

# ENGLISH FOR GARMENT FOREIGN TRADE

## 服装外贸英语

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经济科学出版社  
Economic Science Press

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# 前 言

《服装外贸英语》的编写着眼于中国纺织服装外贸行业发展现状，中国是世界上最大的纺织服装生产国和出口国。随着行业发展，企业对于外贸从业人员的数量和要求日益增加。学校需要培养具有较高英语水平既懂服装又懂外贸的跨学科复合型人才。学生毕业后能够快速胜任服装纺织类进出口公司和服装生产制造公司及各相关商贸机构的外贸业务员、理单员、跟单员、翻译等岗位。

本书的整体设计是按照“职业活动导向，突出能力目标，项目载体，用任务训练岗位能力，以学生为主体，工学结合，理论实践一体化”的课程改革思路。内容编写坚持“适度，够用，实用”原则。

本书主要涵盖以下内容：服装外贸中涉及的产品知识，包括服装面料、辅料，服装基本款式分类，服装组成部件、测量；各类工艺单；外贸流程中涉及的主要单据和各类表格。

本书由五章（Chapter）组成，每章中的每个单元（Unit）由两大板块组成：岗位专业知识（Professional Know-How）和实践训练（Practical Training）。两大板块以实践训练为核心，相辅相成。在岗位专业知识板块中，编者选取渗透专业知识的英语读物，列举重点词汇和常见表达方式，并且配以适量习题。在实践训练板块中，编者取材一线企业资料，立足于服装外贸业务员、跟单员等工作岗位，细分各种实际工作任务，把服装专业知识和外贸知识化解在各项任务训练中，做到“做中学”。每章最后又增设一个板块，即必备工具（Must-Have Tool）。在这个板块中编者整理了相关的服装外贸知识点，供学生在学习或工作中查阅。

本书是浙江工商职业技术学院应用英语省特色专业建设的一个子项目，王维平教授主审该书。伍聂担任主编，应雪婷担任副主编。第一章由应雪婷、伍聂编写，第二、三、四、五章由伍聂编写。编者同宁波江东凌瑞进出口公司、宁波狮丹努进出口公司等多家服装外贸公司和生产企业合作，其中崔佳怡、陈燕、余敏、林英等多名资深服装外贸从业人员提供了宝贵资料并给出积极的建议。

在编写过程中编者在互联网上查阅了大量的文献资料，采用了较多的企业资料，也参考了同类教材，在此表示感谢。由于编者水平有限，时间仓促，难免出现纰漏，敬请专家、学生和广大读者朋友批评指正。

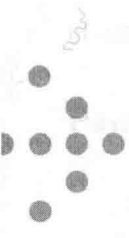
伍聂

2014年6月

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Unit 1 Fabrics

# Chapter 1

## Materials for Clothing

Natural fibres

Cotton: A vegetable fibre from the cotton plant. The characteristics of cotton fabric are strong and durable, even stronger when wet. Glazing may be added to enhance the appearance and resist surface soiling. Weight and texture can be varied to create light voile or evening gowns or cotton sateen. Fibres take dye well and good quality cotton fabrics should be colour-fast. From this easy maintenance, crease, stain or shrink resistance need to be done in the cotton fabric.

Flax: The vegetable fibre of the flax plant. Linen fabric is strong, hard-wearing and stronger when wet, but subject to shrink if kept in damp conditions. A more-resistant finish may now generally added to overcome a strong tendency to crease easily.

Silk: Animal fibres from the cocoons of silkworm larvae. Silk fabrics are strong, resilient and resistant to creasing, but can be weakened by sunlight. Their luster is unsurpassed and shows subtle or vibrant colours evenly and well.

Wool: Animal fibres from the coats of sheep or goats. Wool fabric is a good insulator and absorbent, but may shrink and is susceptible to attack by moths. To reduce these tendencies, it may be preshrunk or treated for shrink-resistance, and can also be made mothproof and stain-resistant.

