

高职高专系列教材

艺术设计专业系列丛书

服装专业英语



主 编 黎春玲

副主编 程 路

ENGLISH FOR GARMENT INDUSTRY

广东高等教育出版社

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前 言

本书作为统编教材，是编者根据多年在服装学院任教的教学经验，紧密联系了高职高专学生的英语实际水平以及将来的职业需要加以编写的。主要供高职高专服装专业的学生（必修）以及服装学院其他专业的学生（选修）使用。

编者在编写的过程中既注意避免了过分强调英语语言功能，又减少了其他同类教科书因过分强调服装专业知识所引起的枯燥与繁琐，十分巧妙地把两者有机地结合起来，增强了教材内容的可读性，同时又因降低了相关专业知识的难度，使教学的基本规律得以充分地体现。因此，本教材构思有前瞻性，内容有实用性，教学具有可操作性。此外，本教材的最大特点是每个单元每个模块的教学内容都配备了足够的练习与实践环节，充分体现了高职高专的教学特色，突出了“实用为主，够用为度”的教学原则，是目前高职高专服装专业的学生不可多得的一本好教材。

本书由12个单元、译文及参考答案、附录组成，可用72个学时完成。每个单元包括对话、短文阅读以及单证三部分。全书均以服装为题材，内容涉及服装贸易与营销、服装设计与工艺、服装材料、服装工程以及在服装公司实习等方面。教材的第三部分——单证，结合学生的就业方向编排了有关服装贸易和服装加工过程中所需要的各种单证的样板和练习，使学生在有限的时间内能更有效地掌握将来工作需要的服装专业英语知识。

本书由广州大学纺织服装学院和广州大学科技贸易技术学院的教师共同编写。黎春玲担任主编（负责全书统稿、校审、编写该书的写作大纲、体例和第一单元），程路担任副主编（协助统稿、校审，以及编写第二、六单元及附录九），参加编写的教师有：蒋元猷（编写第七、十单元）、龙青薇（编写第十一、十二单元）、王彤（编写第三单元与附录十）、林纯（编写第四单元）、刘美芬（编写附录一至八），另外明瑞强、邓胜立、陈惠吟老师参与了第九、五、八单元的编写。在本书的出版过程中，得到了张锦文教授的帮助

和指导，在此表示衷心的感谢。

真诚希望这本书能以其自身的特色为广大学于服装专业英语学习的学生带来帮助并使他们真正能够做到学以致用。因为时间仓促，疏漏之处在所难免，我们期待广大师生在使用中对本书提出宝贵意见，使它不断改进和完善。

编 者

2006 年 6 月

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Unit One

Part I

Dialogue

At a Clothing Counter

- Shop Assistant: Is there anything I can do for you?
- Customer: Yes, I am looking for a sweater.
- Shop Assistant: Certainly, madam. What kind of sweater do you want?
- Customer: A woolen one.
- Shop Assistant: Do you have any particular color in mind?
- Customer: I want a plain color, not one with a pattern.
- Shop Assistant: What size do you want, madam? Medium?
- Customer: I'm afraid it doesn't fit. It is a little tight for me. Do you have a bigger one in the same style?
- Shop Assistant: Wait a moment, please. Here it is. How does it fit?
- Customer: It seems to be a perfect fit. Can I try it on?
- Shop Assistant: Certainly, madam. (A moment later) Oh, it suits you and fits you well. It's certainly your size.
- Customer: How much is it?
- Shop Assistant: It's ninety-five yuan a piece.
- Customer: That's rather dear, isn't it? Can you give me a fifty percent discount?
- Shop Assistant: Fifty percent? That's lower than our cost price. Give you a twenty percent discount. That's our rock bottom price.
- Customer: That sounds reasonable. I'll take it.

Words to learn

woolen [ˌwulin]	adj. 羊毛的
particular [pəˈtɪkjələ]	adj. 尤其的, 特别的
plain [pleɪn]	adj. 朴素的
pattern [ˈpætən]	n. 图案
medium [ˈmiːdʒəm]	adj. 中性的, 中等的
tight [taɪt]	adj. 紧的

percent [pə'sent]

adj. 百分之

discount ['diskaunt]

n. 打折

bottom ['bɒtəm]

n. 底部

reasonable ['ri:znəbl]

adj. 合理的

Role-Play

Situation:

Vicky would like a dress. She chooses her favorite style and color. But the size doesn't fit her. She wants to buy a bigger one.

