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C: Excuse me, do you provide any trade service here? 你们有提供贸易押汇服务吗？ T: Yes, we do. Can I help you, sir? 有的，先生。我能为你效劳吗？

来源：考试大 C: Yes, I'd like to know how about the services you provide to customers in which credit facilities are not required. 我想知道你们提供给客户无须信贷安排的服务有那些项目？ T:

Certainly, sir. The services will include export financing, outward bills collection transferable letters of credit, letters of credit advising and confirmation, inward bills collection, trade information and insurance. 那当然可以，先生。服务范围包括出口贷款，出口单托收，信用证转让，信用证通知及确认，进口单托收，贸易资料及保险服务。 C: How can I benefit from your export

services? 那么在出口押汇文件的处理上，我所享有的服务有怎样？来源：考试大 T: Our staff works until 6:00pm each weekday night so that your export documents can be promptly processed.

This will greatly help your cash flow. In addition, we can dispatch documents to your counterparts bank for earlier payment. In turn, will save your transit interest. 我们的职员每日能为您服务到下午6点，确保各出口押汇文件可及时办妥，使你的现金周转更加灵活。同时，由于我们能助你将单据尽早递送到你的业务伙伴的银行及收取有关款项，所以能使你缩减利息开支。 C:

By the way, can I fax my instruction to your bank? 那么，我可以将押汇指示以传真方式通知贵行吗？ T: Sure, this is what we

always encourage our customers to do. Besides, as we have an advance-computerized system to process the documents efficiently and accurately, you can use our electronic facilities for trade transactions. 当然可以，我们一直鼓励客户这样做。此外，由于我们设有先进的电脑系统，能有效率及准确地处理贸易文件，所以，你也可透过我们的电子银行服务进行各项押汇交易。

C: Can your bank provide training or seminars on trade documentation to our company? As we note that it is very difficult to train new staff. 贵行会向我们提供有关贸易单据处理的培训班和讲座吗？因为我们在训练新职员时常遇到这方面的问题。

T: Yes, we do. This service will be subject to your request. 我们会的。这服务将根据你们的需要和要求而定。来源：考试大

C: Okay. I'll think about it seriously and will probably contact you again later. Thanks a lot! 好的，我将详细考虑这项服务，我会再联络你，谢谢！

T: Not at all! 不用客气！来源：考试大

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