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SPECIMEN

COMMERCIAL CONVERSATIONS

TRANSLATED AND ANNOTATED

SERIES I

珍 袖

英華商業會話範本

第 一 集

附 註 譯

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COMMERCIAL CONVERSATIONS

TRANSLATED AND ANNOTATED

SERIES I

BY

ENGLISH EDITORIAL DEPARTMENT

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CHUNG HWA BOOK CO., LTD.

SHANGHAI, CHINA

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袖珍英華商業會話範本編輯大意

- 一 本書每集內含商業習用之會話二三篇或四五篇不等並國語譯文每面下欄更附以華英詳註及類例使學者得從閱讀中增長其英文會話之能力
- 二 本書各篇會話有已經刊登中華文英週報者有未經刊登者今爲便利學者起見集合而補充之另刊成書
- 三 本書所用文字均極自然極流利所採題目又極切於實用且饒興味學者誠能熟讀隅反則於商界中實行會話之際自能應對如流矣
- 四 本書不獨足資商界中人之研究卽作爲學生自修或學校教科之用亦極適

袖珍英華商業會話範本讀法大概

一 先閱本文遇有困難始閱譯文及註釋如覺困難甚多則可先閱譯文得其大意再閱本文及觀註釋然總以多從英文方面直接索解少藉漢文輔助之力爲是

二 用筆劃出以下各項而隨時溫習之（一）生字（二）難明難記難用之字句（三）素所欲見而未見之字句（四）極有用之字句（五）極精美之字句（六）屢經思考而未得應以問諸他人之處

三 多注意各種問答之體裁及其聯貫之方法可隨時造句以模倣之遇有可以應用時卽取用之

四 日讀勿輟竟一編後易讀他編復時時複讀以前所讀諸編務使其十分純熟如此則遇實行會話時得以運用自如不假思索矣

五 每編閱讀純熟後必取書中所有國語譯文還譯英語以試自己應用之能力

Specimen

Commercial Conversations

At a Fancy Goods Store

裝飾品肆中之談話

Customer Good morn- (顧客) 早安. 你們有
ing.¹ Have you any 草帽麼?
straw hats?*

Shopman Certainly,² (店夥) 有的, 先生. 這
sir. These are all in 都是最新式的.
the latest style.³

C. (Customer) May I (客) 我可以試戴一
try this on?⁴ 下子麼?

*Will you show me some straw hats, please?

What straw hats have you?

Have you any straw hats to fit me?

Have you any straw hats of my size?

You might show me some straw hats, please.

¹ Good morning 直譯作早安, 此為西人午前晤見時及言別時之口頭語. ² 應對時常用之語; 即“自然”或“一定”之意. ³ latest style 最新式. ⁴ try on=to put on in order to test the fit 試戴.

(A)

- S.** (*Shopman*) To be sure.¹ Here's² a glass, sir. (夥) 自然可以。這裏有鏡子呢,先生。
- C.** I'm afraid³ this is a bit⁴ too large. (客) 我恐怕這頂稍大了一點。
- S.** Perhaps this one will fit you, sir. (夥) 或者這一頂和你恰配,先生。
- C.** (*Laughing*) No, this is too small. (客笑) 不,這頂又太小了。
- S.** Then what about this,⁵ sir? This seems just about the thing.⁶ (夥) 那麼這頂怎樣,先生? 這頂似乎恰好。
- C.** Yes, that seems more about it.⁷ How much⁸ is this? (客) 是的,那頂似乎更配。這頂什麼價錢?
- S.** One dollar, fifty. It's well worth the price.⁹ (夥) 一元五角。這是很抵得這個價錢的。

¹ to be sure=certainly 自然. ² here's=here is 此間有. ³ I'm afraid=I am afraid 我恐怕. ⁴ a bit=a little 稍. ⁵ what about this 這頂怎樣. ⁶ just about the thing =almost a suitable thing 似乎適合之品. ⁷ more about it=more suited to what I want 更合於我所需者. ⁸ how much 若干 (此處爲問價之意). ⁹ it's (it is) well worth the price 值得此價.

- C. All right; you might put this by¹ for me. (客) 很好,你就替我把這頂擺在一邊。
What do you want for² that Panama hat, over there? 放在那邊的那頂巴拿馬草帽,你要多少錢?
- S. Nine dollars, sir. (夥) 九元錢,先生。
- C. That seems terribly dear for a hat like that.* (客) 照那樣的一頂帽子,這價錢似乎太貴了。
- S. I can show you some cheaper Panamas, sir. How about these? (夥) 我可以給你看些較便宜的巴拿馬帽,先生,這幾頂怎樣?

*That is fearfully high.

That is awfully dear.

That is an absurd price.

That is an enormously big price.

So dear as that?

That seems very high.

¹ put by—to set aside 放在一邊. ² what do you want for...汝對於...所需如何(問價).

- C. Oh, I wouldn't be seen¹ wearing anything like that. Never mind.² What ties have you? (客) 唉,我不願給人家看見戴那樣的東西.別管這個罷.你們有些什麼領結?
- S. We've a splendid line³ over here, sir; just in.⁴ (夥) 我們有很華美的一種貨在這裏,先生,是纔進的貨.
- C. I suppose the colours are fast? *⁵ (客) 這種顏色可以耐久麼?
- S. All guaranteed, sir. (夥) 這都是包用的,先生.
- C. What about prices? (客) 價錢怎樣?
- S. Seventy cents each, sir; or eight dollars the dozen. (夥) 每條七角,先生,或者八元一打.

*I suppose they will stand washing?

I suppose the colours will bear washing?

¹ I wouldn't (would not) be seen...我不欲爲人見..., 即不願外觀...之意. ² never mind=do not regard it 不必注意, 不必管. ³ line=a class of goods 一類貨色. ⁴ just in=just arrived 新到, 新進(指貨). ⁵ 經久, 此處指 colour 質, 即不易褪色之意.

