“十三五”职业教育部委级规划教材
江苏高校品牌专业建设工程资助项目（PPZY2015C254）

纺织商务外贸英语

FANGZHI SHANGWU WAIMAO YINGYU

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朱挺　秦晓　副主编

国家一级出版社
中国纺织出版社
全国百佳图书出版单位

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内 容 提 要

本书是高等职业院校纺织专业主干教材之一，分为纺织、商务旅行与接待、纺织外贸、纺织国际贸易单证四部分。纺织部分主要有纤维、纱线、织物、纺织品染整、纺织品检测等；商务旅行与接待介绍了商务通信、酒店入住、航空旅行、海外购物和商务用餐等典型的场景；纺织外贸的主要内容有客户开发，询盘与报盘，样品、订单及合同，跟单；纺织国际贸易单证主要介绍常用商务缩略语、采购单、形式发票、纺织品检验报告、原产地证书、商业发票、装箱单、报关单、信用证、汇票、提单和受益人证明等内容。

本书是高等职业教育教材，可作为纺织外贸企业职工培训教材，亦可供纺织商务人士学习参考。

图书在版编目(CIP)数据

纺织商务外贸英语/马倩，王可主编. --北京：中国纺织出版社，2018.1

"十三五"职业教育部委级规划教材

ISBN 978-7-5180-4336-1

Ⅰ.①纺… Ⅱ.①马… ②王… Ⅲ.①纺织工业—对外贸易—英语—高等职业教育—教材 Ⅳ.①H31

中国版本图书馆 CIP 数据核字(2017)第 281911 号

策划编辑：符 芬 责任编辑：沈 靖 责任校对：王花妮

责任设计：何 建 责任印制：何 建

中国纺织出版社出版发行

地址：北京市朝阳区百子湾东里 A407 号楼 邮政编码：100124

销售电话：010—67004422 传真：010—87155801

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E-mail：faxing@c-textilep.com

中国纺织出版社天猫旗舰店

官方微博 http://weibo.com/2119887771

北京玺诚印务有限公司印刷 各地新华书店经销

2018 年 1 月第 1 版 2018 年 1 月第 1 次印刷

开本：787×1092 1/16 印张：12.75

字数：268 千字 定价：48.00 元

前言

当前，中国的纺织纤维加工总量已占全球纺织纤维加工总量的50%以上，棉纺纱锭占全球总锭数的50%以上，纺织贸易总额占全球纺织贸易总量的1/3以上，服装等贸易量已占全球进出口贸易总量的35%，我国已经成为世界第一纺织经济大国。同时，以印度等国家为代表的南亚和以越南为代表的东南亚第三世界国家，凭借比我国更为低廉的劳动力、能源、原料等成本优势，大大冲击了我国传统的低中档纺织产品的市场优势，尤其是2012年以来，国产棉纱和棉花价格持续出现倒挂、国外棉纱和国内棉花价格持续出现倒挂，我国低中档纺织产品（如普梳棉纱）的生产加工纷纷转移到南亚和东南亚第三世界国家。在纺织行业贸易中，跨国的商务活动、人际交往，已成为不可或缺的一部分。

对每一位从事国际纺织贸易工作的人来说，能够准确使用纺织商务英语，是走向成功的最基本要求。

纺织商务英语作为在纺织商务背景下应用的英语，虽然并非特别的语言，但存在一些纺织行业“行话”——纺织和贸易专业术语，这本书提供了大量的纺织相关知识（纤维、纱线、织物、纺织品染整、纺织品检测）、商务旅行与接待、纺织外贸和相关单证等方面术语。

本书在编写过程中得到了江苏高校品牌专业建设工程（PPZY2015C254）和江苏省高等职业教育产教深度融合实训平台的资助，也得到了盐城工业职业技术学院和全国纺织服装职业教育教学指导委员会等单位的支持，在此一并表示感谢。本书由马倩、王可担任主编，朱挺、秦晓担任副主编，陈春侠、王曙东参编。全体编写者对本书的编写原则和内容等进行了认真研究，在编写过程中保持严谨慎重态度。但限于编者的水平，必有疏漏与失误之处，欢迎广大读者批评指正。此外，在编写本书过程中参考了一些相关资料，在此向这些著作者表示感谢。

