

IMPORT /EXPORT

trade terms



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The **Import/Export Trade Terms Jargon Buster** has been assembled by our specialists to provide an at-a-glance guide to over 300 terms that you will encounter within international business. You can find further documents and best practice articles on our website www.internationaltradematters.com

ACP	African, Caribbean and Pacific States
Ad Valorem	According to value
AE	Approved Exporter (status). An authorisation that allows exporters, after successful application and audit, to use Simplified Procedures for exporting qualifying goods to preference-giving countries.
AEO	Authorised Economic Operator (for imports & exports). An internationally recognised quality mark that indicates a secure international supply chain and appropriate customs controls and procedures.
AfCFTA	African Continental Free Trade Area
Air express operator	Courier company / Integrator
ALV	Automatic Licence Verification
Article 49	Article 49 of the Treaty of Lisbon covers the application to to join (or re-join) the EU.
Article 50	Article 50 of the Treaty of Lisbon covers the process by which a member state may withdraw from the European Union.
AWB	Air Waybill (air freight document)
B/D	Banker's Draft
B/E	Bill of Exchange
B/L	Bill of Lading (sea freight document)
B/S	Bill of Sale
BAF	Bunkerage Adjustment Factor on shipping rates
BEIS	Department for Business, Energy & Industrial Strategy
BIFA	British International Freight Association
BKG	Breakage
BKGE	Brokerage
BOND	Guarantee to customs for payment of duty or tax



Bonded Goods	Goods stored under the charge of customs, sealed until import duties are paid or goods taken out of the country
Bonded Warehouse	Warehouse where bonded goods are stored
BoP	Balance of Payments
BP	Bills Payable
BR	Bills Received
Break Bulk	The dismantling of a large consignment into smaller lots for onward distribution to more than one customer
BS	Bill of Sight used for Customs declaration when the importer is unable to furnish all documents
C&D	Collected & Delivered
C&E	Customs & Excise
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
C88 Form	See SAD
CAA	Civil Aviation Authority
CACM	Central American Common Market
CAD	Cash Against Documents (payment terms)
CAF	Currency Adjustment Factor for sea freight
CAP	Common Agricultural Policy
CARICOM	Caribbean Common Market
Carnet	Issued by International Chamber of Commerce to allow customs clearance on temporary movements
Carrier	Provider of the main means of transport in a shipment, e.g: airline, vessel operator, trucker
CBD	Cash before delivery
CBM	Cubic metre
CCC	Customs Clearance Certificate
CCG	Customs Comprehensive Guarantee



CCP	The EU's Common Commercial Policy (CCP) means that the EU negotiates trade deals on behalf of all its members, and members cannot reach their own bilateral trade agreements
CD	Customs Declaration
CDV	Current Domestic Value
CE	Community European - quality mark on regulated goods
CEMAC	Economic Community of Central African States
CEN	European Standards Office
CET	Central European Time
CETA	EU-Canada Comprehensive Economic and Trade Agreement (CETA) – This is a new trade deal between the EU and Canada that will cut 98% of tariffs between them and boost trade and investment
CF	Cubic feet
CFR	Incoterms® 2020: Cost and Freight
CFSP	Customs Freight Simplified Procedure
CGEA	Community General Export Authorisation
CHIEF	Customs Handling of Import/Export Freight (HMRC computer system, to be replaced by CDS)
CIF	Incoterms® 2020: Cost Insurance & Freight
CIM	Freight document for goods carried by rail
CIP	Incoterms® 2020: Carriage and Insurance Paid to
Clearing agent	The party appointed to submit entries to customs authorities on behalf of the importer will handle duty, VAT and other financial accruals on behalf of a client
CMR	Standardised document for cross-border transport of cargo by road
CN	European Community Combined Nomenclature (based on the Harmonised system adopted by the EU)
COMESA	Common Market for Eastern and Southern Africa
Commodity codes	Code used to identify goods with a tariff number
Consignee Importer	The person who orders shipment as a buyer and whose name is on the invoice or shipping bill
Consolidator (or 'Consol')	Bulking together of several shipments to same destination to reduce cost
Controlled Goods	Goods which are subject to control under The Export of Goods (Control) Order 1994
Countertrade	A generic term to identify a reciprocal form of export contract involving barter and other methods of trading