Man Made and Synthetic Fibres

Acrylic: Acrylic fabrics have the softness and warmth of wool but little stretch, so they retain their shape. They are hard-wearing and mothproof, but sensitive to heat.

Nylon: Nylon fabrics are crease-resistant and strong, of low absorbency, hard-wearing and able to take or discolor in sunlight. A number of useful fabrics are derived from this man-made fibre.

Polyester: Polyester fabric will not stretch, has low absorbency and is quick-drying. It has and its considerable strength, are the qualities which make polyester ideal for sheeting and other lightweight print or plain fabrics for furnishings.

Rayon: The first man-made cellulose fibres were given this name, which is now less commonly used, as it is usual to specify different fibre percentages in fabric under particular names, for exam-

# Unit 1 Fabrics

## Professional Know-How

### Passage 1 Fabric Composition

#### Natural Fibres

**Cotton:** A vegetable fibre from the cotton plant. The characteristics of cotton fabric are strong and durable, even stronger when wet. Glazing may be added to enhance the appearance and resist surface soiling. Weight and texture can be varied to create light voile or corduroy, chintz or cotton satin. The fibres take dye well and good quality cotton fabrics should be colour-fast. Various finishes, minimum iron, crease, stain or shrink resistance need to be done to the cotton fabric.

**Linen:** The vegetable fibre of the flax plant. Linen fabric is strong, hard-wearing and stronger when wet, but subject to mildew if kept in damp conditions. Crease-resistant finishes are now generally added to overcome a strong tendency to crease easily.

**Silk:** Animal fibres from the cocoons of silkworm larvae. Silk fabrics are strong, resilient and resistant to creasing, but can be weakened by sunlight. Their luster is unsurpassed and shows subtle or vibrant colours clearly and well.

**Wool:** Animal fibres from the coats of sheep or goats. Wool fabric is a good insulator and absorbent, but may shrink and is susceptible to attack by moths. To reduce these tendencies, it may be preshrunk or treated for shrink-resistance, and can also be made mothproof and stain-resistant.

#### Man Made and Synthetic Fibres

**Acrylic:** Acrylic fabrics have the softness and warmth of wool but little stretch, so they retain their shape. They are hard-wearing and mothproof, but sensitive to heat.

**Nylon:** Nylon fabrics are crease-resistant and strong, of low absorbency, heat-sensitive and liable to fade or discolour in sunlight. A number of useful fabrics are derived from fibre-mixes containing nylon.

**Polyester:** Polyester fabric will not stretch, has low absorbency and is quick-drying. These and its considerable strength, are the qualities which make polyester ideal for sheeting and other lightweight print or plain fabrics for furnishings.

**Rayon:** The first man made cellulose fibres were given this name, which is now less commonly used, as it is usual to specify different fibre percentage in fabric under particular names, for exam-

ple, modal, acetate or viscose.

Modal: Modal is the cellulose fibre made from cotton waste or wood, used in mixtures and blends to modify the properties of natural and synthetic fibres.

## Passage 2 Sources and Types

Textiles can be made from many materials. These materials come from four main sources: animal (wool, silk), plant (cotton, flax, jute), mineral (asbestos, glass fiber), and synthetic (nylon, polyester, acrylic). In the past, all textiles were made from natural fibres, including plant, animal, and mineral sources. In the 20th century, these were supplemented by artificial fibres made from petroleum.

### Animal Textiles

Wool refers to the hair of the domestic goat or sheep, which is distinguished from other types of animal hair in that the individual strands are coated with scales and tightly crimped, and the wool as a whole is coated with a wax mixture known as lanolin (wool grease), which is waterproof and dirt-proof. Woollen refers to a bulkier yarn produced from carded, non-parallel fibre, while worsted refers to a finer yarn which is spun from longer fibres which have been combed to be parallel. Wool is commonly used for warm clothing. Cashmere, the hair of the Indian cashmere goat, and mohair, the hair of the North African angora goat, are types of wool known for their softness.

Other animal textiles which are made from hair or fur are alpaca wool, vicuna wool, llama wool, and camel hair, generally are used in the production of coats, jackets, ponchos, blankets, and other warm coverings. Angora refers to the long, thick, soft hair of the Angora rabbit.