编　者

2017年8月

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Chapter 1 Textile(纺织篇)

Unit 1 Textile Fibers(纺织纤维)

Textile Fibers and Their Properties(纺织纤维及其性质)

In general, textile fiber is characterized by having a very small diameter (from a few microns to hundreds of microns) and a length more than 1,000 times its diameter, which usually serves as the raw material of other textile products. There are many kinds of textile fibers. In terms of origin, they can be classified into two categories: natural fibers and chemical fibers (man-made fibers). Chemical fibers can be sub-classified into regenerated fibers and synthetic fibers. Tab. 1.1 is the specific classification of commonly used textile fibers for apparel and home textiles use.

Tab. 1.1 Specific classification of commonly used textile fibers for apparel and home textiles use

Textile fibers	Natural fibers	Natural cellulosic fibers	Cotton, colored cotton, kapok
			Ramie, linen or flax, hemp, kender, mulberry
			Bamboo
		Natural protein fibers	Wool, mohair, camel hair, llama, cashmere, alpaca, vicuna, down
			Mulberry silk, tussah silk
	Chemical fibers (Man-made fibers)	Regenerated fibers	Rayon/viscose, Modal, Lyocell/Tencel, Richcel
		Synthetic fibers	Acrylic, nylon, polyester, Lycra/Spandex, polypropylene, vinylon

In terms of fiber length, they also can be divided into two types: staple/short fiber and filament. Fiber in tens of meters or several kilometers in length can be called filament. For example, the average length of a single continuous raw silk is 800 ~ 1,000 m. Fiber very short in length can be called staple/short fiber. Generally, cotton fiber is 10 ~ 40 mm and wool fiber is 50 ~ 75 mm. All natural fibers, except silk, are staple fibers. Silk can be cut into short length to form staple fibers. Chemical/man-made fiber can be made into staple fiber or filament as required, and the chemical/manmade staple fiber can be classified into three types.

(1) Cotton type fiber with a length of 30 ~ 40 mm.

(2) Medium length fiber with a length of 40 ~ 75 mm.

(3) Wool type fiber with a length of 75 ~ 150 mm.

The origin, content, manufacturing, morphology and property of the textile fiber vary greatly and can directly determine the performance of products made from it. Therefore, textile fiber should be of appropri-

ate physical, chemical and physiological properties to withstand processing by involved textile machineries and provide desired durability in its end use. These properties include necessary length and fineness; adequate strength, flexibility, elasticity and abrasion resistance; proper moisture absorption property, air permeability and chemical stability; good dyeing property and physiological friendly property.

Vocabulary

refers to 指的是
machineries 机器
is characterized by 具有……特征
serve as 作为
in term of 根据/依据
be classified into 被分为
be divided into 被分为
content 成分
morphology 形态
performance 性能
physical 物理的
physiological 生理
retain 保持
involved 参与、涉及
micron 微米
raw material 原材料
origin 来源/起源
categories 类别/种类
millimeter 毫米
manufacturing 生产/制造
property 性能/性质
appropriate 合适的
chemical 化学的
end use 最终用途

Professional Vocabulary

textile 纺织,纺织品
yarn intermediates 纺纱半制品
fabric 面料,织物
chemical fiber (man-made fiber) 化学/人造纤维
synthetic fiber 合成纤维
home textiles 家用纺织品
protein 蛋白质
colored cotton 彩棉
ramie 苎麻
hemp 汉麻
mulberry 桑皮
wool 绵羊毛
camel hair 骆驼绒
cashmere 羊绒
vicuna 驼马绒
mulberry silk 桑蚕丝
rayon/viscose 人造丝/黏胶
Lyocell/Tencel 莱赛尔/天丝
fiber 纤维
yarn 纱线
natural fiber 天然纤维
regenerated fiber 再生纤维
apparel 服装
cellulosic 纤维素
cotton 棉
kapok 木棉
linen/flax 亚麻
kender 罗布麻
bamboo 竹/竹纤维
mohair 马海毛
llama 美洲驼毛
alpaca 羊驼毛
down 羽绒
tussah silk 柞蚕丝
Modal 莫代尔
Richcel 丽赛纤维