Country of Origin (CoFo)	Country in which goods have been produced or manufactured
Courier company	Integrator / air express operator
CTPAT	Customs Trade Partnership against Terrorism
CPC	Customs Procedure Code
CPT	Incoterms® 2020: Carriage Paid To
CRN	Customs Registered Number
CTA	Common Travel Area within the UK (including the Channel Islands and the Isle of Man) and the Republic of Ireland. Based on legally non-binding arrangements, the internal borders of the CTA have been in operation since the 1920s and are subject to minimal border controls. UK and Irish citizens can normally cross internal borders with minimal identity documents.
CTC	Common Transit Convention
Customs Declaration	Lists the details of goods being exported or imported
CFSP	Customs Freight Simplified Process
D/N	Despatch Note
D/O	Delivery Order
DAN	Deferment Account Number
DAP	Incoterms® 2020: Delivered at Place
DDP	Incoterms® 2020: Delivered Duty Paid
Demurrage	Charge payable if loading or unloading is delayed
DESO	Defence Export Services Organisation
DExEU	The Government department responsible for overseeing negotiations to leave the EU and establishing the future relationship between the UK and EU
DFID	Department for International Development
DFT	Draft
DGN	Dangerous Goods Note - they vary according to transport mode
DIT	The Government department responsible for promoting British trade across the world and ensuring the UK takes advantage of global opportunities
DK	Dock
DPU	Incoterms® 2020: Delivered at Place Unloaded
Dual-use goods	Goods not specifically designed or modified for military use but of a high technological level to be caught under export controls
DUCR	Declarant Unique Consignment Reference



DUEC	Dual Use European Community list of controlled items
Duty	The levy imposed by HM Government on the landed value of imported goods identified in HM Tariffs by product definition and coding - collected at the appropriate percentage of landed value. Does not apply to goods in free circulation within the EU.
DWT	Dead Weight Tonnage
DY or DELY	Delivery
E&OE	Errors & Omissions Excepted
EAD	Export Accompanying Documents
EAR	Export Administration Regulations - USA dual-use control regulations.
EBAF	Emergency Bunker and Fuel Surcharge
EC	European Community
ECCN	Export control classification number - category of goods on the US EAR dual-use
ECE	Economic Commission for Europe
ECGD	Export Credit Guarantee Department (now UK Export Finance)
ECI	Export Consignment Identifier
ECJ	European Court of Justice
ECO	Export Control Organisation
ECOWAS	Economic Community of West African States
ECU	European Currency Unit
EDI	Electronic Data Interchange
EEU	European Economic Union
EFTA	European Free Trade Association Iceland, Norway, Liechtenstein and Switzerland) Turkey the former Yugoslav Republic of Macedonia and Serbia.
EIA	European Information Association
EIS	Export Intelligence Service
EOM	End Of Month
EORI	Economic Operator Registration Identification number
EOTA	European Organisation for Technical Approvals
EOTC	European Organisation for Testing & Certification
Equipment repositioning surcharge	Not levied at present but proposed by two carriers. Possibly will be introduced due to equipment shortage and need to move containers internally to support the market imbalance



ETA	Estimated Time of Arrival/European Technical Approvals
ETD	Estimated Time of Departure
ETS	Estimated Time of Sailing
EU	European Union
EUR - MED	Similar to EUR 1 form, the EUR-MED is used when goods can only meet the preference rules by taking into consideration material from Mediterranean countries outside the EU
European Communities Act 1972	The 1972 European Communities Act was the piece of legislation that brought the UK into the Europe Union: it gives EU law supremacy over UK national law. A large amount of EU law effective in the UK currently relies on the 1972 Act.
EUROSTAT	Statistical Office of the European Communities
EUU	End-user undertaking - a declaration made by customer to confirm the end-user of goods subject to export controls
EXD	Examined
Export licence	A specific export licence issued to approve the export of specified goods to a specific value to a named consignee. Valid for 2 years if permanent or 12 months if temporary export.
EXW	Incoterms® 2020: Ex-Works
F&D	Freight & Demurrage
FAC	Forwarding Agents Commission
FAK	Freight of Kinds - shipping industry term for a carrier's tariff classification for various kinds of goods that are pooled and shipped together at one freight rate
FAS	Incoterms® 2020: Free Alongside Ship
FCA	Incoterms® 2020: Free Carrier
FCL	Full Container Load
FCO	Foreign & Commonwealth Office
FCR	Freight Forwarders Certificate of Receipt
FDI	Foreign Direct Investment
FIATA	International Federation of Freight Forwarders Association
FIB	Free In Bunker
FIFO	Free In and Free Out
FIW	Free In Wagon
FO	Firm Order
FOB	Incoterms® 2020: Free On Board
FOC	Free Of Charge