Wadmal is a coarse cloth made of wool, produced in Scandinavia, mostly 1000 ~ 1500CE.

Silk is an animal textile made from the fibres of the cocoon of the Chinese silkworm. This is spun into a smooth, shiny fabric prized for its sleek texture.

### Plant Textiles

Grass, rush, hemp, and sisal are all used in making rope. In the first two, the entire plant is used for this purpose, while in the last two, only fibres from the plant are utilized. Coir (coconut fibre) is used in making twine, and also in floor mats, doormats, brushes, mattresses, floor tiles, and sacking.

Straw and bamboo are both used to make hats. Straw, a dried form of grass, is also used for stuffing, as is kapok. Cotton, flax, jute, hemp, modal and even bamboo fibre are all used in clothing. Pineapple fibre and ramie are also fibres used in clothing, generally with a blend of other fibres such as cotton.

Acetate is used to increase the shininess of certain fabrics such as silks, velvets, and taffetas.

Seaweed is used in the production of textiles. A water-soluble fibre known as alginate is produced and is used as a holding fibre. When the cloth is finished, the alginate is dissolved, leaving

an open area.

Lyocell is a man-made fabric derived from wood pulp. It is often described as a man-made silk equivalent and is a tough fabric which is often blended with other fabrics - cotton for example.

### Mineral Textiles

Asbestos and basalt fibre are used for vinyl tiles, sheeting, and adhesives, "transite" panels and siding, acoustical ceilings, stage curtains, and fire blankets.

Glass Fibre is used in the production of space suits, ironing board and mattress covers, ropes and cables, reinforcement fibre for composite materials, insect netting, flame-retardant and protective fabric, soundproof, fireproof, and insulating fibres.

Metal fibre, metal foil, and metal wire have a variety of uses, including the production of cloth-of-gold and jewelry. Hardware cloth is a coarse weave of steel wire, used in construction.

### Synthetic Textiles

All synthetic textiles are used primarily in the production of clothing.

Polyester fibre is used in all types of clothing, either alone or blended with fibres such as cotton.

Acrylic is a fibre used to imitate wools, including cashmere, and is often used in replacement of them.

Nylon is a fibre used to imitate silk; it is used in the production of pantyhose. Thicker nylon fibres are used in rope and outdoor clothing.

Spandex (trade name Lycra) is a polyurethane product that can be made tight-fitting without impeding movement. It is used to make activewear, bras, and swimsuits.

Olefin fibre is a fibre used in activewear, linings, and warm clothing. Olefins are hydrophobic, allowing them to dry quickly. A sintered felt of olefin fibres is sold under the trade name Tyvek.

Ingeo is a polylactide fibre blended with other fibres such as cotton and used in clothing. It is more hydrophilic than most other synthetics, allowing it to wick away perspiration.

Lurex is a metallic fibre used in clothing embellishment.

Milk proteins can also be used to create synthetic fabric. Milk fibre fabric is not very durable and wrinkles easily, but has a pH similar to human skin and possesses anti-bacterial properties. It is marketed as a biodegradable, renewable synthetic fibre.

## Passage 3 Production Methods

Weaving is a textile production method which involves interlacing a set of longer threads (called the warp) with a set of crossing threads (called the weft). This is done on a frame or machine known as a loom, of which there are a number of types. Some weaving is still done by hand, but the vast majority is mechanized.

Weave structures are the design by which fabric is produced. The yarns are used in various ways to produce different weave effects. Specific loom is used for producing special types of design.

There are three basic weave structures for fabric manufacturing. They are plain weave, twill weave and satin weave or sateen weave. Plain weave is the simplest weave structure among all of the design of woven fabric. Very tight fabric is formed by this plain weave. In this weave structure, weft yarn passes through the warp alternatively. Both sides of the weave are identical.

