

# OCEAN SERVICE DICTIONARY: COMMON ABBREVIATIONS

**AAR** Against All Risks  
**AB** Swedish term for “Incorporated”  
**ACTN** Advisory Committee on Trade Policy Negotiations  
**Ad Val** Ad Valorem Tariff Rate  
**ADB** Asian Development Bank  
**A/DS** Agent Distributor Service (U.S. Department of Commerce)  
**AECA** Arms Export Control Act  
**AFDB** African Development Bank  
**AG** German term for “Incorporated”  
**AID** Agency for International Development  
**ANDEAN** Andean Pact Countries  
**APCAC** Asia-Pacific Council of American Chambers of Commerce  
**APEC** Asian-Pacific Economic Cooperation  
**APTA** Automotive Products Trade Act  
**ASEAN** Association of Southeast Asian Nations  
**ATACs** Agricultural Technical Advisory Committee  
**ATCA** Agreement on Trade in Civil Aircraft  
**ATPI** Andean Trade Preference Initiative  
**AUI** Asian-U.S. Initiative  
**AVE** Ad Valorem Equivalent  
**AW** All-water  
**BAF** Bunker Adjustment Factor  
**B/E** Bill of Exchange  
**BEA** Bureau of Economic Analysis  
**BEM** Big Emerging Markets  
**BFC** Business Facilitation Center  
**BITS** Bilateral Investment Treaties  
**B/L** Bill of Lading  
**BM** Board Measure  
**BNC** Bi-national Commission  
**BOND** Business Outreach to New Democracies Program  
**BOP** Balance of Payments  
**BSP** Business Sponsored or Between Show Promotion  
**BXA** Bureau of Export Administration  
**C&F** Cartage and Freight  
**CACM** Central American Common Market  
**CAD** Cash Against Documents  
**CAF** Currency Adjustment Factor  
**CAP** Country Action Plan or Common Agricultural Policy  
**CARIBCAN** Canadian-Caribbean Basin Initiative  
**CARICOM** Caribbean Common Market  
**CASE** Council of American States in Europe  
**CBERA** Caribbean Basin Economic Recovery Act  
**CBI** Caribbean Basin Initiative  
**CCC** Commodity Cooperation Council or Commodity Credit Corporation  
**CCCN** Customs Cooperation Council Nomenclature  
**CCL** Commodity Control List  
**CCNAA** Coordination Council for North American Affairs  
**CCPIT** China Council for the Promotion of International Trade  
**CEO** Cultural Exchange Officer or Chief Executive Officer  
**CET** Common External Tariff  
**CFIUS** Committee on Foreign Investment in U.S.  
**CFR** Cost and Freight  
**CFTA** U.S. Canada Free Trade Agreement

