engaged in looking through the debris. When they send us their report, we want to compare it with your statement.

I am sure we can let you have our statement not later than Monday.

That's good.

還要請你把你們的簿據交給我們；我們要叫評價員把各款查過的。

我們可以把簿據給你。

我們的評價員現在正在查看那燒剩的東西。等他們把報告給了我們，我們就要拿來同你的清單比較一下。

我一定可以把清單給你，不會遲過禮拜一的。

那很好了。



# 英文商業文牘備要

## A Manual of Commercial Correspondence and Commercial Forms

By LI UNG BING

(Author of "Translation Exercises" and "A Guide to Letter Writing")

Price, 80 cts.

This book is intended as a supplement to "A Guide to Letter Writing." It consists of two parts: Part I comprising some 120 examples of well-written commercial letters, carefully selected, adapted, and annotated, and Part II commercial forms. These forms are not only intended as illustrations of the letters contained in Part I but also as a guide to young Chinese who enter for the first time upon a commercial life. With this end in view, the forms are carefully explained, and some legal business forms, such as power of attorney, agreement, etc., are included. Trade terms and phrases are explained in the appendices.

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