acrylic 腈纶
polyester 涤纶
polypropylene 丙纶
staple/short fiber 短纤维
cotton type fiber 棉型纤维
wool type fiber 毛型纤维
fiber length 纤维长度
strength 强力
elasticity 弹性
moisture absorption 吸湿性
chemical stability 化学稳定性
physiological friendly property 生理友好性能
nylon 锦纶(尼龙)
Lycra/Spandex 莱卡/氨纶
vinylon 维纶
filament 长丝
medium length fiber 中长型纤维
durability 耐用性
fineness 纤维细度
flexibility 柔性
abrasion resistance 耐磨性
air permeability 透气性
dyeing property 染色性能

Translation Practice

1. Black Polyester Staple Fiber(Fig. 1.1)

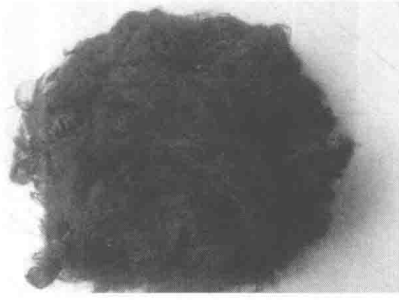


Fig. 1.1 Black polyester staple fiber

(1) Quick Details

Material: 100% polyester	Fiber Type: staple	Pattern:dyed
Style: solid	Use: filling material, nonwoven fabric, spinning	
Fiber Length: 32 ~ 76 mm	Fineness: 1.4 ~ 7 D	Brand Name:NANYANG
Model Number:T - 80	Place of Origin: Jiangsu, China	

(2) Packaging & Delivery

Packaging Details: in pressed packed bales, 75 kgs per bale or as customers' requirements.
Delivery Detail: 5 ~ 7 days after order.

(3) Company Introduction

Nanyang Textile Co., Ltd. is a joint stock-private enterprise which located in Jiangyin city of Jiangsu province. We produce polyester staple fiber, polyester spun yarn and color master batch. We can develop fibers and yarns with different specifications and colors according to customers' requests. Our company is the unique colored solid fiber manufacturer which gets the lowest anti-dumping duty

rate (4.44%) against polyester staple fiber (≥3D) from China to USA market. We are especially good at dope-dyed polyester fiber which is environment-friendly product with clean production and zero discharge. Every year, we collect more than 36,000 mt PET bottle flakes as raw materials from all over the world and provide fiber and yarn to the whole global market.

Notes

spun yarn:细纱、短纤纱,由短纤维纺成的纱,与长丝相对应。

color master batch:色母粒,由高比例的颜料或添加剂与热塑性树脂,经良好分散而成的塑料着色剂。

colored solid fiber:彩色实心纤维。

anti-dumping duty rate:反倾销税率。

dope-dyed:色母染色/原液染色,加入色剂或有色母粒等对纺丝溶液进行染色,以制备有色化学纤维。

PET bottle flakes:聚酯回收瓶片。

mt:metric ton 的缩写,公吨。

2. Tencel Fiber Tops(Fig. 1.2)

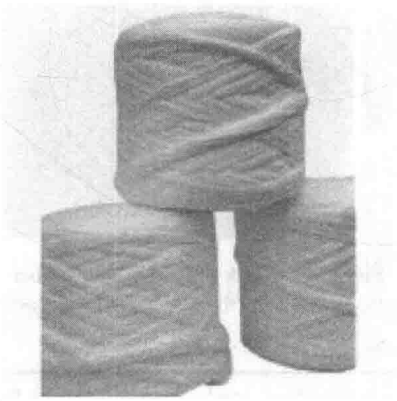


Fig. 1.2 Tencel fiber tops

(1) Quick Details

Material: 100% Tencel	Fineness: 2.2 D, 2.7 D	Pattern: raw
Fiber Length: normal	Use: spinning	
Brand Name: SHENBUTEX	Place of Origin: Jiangsu, China	

(2) Packaging & Delivery

Packaging Details: export package.

Delivery Detail: within 7 days.

