

## **服装纺织品出口美国的详细指南！ Comprehensive Guide to Exporting Apparel & Textiles to the United States**

——从合规认证到清关入仓，全流程拆解不踩坑

— **A Full Process Breakdown from Compliance to Customs Clearance & Warehousing**

想把服装、家纺、针织品卖到美国？别以为“有货就能出”！美国是全球对纺织品监管最严的市场之一——标签错一个字、成分少标一项、燃烧测试没做，轻则扣货，重则整柜退运+罚款。

Exporting apparel, home textiles, or knitted garments to the U.S. is far more complex than simply “shipping goods overseas.”

The United States enforces one of the strictest regulatory regimes for textile and apparel products worldwide.

Even a minor labeling error, an incorrect fiber declaration, or a missing flammability test can result in cargo detention, rejection, forced re-export, or heavy penalties.

本文专为服装外贸人打造，用**清单式结构**，从产品准备、认证要求、物流方案到清关细节，手把手教你安全、高效、低成本打入美国市场。

This guide is designed for apparel exporters and freight forwarders. Using a **checklist-based structure**, it walks you through the entire process—from product compliance and certifications to logistics planning and U.S. customs clearance—helping you enter the U.S. market safely, efficiently, and cost-effectively.

## 一、物流与运输方案选择 **Product Scope & Sales Channel Assessment**

### 1. 先看是否属于“受限品类” **Determine Whether the Product Is a Restricted Category**

•棉制梭织衬衫、化纤裤子、婴儿连体衣等常规品：可自由出口•含羽绒/动物毛皮、军用风格、阻燃功能等特殊品类：需额外许可或 FDA/FTC 特别审批

Regular items such as cotton woven shirts, synthetic pants, baby onesies, etc.: can be freely exported. • Special categories including



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down/fur, military style, flame retardant function, etc.: require additional permission or special approval from FDA/FTC.

## 2. 确认目标销售渠道 Confirm Target Sales Channel

渠道 channel	要求重点 Key Compliance Requirements
亚马逊/Walmart 等平台 Amazon / Walmart	强制要求合规标签 + CPSIA + 燃烧测试报告 Mandatory compliant labeling, CPSIA compliance, flammability test reports
本地批发商 (B2B) Local wholesalers (B2B)	需提供完整合规文件包, 含原产地证、成分检测报告 Full compliance document package including COO and fiber test reports
自建独立站 (DTC) DTC / Independent	自行负责清关+税务, 建议走 DDP 更稳妥 Website Importer assumes customs clearance & tax obligations; DDP strongly recommended

## 二、核心合规要求 (缺一不可!) Core Compliance Requirements (Mandatory)

### ◇ 1. 标签与标识 (FTC 法规强制) Labeling Requirements (FTC Mandatory Rules)

标签类型 Label Type	内容要求 Required Content	常见错误 Common Mistakes
纤维成分标 Fiber Content Label	英文标注每种纤维名称及百分比（如“100% Cotton”） English fiber names with percentages (e.g. “100% Cotton”)	中文标、成分四舍五入不准、未按降序排列 Chinese labels, incorrect rounding, not listed in descending order
洗护标 (Care Label)	英文洗涤、漂白、烘干、熨烫、干洗说明 bleaching, drying, ironing, dry-cleaning instructions in English	缺失、图标不规范、未永久缝制 Missing labels, non-standard symbols, not permanently attached
原产地标 Country of Origin	“Made in China” 必须清晰、永久、易见 “Made in China” must be clear, permanent, and conspicuous	贴纸临时粘贴、字体太小、藏在内衬里 Temporary stickers, font too small, hidden inside lining

*所有标签必须缝制牢固，不可水洗脱落，且使用英文！ All labels must be permanently affixed, durable through washing, and written in English.*

## ◇ 2. 安全与化学合规 Safety & Chemical Compliance

法规/标准 Regulation / Standard	适用产品 Applicable Products	测试/认证要求 Testing / Certification Requirements
CPSIA (消费品安全改进法案)	所有儿童产品 (≤12岁)	铅含量 ≤100ppm, 邻苯二甲酸盐 ≤0.1%, 需第三方检测+CPC证书
CPSIA (Consumer Product Safety Improvement)	All children's products (≤12 years)	Lead ≤100 ppm; Phthalates ≤0.1%; third-party testing + CPC



