

## International Trade Acronyms

A/C	Account
A/O	Account Of
AAA	Association of Average Adjusters
ACH	Automated Clearing House
ADB	Asian Development Bank
ADR	EU agreement for international carriage of dangerous goods by road
AEP	Asian Environmental Program (USAID program)
AES	Automated Export System
AF	Advance Freight (such as prior to shipment)
AfDB-	African Development Bank
AFTA	Asian Free Trade Agreement
AID	US Agency for International Development (or USAID)
AIT	American Institute in Taiwan
AmCham-	American Chamber of Commerce
AMT	Air Mail Transfer
AN	Advice Note
ANF	Arrival Notification Form
AP	Additional Premium
APEC	Asia-Pacific Economic Conference
ASEAN	Association of South East Asian Nations
ASSP	Any Safe Suitable Port
ASWP	Any Safe World Port



marinex

ATA	Admission Temporaire - Temporary Admission
ATP	Accorde Transports Perissable (european agreement on the international carriage of foodstuffs)
ATR	Admission Temporaire Roulette - Temporary Admission on Wheels
AV	freight rate based on value of goods shipped
AWB	Air Way Bill
B/D	Banker's Draft
B/E	Bill of Exchange
B/L	Bill of Lading
B/S	Bill of Sale
BAF	Bunkerage Adjustment Factor on shipping rates
BB	Bill Book
BCL	Bank Capability (or Comfort) Letter
BD	Bond
BDI	Both Days Inclusive
BENELUX	Belgium, Netherlands and Luxembourg
BF	Back Freight for goods being returned to point of origin
BIS	Bureau of Industry and Security (part of US Dept. of Commerce)
BISNIS	Business Information Service of the Newly Independent States
BIT	Bilateral Investment Treaty
BKG	Breakage
BKGE	Brokerage
BL	Bulk License to cover a trading period, or value
BLCO	Bonny Light Crude Oil
BLR	Bank Letter of Readiness
BOND	guarantee to customs for payment of duty or tax



marinex

BOP	Balance of Payments
BP	Bills Payable
BR	Bills Received
BS	Bill of Sight used for Customs declaration when the importer is unable to furnish all documents
BXA	Formerly Bureau of Export Administration (part of US Dept. of Commerce). Now
C of O	Certificate of Origin, note there are several different types
C-TPAT	Customs-Trade Partnership Against Terrorism
C/I	Consular Invoice/Certificate of Insurance
C/N	Consignment Note, Cover Note
C/NEE	Consignee
C/NOR	Consignor
C/S	Currency Surcharge
C/V	Certificate of Value
C/VO	Certificate of Value & Origin
C&D	Collected & Delivered
C&E	Customs & Excise
C&F	Cost & Freight (not in INCOTERMS 1990)
CAA	Civil Aviation Authority
CAD	Cash Against Documents
CAF	Currency Adjustment Factor for sea freight rates
CAFTA-DR	US-Central American/Dominican Republic Free Trade Agreement
CAP	Common Agricultural Policy
Carr	Fwd Carriage Forward
CB	Container Base
CBD	Cash Before Delivery





marinex

CBI	Caribbean Basin Initiative
cbm	cubic meter
CBW	Chemical/Biological Weapon
CC/O	Certificate of Consignment/Origin
CCC	Customs Clearance Certificate
CCCN	Customs Co-Operation Council Nomenclature (formerly BTN Brussels Tariff Nomenclature)
CCL	Commerce Control List
CCM	Caribbean Common Market
CD	Customs Declaration
CDV	Current Domestic Value
CE	Community European - quality mark on goods
CEFTA	Central European Free Trade Area
CEN	European Standards Office
CET	Central European Time
cf	cubic feet
CFR	Cost & Freight (named port of destination)
CG	Consul General
ch pd	carriage paid
ch ppd	carriage pre-paid
CIF	Cost, Insurance & Freight (named port of destination)
CIF & C	Cost, Insurance, Freight & Commission
CIFC & I	Cost, Insurance, Freight, Commission & Interest
CIM	Contract of movement by International Rail
CIP	Carriage and Insurance Paid to (Name Place of Destination)
CKD	Completely Knocked Down