Roles:

Student A (Vicky): She is fond of a blue dress.

Student B (shop assistant): Due to short of sizes, he recommends another style of dress to Vicky.

Complete the following dialogue:

Shop Assistant: Good morning. _____? (你想要点什么吗?)

Customer: Yes, _____. (我想买一条连衣裙。)

Shop Assistant: _____? (你喜欢什么颜色?)

Customer: _____ (我喜欢一些) in assorted colors.

Shop Assistant: _____?(你看这件怎么样?) It's very popular with young girls.

Customer: Oh, it seems good. _____? (多少钱?)

Shop Assistant: _____. (80 元一件。)

Customer: I'm afraid _____? (不合我穿, 有没有更大一码的?)

Shop Assistant: I'm sorry. Due to short of sizes, this kind of dresses is on sale. _____? (你认为这种款式怎么样?)

Customer: It seems to be perfect fit. _____ (我可以试一下吗?)

Shop Assistant: Of course. Oh, both _____ (颜色和款式都非常适合你。)

Customer: _____? (多少钱?)

Shop Assistant: The same price _____ (跟刚才那一件的价钱一样。)

Customer: _____ (好, 我买了。)

Some sentences and sentence frames you might use:

1. What can I do for you? /Can I help you? /Anything I can do for you?
2. Would you please show me ? /I'd like to buy. . .
3. How much is it ?
4. What size / color / style do you like?
5. Here is the one in your size.
6. What is it made of?

7. Can you recommend some other color / size / style for me?
8. How do you like this pattern?
9. Have you got anything a size bigger?
10. What is the total amount?

Part II

Reading Passage

At the Autumn Commodities Fair

Chen Hong, a student of the College of Textile and Garment, is now having her practical training at the Autumn Commodities Fair in Guangzhou. She marvels at a great variety of new and traditional garments of our country. Indeed, the garment style of one country can reflect its own culture and life style.

With the development of the civilization of the world, fashions for men's clothes and those for women's are changing as well. People are eager to wear garments of special styles and they also have tendency to buy clothes of higher class. So varieties of garments are elaborately designed to meet different types of needs and cater for various tastes among the public. Many newly-designed clothes in a wide range of colors and styles at the fair attract everyone present. In the Garment Hall of the Fair, there are many different kinds of colorful and fashionable garments, such as skirts, dresses, pajamas, jackets, trousers, overalls, swimming trunks, coats and beautiful underclothes, etc.

Businessmen from our country or even all over the world come to the fair. They are going around and chatting about the garments. Some are making inquiries, some are bargaining with others, and some are placing orders. They are doing business on the spot. The Commodities Fair of Guangzhou is really a big show.

Words and expressions

commodity [kə'mɒditi]

variety [və'raɪəti]

a great variety of

traditional [trə'dɪʃən(ə)l]

material [mə'tɪəriəl]

pajamas [pə'dʒɑ:məz]

overalls ['əʊvərɔ:lz]

trunks [trʌŋks]

civilization [ˌsɪvɪlaɪ'zeɪʃən]

n. 商品

n. 多样化, 丰富多彩

多种多样的, 品种繁多的

adj. 传统的

n. 材料, 原料

n. (一套) 睡衣裤

n. (上下连身的) 工作服

n. (男用) 紧身游泳裤

n. 文明

tendency [ˈtendənsi]	<i>n.</i> 倾向
elaborately [ɪˈləbəreɪtli]	<i>adv.</i> 精心地, 详尽地
cater [ˈkeɪtə]	<i>v.</i> 迎合, 投合
range [reɪndʒ]	<i>n.</i> 变动范围
in a range of	在……范围内
chat [tʃæt]	<i>v.</i> 聊天
inquiry [ɪnˈkwaɪəri]	<i>n.</i> 询问, 打听
order [ˈɔːdə]	<i>n.</i> 订购, 订货单
spot [spɒt]	<i>n.</i> 地点, 场所

Notes

1. She marvels at the great variety of new and traditional garments. 她对品种繁多的新式与传统服装大为惊讶。

2. With the development of the civilization of the world, fashions for men's clothes and those for women's are changing as well. 随着世界文明的发展, 男士衣着的潮流, 特别是女士衣着的潮流都产生了变化。

as well 也, 又

I am going to Beijing and my sister is coming with me as well.