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法规/标准 Regulation / Standard	适用产品 Applicable Products	测试/认证要求 Testing / Certification Requirements
Act)		
16 CFR 1610	所有成人服装面料 All adult apparel fabrics	燃烧性能测试 (Class 1 合格) Flammability test (Class 1 required)
16 CFR 1615/1616	儿童睡衣 (0 - 14 岁) Children's sleepwear (0 - 14 years)	更严格的阻燃测试, 必须通过 Enhanced flammability standards
加州 65 号提案 (CA Prop 65) California Proposition 65 Dyed (CA Prop 65)	含染料、涂层、印花产品 Products containing dyes, coatings and prints	不得含超标的铅、镉、甲醛等 900+物质 No excessive lead, cadmium, formaldehyde, etc.
OEKO-TEX® STANDARD 100	非强制但强烈推荐 Voluntarily recommended Internationally	全球认可的生态纺织品认证, 提升买家信任 Globally recognized eco-textile certification

*建议: 找 CPSC 认可实验室 (如海恩斯坦、SGS、BV) 做全套检测, 一次搞定多国市场。Recommendation: Conduct full compliance testing through CPSC-recognized laboratories (e.g. SGS, BV, Hohenstein) to cover multiple markets in one process.*

### 三、出口单证清单 (清关必备) Export Documentation Checklist (Critical for Customs Clearance)



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以下文件务必提前准备，缺一份都可能卡关：

All documents below must be prepared in advance. Missing any of them may delay clearance:

文件 Document	用途 Purpose	注意事项 Notes
商业发票 (Commercial Invoice)	报关计税依据 Basis for customs declaration and duty	注明 HTS 编码、材质、单价、总值，币种为 USD assessment Must include HTS code, material, unit price, total value (USD)
装箱单 (Packing List)	列明每箱内容 Detailed carton contents	与实际一致，含毛净重、箱数、体积 Must match actual shipment; include gross/net weight, cartons, CBM
提单 (Bill of Lading)	货权凭证 Title of goods	电放提单更高效，避免正本延误 Telex Release recommended to avoid original B/L delays
原产地证 (Form A 或 CO)	享关税优惠 Tariff determination	中美无 FTA，但部分产品可申请普惠制 (GSP) No US - China FTA; limited GSP applicability
<b>非强迫劳动声明</b> Forced Labor Compliance Statement	棉制品强制要求 Mandatory for cotton products	特别针对新疆棉，需书面声明供应链合规 Particularly critical for Xinjiang-related supply chains



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文件 Document	用途 Purpose	注意事项 Notes
ISF 申报 (10+2)	美国进口安全申报 Filing U.S. import security filing	船开前 24 小时由美方进口商或其代理提交 Must be submitted 24 hours before vessel loading

小贴士: HTS 编码务必准确! 例如女式棉 T 恤常用 **6109.10.0015**, 税率约 16.5%+¢/kg。Note: Accurate HTS classification is essential.  
Example: Women's cotton T-shirts commonly fall under HTS 6109.10.0015, duty approx. 16.5% + specific rate per kg.

#### 四、物流与运输方案选择 Logistics & Transportation Options

##### 1. 海运为主流 (上海→洛杉矶为例)

##### Ocean Freight (Primary Mode) (Shanghai → Los Angeles example)

方案 Service Type	航程 Transit Time	适合场景 Suitable Scenarios	成本参考 (40HQ) Cost Reference (40HQ)
快船 (Matson/ZIM)	12 - 15 天 days	旺季补货、亚马逊 FBA Peak season replenishment, Amazon FBA	4,000
普船 (COSCO/长荣)	18 - 25 天 days	大宗常规订单 Bulk or regular orders	3,500

建议: 提前 30 - 45 天订舱, 黑五/圣诞前海运严重拥堵! Booking Advice: Reserve space 30 - 45 days in advance, especially before Black Friday and Christmas.