**marinex**

CMR	Convention Merchandises Par Routes (conditions for the international carriage of goods by road)
CO or C/O	Certificate of Origin, Cash Order
CoC	Chamber of Commerce
COD	Cash On Delivery
COI	Central Office of Information
COM	Chief of Mission
COM/I	Commercial Invoice
COP	Certificate Of Posting
CPA	Claims Payable Abroad
CPD	Charter Pays Dues
CPT	Carriage Paid To (named destination)
CR	Current Rate, Carriers Risk, Compound Risk
CRN	Customs Registered Number
CT	Community Transit
CTC	Customs Tariff Code, now harmonized virtually world-wide
CTL	Constructive Total Loss
CVD	Countervailing Duty
CWO	Cash With Order
CY	Currency
D/A	Documents against Acceptance, Days after Acceptance
D/N	Debit Note/Dispatch Note
D/O	Delivery Order
D/P	Documents against Payment, Direct Port
DAF	Delivered At Frontier (named place)
DAN	Deferment Account Number



marinex

DCM	Deputy Chief of Mission
DCR	Domestic Content Requirement
DDP	Delivered Duty Paid
DDU	Delivered Duty Unpaid
DEC	District Export Council
DEPS	Departmental Entry Processing System
DEQ	Delivered Ex Quay (named port of destination)
DES	Delivered Ex Ship (named port of destination)
DFT	Draft
DFZ	Duty Free Zone
DGN	Dangerous Goods Note, they vary according to transport mode
DK	Dock
DOC-	Dept. of Commerce
DS	Days after Sight
DWT	Dead Weight Tonnage
DY or DELY	Delivery
E&OE	Errors & Omissions Excepted
EAC	US Export Assistance Center
EAR	Export Administration Regulations
EBRD	European Bank for Reconstruction and Development
EC	European Commission or European Community
ECA	Economic Co-operation Administration
ECCN	Export Control Classification Number
ECE	Economic Commission for Europe
ECI	Export Consignment Identifier





marinex

ECL	Export Control List
EDI	Electronic Data Interchange
EDP	Electronic Data Processing
EEU	European Economic Union
EFTA	European Free Trade Association
EIA	European Information Association
EIR	Equipment Interchange Receipt
EIS	Export Intelligence Service
EOHP	Except as Otherwise Herein Provided
EOM	End Of Month
EOTA	European Organisation for Technical Approvals
EOTC	European Organization for Testing & Certification
ETA	Estimated Time of Arrival/European Technical Approvals
ETD	Estimated Time of Departure
ETS	Estimated Time of Sailing
EU	European Union
EU	European Union
EX	Examined, Exchanged, Executed, Excluding, out of
EXD	Examined
EXIM	Export Import Bank of the United States
EXW	Ex Works (named place)
EXW	Inco term for ExWorks
F&D	Freight & Demurrage
FAA	Free of All Average
FAC	Forwarding Agents Commission



marinex

FAK	Freight of All Kinds
FAO	UN Food and Agriculture Organization
FAS	Free Alongside Ship (named place)
FAS	Foreign Agricultural Service (part of USDA)/ Free Alongside Ship ( Name Port of Destination
FCA	Free Carrier (named place)
FCA	Free carrier (Name Place)
FCL	Full Container Load
FCO	Franco
FCO	Full Corporate Offer
FCR	Freight Forwarders Certificate of Receipt
FCS	Foreign Commercial Service (part of US Dept. of Commerce)
FDI	Foreign direct investment
FEU	Forty-foot Equivalent Unit
FIATA	International Federation of Freight Forwarders Association
FIB	Free In Bunker
FIO	Free In and Free Out
FIW	Free In Wagon
FO	Firm Order
FOB	Free On Board (named port)
FOB	Inco term for Free on Board
FOC	Free Of Charge
FOD	Free Of Damage
FOR	Free on Rail (no longer INCOTERMS 90)
FOREX	Foreign Exchange
FOT	Free On Truck (no longer INCOTERMS 90)