3. ... and people also have tendency to buy clothes of higher class. 人们也倾向于购买高档次的衣服。

4. So varieties of garments are elaborately designed to meet different types of needs and cater for various tastes among the public. 因此, 品种繁多的服装就被精心设计以满足大众的各种需求和迎合他们不同的品位。

5. Many newly-designed clothes in a wide range of colors and styles at the fair attracted everyone present. 交易会上许多新设计的色彩丰富以及款式多样的衣服吸引了在场的每个人。

in a wide range of 范围广泛的

The shirt is available in a wide range of colors. 这种衬衫有各种各样的颜色供选择。

Reading Comprehension

True [T] or False [F]:

- [] 1. Chen Hong is a clerk from a garment company of the College of Textile and Garment.
- [] 2. There are many different kinds of fashionable garments at the Autumn Commodities Fair in Guangzhou.
- [] 3. A great variety of garments are only designed to cater for different types of

tastes of the public.

[] 4. People are attracted by the colorful garments and would like to buy some as presents.

[] 5. Garments at the fair are displayed and not to be sold.

Applied Practice

1. Look at the drawing of items of clothing, and name each of the numbered features using the list that follows:



Choose from this list:

(1) bikini; (2) bra; (3) briefs; (4) cardigan; (5) dress; (6) knickers; (7) pajamas; (8) scarf; (9) slippers; (10) swimming trunks; (11) swimming suit; (12) vest.

2. Which of the following would you wear mainly above the waist, mainly below the waist, both above and below?

There are five items of clothing in each group. Make three groups of five.

bikini briefs dress pajamas pullover scarf shirt shorts skirt suit swimsuit
tights trunks vest waistcoat

above: _____

below: _____

both: _____

Part III

Documentation

Order Form

In the Autumn Commodities Fair, Chen Hong works for Guangzhou Fashion Company. Mr. Smith, the Purchasing Manager from London Nile Underwear Shop, England, shows great interest in some goods in Chen's booth. After the negotiation, they agree to sign a firm order form as follows.

London Nile Underwear Shop, England

No. 298 Oxford Road, London, England

Tel: 019 - 258 - 376 - 422 Fax: 019 - 258 - 376 - 438

E-mail: Linfang208@21cn.com

Order No. : 001

Date: Oct. 25, 2007

To: Guangzhou Dapeng Fashion Company

No. 352 Xingang Middle Road, Guangzhou

Order Form

Order No. : 001				From: London Nile Underwear Shop, England				
Quantity	Description of Goods	Color	Unit Price	Price	M	L	XL	XXL
1,000 pieces	silk gown (Item No. : SG10)	black	FOB Huangpu @ \$10.00	\$10,000.00	10	50	30	10
1,000 pieces	ladies' tight (Item No. : LT20)	blue	FOB Huangpu @ \$6.00	\$6,000.00	20	50	20	10
1,000 pieces	Bra (Item No. : B30)	white	FOB Huangpu @ \$5.00	\$5,000.00	15	55	15	15
1,000 sets	Pajamas (Item No. : P40)	pink	FOB Huangpu @ \$8.00	\$8,000.00	20	45	25	10

Comments: Total: \$29,000.00

1. Discount: 10%

2. Delivery: Within 60 days Grand Total: \$26,100.00

3. Payment: L/C

4. Packing: Each piece in one plastic bag, 50 bags to a carton

Seller's signature: Chen Hong Buyer's signature: Mike Smith

Notes

An order form should contain the following information (订单应包括下列内容):

- 1) Names and addresses of buyers and sellers (买卖双方名称、地址).
- 2) Number of order form (订单编号).
- 3) Date of order form (订单日期).
- 4) Item number (货号).
- 5) Full descriptions on color, style, size, quantity and specifications (有关颜色、款式、规格尺寸和数量的具体要求).
- 6) Unit price (单价).
- 7) Total amount (总价).
- 8) Delivery date (装运日期).
- 9) Packing instructions (包装要求).

Exercises

Please write an order form according to the following information.