- C. Well, I'll take¹ three for a trial.² Now,³ what undershirts have you? (客) 好,我就買三條試用.且問你們有什麼襯衣?
- S. Anything here to suit you,⁴ sir? (夥) 這裏的幾種你可合意麼,先生?
- C. Are these Chinese made? (客) 這是中國自製的麼?
- S. These are foreign-made, over here,⁵ sir. (夥) 這是外國造的,先生.
- C. Thanks, I'd sooner⁶ have foreign, if you have them. But these seem rather coarse. Have you nothing finer? (客) 謝謝,倘然你們有貨,我就願買外國的,不過這些好像太粗劣了,你們沒有比這個精細些的麼?
- S. These are the finest we have on hand,⁷ sir. (夥) 這是我們現在手頭最好的貨色了,先生.

¹ take=buy 買. ² for a trial 一試. ³ now 一字,在此等用處,僅為接語字,不過用以引起下文,並無特殊意義. ⁴ anything here to suit you? = can you find anything among these to suit you? (here=among these) 君能於此中覓得合意者乎. ⁵ over here 本句中同“來此”. ⁶ I'd (I would) sooner... = I would rather... 我寧願... ⁷ on hand = in stock 現有,在手頭.

- C. They don't look as if¹ they would wear very well. (客) 這些看起來好像不經用。
- S. They're warranted by the makers to outwear² any on the market at the same price. (夥) 這是經製造的人擔保,說比市上同樣價值的,都來得經用些哩。
- C. What are you asking for these? (客) 你要什麼價錢?
- S. Three fifty, sir. (夥) 三元五角,先生。
- C. What! Three fifty? Why,³ I can get a shirt like this anywhere in town for three dollars. (客) 什麼!三元五角?我可以在本地隨便什麼地方,買得一件同樣的襯衣,祇要三元就夠了。
- S. Nothing near the same for quality, sir. (夥) 那質料就差得遠了,先生。

¹ as if 似乎。 ² outwear=to wear or last longer 較為經用。 ³ 此處之“why”一字與上文“what,”同為談話時一種抗辯之語助詞。

- C. Oh yes, indeed I can. I'll give you three dollars, and nothing more. (客) 哎,我確能買得到,我給你三元,不能再加了。
- S. I couldn't think of it,¹ sir. The most I can do² is to knock off³ ten cents.* (夥) 我可不能照這樣說,最多減去一角,我還做得到。
- C. Three dollars or nothing. Take it or leave it. I'm not especially wanting shirts to-day. (客) 願賣則三元,不賣就罷了,我今天並不特需這種襯衣。
- S. Suppose we split the difference,⁴ and make it three twenty-five? I really can't let it go for less.⁵ (夥) 我們兩下折中,把他算作三元兩角五分好嗎? 再少我實在不能賣了。

*Three forty is the least I can take.

I will not sell it for less than three forty.

¹ I couldn't (could not) think of it 我不能作此想,即我殊不以爲然. ² the most I can do 我所盡力能辦到者.
³ knock off 減去. ⁴ split the difference—to divide the difference 折中. ⁵ let it go for less=sell it for a lower price 以更少之價售出.

- C. Very well. Now pack up all these things for me; and please see that¹ you make a neat parcel of them for me to carry through the street. (客) 很好,現在就把這些東西替我包起來,並且請你打做一個小巧些的包,讓我好拿了在街上走。
- S. Very good, sir. Nothing else² to-day? (夥) 很好,先生.今天不要別的東西了麼?
- C. No, nothing else to-day, thanks. I suppose it'll be all right, if I pay you to-morrow? (客) 今天另外不要什麼了,謝你.倘若我明天來付你錢,可以麼?
- S. At your convenience, sir. Thank you. (夥) 隨你的便,先生,謝謝你。
- C. Well, good morning. (客) 好,再會罷。
- S. Good morning, sir, and thank you. (夥) 再會罷,先生,謝謝你。

¹ see that... = take care that... 注意於... ² nothing else 此外無他物, 此處即問是否不需他物之意。

Another Customer

另一顧客談話

- Young Lady Customer** (少年女顧客) 請你
 You might show me 拿幾頂女帽給我
 some bonnets, please. 看,你們有些什麼
 What have you in the 新式的麼?
 way of¹ new shapes?
- Shopman** (店夥) 我們可以給
 you a fine line,² fresh 你看一種好貨,是
 in³ yesterday, miss. 昨天新進的,女士。
- Y. L.** (*Young Lady Customer*) (女客) 謝謝,我要最
 Thanks; I 新式的。
 want something in
 the latest style.⁴
- S.** How do you like (夥) 女士,你看這頂
 this white bonnet, 白的女帽何如?
 miss? I should think 我想這是恰合於
 it's just the thing⁵ 你的。
 for you.

¹ in the way of=in respect of 關於. ² line=a class of goods 一宗貨物. ³ fresh in=just arrived 新進, 初到.
⁴ in the latest style 最新式. ⁵ just the thing=just the right thing 適合之物.

- Y. L.** No; it's pretty, (女客) 不然, 這帽確
no doubt.¹ But I'm 然是好的, 但怕與
afraid it's not my 我所要的式樣不
style.² 合.
- S.** Really,³ miss, what (夥) 女士, 你看有什
do you find wrong 麼壞處?
with it?*
- Y. L.** The crown is not (女客) 這帽頂太淺,
deep enough; there's 不够藏我的頭髮.
not enough room for⁴
my hair.
- S.** Well,⁵ miss, here's (夥) 是, 女士, 此地還
something of the same 有些同類的貨, 帽
sort, with a deeper 頂却更深了.
crown.

*What faults do you find in it?

Why don't you like it?

