

商务英语:保险谈判 PDF转换可能丢失图片或格式，建议阅读原文

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在国际贸易中为了保护交易产品的安全，防化风险，大多数企业和公司会为他们的货物购买保险，下面就是海伦和亨利关于保单问题的讨论。

Helen: Im calling to discuss the level of insurance coverage youve requested for your order.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?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.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.我们过去有太多货物毁损的困扰。

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.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.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.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.但是保险应该包含在报价里了。

Helen: Yes, but we quoted you normal coverage at regular

rates.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.我明白了。 Helen: We can, however, arrange the extra coverage. But I suggest you contact your insurance agent there and compare rates.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系并比较一下价格。 Henry: You're right. It might be cheaper on this end.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.不论你找到的价格如何都请传真给我，我会和我们可以提供的价格来做比较。 转贴于：考试大\_BEC考试 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)