Knitting and crocheting involve interlacing loops of yarn, which are formed either on a knitting needle or on a crochet hook, together in a line. The two processes are different in that knitting has several active loops at one time, on the knitting needle waiting to interlock with another loop, while crocheting never has more than one active loop on the needle.

Nonwoven textiles are manufactured by the bonding of fibres to make fabric. Bonding may be thermal, mechanical or adhesives.

## Words & Expressions

crochet	钩针编织品, 钩针织物, 钩针编织	voile	薄纱, 纱
corduroy	灯芯绒	chintz	印花棉布
linen	亚麻	mildew	发霉, 长霉
crease	折痕、弯曲	cocoon	茧, 蚕茧
larvae	幼虫	luster	有光泽, 发光
insulator	绝缘、隔热或隔音	acetate	醋酸纤维; 醋酸人造丝
cellulose	纤维素	wood pulp	木纸浆
satin	色丁, 缎子	brocade	凸花纹织物, 锦缎
limestone	石灰岩	modal	莫代尔
polyester	聚酯纤维, 涤纶	rayon	人造丝; 人造纤维丝
viscose	粘胶, 人造丝	wadmal	瓦德麦尔呢
hemp	汉麻	sisal	剑麻, 西沙尔麻
lyocell	天丝, 莱赛尔纤维	asbestos	石棉
vinyl	乙烯基, 乙烯基塑料	acrylic	腈纶
spandex	氨纶	olefin	石蜡
ingeo	英吉尔环保纤维	lurex	卢勒克斯织物

## Exercises

### I Answer the following questions.

1. Which one is stronger, cotton or linen?  
\_\_\_\_\_
2. What are the advantages and disadvantages of wool?  
\_\_\_\_\_
3. Can you give some examples of clothes made from modal?  
\_\_\_\_\_
4. Where does silk come from?  
\_\_\_\_\_
5. What are the common traits of man-made and synthetic fibres?  
\_\_\_\_\_
6. What are the main sources of textile materials?  
\_\_\_\_\_
7. What do you think is the most common animal textile? Can you name some of its advantages in clothes making?  
\_\_\_\_\_
8. What kind of plant textile is often described as a man-made silk equivalent?  
\_\_\_\_\_
9. Lycra is quite famous during these years. Please say something about it.  
\_\_\_\_\_
10. How many production methods of textile do you know? What are they?  
\_\_\_\_\_
11. Lace is usually used in women's clothes. Please give a brief introduction about it.  
\_\_\_\_\_

### II Translate the following terms into Chinese.

- |                   |               |
|-------------------|---------------|
| 1. cotton         | 8. plain      |
| 2. linen          | 9. twill      |
| 3. acrylic        | 10. satin     |
| 4. spandex        | 11. lace      |
| 5. nylon          | 12. rayon     |
| 6. man-made fiber | 13. wool      |
| 7. woven fabric   | 14. non-woven |

## Practical Training

**Task one** You are a buyer from Arab who plans to purchase fabric in China. After reading the following supply information, please write an e-mail to make an inquiry about the fabric.

### Specification

Brand	ABC
Article	100% embroidery cotton fabric
Material	100% cotton
Yarn Count	60 * 60
Density	100 * 88
Gram Weight	2.36OZ
Color	various color available
Usage	for various garments
Packaging	plastic foil and woven bag according to customers' request
Delivery Time	15 - 20 business days upon order confirmed

From: \_\_\_\_\_

To: \_\_\_\_\_

Date: \_\_\_\_\_

Subject: \_\_\_\_\_

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**Task two** Introduce the clothes you are wearing:

1. What kind of fabric is it?
2. What kind of production method is applied when the clothes was made?
3. What are the advantages and disadvantages of the fabric of your clothes?

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**Task three** Choose one kind of fiber and introduce it to your classmates:

1. What type is it?
2. What is its source?
3. What are its traits and shortages?
4. What kind of products can be made from this kind of fiber?

**Task four** You are the businessman from Canada and find a supplier of fabric on the website [www. alibaba. com](http://www.alibaba.com). Please make a call to the company with the expectation of establishing business relations.