¹ no doubt 無疑, 確然. ² not my style 非我所需之式.
³ really 本為確然之意, 然在此處, 不過為一種表示驚歎之語助
辭, 並無何種解釋. ⁴ there's...room for 直譯作無充足之地
位以容..., 意即不足容...(room 空間, 地位). ⁵ well 一字,
在此處僅為一種助詞, 並無意義.

- Y. L. Yes, that's better, certainly; but still, I'd like to see what else you have. (女客) 是的,這自然是較好的了,但我仍願看看你另外所有的貨色.
- S. I can show you some lovely straw hats, miss. Here's a beauty,¹ trimmed with chiffon and roses. (夥) 女士,我可以拿幾頂可愛的草帽給你看,這裏有一頂美麗的,還裝飾着薄花紗和玫瑰花哩.
- Y. L. Yes, and a splendid fit, too. What do you want for this?*(女客) 是的,而且很配,你要賣多少錢?
- S. Well, miss, as the season is already rather advanced,² I'll let you have it for six dollars, fifty. It's a sacrifice, really. (夥) 女士,這已經有些過時了,我就賣給你六元五角罷,這實在是一種便宜貨,我們犧牲的不少.

*For what will you let me have this?

How much are you asking for it?

¹ a beauty—a beautiful thing 美品. ² the season is advanced 猶言過時.

- Y. L.** I'm afraid I had better¹ not come to your shop too often, if you are going to make such sacrifices for me. I might ruin you. (女客) 我想倘若你照這樣的爲我犧牲,我還是不常到你店裏來的好,或者要倒了你的店呢。
- S.** No, really, miss; you're getting a bargain.² (夥) 不是,女士,你實在是得了便宜了。
- Y. L.** Well; I'll take this straw hat. Now, what silk stockings have you? (女客) 是了,我就買了這頂草帽罷,你們有些什麼絲襪?
- S.** Can you find anything here to suit you, miss? (夥) 你看這裏有合式的麼,女士?
- Y. L.** What about the colours? I suppose they're quite fast? (女客) 這些顏色怎樣? 我看這些顏色倒很耐久?
- S.** I'll guarantee the colours, miss. (夥) 這些顏色我可以擔保的,女士。

¹ had better...毋寧.... ² get a bargain 佔便宜。

- Y. L.** Well, I'll take a pair of these. How much is that altogether?*
- (女客) 我就買一雙, 這一起共要多少錢?
- S.** One straw hat at six fifty, and one pair of silk stockings at one ninety, altogether eight forty, miss.
- (夥) 一頂草帽是六元五角, 一雙絲襪是一元九角, 統共是八元四角, 女士.
- Y. L.** O what a lovely handbag that is! You might let me have a look at it, please.
- (女客) 呀, 這手囊多麼可愛, 請你給我看一下子.
- S.** I'm very sorry,¹ miss, that was sold only a few minutes ago.
- (夥) 抱歉得很, 女士, 這手囊剛剛幾分鐘前, 已經賣給別人了.
- Y. L.** Have you nothing else of the same kind?
- (女客) 照這樣兒的, 你此外就再沒有了麼?

*How much is to be paid in all?
How much have I to pay you?

¹ I am very sorry 猶言我很抱歉, 此為應對中常用之語.

- S.** I'm afraid not, for the moment,¹ miss. There's been a rush² for these this season, and we're completely cleared out.³ We might be able to get some down from⁴ our Soochow branch, if you care to order⁵ one. (夥) 我恐怕頃刻間要,是沒有的了,女士,這一季這些手囊銷路很旺,我們的貨完全賣盡了,倘若你要定購一隻,我們可以從蘇州支店裏去,寄些到這裏來。
- Y. L.** Yes, you might, please, if it's not too much trouble. (女客) 是的,倘若不很費事,就請你這樣辦罷。
- S.** No trouble, miss; happy to serve you. Will one be enough? (夥) 不費事,女士,很樂於供應你的,一隻就够了麼?
- Y. L.** Oh, quite enough, thanks. (女客) 呵,很够了,謝謝你。
- S.** Very good, miss; I'll write for it straight away.⁶ (夥) 很好,女士,我立刻就寫信去。

¹ for the moment 立刻. ² a rush—a strong run or eager demand for some commodity 商品暢銷. ³ cleared out=cleared out of stock 貨物賣盡,貨物出清. ⁴ to get down from...由...寄來. ⁵ 定貨. ⁶ straight away=immediately 立即.

- Y. L.** When can I expect it? (女客) 什麼時候可以到?
- S.** I should think about the day after tomorrow, miss. (夥) 我想大約總在後天,女士.
- Y. L.** Oh! That's splendid. (女客) 呀,那很好.
- S.** Is there nothing else I can show you to-day, miss?* (夥) 今天可是沒有什麼別的東西要我給你看麼,女士?
- Y. L.** I think that's all to-day, thanks. You might pack these up neatly for me, please. (女客) 謝你,我想今天東西是齊了.請你替我好好的包起來.
- S.** Certainly, miss; shall I send them round¹ for you? (夥) 自然,女士,要我替你送去麼?
- Y. L.** No, never mind, thanks;† I'll take (女客) 謝謝,可以不必,我可以自己拿

*What else can I show you?

Is there anything else I can show you?

†No, you need not trouble, thanks.

No, don't trouble, thanks.

No, don't bother, thanks.

¹ to send round 送上.

them with me. My father will be round here to-morrow and he'll settle up¹ with you for what I've bought to-day. Good day.²

去,我的父親明天到此地來,就好付我今天所買各物的帳,再會。

S. Thanks, miss, good day. (夥) 謝謝,女士,再會。

At a Toilet Goods Shop

化粧品店內之談話

Shopman Yes, sir,³ what can I do for you?* (店員) 先生,是了,不知要買什麼東西?

*What is your pleasure?

How can I serve you?

What can I show you?

What shall I show you?