**marinex**

FOV	Free On Vehicle
FP	Floating open cover marine insurance Policy
FP-C	Flash Point Celcius
FR	Freight Release
FSN	Foreign Service National
FSO	Foreign Service Officer
FSU	Former Soviet Union
FTA	Freight Transport Associations (or) Free Trade Agreements
FTAA	Free Trade Agreement of the Americas
FTZ	Free Trade Zone
FX	Exchange rate
G7	Group of 7 nations (US, UK, France, Canada, Germany, Italy and Japan)
GA	General Average
GA	CON General Average Contribution
GATT	General Agreement on Tariffs and Trade, now known as WTO (World Trade Organization)
GDP	Gross Domestic Product
GKS	Gold Key Service (by the US Dept of Commerce's Foreign Commercial Service)
GNP	Gross National Product
GRS	WT Gross Weight
GRT	Gross Registered Tonnage
GSP	Generalized Systems of Preferences/ Gross State Product
GST	Goods and Services Tax
GV	Grand Vitesse (express train)
HAWB	House AirWay Bill
HL	Heavy Lift



marinex

HS	Harmonized System
I/L	Import License
IADB (or IDB)	Inter-American Development Bank
IAEA	International Atomic Energy Agency
IATA	International Air Transport Association
IB	Invoice Book
IBOR	Interbank Offered Rate
IBRD	International Bank for Reconstruction and Development (World Bank)
IC	Import Certificate
ICAO	International Civil Aviation Organization
ICB	International Container Depot
ICC	International Chamber of Commerce
ICD	Inland Clearing Depot
ICJ	International Court of Justice
ICPO	Irrevocable Corporate Purchasing Order
ICS	International Chamber of Shipping or Institute of Chartered Shipbrokers
ID	Import Duty
IESC	International Executive Service Corps
IFC	International Finance Corporation (part of World Bank)
IFF	Institute of Freight Forwarders
ILO	International Labor Organization
IMF	International Monetary Fund
IML	International Munitions List
IMO	International Marine Organization
INV	Invoice IPR



**marinex**

	Intellectual Property Rights
IPR	Inward Processing Relief
IRC	International Reply Coupon
IRD	Inland Rail Depot
IsDB	Islamic Development Bank
ISO	International Standards Organization
ITA	International Trade Administration (part of Dept. of Commerce)
ITAR	International Trade in Arms Regulations
ITC	International Trade Commission/International Trade Center/International Transaction
JETRO	Japanese External Trade Organization
JIT	Just in Time
JV	Joint Venture
KOTRA	Korean Trade Promotion Corporation
L/C	Letter of Credit
LAFTA	Latin American Free Trade Organization
LASH	Lighter Aboard Ship
LCL	Less than full Container Load
LDC	Less developed country
LDG	Loading
LEC	Local Export Clearance
LIBOR	London Interbank Offered Rate
LO/LO	Lift On/Lift Off
LOI	Letter Of Intent (to buy)
LOR	Letter Of Readiness
MAWB	Master AirWay Bill





**marinex**

MCD	Miscellaneous Cash Payment
MD	Malicious Damage
MDB	multi-lateral development bank
MFN	Most Favored Nation
MIGA	Multilateral Investment Guarantee Agency (part of the World Bank)
MIP	Marine Insurance Policy
MNC	Multinational Corporation
MOU	Memorandum of Understanding
MR	Mates Receipt
MT	Mail Transfer
MT	Metric Tons
N/T	Net Terms
NAFTA	North American Free Trade Area
NAICS	North American Industry Classification System
NATO	North Atlantic Treaty Organization
NCNDA	Non-Circumvention Non-Disclosure Agreement
NCV	No Commercial Value
NEI	Not Elsewhere Included
NES	Not Elsewhere Specified
NET	WT Net Weight
NGO	Non-Governmental Organization
NIC	Newly Industrialized Country
NIS	Newly Independent States
NNPC	Nigerian National Petroleum Corporation
NOR	Notice of Readiness