FOD	Free Of Damage
Force Majeure	Chance occurrence or unavoidable accident beyond the control of the parties
Forwarder	The party contracted primarily to prepare export documentation and act as interface between shipper and carrier
FR	Freight Release
Free circulation	Goods wholly manufactured in the EU or on which all relevant import duties have been paid
Freedom of movement	Freedom of movement allows citizens of the European Union (EU) to move to, live in, and in certain circumstances access the welfare system of the EU country to which they have moved.
Freight collect	Indication from the shipper as to who pays main freight costs - collected at destination
Freight forward	Main freight cost sent forward to consignee's account
Freight prepaid	Main freight cost paid by shipper
FTA	Freight Transport Association (or) Free Trade Agreements
FX	Foreign Exchange
GA	General Average
GATT	General Agreement on Tariffs and Trade
GCC	Gulf Co-operation Council
GDP	Gross Domestic Product
General Average	A proportionate share of loss
GNP	Gross National Product
GOST	Certificate raised for goods shipped to Russia under their pre-shipment inspection rules
GPL	Global Project Licence
Great Repeal Bill	The Great Repeal Bill will repeal the European Communities Act 1972 and incorporate European Union law into domestic law, "wherever practical"
Gross weight	Total weight of shipment, including goods and packaging
Groupage	Small consignments bulked together and consigned by a forwarder or carrier to reduce individual cost
GRT	Gross Registered Tonnage
GSP	Generalised System of Preferences
GU	General Undertaking - also known as an End-User Undertaking (EUU)
Gulf Aden	Piracy surcharge



HAWB	House Air Waybill
HL	Heavy Lift
HMRC	Her Majesty's Revenue & Customs
HS Code	Harmonised System Code (tariff number)
Hub	The central transshipment point in a network serviced by truck transport
I/L	Import Licence
IATA	International Air Transport Association
ICAO	International Civil Aviation Organisation
ICB	International Container Depot
ICC	International Chamber of Commerce
ICPO	Irrevocable Corporate Purchasing Order
ICS	International Chamber of Shipping or Institute of Chartered Shipbrokers
ID	Import Duty
IEA	International Energy Agency
IFF	Institute of Freight Forwarders
IIC	International Import Certificate - a form sometimes required by suppliers within the EU if goods are subject to export licence control.
ILR	Indefinite leave to remain
IMF	International Monetary Fund
IMO	International Marine Organisation
Incoterms	A pre-defined set of commercial terms for international contracts
Institute Cargo Clauses	Set of terms for cargo insurance
Integrator	Courier / air express operator
Intrastat	Intra-European collection of information to produce statistics on trade within the EU
IOE & IT	Institute of Export & International Trade
IPR	Inward Processing Relief
ISIC	International Standard Industrial Classification
ISO	International Standards Organisation
ITAR	International Traffic in Arms Regulations - USA military list controls
ITC	International Trade Centre
JIT	Just in Time (manufacturing process)
LAFTA	Latin American Free Trade Association



Landed value	The value of goods including all costs including price and additional costs such as freight and insurance
LCL	Less than full container load
LDCs	Least-developed countries
LDG	Loading
LEC	Local Export Clearance
Letter of Credit (L/C)	A written undertaking given by the importer's bank to pay the exporter an amount of money within a specified time, provided the exporter presents documents to the bank which comply with the terms and conditions stated in the credit
LO/LO	Lift On/Lift Off
LOI	Letter of Intent (to buy)
LOR	Letter of Readiness
Low Sulphur	Sulphur fuel used by shipping lines is harmful to the environment - as such this surcharge is applied
Manifest	List of goods, cargo, destinations for one movement of goods by air or sea
MAWB	Master Air Waybill (issued by the carrier - airline)
MCD	Miscellaneous Cash Payment
MD	Malicious Damage
MERCOSUR	Southern Common Market - South American Trade Bloc
MIP	Marine Insurance Policy
MR	Mates Receipt
MSS	Management support system data from HMRC
MT	Mail Transfer
MTCR	Military Technology Control Regime
MUCR	Master Unique Consignment Reference
NES	Not elsewhere specified
N/T	Net Terms
NAFTA	North American Free Trade Agreement
NCNDA	Non-Circumvention Non-Disclosure Agreement
NCTS	New Computerised Transit System
NCV	No Commercial Value
NEI	Not Elsewhere Included
NES	National Export System - a computerised export declaration made to UK Customs when exporting to countries outside the EU



Net Weight	Weight of goods only, without any packaging
NLR	No Licence Required
NNPC	Nigerian National Petroleum Corporation
NOR	Notice of Readiness
Notify party	Additional party shown on Air Waybill, Bill of Lading etc, additional to the consignees
NSSN	National Standard Shipping Note
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
OAU	Organisation of African Unity
OECD	Organisation for European Co-operation & Development
OGD	Other Government Department
OGEL	Open General Export Licence - published for the use of industry generally, applying to a range of goods to a number of countries and subject to certain conditions.
OGTCL	Open General Trade Control Licence
OIEL	Open Individual Export Licence
OITCL	Open Individual Trade Control Licence
OPB	Operative Performance Bond
OPR	Outward Processing Relief - a procedure allowing goods to be temporarily exported outside the EU to return to UK
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
P/N	Promissory Note (payment terms)
PAPD	Pre-Arrival / Pre-Departure Messages (security system, introduced in 2009)
PB	Performance Bond
Per	On behalf of
PIRA	Packing Industry Research Association
PL	Partial Loss
PLA	Port of London Authority