What do you wish to buy?

What would you like to see?

What do you wish to see?

What may I have the pleasure of getting for you?

¹ settle up=pay bill 付帳. ² good day 直譯作日間好, 爲晝間會晤時及話別時之應用語. ³ Yes, sir, 此係店員與顧客周旋之口吻

- Customer** I want some (顧客) 我要買香水, scent,¹ please; some- 要手帕上可用的 thing for the hand-kerchief.
- S. (Shopman)** Yes, sir; (員) 好的, 這個盒子 you'll find quite a big 裏邊, 種類很多, 有 selection in this case. 玫瑰香水, 麝香水, Here are rose, musk, 開喜米香水, 紫羅 cashmere bouquet, 蘭香水, 普通的種 violet, etc., in all the 類, 都全備的. usual lines.²
- C. (Customer)** To tell (客) 我說一句實在 the truth,³ I want it 的話, 我是要買了 for a lady. What can 送一個女子的. 你 you recommend? * 看那一種好些? *
- S.** Well, ofc ourse, sir, (員) 這自然要憑各 that depends very 人的嗜好而定. 自 much on⁴ individual 玫瑰和開喜米兩 taste. White rose and

*Which can you recommend as the best for smell?

¹ 香水, 亦可稱 perfume, extract, toilet water 等.
² in all the usual lines 應有盡有. ³ To tell the truth 實說.
⁴ depend on 須視...而定.

cashmere bouquet are both very popular¹ with the ladies just now.

種是現今女子最喜用的。

C. What are these the bottle? (客) 要多少錢一瓶?

S. This size, sir. One dollar the bottle. (員) 這麼大的瓶子, 要一元。

C. I'll take two bottles of the white rose and four of the miniature size extracts.² (客) 我要買白玫瑰香水二大瓶, 再要四個小瓶的香水精。

S. We only sell the miniatures in sets³ of five assorted⁴ bottles to the box, sir. (員) 我們小瓶的香水, 至少要一組起賣的, 每組五瓶, 種類不同裝成一盒。

C. Very well; I'll take a box. What toilet soaps have you? (客) 既然如此我便買一盒。你有什麼肥皂, 給我看看。

S. Do you prefer scented or unscented, sir? (員) 你要香的呢還是不香的, 先生?

¹ 風行一時。 ² miniature size extracts 小號香水精。

³ 組。 ⁴ 各類相雜。

C. Really¹ I don't (客) 祇要東西好,香
mind² much so long 不香我却不論.
as³ it is good.

S. Here is something (員) 這一種紫羅蘭
I think you'd⁴ like, 香皂,我想你一定
sir, scented with vio- 中意的,先生. 這
lets; a capital⁵ soap 是最能滋潤肌膚
for the skin.* 的.

C. Yes, it seems a nice (客) 是的,看上去很
soap. I'll try a cake.⁶ 好.我且買一塊試
What are those boxes 用試用.那邊窗子
in the window?⁷ 裏的盒子是什麼?

S. Those are what (員) 那個是叫做試
we call our "Trial 用盒,每盒有化粧
Boxes".⁸ Each box 香水四小瓶,芬芳
contains four small

*This soap is scented with violets; and is very beneficial for the skin.

¹ 此係用以增重語氣者. ² don't mind 不苛求. ³ so long as 祇須. ⁴ you'd like = you would like 君或喜... 爲虛擬語氣 subjunctive mood, 蓋其情形並非確定, 不過揣測預料而已. ⁵ 最好. ⁶ 一塊. ⁷ 卽店舖陳列物品之窗. ⁸ "Trial Boxes" 小盒之備人試用者, 此種貨品, 或由商店贈送顧客, 或廉價銷售, 所以廣招徠也.

bottles of toilet waters¹ and two trial size² cakes of delicately perfumed toilet soap.

的小號香皂二塊。

C. Are the contents³ of each box the same, or mixed? How much for a box?

(客) 盒子裏邊的東西,都是一律的呢,還是不同的?要多少錢一盒?

S. We have both. They run⁴ from eighty cents up, sir. This is quite a popular line.⁵ We've sold hundreds⁶ this past⁷ few months. You should try a box, sir.

(員) 我們兩種都有,價值八角起碼.這種貨是很流行的,我們幾個月以來已經銷了數百盒了,先生亦不妨買一盒用用。

C. Well, let me have one box of assorted. Now, have you any

(客) 好的,你拿一盒雜類的給我.你們

¹ toilet waters 花露水, 洗髮水等. ² trial size 小號, 所以備人試用也. ³ 盒內之物. ⁴ 價目高下不等. ⁵ popular line 流行品. ⁶ 多數. ⁷ this past=just gone by 方過之...如 this past few months 方過之數月前.

- really good medicated soap? 有什麼最好的藥皂麼?
- S. Yes, sir; certainly; which kind do you prefer? (員) 有的有的, 先生, 你要那一種?
- C. You might show me some ichthyol¹ soap, if you have any in stock² of a really good make.³ (客) 你可拿幾種消毒的藥皂給我看, 不知你們有沒有真正的好貨。
- S. This is a superfine⁴ ichthyol soap, sir, guaranteed⁵ to contain no injurious colouring matter, and not to discolour the towels. Fifty cents the cake, sir; a splendid soap at the price. (員) 這一種很好, 裏面沒有毒質, 沒有顏色攪雜在內, 亦可保全手巾, 使不褪色, 價錢是每塊五角, 貨又好, 價亦便宜。

¹ 魚油中提出之一種物質, 性能除毒。 ² 存貨。 ³ 俗稱“老牌。” ⁴ 出衆。 ⁵ 擔保。

- C.** Well, I'll take one cake of this, and two of these envelopes of sachet powder.¹ (客) 好的,我要買一塊,再要那紙包的香粉二袋。
- S.** Thank you, sir; anything else? (員) 多謝先生,還要別的東西麼?
- C.** Do you keep ladies' comb ornaments?² Some thing really attractive³ if you have it. (客) 你們有女子用的木梳裝飾品麼? 東西要很美觀的。
- S.** To be sure, sir. We have just got in some really charming⁴ lines⁵ from America. You can hardly⁶ fail to find something to please you among them. (員) 有的,先生。我們新到一宗美國貨,都很美麗,你可隨意揀選,必有中意的東西。
- C.** Are these all in the latest fashion?⁷ (客) 這些東西,是現在時行的麼?

