

《实用口语：如何用英语跟老外商讨保险业务》

1. 要求对方投保全险

You are requested to make arrangement to effect the insurance of AAR against the goods of our order No. 358 for 100,000 Yuan on our account with the Shanghai Insurance Company?

2. ??????????????????

We request you cover a warehouse to warehouse insurance for 500,000 Yuan on large electronic computers in transit from our warehouse to New York port?

3. ???????

For an amount like this, it is impossible for us to get both the hull and machinery insured. Therefore we suggest that you increase the premium?

4. ?????????????????

As these goods are to be purchased on CIF basis, we would like to be informed whether you can accept the insurance for them against all risks?

5. ?????????????????

Please let us know your premium at which you can take the insurance of AAR on these goods and arrange to insure urgently for our account without our reply if the amount is below 1,000 Yuan?

6. ?????????????

We request you arrange to insure against all risks in ten cases of color TVs amounting to 100,000 Yuan shipped by M/S Pacific leaving on August 20.

7. ?????????????

According to your instructions to insure, we have today taken out marine insurance for 50,000 Yuan on your color TV shipment?

8. ???????????

Please declare off our open policy No.550 for London on the video-recorder in wooden cases amounting to ?50,000 shipped by M/S Pacific from Tianjin to London?

9. ??????????

We are pleased to inform you that we have closed the insurance of AAR as shown in the insurance policy enclosed for 100,000 Yuan on one hundred sets of computers according to your instructions to insure on AAR as usual?

10.??????????????

We have heard the rate for AAR insurance premium for our large computers to New York is 1.50 Yuan per 100.00 Yuan. Please let us know immediately whether we can cover marine insurance elsewhere at a more reasonable rate?

11. ?????????????????????

We have found in your letter that you have an impression that the rate of 1.50 Yuan per 100.00 Yuan for AAR insurance is too expensive. However we would like to inform you it is generally adopted by all the large underwriters here?

12. ?????????????????

As instructed in your fax, we have already arranged insurance of AAR and TPND with reliable underwriters on ordinary terms and conditions?