

ZHOU XIAOTIAN

Vice Chairman & General Manager, Xinao Textiles Inc.

Xinao Textiles Inc. is a leading, and one of the world's largest, manufacturer of worsted-spun Merino wool and Merino wool blend machine knitting yarns. It produces a vast array of diverse types of machine knitting yarns for flatbed and circular knitting as well as for the manufacturing of socks. Most of the yarns they produce are made from Australian Merino wool, and today they produce more than 10 million kilos of yarn annually, of which about half is exported, a quarter is sold to knitters producing for Chinese domestic brands, and the remaining 25% is supplied to Chinese-based knitters producing for overseas international apparel brands.

新澳纺织年生产/销售近100000锭针织毛纱, 主要以澳大利亚美丽诺羊毛为原料, 产品种类涉及纯羊毛纱、CASHFEEL、丝光、防缩、羊毛羊绒混纺等, 其中50%产品销往海外, 25%销往国际品牌指定的内地工厂, 25%用于国内市场。公司于2014年底在国内上市。

"I began my career in the textile industry after graduating from university in 1982. I first came into contact with The Woolmark Company shortly after, when the Chinese and Australian governments embarked on a program of cooperation with respect to the wool manufacturing industry. At the time I was employed as a technical officer in the Chinese ministry for textile industries. In this period The Woolmark Company was engaged in a major program to assist the Chinese wool manufacturing companies to up-skill, and to produce better quality wool products. This involved the transfer of technology and knowledge, which was conducted by a team of experts from Germany, Italy and the UK who visited China on a regular basis to work closely with the local Chinese wool manufacturing companies."

"1982年大学毕业后我就来到纺织工业部, 所以在1980年代中澳两国政府就羊毛开展合作的时候, 我就作为纺织工业部的技术干部与The Woolmark Company有了接触。为了提高中国的毛纺织加工水平, The Woolmark Company在中国成立了技术服务团队, 邀请英国、德国、意大利的退休专家来中国做技术指导, 1989年又在中国成立了办事处, 我就是那时加入了The Woolmark Company担任技术部经理, 工作内容就是为中国的毛纺企业服务。因为最早接触的是面料企业, 从纺纱、织造、染整到企业管理、市场营销都有涉及。我们每年会选择10-15家国内工厂为他们做技术服务, 比如阳光、上海三毛, 常州一毛、三毛等当时也是我们的服务对象。"





"In 1989, The Woolmark Company set-up its first office in China and shortly afterwards I joined them after being appointed as technical manager. My role was to lead a team to provide technical service and know-how to the local wool processing industry, which involved working with all sectors including top-makers, spinners, knitters, weavers, dyers and finishers and garment makers. In addition, I was been involved in marketing activities to the support the launch of new or better-quality wool products which had been developed. Every year we selected up to 15 Chinese companies whom we would work closely with on mutually agreed projects, and some of these companies who participated included Jiangsu Sunshine, Shanghai Sanmao and Changshu Yimao."

Because of his deep and long-lasting relationship with The Woolmark Company, the Knitting Development Center (KDC) was formed in collaboration with The Woolmark Company in 2016. "The Woolmark Company has introduced internationally accepted standards and greatly facilitated the establishment of domestic standards. The establishment of KDC has enabled us to learn more about the international trends in wool. In addition to organising technical and trend forums, seminars and other industry activities regularly, we also use the Knitting Development Center to provide services to more businesses and customers. For two seasons per year, we carry out new product development and testing for customers, delivering the new season's yarn sample card 18 months in advance."

"从1990年到2000年大部分时间我都是为中国的企业做技术服务,对我个人是非常受益的。因为逐渐关注针织毛纱,对选毛、洗毛、制条等一系列加工过程做了更多研究,也是在这期间结识了新澳。2000年来到新澳时仅有纺纱,后来逐步发展了后道染整,以及建立毛条与防缩生产线,逐步健全和完善了全产业链。1990年新澳刚成立时产量是1600锭,到今年接近100000锭,目前新澳每年生产/销售约10000吨纱,毛条采购约9000吨。"周效田介绍说。

因为他本人与The Woolmark Company的深厚渊源,2016年新澳纺织与The Woolmark Company合作成立了针织研发中心(KDC),“The Woolmark Company把国际公认的标准带进来,对国内标准的建立促进很大。KDC的成立使我们可以更多地了解国际上的毛纺趋势,平日里除了组织技术和趋势论坛、研讨会这些业内活动外,我们还可以利用研发中心为更多的企业、客户提供服务,一年两季与客户进行新产品的开发和检测,提前18个月将新一季纱线样卡送到客户手中。”