POD	Paid On Delivery or Proof Of Delivery
Post entry	Goods entered to HMRC after they have been exported or imported. It also relates if the original entry has to be altered
PR	Permanent residency
Pre-entry	Goods which must be entered to customs before export can take place
Pro-Forma Invoice	Estimated invoice sent in advance of shipping
PSI	Pre-Shipment Inspection
PSS	Peak Season Surcharge - historically September through to January
QTY	Quantity
Quota	Ceiling levied on import of goods
Rating	A formal statement to say if goods/technology are subject to export licence controls
RHA	Road Haulage Association
RO/RO	Roll-On/Roll-Off
RWA	Ready, Willing and Able
S/N	Shipping Note
SAARC	South Asian Association for Regional Co-operation
SAD	Single Administrative Document
SAE	Stamped Addressed Envelope
SAFTA	South Asian Free Trade Area
SB	Short Bill, payable on demand or sight
SBLC	StandBy Letter of Credit
SCP	Simplified Customs Procedure (UK exports only)
SD	Sight Draft, Short Delivery
SDBL	Sight Draft, with Bill of Lading attached
SDP	The Simplified Declaration Procedure is used for releasing goods at the frontier to most customs procedures.
SDR	Special Drawing Rights
SGS	Pre-Shipment Inspection Company Based in Switzerland
SIEL	Standard Individual Export Licence
Single Market	A single market is a trade bloc without any internal borders or other regulatory obstacles to the free movement of goods and services
SITC	Standard International Trade Classification
SITCL	Standard Individual Trade Control Licence
SITPRO	Simplification of International Trade Procedures



SLCO	Saudi Light Crude Oil
SOB	Shipped On Board
SOLAS	Safety of Life at Sea
SPIRE	Shared Primary Information Resources Environment - the electronic export licensing system
Spoke	The route used to service smaller distribution centres or customs from a central hub distribution centre
SR&CC	Strike Risk & Civil Commotion
SSN	Standard Shipping Note - form used when delivering export cargo to the receiving authority at UK ports, container bases etc.
Stet	No change
Suez	Surcharge relating to increased costs for movement through Suez canal
SWL	Safe Working Load
Tare	Actual weight of container only, without goods
TARIC	The EC's Integrated TARIFF (Tarif Integre des Communautés Europeanes)
Tariff no	HMRC code number that relates to the type of goods (see also Commodity Code, HS Code)
TDM	Trade Data Monitor
TIR	Transport Internationale Routes: road transport sealed on departure to be opened only at destination
TL	Total Loss
TMO	Telegraphic Money Order
TQ	Tariff Quota
TSP	Transit Simplification Procedures
TT	Telegraphic Transfer
TTIP	Trans-Atlantic Trade and Investment Partnership
TTR	Temporary Tariff Regime
TURN	Trader Unique Reference Number (renamed DAN number)
U/D	Under Deck
UCC	Union Customs Code (2016)
UCP 600	Current version of Uniform Customs & Practice for Documentary Letters of Credit issued by the ICC
UCR	Unique Consignment Reference
ULD	Unit Load Device, container used in air freight



UN	United Nations
UNCTAD	United Nations Conference on Trade and Development
UNECE	United Nations Economic Commission for Europe
UNECLAC	United Nations Economic Commission for Latin America and the Caribbean
UNIDO	United Nations Industrial Development Organization
UNSD	United Nations Statistics Division
URC 522	Current version of Uniformed Rules for Collection, issued by the ICC
VAT	Value Added Tax
Vienna Convention	Adopted in 1969, this is a treaty defining international law between states
Volumetric Weight	Freight rates charged on either the actual weight (eg gross) of the shipment or Volumetric (the size of the shipment), whichever works out greater
W/M	Weight or Measure, basis for sea freight rates
WA	With Average
WAEMU	West African Economic and Monetary Union
War Risk	Optional cover in freight charges and/or insurance cargo clauses
Wassenaar Arrangement	Arrangement between countries to set the level of technology controlled under dual-use regulations
WB	WayBill, Warehouse Book
WCO	World Customs Organisation
WIPO	World Intellectual Property Organisation
WPA	With particular average
WTO	World Trade Organisation

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