(3) Company Introduction

As a member of Shenbu International Group, Nanjing Shenbu Textile Co., Ltd. has focused on

the production and marketing of textile materials for more than 25 years and it is the most complete and most professional supplier in China market. With the help of domestic and overseas partners, the business has achieved great development. The textile materials have been sold to many countries and regions worldwide with super quality and high reputation. We supply the following Tencel fiber tops.

a. 100% Tencel fiber tops, 2.2 D, 2.7 D.

b. Tencel blended fiber tops, 90% Tencel, 10% silk.

c. Tencel blended fiber tops, 95% Tencel, 5% nylon.

Notes

top:毛条。

blended fiber tops:混纺纤维毛条。

3. Viscose/Rayon Staple Fiber(Fig. 1.3)

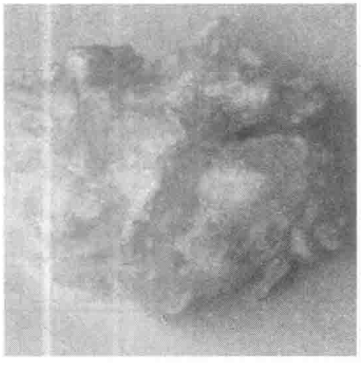


Fig. 1.3 Viscose/rayon staple fiber

(1) Quick Details

Material: 100% viscose	Fiber Type: staple	Pattern: raw
Color: raw white and bright	Use: filling material, nonwoven fabric, spinning	
Fiber Length: 38 mm	Fineness: 1.2 D	Brand Name: FLD
Place of Origin: Zhejiang, China		

(2) Packaging & Delivery

Packaging Details: bale packing, 252 kgs per bale or 300 kgs per bale.

Delivery Detail: within 10 days.

(3) Company Introduction

We are a very professional supplier of viscose staple fibers (1.2 ~ 5 D, 32 ~ 102 mm), and viscose colored and melange spun yarns (yarn count: 17 ~ 80^s). We have developed a lot of new colored yarn products made from different materials (100% viscose, 100% cotton, T/C, T/R, 100% Modal, 100% Tencel and 100% spun silk) and in different yarn styles (melange yarn, ab yarn, slub yarn, rainbow and color spot yarn).

Notes

T/C blended yarn:涤/棉混纺纱。

T/R blended yarn:涤/黏混纺纱。

spun silk:绢丝。

melange spun yarn(麻灰纱,Fig. 1.4):使用原料为中化纤与棉,或全为中化纤。在纺纱过程中把黑色纤维(黑色棉、黑色涤纶或黑色黏胶等)与本色纤维经过充分均匀混合后,纺制成具有独特混色效果的色纱。麻灰纱色泽自然和谐、不易褪色,成纱后不需要印染,可直接针织或机织,减少了成本及环境污染,主要应用于生产针织汗布、休闲服。

ab yarn(ab 纱,Fig. 1.5):通过赛络纺纱方式制成的复合纱线,可以做到一根纱里包含两种原料不同的纤维或两种不同颜色的纤维。赛络纺的同向同步加捻使纱线具有股线的性质,且毛羽少,抗起毛起球好。与股线织物相比,赛络纺织物手感柔软,比较平滑。赛络纺纱可用于机织物及针织物,也可替代股线用于高支高密织物。

slub yarn(竹节纱,Fig. 1.6):纱线忽细忽粗、有一节叠出的称竹节,竹节纱是花式纱中种类最多的一种。竹节纱有粗细节状竹节纱、疙瘩状竹节纱、短纤维竹节纱、长丝竹节纱等。竹节可以是规则分布也可以是不规则分布。

rainbow yarn(彩虹纱,Fig. 1.7):使用两种以上颜色为主色,以一定次序及段距进行生产的具有特殊外观效果的纱种。

color spot yarn(彩点纱,Fig. 1.8):在纱的表面附着各色彩点子的纱称为彩点纱。可以在深色底纱上附着浅色彩点,也可在浅底纱上附着深色彩点。这种彩点一般用各种短纤维先制成粒子,经染色后在纺纱时加入。

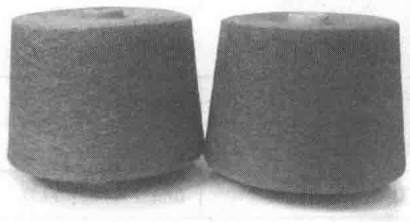


Fig. 1.4 Melange spun yarn(麻灰纱)