**CG** Consul General, Consulate General  
**CG-18** Consultative Group of Eighteen  
**CHG** Charge d'Affaires  
**CIA** Cash in Advance  
**CIF** Cost, Insurance and Freight  
**CIF&C** Cost, Insurance, Freight & Commission (or charges)  
**CIFC&I** Cost, Insurance, Freight, Commission and Interest  
**C&I** Cost and Insurance  
**CIME** Committee on International Investment and Multinational Enterprises  
**CIMS** Commercial Information Management System  
**CIP** Carriage and Insurance Paid To  
**CIT** Court of International Trade  
**CITA** Committee for the Implementation of Textile Agreements  
**CITIC** China International Trust and Investment Corporation  
**CL** Carload  
**CLA** Spanish term for "company" (abbr.)  
**CMP** Country Marketing Plan  
**CNUSA** Commercial News USA  
**COCOM** Coordinating Committee on Multilateral Export Controls  
**COE** Council of Europe  
**CON** Consul, Consular Section  
**CPAC** Commodity Policy Advisory Committee  
**CPI** Consumer Price Index  
**CPT** Carriage Paid To  
**CSC** Container Service Charge  
**CSCE** Conference on Security and Cooperation in Europe  
**CSIS** Center for Strategic/International Studies  
**CSS** Comparison Shopping Service  
**CTA** Committee on Trade in Agriculture  
**CTF** Certified Trade Fair  
**CVD** Countervailing Duty  
**CWO** Cash With Order  
**CWT** Hundredweight (112 lb. In Great Britain)  
**D/A** Documents Against Acceptance  
**D/D** Days After Date  
**DF** Dead Freight  
**D/N** Debit Note  
**D/P** Documents Against Payment  
**D/R** Dock Receipt  
**D/S** Days After Sight  
**DAC** Development Assistance Committee  
**DAF** Delivered At Frontier  
**DAV** Domestic Added Value  
**DCs** Developed Countries  
**DDC** Destination Delivery Charge  
**DDP** Delivered Duty Paid  
**DDU** Delivered Duty Unpaid  
**DEC** District Export Council  
**DEQ** Delivered EX Quay  
**DES** Delivered EX Ship  
**DF** Duty Free  
**DISC** Domestic International Sales Corporation  
**DOC** U.S. Department of Commerce  
**DPACT** Defense Policy Advisory Committee on Trade  
**E&OE** Errors and Omissions Excepted  
**EAA** Export Administration Act  
**EC** European Community  
**ECE** Economic Commission for Europe  
**ECLS** Export Contact List Services



**ECO/COM** Economic/Commercial Section  
**EDA** Economic Development Administration  
**EDO** Export Development Officer  
**EEBIC** Eastern Europe Business Information Center  
**EEC** European Economic Committee  
**EFTA** European Free Trade Association  
**EITCA** U.S. Soviet Union Agreement to Facilitate Economic, Industrial and Technical Cooperation  
**EMC** Export Management Company  
**EMS** European Monetary System  
**EMU** European Monetary Unit  
**EOD** Entrance on Duty  
**EPC** Economic Policy Council  
**EPS** Export Promotion Services  
**ESA** European Space Agency  
**ESCMIA** Education, Scientific and Cultural Material Import Act  
**ETC** Export Trading Company  
**ETSI** European Telecommunications Standards Institute  
**EU** European Union  
**EXIM BANK** Export-Import Bank of the United States  
**EXW** EX Works  
**FAM** Foreign Affairs Manual  
**FAS** Free Along Ship  
**FBP** Foreign Buyer Program  
**FC&S** Free from Capture and Seizure  
**FCA** Free Carrier  
**FCIA** Foreign Credit Insurance Association  
**FCL** Full Container Loads  
**FCO** Foreign Commonwealth Office  
**FCPA** Foreign Corrupt Practices Act  
**FCS** Foreign Commercial Service  
**FDIUS** Foreign Direct Investment in the U.S.  
**FET** Foreign Economics Trends Report  
**FI** Free In  
**FIRA** Foreign Investment Review Corporation  
**FMC** Federal Maritime Commission  
**FMS** Foreign Military Sales  
**FMV** Foreign Market Value  
**FO** Free Out  
**FOB** Free on Board  
**FOGS** Functioning of the GATT System  
**FOR** Free on Rails  
**FPA** Free of Particular Average  
**FSN** Foreign Service National  
**FSO** Foreign Service Officer  
**FTA** Free Trade Area or Free Trade Agreement  
**FTS** Federal Telecommunications System  
**FTZ** Foreign Trade Zone  
**FTZ-BOARD** Federal Trade Zones Board  
**FUPDOL** Foreign Unit Price in Dollars  
**FX** Foreign Exchange Service  
**G-7** Group of Seven Industrial Countries  
**GA** General Average  
**GATS** General Agreement on Trade in Services  
**GATT** General Agreement on Tariffs and Trade  
**GDP** Gross Domestic Product  
**GmbH** German for "Limited Liability Company"  
**GNG** Group of Negotiations on Goods  
**GNP** Gross National Product