¹ 紙袋香粉. ² 裝飾品. ³ 美觀. ⁴ 美觀. ⁵ 種類.
⁶ 不能. ⁷ 時式.

- S. Certainly, sir; the latest thing out¹ in ladies' combs. (員) 是的,先生,是女妝木梳中最新式的。
- C. How do prices run?² (客) 價錢怎樣?
- S. From one to six dollars each, sir. You'll find our prices really lower than those of other local³ stores. (員) 價錢從一元起,到六元止,先生.我們的價,比了本地別家的價格,格外克己。
- C. Which are the dearer, those on top, or those at the bottom?⁴ (客) 那一種貴些,在上邊的呢,還是在下邊的?
- S. The top ones are the dearer, on account of⁵ the rich decoration.⁶ (員) 上邊的貴些,因為有很美麗的花樣。
- C. What about those over there? (客) 在那邊的怎樣?

¹ latest thing out 最新之出品. ² How do prices run? 價錢如何. ³ 本地. ⁴ 下面. ⁵ on account of 內為. ⁶ 裝飾.

- S. They're very good (員) 好雖是好的,但
in their way¹ too, sir;
but they're out of 現今不時行了。
fashion² now.
- C. (*Laughing*) To tell (客笑) 老實說,我對
the truth, I don't
know t'other from 於女子用的木梳,
which³ where ladies' 簡直是個門外漢,
combs are concern- 須要請你指教才
ed;⁴ I'm afraid I 好。
must look to you⁵ to
advise me.
- S. If you ask my ad- (員) 那麼說來,我看
vice, sir, I should say
that* this is just the 這一個必能迎合
thing that would take 女子的心里了。
a lady's fancy.⁶

*If you will permit me the liberty, sir, I would strongly recommend this one.

¹ in their way 據其情狀而言, 不甚滿意之意, 例如: They're very well in their way; but don't you think they are rather thin for winter wear? ² out of fashion 過時.
³ t'other from which=the other from which 即是那個好, 那個不好. ⁴ 論到. ⁵ look to you=depend on you 恃你; 賴你. ⁶ to take one's fancy=to please one 取悅於人.

- C. Well, I'll take your word for¹ it. I'll take two of these. (客) 我便聽你的話, 買兩個去好了。
- S. Thank you, sir; I don't think you'll be disappointed;² they're splendid³ value for the price. (員) 多謝你, 你買了必無後悔的, 東西又好, 價亦不貴。
- C. (*Laughing*) You seem to know how to puff⁴ your own goods, anyway.* (客笑) 你却很會說幾句動人的話, 吹噓你的貨物呢。
- S. Nothing else, today, sir? Nothing in the way of tooth powders or tooth-brushes? (員) 先生, 今天還要買什麼東西麼? 牙粉牙刷要不要?
- C. Ah yes! I'd like to see some tooth-brushes. (客) 我倒想起了, 要看看幾種牙刷。

*You are clever in praising your own goods.

¹ take your word for 確信. ² 懊悔. ³ 極好. ⁴ 讚揚.

- S. We have both Chinese and imported.¹ The imported are rather dearer; but, of course, far more durable.²
- (員) 我們中國貨外國貨都有,外國貨價雖貴些,但是很耐用。
- C. I'll take this one; it's marked twenty-five cents I see.
- (客) 我便買這一個,照碼子是兩角半錢。
- S. Yes, thank you, sir; anything more today?
- (員) 是的,多謝你,先生,今天再要什麼?
- C. No, thanks. I think that is all to-day. You might send these all round to my house, please.*
- (客) 不要了,今天不要了,我要請你將這東西送到我家中去。

*Will you please send these things to my house?

Would you mind sending these things to my address?

Can you send them round for me?

Please send these things round as soon as possible.

Will you send me these things in the course of the day?

Oblige me by sending the whole to this address.

¹ 外國貨. ² 經久.

- S. To be sure, sir. What address,¹ please? (員) 好的,先生,什麼地名?
- C. Here's the address. You might send the account along with the parcel.² Don't send them before six, as I shan't be at home till then. (客) 就是這個地名,請你將帳和東西一同送去,可在六時以後送到,因為早了我不在家.
- S. Very good, sir. (員) 好的,先生.
- C. Well, good day. (客) 再會.
- S. Good day, sir, and thank you. (員) 再會,先生,多謝你.

At a Grocery Store

食品店內之談話

- Customer** Good morning. I want some biscuits,³ please. (顧客) 先生,早安,我想要買些餅乾.
- Shop Assistant** Yes, sir; what kind? (店員) 好的,先生,不知道要那一種?

¹ 地址. ² 小包. ³ 音 bīs/kīt 餅乾.

- C.** (*Customer*) You might show me samples¹ of what² you have. (客) 你可以拿幾種樣子給我看看。
- S. A.** (*Shop Assistant*) Is there anything among these to suit³ you, sir? (員) 這裏幾種,不知道可合你的意麼?
- C.** Are these foreign made? (客) 這可是外國貨麼?
- S. A.** No, sir, they're Chinese; but you'll find them every bit⁴ as good as the foreign made ones. (員) 不是的,這都是中國貨,但是同外國貨比較起來,確是一樣精美的。
- C.** Well, I'll try them and see what they're like.⁵ You might let me have two boxes. Now, I want some Chefoo wine. (客) 好的,我且去試一試,看他究竟怎樣,請你拿二盒給我,再要買些張裕公司的酒。

¹ 貨樣. ² what=that which 係連續代名詞 relative pronoun, 用以代隱匿之前辭 antecedent "the biscuits which you have" (君所有之餅乾). ³ 合意. ⁴ every bit=in every respect 全然. ⁵ 究竟如何.