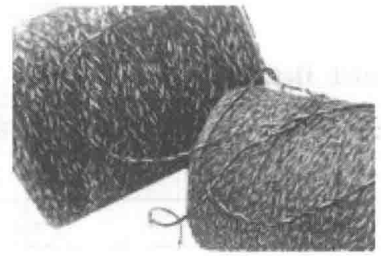


Fig. 1.5 ab yarn (ab 纱)

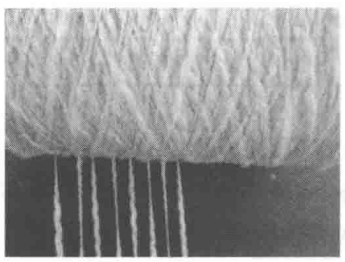


Fig. 1.6 Slub yarn(竹节纱)

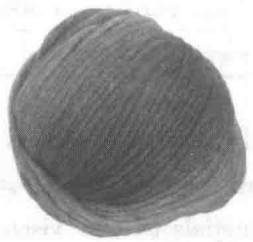


Fig. 1.7 Rainbow yarn(彩虹纱)

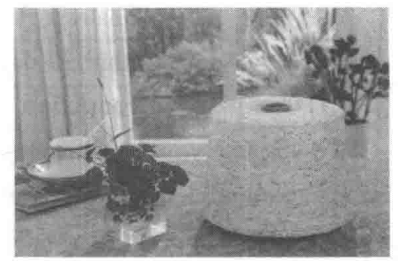


Fig. 1.8 Color spot yarn(彩点纱)

Unit 2 Textile Yarns(纺织纱线)

Textile Yarns and Their Structure and Characteristics (纺织纱线及其结构特征)

Yarns are a continuous strong and flexible strand of textile fibers aligned along the lengthwise direction with or without twists and are used for further processing into textile fabrics. Although a few types of textile products, such as felt and nonwoven fabrics, are made directly from fibers, most textiles used by us are made with yarns. Yarns can be made from short/staple fibers, filament fibers, or a combination of both. If filament fibers are used, the yarns may be either multifilament, composed of several filaments, or monofilament, composed of a single filament. The staple fibers can be natural fibers (such as wool, linen, cotton and silk fibers that have been cut into short length, etc.) or chemical fibers. Single yarns made from staple fibers are usually twisted together to form an even stronger yarn, called ply/plied yarn. If both staple and filament yarns are used, they are usually combined by following processing to produce modern yarns, or are plied to form plied yarns with special characteristics. Different processing methods and fibers used result in a great variety of yarns. The classification methods and names of yarns vary greatly. Tab. 1.2 is the classification of yarns. Tab. 1.3 shows some kinds of fancy yarns.

Tab. 1.2 Classification of yarns

Classification method	Yarn type	Yarn feature
Length of fiber	Short/staple yarns	Yarns are composed of short length fibers twisted or spun to hold them together. There are two main systems for spinning fibers into yarns. When it comes to wool, the system is known as woollen or worsted system. For cotton, it is called carded or combed system. Almost all chemical fibers are produced as continuous filaments. When they have to be blended with cotton or wool to form blended yarns, they are cut into the desired short length. Common blending proportions are 65/35, 50/50 and so on
	Filament yarns	Yarns are made from long continuous filaments. Monofilament yarns are made from single, relatively thicker filament fibers. Transparent sewing threads, metalic yarns are examples of monofilament yarns. Multifilament yarns are made by aggregating many filaments together. The amount of twist in filament yarns is usually relatively low, but high-twist crepe yarns are made successfully from filament fibers
Structure of yarn	Simple yarns	Yarns are of uniform thickness, have a constant twist along their length and are relatively smooth. They can be subclassified into two types: single yarn, when a single yarn is untwisted, which comes apart in short fiber or separates into filaments; ply/plied yarns, which are twisted together by two or more simple single yarns, and are called as two plied yarns, three plied yarns and so on, according to the number of single yarns twisted together