**Task five** Give the full names of the fibers according to the abbreviations.

- |           |           |
|-----------|-----------|
| C _____   | WS _____  |
| W _____   | N _____   |
| M _____   | A _____   |
| S _____   | Tel _____ |
| L _____   | CVC _____ |
| Hem _____ | R _____   |
| T _____   |           |

From: \_\_\_\_\_

To: \_\_\_\_\_

Date: \_\_\_\_\_

Subject: \_\_\_\_\_

---

II. Translate the following terms into Chinese.

1. Cotton \_\_\_\_\_

2. Wool \_\_\_\_\_

3. Polyester \_\_\_\_\_

4. Nylon \_\_\_\_\_

5. Rayon \_\_\_\_\_

6. Linen \_\_\_\_\_

7. Silk \_\_\_\_\_

8. Denim \_\_\_\_\_

9. Tulle \_\_\_\_\_

10. Lace \_\_\_\_\_

Task two Introduce the clothes you are wearing:

1. What kind of fabric is it?
2. What kind of production method is applied when the clothes was made?
3. What are the advantages and disadvantages of the fabric of your clothes?

## Unit 2 Supporting Accessories

### Professional Know-How

#### Passage 1 Interlining & Lining

Interlining is a layer of fabric inserted between the face and the lining of a garment, drapery, or quilt. Interlining is similar to batting, a thick layer of fiber designed to provide insulation, loft, and body to quilts, pillow toppers, and heavy winter jackets. Depending on the application, interlining materials can be woven, knitted, or created by fusing fibers together. Silk, wool, and artificial fibers with good insulating qualities are common choices for interlining. Many winter coats and pants use a thick layer of interlining to protect the wearer from the cold weather. Some of these garments also feature removable interlinings, so that they can be worn in warmer weather as well. Garments with interlining tend to be stronger, because of the added layer of fabric support. In addition, they drape better, while keeping the wearer's temperature relatively stable. Interlining generally bespeaks a higher level of quality in a garment, because of the additional manufacturing time involved.

A lining is an inner layer of fabric, fur, or other material inserted into clothing, hats, luggage, curtains, handbags and similar items. Linings provide a neat inside finish and conceal interfacing, padding, the raw edges of seams, and other construction details. A lining reduces the wearing strain on clothing, extending the useful life of the lined garment. A smooth lining allows a coat or jacket to slip on over other clothing easily, and linings add warmth to cold-weather wear.

Linings are typically made of solid colors to coordinate with the garment fabric, but patterned and contrasting-colored linings are also used.

#### Passage 2 Button

##### Types of Buttons

In modern clothing and fashion design, a button is a small fastener, most commonly made of plastic, but also frequently of seashell, which secures two pieces of fabric together. In archaeology, a button can be a significant artifact. In the applied arts and in craft, a button can be an exam-

ple of folk art, studio craft, or even a miniature work of art.

Shank buttons have a hollow protrusion on the back through which thread is sewn to attach the button. Button shanks may be made from a separate piece of the same or a different substance as the button itself, and added to the back of the button, or be carved or molded directly onto the back of the button, in which latter case the button is referred to by collectors as having a "self-shank".

Flat buttons have holes through which thread is sewn to attach the button. They can be attached by sewing machine or by hand. Commonly, there are two-hole or four-hole buttons.

Covered buttons are the buttons covered by a piece of various fabric in order to match the clothes.

Mandarin buttons, also called frogs, are the special ones in Mandarin dress (Qi Pao). This type of button is quite special with Chinese characteristics.

A jeans button is generally used as a method of fastening for denim trousers or denim jackets. A jeans button consists of 2 components—the jeans button & jeans button tack. A jeans button tack attaches through the fabric and secures into the base of the jeans button.

A jeans rivet is commonly used as a method of pocket reinforcement for denim trousers, also as a means of decoration on a garment. A jeans rivet set consists of 2 components—the jeans rivet & jeans rivet tack. A jeans rivet tack attaches through the fabric and secures into the base of the jeans rivet.