- S. A.** Yes, sir; will you take the large bottles or the small?
(員) 你要大瓶的還是小瓶的呢?
- C.** One dozen large bottles, please.
(客) 要大瓶的, 你可拿十二瓶給我。
- S. A.** I suppose you don't want any lemonade or soda water, sir?
(員) 你檸檬水, 梳打水要不要?
- C.** Ah, yes! Half a dozen bottles of each, please.
(客) 要的, 每種都要半打。
- S. A.** I have some nice fresh butter, just in;¹ and some excellent cheese. I'd like you to taste them, sir.
(員) 我們新進了許多新鮮的乳油乳酪, 都很好的, 要請你先生嘗一嘗。
- C.** Yes, that's splendid butter; you can put me up² five pounds of the butter and five of the cheese.
(客) 那乳油果然不錯, 你可替我拿乳油乳酪每種五磅。

¹ just in 新到, 新進. ² put up=to pack up in a parcel 包起。

- S. A. Thank you, sir. (員) 多謝你, 先生, 咖啡要不要? 我們有馬加運來的咖啡多種, 並且都是今天早上磨細的, 你可要買些麼?
Now, what about¹ coffee? I have some splendid mocha² fresh ground this morning.
- C. No, thanks. I don't (客) 我如今不要咖啡, 多謝你.
want any coffee just now.
- S. A. Or sugar, sir? I (員) 糖要不要, 先生? 我們有很好的塊頭糖, 今天早上方才取出的.
can show you some splendid loaf sugar,³ just unpacked this morning.
- C. (*Laughing*) No, (客笑) 不要了, 今天已經買了許多東西了, 你什麼時候
thanks. I don't think I want anything more to-day.* I think I've

*I have already bought all I need to-day,
I **think** that is enough for to-day.

¹ what about 猶言有意乎, 有時亦作 how about. ² Mocha 本爲亞拉伯 (Arabia) 港名, 以其地產咖啡, 故名. ³ 方塊糖.

- done very well¹ for one day. When can you send these round² for me? 可拿這些東西送到?
到?
- S. A. We can send them round at once, sir. (員) 即刻就可送到府上的。
- C. Thanks. I wish you would.³ I'll settle⁴ for these now; how much does the bill come to?⁵ (客) 那最好了,我且付你錢,一起算來要多少錢?
- S. A. Ten fifty, sir. (員) 十元五角錢,先生。
- C. Well, you might take it out of this eleven dollars. (客) 這是十一元,你可找給我。
- S. A. Thank you, sir; fifty cents change.⁶ Please look in⁷ again, whenever you may be passing. (員) 多謝你,先生,這裏找出五角錢,你經過這裏的時候,請你再來枉顧。

¹ done very well 足矣. ² send round 猶言 send to my house 送至吾家. ³ I wish you would 即 I wish you would send round at once 我望汝即送至吾家. ⁴ 結賬. ⁵ come to=amount to 共計. ⁶ 找出之錢. ⁷ 入內; 賜顧.

C. Good morning. (客) 再會罷。

S. A. Good morning, (員) 再會, 多謝你, 先生, and thank you. 生。

Another Customer

另一顧客談話

S. A. What can I do (店員) 夫人, 今天要
for you this morning, 買什麼?
madam?

Lady Have you any (女客) 你們有上等
really good black 的紅茶, 能替我揀
tea,¹ that you can re- 選一種麼?
commend?²

S. A. Certainly, ma- (員) 有的, 夫人, 大約
dam, About what 要多少錢的貨? 這
price? Just look at 一種請你看看.
this, madam.

L. (*Lady*) Oh, that's in (客) 這是整包的, 你
packets.³ Have you 們沒有散的貨麼?
none loose?

¹ black tea 紅茶. ² 介紹. ³ 小包.

- S. A.** I have some, but (員) 有是有的,價錢
of cheaper price, ma- 要賤些,但是你方
dam; but you asked 才說要我替你揀
for something I could 選上等的貨哩.
recommend.
- L.** And you can't re- (客) 價賤的貨,你不
commend the cheaper 可替我揀麼?
brands?¹
- S. A.** Well, madam, we (員) 夫人,有的主顧
keep them in stock² 有時要買,所以我
because our custom- 們不得不進些貨,
ers call for them. 但我看你出價大
But really I think 些,茶葉要好的多
you'd do better to 呢.
pay the slightly higher
price, if you? want a
really good tea.*

*I always make it a point never to recommend an inferior article, as I always feel that my reputation is at stake.

¹ 牌子. ² keep in stock 進貨.

- L.** Well, I'll take your word for it.¹ I'll take one pound packet to try. (客) 這麼說來,我便聽你的話,買一磅的小包去好了。
- S. A.** I think you'll pronounce it² as good as any in town at the price. Anything else this morning, madam? (員) 你用了,便可知道這是市上很好的貨了,再要買別的東西麼,夫人?
- L.** Yes; I want some good coffee. (客) 我還要些上等的咖啡。
- S. A.** Yes, madam. How do you like this, at ninety cents the pound? (員) 好的,夫人,這種是每磅九角,好不好?
- L.** (*Laughing*) And do you recommend this, too? (客笑) 東西好不好?
- S. A.** Yes, madam; I think you'll find it a really good coffee at the price. (員) 好的,我想照這價錢是很好的貨了。

¹ I'll take your word for it 我信汝言; 我納汝之忠告。

² you'll pronounce it—you will consider it 汝將明言...