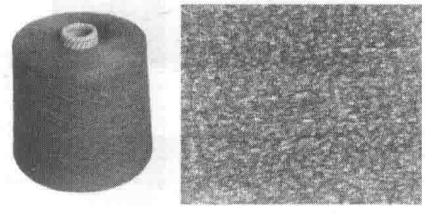
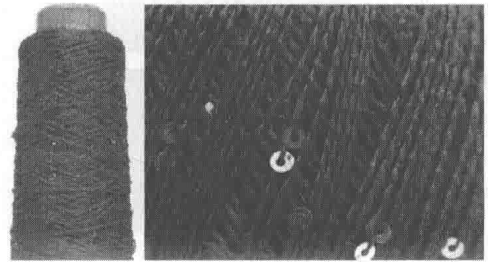
Continued

Classification method	Yarn type	Yarn feature
Structure of yarn	Fancy yarns	Yarns are uneven which may be thick and thin or have curls, loops, knots and even different colored areas along their length. The fancy yarns are designed for decorative purpose rather than functional purpose. The end uses for fancy yarns mainly include apparel fabrics and home furnishing fabrics. Derivatives of fancy yarns include slub yarn, coverd yarn, eyelash yarn, boucle yarn, snarl yarn, ladder yarn, knot yarn, spiral yarn, chenille yarn, metalic yarn, crepe yarn, diamond yarn, and flock yarn
	Stretch yarns	Yarns have the ability to extend or streth under tension as well as to return to its original size after release of strain. Stretch yarns are finding increasingly wide use in textile matetials. Fabrics made from stretch yarns are being used for regular knitted and woven appreal to provide increased comfort when sitting, bending, stooping or engaged in sports or work activities besides being used in foundation garments and swimsuits
	Textured yarns	Yarns are modified filament yarns with crimped, dull and soft appearance after being bended, crimped, curled, or looped in various ways. Appearance, touch or properties similar to natural fiber yarns are imparted to textured yarns by the above modifications. Textured yarns can be classified into three groups: stretch yarns, stablished yarns, and bulked yarns
Yarn count	Fine yarns	Yarns are frequently described as fine, medium, or coarse. It may be stated that, in general, cotton yarns are considered coarse lower than 30^s, from 30^s to 60^s they are referred to as medium numbers, and from 60^s upwards as fine yarns
	Medium yarns	
	Coarse yarns	
Fiber content	Pure yarns	Yarns are made from only one kind of fibers
	Blended yarns	Yarns have two or more types of fibers blended together. Both spun yarns and filament yarns can be blended, but spun blends are the type most widely used
Yarn processing method	Ring spun yarns	Yarns are spun on the ring spinning machine. Twists are inserted into the yarns by means of a rotating spindle placed on the ring spinning machine. Twisting of the yarns and winding of them onto the bobbin take place simultaneously and continuously. Ring spun yarns are of better quality. Most of the yarn produced in the world is ring spun
	Open-end spun yarns	Rotor spun yarns are more uniform than ring spun yarns and have superior dyeing properties Air-vortex spun yarns are clean, and have good uniformity and even quality Friction spun yarns are uniform, quite free of impurities, but tend to have less strength

Continued

Classification method	Yarn type	Yarn feature
Yarn processing method	Non-open-end spun yarns	Self-twist yarns are slightly more even than ring-spun yarns, much stronger, and less susceptible to snag and pull than ring spun yarns Twistless yarns are stiffer than ring spun yarns and have greater luster, less elongation, and better covering power owing to their ribbon-like character. Also, they are more uniform but weaker than ring spun yarns Air-jet spun yarns are weaker than ring spun yarns and have relatively coarse yarn size, less cleanliness, harder hand-feel, and better dyeing property
	Composite yarns	Core-spun yarns have a central core with a second layer or sheath of fibers wrapped around it Cover-spun yarns are biocomponent yarns made of a center or core of staple fibers that are wrapped with filament fibers that serve as the binder, which are generally stronger and more even than ring spun yarns, and have good covering power Siro-spun yarns have low hairness, high cleanliness, good elasticity, and abrasion resistance Sirofil-spun yarns have an appearance of single yarns but with a structure of ply yarns, which are less hairy than ring spun yarns Solo-spun yarns have low hairness, high cleanliness and strength, and good abrasion resistance Compact yarns have high breaking strength, more elongation, less yarn faults and hairiness, less abrasiveness