**GNS** Group of Negotiations on Services  
**GP-zones** General Purpose FTZs  
**GSP** Generalized System of preferences  
**GT** Gross Ton  
**HS** Harmonized Commodity Description and Coding System  
**IA** Import Administration  
**IC** Integrated Circuit or Industry Committee of the OECD  
**ICA** International Coffee organization  
**IDA** International Development Association  
**IDB** Inter-American Development Bank  
**IDCA** International Development Bank  
**IEP** International Economic Policy  
**IEPG** Independent European Program Group  
**IESC** International Executive Service Corps  
**IFA** International Franchise Association  
**IFC** International Finance Corporation  
**IFI** International Finance Institution  
**IMF** International Monetary Fund  
**INR** Initial Negotiating Right  
**INRA** International Natural Rubber Agreement  
**INRO** International Natural Rubber Organization  
**INTELSAT** International Telecommunication Satellite Organization  
**IOGA** Industry-Organized Government-Approved  
**IOS** International Organization for Standardization  
**IPAC** Industry Policy Advisory Committee  
**IPC** Integrated Program for Commodities  
**IPI** Inter-modal Points Inland  
**IPR** Intellectual Property Rights  
**ISA** International Sugar Agreement  
**ISAC** Industry Sector Advisory Committee  
**ISO** International Standards Organization  
**ITA** International Trade Administration  
**ITA** International Tin Agreement  
**ITC** International Trade Commission  
**JCCT** Joint Commission on Commerce and Trade (U.S.-Mexico)  
**JCP** Japan Corporate Program  
**JETRO** Japan External Trade Organization  
**L/C** Letter of Credit  
**L/T** Long Ton (2240 lb.)  
**LAFTA** Latin America Free Trade Area  
**LC** Letter of Credit  
**LCL** Less than Container Loads  
**LDC** Less Developed Country  
**LTA** Long-Term Arrangement  
**LTD** Limited. British term for 'Limited Liability Company"  
**Ltda. Or Lda.** Same as LTD in Portuguese and Spanish  
**M/R** Mate's Receipt  
**M/T** Metric Ton (2205 lb.)  
**M/V** Motor Vessel  
**MDB** Multilateral Development  
**MEC** Marine Extension Clause  
**MFA** Multi-Fiber Arrangement  
**MFN** Most Favored Nation  
**MIP** Marine Insurance Policy  
**MITI** Ministry of International Trade and Industry (Japan)  
**MLB** Mini-landbridge  
**MNC** Multinational Corporation  
**MOCP** Market Oriented Cooperation Plan  
**MOFERT** Ministry of Foreign Economic Relations and Trade



**MOSS** Market Oriented Sector Specific (U.S.-Japan)  
**MPT** Ministry of Post and Telecommunication  
**MT** Metric Tons  
**MTN** Multilateral Trade Negotiations  
**NAFTA** North American Free Trade Agreement  
**NCUSCT** National Council for U.S.-China Trade  
**NIC** Newly Industrialized Country  
**NIE** Newly Industrialized Economy  
**NIS** Newly Independent States  
**NOE** Not Otherwise Enumerated  
**NP** Nairobi Protocol  
**NPIS** New Product Information Services  
**NSC** National Security Council  
**NTB** Non-Tariff Barrier  
**NTDB** National Trade Data Bank  
**NTE** New to Export  
**NTIA** National Telecommunications and Information Administration  
**NTIS** National Technical Information Service  
**NTM** Non-Tariff Measure  
**NTS** Non-Traffic Sensitive Costs  
**NV** Dutch term of "Incorporated"  
**OAS** Organization of American States  
**OBR** Overseas Business Report  
**OCP** Overland Common Points  
**OECD** Organization for Economic Cooperation and Development  
**OEM** Original Equipment Manufacturers  
**OPEC** Organization of Petroleum Exporting Countries  
**OPIC** Overseas Private  
**ORL** Owner's Risk of Leakage  
**OTA** Office of Technology Assessment  
**OTCA** Omnibus Trade and Competitiveness Act of 1988  
**P.L. 480** Public Law - Agricultural Trade and Assistance  
**PEC** President's Export Council  
**PRC** People's Republic of China  
**PSI** Pre-Shipment Inspection  
**PTY** Proprietary (type of company in certain British Commonwealth countries)  
**QR** Quantitative Restriction  
**REDO** Regional Export Development Office  
**RIFI** Reverse Inter-modal Points Inland  
**ROD** Refused on Delivery  
**SA** French, Italian, Spanish, and Portuguese for "Incorporated"  
**SB** Surveillance Body  
**SBA** Small business Administration  
**SCO** Senior Commercial Officer  
**SEA/AIR** A combination of sea and air freight service  
**SEED** Support for East European Democracy  
**SFO** Solo Fair Washington-recruited  
**SIC** Standard Industrial Classification  
**SII** Structural Impediments Initiative  
**SIMS** Single Internal Market Service  
**SIPS** Statutory Import Program Staff  
**SITC** Standard International Trade Classification  
**SLC** Shipper's Load and Count  
**SM** Seminar Mission  
**SOGA** State-Organized Government-Approved  
**SP** Exporter Sales Price  
**SR&CC** Strikes, Riots, and Civil Commotion  
**SS** Steamship  
**S/T** Short Ton (2000 lb.)