- L. All right; I'll take a pound of this. And a half-pound bottle of mustard.¹ (客) 我要買一磅,還要買半磅瓶子的芥末。
- S. A. We only keep Brent's mustard in half-pound bottles, madam. (員) 我們半磅的瓶子,祇有白蘭脫牌一種。
- L. I don't know that brand. I've always used Perry's before. (客) 這種牌子,我不很知道,我向來是用潘來牌的。
- S. A. I think you'll find this as good as any English mustard on the market, madam. (員) 這一種和市場上所有的英國芥末,實在沒有什麼上下呢,夫人。
- L. Well, I'll take one bottle of that. Now, what condensed milk² have you? (客) 我買一瓶好了。你們還有什麼煉乳麼?
- S. A. We keep all the leading³ brands, madam. (員) 各種著名的牌子,我們都全備的,夫人。

¹ 芥末. ² condensed milk 煉乳. ³ 著名的.

- L.** Well, you can let me have three tins of "Eagle" brand. (客) 我要三罐鷹牌的。
- S. A.** Anything else, madam? (員) 還要別的東西麼,夫人?
- L.** I think that's about all I want to-day, thanks. You might pack these all up for me. (客) 我想今天是不要了,多謝你,請你將這東西替我包起。
- S. A.** Certainly, madam. Shall we send them round for you? (員) 自然,夫人,要我替你送去麼?
- L.** Yes, do, please. They're too much for me to carry. (客) 是的,請你替我送去。東西太多,我也不能帶了。
- S. A.** Very good, madam; we'll send them along at once, if you are in a hurry¹ for them. (員) 好的好的,夫人,倘若你是等候應用的,那麼我就即刻替你送去。
- L.** I wish you would, please. Good morning. (客) 請你就是這樣,再會。

¹ in a hurry=in urgent haste 急切。

S. A. Good morning, (員) 再會, 夫人, 謝謝
madam, and thank 你.
you.

Commerical Prospects

商業狀況

- A. I suppose you're (甲) 我不知道, 你現
not in the market¹ 在要收買爪哇靛
just now for Java 青不要? 我有些貨,
indigo? I've a lot² 正想特別廉價脫
I'm willing to get 手.
off my hands³ at an
exceptionally low
figure.^{4*}
- B. I don't want any (乙) 我現在並不要,
just now. There is 目前這貨沒有銷
no demand⁵ for it at 路.
present.

*I want to sell it at the lowest price.
I wish to let it be sold cheaply.

¹ in the market 收買. ² a lot 一部分, 若干. ³ to
get off my hands = to find a sale for goods 賣貨 (猶俗言脫手).
⁴ 價. ⁵ demand 一字本作需求解, demand for... 直譯作對於
...之需求, 就貨物言, 即指其銷路, no demand 猶言無銷路.

- A. The times are bad;¹ (甲) 現時市面很壞,
nothing goes right 我如今竟沒有一
with me now-a-days. 事順利.
- B. The same with me; (乙) 我也是這樣,但
I hope, however, that 我很望市面不久
the market will soon 可有進步.
improve.
- A. The A Bank failed (甲) 某銀行昨天倒
yesterday. 了.
- B. How much do you (乙) 你該受多少損
stand to lose?² 失?
- A. I did not keep an (甲) 說起來還算僥
account³ there, I am 倖,我和該行沒有
happy⁴ to say. 交易.
- A. Mr. Chang is driven (甲) 張君因為該銀
to the wall⁵ in conse- 行破產,所以陷於
quence of⁶ the failure 窮境.
of the bank.

¹ times are bad 市況不佳. ² stand to lose=liable to lose 應受損失. ³ keep an account 交易. ⁴ 幸. ⁵ driven to the wall=brought to extremities 驅入窮境. ⁶ in consequence of...因...之故.

- B.** He is to be sympathised with. Have you heard the latest¹ about Messrs.....& Co.?^{*} (乙) 他很可憐,你曾聽見某行最近的消息麼?
- A.** No, what? (甲) 不知道,什麼事?
- B.** One of their promissory notes² was protested³ this morning. (乙) 今天早上他們有張期票,市面上不收了。
- A.** Indeed!⁴ I can hardly believe it. Quite a surprise to hear such a thing about so big a firm. (甲) 真的麼! 我不敢信這話,這樣大的一個行家,聽着他這樣事情,真很是一樁可驚的事。
- B.** Yes, it is; but if I am correctly informed, this is likely to prove only the lifting of the curtain.⁵ (乙) 不錯,是的;不過倘然人家告訴我的,果真的確,這事便還似纔開幕一般。

*Did you hear anything about Messrs...& Co?
What did you know about Messrs...& Co?

¹ the latest—the latest news 最近消息. ² promissory notes 期票. ³ 拒絕. ⁴ indeed 一字在此處用法,爲一種表示驚疑之語助辭. ⁵ lifting of the curtain 開幕(言事方開始).

- A.** But if it should end in their total collapse,¹ it will, I fear, involve quite a number² of victims.³ (甲) 但該行倘然完全失敗就此了結, 怕要牽連着許多受累的人哩。
- B.** Undoubtedly. And once a panic⁴ starts, it is difficult to foresee where it is going to end. (乙) 這是無疑的, 而且就要起一種經濟上的恐慌, 很難預料他結果到什麼地步哩。
- A.** It seems that there is nothing but⁵ ill news in the air,⁶ just now. I hope things will soon clear up⁷ a bit.⁸ (甲) 現在所傳播的似乎祇是些惡消息。我總望這市面上的種種景象, 不久就能清明一些纔好。
- B.** Is the demand for Chinese tea good in Australia now? (乙) 現在澳大利亞洲方面華茶的銷路好麼?