Tab. 1.3 Some kinds of fancy yarns

Classification	Pictures
Flake yarn Composition: Cotton, polyester, rayon Yarn count: 21 ~ 40^s Pattern: Dyed Use: Knitting	
Sequin yarn Composition: 100% polyester Yarn count: 5.5/1 Nm Sequin size: 2 mm, 2.5 mm, 3 mm, 4 mm Pattern: Dyed Use: Knitting/hand knitting	

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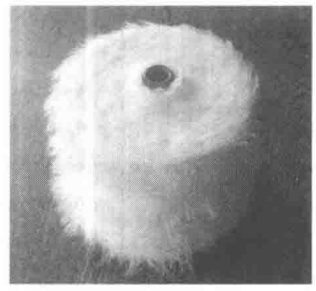
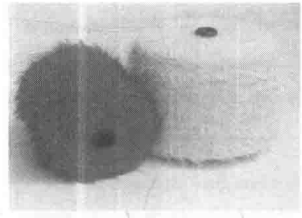
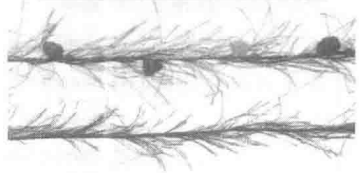
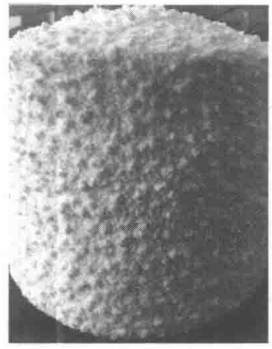
Classification	Pictures
Imitate mink hair yarn Composition: 100% nylon Yarn count: 1Nm Luster: Semi dull, super bright, full dull pattern: Dyed Use: Knitting/hand knitting	
Feather yarn Composition: 100% polyester Yarn count: 3.1/1 Nm Pattern: Dyed Use: Knitting	 
Ladder yarn Composition: 45% polyester 55% nylon Yarn count: 3.6/1 Nm Pattern: Dyed Use: Knitting scarf/fabric/glove	 
Chenille ping pong ball yarn Composition: 100% polyester Yarn count: 5.5 Nm Color: Raw white Pattern: Raw Use: Knitting/hand knitting	

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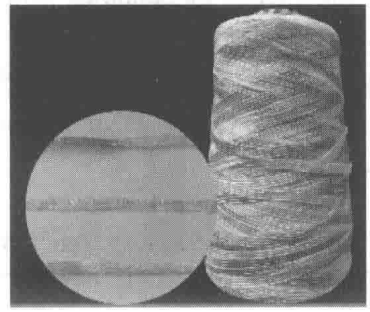
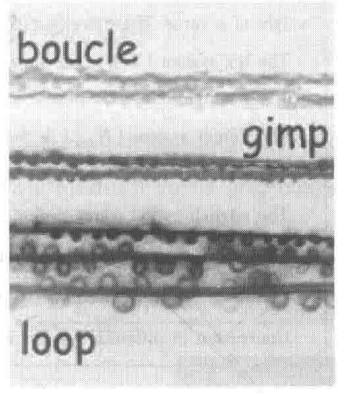
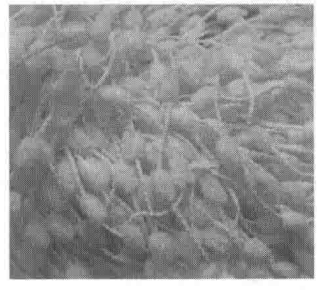
Classification	Pictures
Tape yarn/tube yarn Composition: 50% polyester 50% acrylic Yarn count: 3/1 Nm Pattern: Space dyed Use: Knitting scarf/fabric/gloves	
Boucle yarn/gimp yarn/loop yarn Composition: 100% viscose Yarn count: 5/1 Nm Pattern: Dyed Use: Weaving fabric	
Lantern yarn Composition: 100% nylon Yarn count: 5.5/1 Nm Pattern: Dyed Color: Raw white Use: Knitting/weaving	
Pigtail/snarl yarn Composition: Polyester/wool/acrylic Yarn count: 1 ~ 20 Nm Pattern: Dyed Use: Knitting