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Lesson 9 : International Trade -Insurance 国际贸易-保险 Helen : Im calling to discuss the level of insurance coverage youve requested for your order.

海伦 : 我打电话来是想讨论你所要求的订单保险额的级别。 Henry :

I believe that we have requested an amount twenty-five percent above the invoice value ? 来源 : www.examda.com 亨利 : 我想我们要求的是高于发票价值百分之二十五的保险金额。 Helen :

Yes, thats right. We have no problem in complying with your request, but we think that the amount is a bit excessive. 海伦 : 是的，

没错。我们可以答应这个要求，但是我们觉得金额有点太高。 Henry : Weve had a lot of trouble in the past with damaged goods. 亨利 : 我们过去有太多货物毁损的困扰。 来源

: www.examda.com Helen : I can understand your concern.

However, the normal coverage for goods of this type is to insure them for the total invoice amount plus ten percent. 海伦 : 我能了解你的考虑。然而，一般这类产品的保险额度是发票总额再加百分之十。

Henry : We would feel more comfortable with the additional protection. 亨利 : 有额外的保障会让我们觉得安全些。 Helen :

Unfortunately, if you want to increase the coverage, we will have to charge you extra for the additional cost. 来源

: www.examda.com 海伦 : 很遗憾，如果你们想增加保险额的话，我们就得向你们收取额外的费用。 Henry : But the

insurance was supposed to be included in the quotation. 亨利 : 但

是保险应该包含在报价里了。来源：www.examda.com Helen
： Yes, but we quoted you normal coverage at regular rates. 海伦：
是的，但是我们向你们报的价是一般比例下的正常保险额。
Henry： I see. 亨利：我了解。 Helen： We can, however, arrange
the extra coverage. But I suggest you contact your insurance agent
there and compare rates.来源：www.examda.com 海伦：不过超
出的保险额我们可以再商量。但是我建议你和你那边的保
险代理商联络并比较一下价格。 Henry： You're right. It might
be cheaper on this end. 亨利：你说得没错，在这边可能会比较
便宜。 Helen： Fax me whatever rates you find there and I'll
compare them with what we can offer.来源：www.examda.com 海
伦：不论你那里找到的是那一种价格都传真给我，我会和我
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