Background:

芬兰 ABC 有限公司 [ABC Company Limited, Finland; 地址: Akedsanterink Auto P. O. Box 9, Finland; 电话 (Tel): 358 - 833 - 6760; 传真 (Fax): 358 - 833 - 6758] 业务员 Tom Smith 先生在 2006 年秋交会参观了广州德华贸易有限公司 [Guangzhou Dehua Trading Co., Ltd. 该公司地址: 广州政龙路 15 号 (No. 15 Zhenglong Road, Guangzhou, China); 传真 (Fax): 08355668; 电传 (Telex): 020 - 88355668] 的展品, 他对该公司的服装很感兴趣, 也与该公司的业务员张三取得联系。经过一系列谈判, Smith 先生于 2006 年 10 月 22 日向广州德华贸易有限公司的国际商务操作员张三发来订货信, 内容包括:

- 1) 商品: “奥斯曼”牌男士衬衫。
- 2) 包装: 箱包装, 每箱 50 件。
- 3) 数量、型号及价格:

货 号	颜 色	尺 码	数 量	单 价
OHSMEN - E28/B22	白色	40	5 000 件	15 美元
OHSMEN - E28/B22	蓝色	42	5 000 件	15 美元
OHSMEN - E28/B22	灰色	44	5 000 件	15 美元
OHSMEN - E28/B22	粉色	46	5 000 件	15 美元

- 4) 价格术语: CIF 赫尔辛基。
- 5) 支付方式: 不可撤销即期信用证。
- 6) 装运: 12 月底交货。

Unit Two

Part I

Dialogue

What Clothes Do You Often Wear?

Mary: Lucy, would you like to join Jack's birthday party?

Lucy: Yes, I'd love to. It has been over ten years for me not to see Jack, my best friend. I mean I'm a bit nervous. You know, it's very important for me.

Mary: Certainly, so am I. What kind of dress are you going to wear?

Lucy: That's the problem. I am confused to it.

Mary: Can I help you?

Lucy: Great. Please come with me. Look, this is my family's wardrobe.

Mary: Oh, it's so large. You and your husband share this one?

Lucy: Yes. There are two parts and four drawers in it.

Mary: Let me have a look. There are coats, blouses, dresses, skirts, sweaters, and underwear in fashion. The right part is yours.

Lucy: Yes. My husband puts his suits, jackets, trousers, shirts, windbreakers, jeans, mandarin collar dress, and pajamas in the left part. And we put our scarves, ties, gloves, stockings, and socks in different drawers at the bottom of the wardrobe.

Mary: Well, you two must have spent a lot on these clothes. Let me see. Oh, I think this pink Qipao suits you well. It's certainly a perfect match with your pearl necklace and earrings.

Lucy: Really? I'll take it. Thanks for your good idea. Let me put it on.

Mary: You look so graceful and beautiful. May I borrow your evening dress for the party?

Lucy: Sure. You can choose what you like.

Mary: Thank you.

Lucy: It's my pleasure.

Words to learn

wardrobe ['wɔ:drəʊb]

n. 衣橱

blouse [blaʊz]

n. 女式衬衫

underwear [ˈʌndəweə]

n. 内衣

mandarin [ˈmændərɪn]

n. 中国式

mandarin collar dress

中国式对襟立领服装

pajamas [pəˈdʒɑ:məz]

n. 睡衣裤

scarf [skɑ:f]

n. 围巾

glove [glʌv]

n. 手套

stocking [ˈstɒkɪŋ]

n. 长袜

Role-Play

Situation:

What clothes do you often have? And what's your favorite? Talk about the clothes you often wear in daily life with your partner.

Roles:

Student A (Mary): She is curious to know how to dress well.

Student B (Lucy): She is good at dressing and make-up.

Complete the following dialogue:

Student A: You are always _____ (穿着得体). What clothes and _____ (什么品牌) do you wear?

Student B: Oh, _____ (那得看情况). There are not enough clothes in my wardrobe, but most of them are _____ (名牌). You know, _____ (数量和价格) are not the problem for me, but _____ (款式和面料) are very important instead.

Student A: But I _____ (买不起名牌服装). They cost too much and should _____ (小心清洁和熨烫).

Student B: Well, you can wear _____ (休闲服) as your _____ (日常衣服). They need not too much time to _____ (打理).

Student A: That's a good idea! And they are easy to be _____ (时髦) and _____ (相互搭配).

Student B: Yes, for instance, the jeans, _____ (运动式上衣), _____ (无袖连衣裙), _____ (露背上衣), etc.

Student A: May I ask what your _____ (最喜爱的衣服) is in winter?

Student B: Of course, _____ (羊毛大衣) is my like. It looks _____ (高贵大方). It suits my figure well.

Some sentences and sentence frames you might use:

1. How can you look after your wardrobe?
2. Your clothes are all in fashion.