# marinex

NSSN	National Standard Shipping Note
NTB	Non-Tariff Barrier
NTDB	National Trade Data Bank
NTM	New to Market
NVOCC	Non Vessel Operating Common Carrier
O/A	On Account of
O/C	Open Cover/Open Charter/Over Charge
O/D	On Demand (or) Overdrawn
O/O	Order Of
O/R	Owner's Risk
OAS	Organization of American States
OAU	Organization of African Unity
OBL	Ocean Bill of Lading
OECD	Organization for European Co-operation & Development
OFAC	Office of Foreign Assets Control (part of US Treasury)
OGL	Open General License
OPB	Operative Performance Bond
OPEC	Organization of Petroleum Exporting Countries
OPIC	Overseas Private Investment Corporation (part of US Government)
OPR	Outward Processing Relief
ORD	Order
OSI	Open Systems Interconnection (Computer Standards)
OTAR	Overseas Tariffs And Regulations
P/A	Private Account, Particular Average, Power of Attorney
P/C	Private Current, Percent



**marinex**

PB	Performance Bond
per	pro on behalf of
PIERS	Port Import/Export Reporting Service
PIRA	Packing Industry Research Association
PKD	Partially Knocked Down
PL	Partial Loss
PLA	Port of London Authority
PO	Post Office
POA	Place Of Acceptance
POD	Proof Of Delivery
POE	Port of Entry RWA: Returned without Action
POF	Proof Of Funds
POP	Proof Of Product, Proof Of Purchase
Post	Entry UK customs export declaration up to 14 days after shipment
PR	Parcel Receipt
QTY	Quantity
RHA	Road Haulage Association
RN	Removal Note
RO/RO	Roll-On/Roll-Off
RWA	Ready, Willing and Able
S/N	Shipping Note
SABIT	Special American Business Internship Training Program (US Government Program)
SACU	Southern African Customs Union
SAD	Single Administrative Document
SAE	Stamped Addressed Envelope





**marinex**

SB	Short Bill, payable on demand or sight
SBLC	StandBy Letter of Credit
SCO	Senior Commercial Officer
SCP	Simplified Customs Procedure (UK exports only)
SD	Sight Draft, Short Delivery
SDBL	Sight Draft, with Bill of Lading attached
SDR	Special Drawing Rights
SED	Shippers Export Declaration
SEZ	Special Economic Zone
SGS	Pre-Shipment Inspection Company Based in Switzerland
SIC	Standard Industrial Classification Code
SITC	Standard International Trade Classification
SLCO	Saudi Light Crude Oil
SNAP	Simplified Network Application Process (Electronic Commerce License Application)
SOB	Shipped On Board
SR&CC	Strike Risk & Civil Commotion
stet	no change
SWIFT	Society for Worldwide Interbank Financial Telecommunications
SWL	Safe Working Load
TARE	Weight of a container without goods
TDA	US Trade Development Agency
TEU	Twenty-foot Equivalent Unit
TIC	Trade Information Center (part of US Dept. of Commerce)
TIR	Transport Internationale Routiers
TIR	Terminal Interchange Receipt



**marinex**

TL	Total Loss
TM	Trade Mission
TMO	Telegraphic Money Order
TNC	Transnational Corporation
TOR	Terms of Reference
TQ	Tariff Quota
TT	Telegraphic Transfer
TURN	Trader Unique Reference Number (renamed DAN number)
U/D	Under Deck
U/W	Underwriter
ULD	Unit Load Device, container used in air freight
UN	United Nations
USAID	US Agency for International Development (or AID)
USCIB	US Council for International Business
USEAC	US Export Assistance Center
USIA	US Information Agency
USML	US Munitions List
USTR	US Trade Representative
UTC	Universal Time Coordinated (Greenwich Mean Time)
VAR	Value Added Reseller
VAT	Value Added Tax
W/M	Weight or Measure, basis for sea freight rates
WA	With Average
WB	WayBill, Warehouse Book
WCO	World Customs Organization

WPA	With Particular Average
WR	Warehouse Receipt
WRO	War Risks Only
WTO	World Trade Organization (formerly GATT)
YAR	York Antwerp Rules (used in marine insurance)