### Button Sizes

Button is not only used as a fastener but also a decoration. The size of the button depends on its use. Shirt buttons are generally small, and spaced close together, whereas coat buttons are larger and spaced further apart. Buttons are commonly measured in lignes (also called lines and abbreviated L), with 40 lignes equal to 1 inch. For example, some standard sizes of buttons are 16 lignes (10.16 mm, standard button of men's shirts) and 32 lignes (20.32 mm, typical button on suit jackets).

The American National Button Society (NBS) has its own button sizing system which divides button sizes into "small", "medium" and "large".

## Passage 3 Zipper

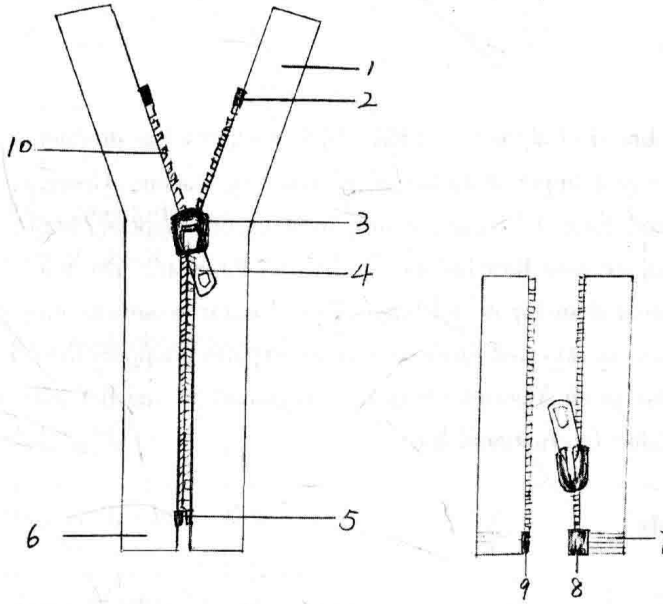
A zipper (British English: zip or (rarely) zip fastener) is a popular device for temporarily joining two edges of fabric. It is used in clothing (e. g., jackets and jeans), luggage and other bags, sporting goods, camping gear (e. g., tents and sleeping bags), and other daily use items.

### Components

The bulk of a zipper consists of two strips of fabric tape, each affixed to one of the two pieces to be joined, carrying from tens to hundreds of specially shaped metal or plastic teeth. These teeth can be either individual or shaped from a continuous coil, and are also referred to as elements. The

slider operated by hand, moves along the rows of teeth. Inside the slider is a Y-shaped channel that meshes together or separates the opposing rows of teeth, depending on the direction of the slider's movement.

Some zips have two slides, allowing variation in the opening's size and position. In most jackets and similar garments, the opening is closed entirely when one slide is at each end. In most baggage, the opening is closed entirely when the two slides are next to each other at any point along the zipper (See figure 1.1).



**Figure 1.1 Zipper Components**

Notes: 1. tape; 2. top stop; 3. slider; 4. pull tab; 5. bottom stop; 6. bottom tape extension; 7. reinforcement film; 8. box; 9. pin; 10. tape.

## Types

Coil zippers now form the bulk of sales of zippers worldwide. The slider runs on two coils on each side; the “teeth” are the coils. Coil zippers are made of polyester coil and are thus also known as polyester zippers. Nylon was formerly used and though only polyester is used now, the type is still known as a nylon zipper.

Metal zippers are the classic zipper type, found mostly in jeans today. The teeth are not a coil, but are individual pieces of metal molded into shape and set on the zipper tape at regular intervals. Metal zippers are made in brass, aluminum and nickel, according to the metal used for teeth making. All these zippers are basically made from flat wire. A special type of metal zipper is made from pre-formed wire, usually brass but sometimes other metals too. Only a few companies in the world have the technology. This type of pre-formed metal zippers is mainly used in high grade jeans wear, work wear, etc., where high strength is required and zippers need to withstand tough washing.

Plastic-molded zippers are identical to metallic zippers, except that the teeth are plastic instead