¹ total collapse 完全覆敗. ² quite a number = a large number 許多. ³ 受害者. ⁴ 經濟上之恐慌. ⁵ nothing but... 祇有... (but = except 除非). ⁶ in the air = in circulation 流播. ⁷ things will clear up = business prospect will grow bright 市況呈佳象. ⁸ a bit = a little 稍稍.

- A. No, the demand for this article has gone down there of late.¹ (甲) 不佳,近來這種物品在那邊的銷路低落了。
- B. The silk trade has been very active since the beginning of last month, and prices have gradually risen. (乙) 從上月初起,絲業很形活動,價錢也已經漸漲了。
- A. Has the market still an upward tendency?² (甲) 市面仍日見起色麼?
- B. Scarcely,³ prices are very steady just now. (乙) 不見得,現在市價很穩定。
- A. Foreign exchange has fallen considerably within the last few days. (甲) 這幾天以來,國外匯兌跌得很利害。

- A. How was business with you during last month?^{*4} (甲) 你上個月的營業怎樣?

*How are you getting on with your business?
Did you gain in business last month?

¹ of late 近今. ² 傾向,趨勢. ³ scarcely=not probably, 未能 (猶俗言不見得). ⁴ last month 上月;前月.

- B.** Pretty brisk, quite an improvement on the previous months. (乙) 頗形活動,在前幾個月間,很有進步。
- A.** The silk market is overstocked,¹ and no buyers; what's the cause? (甲) 絲市情形覺得供過於求,沒有買主,這是什麼緣故?
- B.** I don't know exactly, but they say² the home market³ is terribly bad, owing to⁴ the unsettled state of Europe. (乙) 我也不能曉得的十分真確,但據人家說起來國內貿易,因為歐洲形勢未定的緣故,很是不好。
- A.** The demand for⁵ money has grown⁶ acute owing to the approach of the silk season.⁷ (甲) 因為新絲上市的時候已到,市面上需要現金,很為急切了。

¹ overstock 供過於求, 國貨過多. ² they say—it is said, 據人說, 傳聞 (此處 they 字, 意義極泛, 並無指定之人).
³ home market 國內貿易. ⁴ owing to=because of 因為.
⁵ demand for...對於...之需要. ⁶ has grown=has become 已成. ⁷ silk season 新絲上市之時.

B. The note-issuing¹ (乙) 甲銀行發行紙幣的能力,已幾乎降至於無,不久就要發生超過法定限制濫發紙幣的結果了。
capacity of the A Bank has been reduced almost to nil;² and an excessive issue³ beyond the legal limit⁴ will soon be the result.

A. In all probability,⁵ (甲) 大約利率不久就要增漲了。
the rate of interest⁶ will, ere long,⁷ rise.

A. Where are you going? (甲) 你到那裏去?

B. To the Exchange.⁸ (乙) 到股份交易所去。你呢?
And you?⁹

¹ note-issuing 發行紙幣 (note 紙幣). ² nil=nothing 無所有, 無物. ³ excessive issue 逾限濫發 (指紙幣言). ⁴ legal limit 法定限制. ⁵ in all probability=most likely 大約, 多分. ⁶ rate of interest 利率 (利息高下之定率). ⁷ ere long =before long 不久. ⁸ 交易所, 此處意指 stock exchange 股份交易所. ⁹ And you? 爲省略之語, 意謂“汝則如何?”

- A.** To your office. (甲) 到你行裏去, 現
How's the market¹
now? * 在的市面怎樣了?
- B.** Looking up² gene- (乙) 大概很有看起
rally. B. Company 的情形, 乙行較爲
is rather weak; though 軟弱, 除此而外, 幾
pretty nearly every 乎各種都很強固.
thing else is strong.
- A.** What do you say (甲) 你對於買銀行
to³ buying bank 股份, 意下如何?
shares? †⁴
- B.** Do you mean C. (乙) 你意思是說丙
Bank? 銀行麼?
- A.** Yes, just so,⁵ (甲) 是, 正是.
- B.** A capital⁶ idea, I (乙) 據我說起來, 這
should say.⁷ Will 是最好的主意, 你

*How is the business at present?

How are the commercial prospects in this month?

†What is your opinion about buying silk?

How do you think as to buying such things?

¹ How's the market? 市況如何. ² looking up 有起色 (猶俗言看起). ³ What do you say to...; 爾對於...意見如何. ⁴ 股份. ⁵ just so 正是. ⁶ 最好. ⁷ I should say 我應說, 猶言“據我之意”此語在英文談話中, 頗含謙意.

- you put in¹ an order² 現在就要把定購
now? 的單子交去麼?
- A. Well, I'll go round (甲)好,我要到你行
to your office and get 裏去,看一看行情
a squint³ at the quo- 單再斟酌,你不久
tation list⁴ and see.⁵ 就可回到行裏來
Will you be back at 麼?
your office pretty
soon?*
- B. Oh yes, it won't (乙)是的,不會耽擱
take long.⁶ I'll get 許久的,我回來很
back very quick. 快.
- A. All right,⁷ don't (甲)很好,不要累我
make me wait long. 久待,停歇兒再會
See you later;⁸ good- 罷.
bye.⁹

*Will you return here immediately?

Will you go back in an instant?

¹ put in—to hand in 交進. ² 定貨單. ³ get a squint =to cast a glance 一瞥, 過目一下. ⁴ quotation list 行情單. ⁵ and see—and consider 再斟酌. ⁶ it won't (will not) take long 爲時不久. ⁷ all right 爲英文談話中之口頭語, 猶華語云“很好”或“好極”之類. ⁸ see you later—I will see you later 停歇再見. ⁹ Good-bye 乃臨別之口頭語, 如論其全文, 實爲 *God be with ye* 之省文, 卽上帝福汝也.



民國十年四月十七日發行
民國十一年四月十七日發行
民國十六年四月十七日發行

英華商業會話範本（第一集）

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