**STC** Security Trade Control  
**STE** State Trading Enterprises  
**TAA** Trade Adjustment Assistance Program  
**TBAG** Technical Business Assistance Working Group  
**TD** Trade Development  
**TDP** Trade and Development Program  
**TEU** 20-ft. equivalent (20-ft. container) .2x20 teu=40-ft. equivalent  
**TFC** Trade Fair Certification  
**TFO** Trade Fair, Overseas-recruited  
**TFW** Trade Fair, Washington-recruited  
**THC** Terminal Handling Charge  
**TIMS** Textiles Information Management System  
**TNC** Trade Negotiations Committee  
**TOP** Trade Opportunity Program  
**TPC** Trade Policy Committee  
**TPCC** Trade Promotion Coordinating Committee  
**TPIS** Trade Policy Information System  
**TPRG** Trade Policy Review Group  
**TPRM** Trade Policy Review Mechanism  
**TPSC** Trade Policy Staff Committee or Trade Policy Sub Committee  
**TRA** Trade Adjustment Allowance  
**TRIM** Trade-Related Investment Measure  
**TRIP** Trade-Related Aspects of Intellectual Property Rights  
**TS** Trade Specialist  
**TSB** Trade Surveillance Body  
**TSUS** Tariff Schedule of the U.S.  
**TT** Telegraphic Transfer  
**UNCTAD** United Nations Conference on Trade and Development  
**UNCTC** United Nations Centre on Transnational Corporations  
**UNEP** United Nations Environment Program  
**UNESCO** United Nations Educational, Scientific and Cultural Organization  
**UNIDO** United Nations Industrial Development Organization  
**USDIA** U.S. Direct Investment Abroad  
**US&FCS** U.S. & Foreign Commercial Service  
**USCITCA** U.S.- China Industrial Technological Cooperation Accord  
**USCJCCT** U.S.- China Joint Commission on Commerce and Trade  
**USDOC** U.S. Department of Commerce  
**USEC** U.S. Mission to European Communities  
**USITC** U.S. International Trade Commission  
**USKJCCC** U.S.- Korea Joint Committee on Commercial Cooperation  
**USOECD** U.S. Mission to the Organization for Economic Cooperation and Development  
**USTCC** U.S.- Thailand Commercial Commission  
**USTR** United States Trade Representative  
**USTTA** United States Travel and Tourism Administration  
**USUN** U.S. Mission to the United Nations  
**VAT** Value-Added Tax  
**VC** Video Catalog Show  
**VER** Voluntary Export Restraint  
**VRA** Voluntary Restraint Agreement  
**WA** With Average  
**WEPZA** World Export Processing Zones Association  
**WIPO** World Intellectual Property Organization  
**WR** War Risk  
**WTDR** World Trader's Data Report