## 2. 包装与装柜规范 Packing & Container Loading Standards

- 服装用**防潮 OPP 袋**密封，避免海运受潮霉变
- 每外箱贴“Made in China” + FNSKU（如发亚马逊）
- 整柜装载率控制在 85%–90%，避免超重（美公路限重 17.2 吨/20GP）
- Use moisture-proof OPP bags to prevent mold during ocean transit
- Outer cartons must display “Made in China” and FNSKU labels (for Amazon)
- Container utilization rate: 85%–90% to avoid overweight issues
- U.S. highway weight limit reference: 17.2 tons per 20GP

## 五、清关模式怎么选？ Customs Clearance Models

◇ DDP（完税后交货）——推荐给新手/亚马逊卖家

DDP (Delivered Duty Paid) - Recommended for New Exporters /  
Amazon Sellers

- 卖家承担全程费用（海运+关税+派送）
- 买家“零操心”，体验好

- 风险：若低报被查，面临 3 倍罚款
- Seller bears all costs: ocean freight, duties, customs clearance, inland delivery
- Buyer receives goods hassle-free
- Risk: under-declaration may lead to up to 3× penalties

◇ LDP（物流配送协议）——适合老客户/B2B

LDP (Logistics Delivered Package) - Suitable for B2B & Experienced Buyers

- 买家指定清关行，你只付海运费
- 需确认对方有有效 IRS 和 Bond（海关担保资质）
- 关税由买家支付，资金压力小
- Buyer appoints customs broker; seller pays ocean freight only
- Buyer must have valid IRS number and Customs Bond
- Import duties paid by buyer; lower cash pressure for exporter

无论哪种，物流公司必须持有美国 *Customs Bond*！否则货到港无法清关，直接“流浪”。

*Regardless of model, the logistics provider must hold a valid U.S. Customs Bond, or the cargo cannot be cleared upon arrival.*

## 六、常见被查/退运原因（血泪教训） Common Causes of Detention or Rejection

- ✘ **标签缺失或错误** → 最高发问题！洗标用中文、成分标漏写氨纶
- ✘ **儿童服装无 CPC 证书** → 亚马逊下架+海关扣留
- ✘ **燃烧测试未做** → 曾有整柜家居服因未测 1610 被退运
- ✘ **申报价值过低** → 美国海关重点监控服装类，低报=高查验概率
- ✘ **物流公司无 Bond** → 货卡在港口，每天堆存费\$150+
  
- ✘ **Missing or incorrect labels (most frequent issue)**
- ✘ **Children’ s apparel without CPC**
- ✘ **No flammability testing (16 CFR 1610)**
- ✘ **Under-declared cargo value**
- ✘ **Logistics provider without Customs Bond**
  
- ✘ **Storage at U.S. ports may exceed USD 150 per day if clearance is delayed.**

## 六、成本参考（以 40HQ 棉质服装为例） Cost Reference (40HQ Cotton

### Apparel Example)

Yida International Freight Forwarding Co., Ltd

China to USA | FBA | DDP | Door-to-Door Logistics Solutions

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项目 Item	DDP 模式	LDP 模式
上海→洛杉矶海运 Ocean Freight (Shanghai → LA)	\$3,200	\$3,200
美国关税 (货值\$50,000) U.S. Import Duty (Value \$50,000)	≈\$5,250	买家支付
清关服务费 Customs Clearance Fee	1,200	\$0
卡车派送 (LAX→仓库) Trucking (LAX → Warehouse)	\$800	\$600
<b>总计 Total</b>	<b>≈\$10,250</b>	<b>≈\$3,800</b>

*建议：初期走 DDP 试单，稳定后转 LDP 控成本。*

*Recommendation: Start with DDP for trial orders, switch to LDP after volumes stabilize.*

**结语：不是“能不能”，而是“合不合规”**

**Final Advice: Apparel exports are not about “whether you can ship”, but “whether you comply.”**

**服装纺织品看似门槛低，实则暗礁密布。**

Clothing and textile products may seem to have low entry barriers, but in reality, they are fraught with numerous obstacles.

**记住三句话：**

1. 标签是第一道防线，宁可多印一行，不能少标一个字；
2. 认证检测别省小钱，一次退运损失远超检测费；
3. 找对货代比找客户还重要——必须有 Bond、有服装清关经验、能提供全程追踪。

**Remember:**

1. Labels are your first line of defense—never omit required information;
2. Compliance testing is cheaper than a single rejected shipment;
3. Choosing the right freight forwarder matters more than choosing the buyer—Bonded, experienced, traceable.

把这份清单打印出来，每完成一项就打个勾。你的美国订单，稳了！

Print this checklist, tick items off one by one, and your U.S. shipments will move smoothly.