

# U.S. INTERNATIONAL TRADE

## Acronyms, Terms, and Definitions



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<b>ACE</b>	<b>Automated Customs Environment</b> —The U.S. Customs and Border Protection system through which the trade community reports imports and exports, and the government determines admissibility; Owned by the U.S. Census Bureau but monitored and enforced by U.S. Customs and Border Protection; Related terms: AES and EEI
<b>AECA</b>	<b>Arms Export Control Act</b> —The AECA is the statute that authorizes the export control compliance activities of the Department of State’s DDTC and the ITAR
<b>AES</b>	<b>Automated Export System</b> —A module within ACE for reporting the Electronic Export Information (EEI)
<b>AG</b>	<b>Australia Group</b> —An arrangement among cooperating nations that have agreed to adopt national export controls on dual-use chemical weapon precursors, biological microorganisms and related equipment to prevent the proliferation of chemical and biological weapons
<b>ASSEMBLY</b>	The fitting together of manufactured parts into a complete system, machine, structure, or unit of a machine; A number of electronic components (i.e., “circuit elements,” “discrete components,” integrated circuits, etc.) connected together to perform a specific function(s), replaceable as an entity and normally capable of being disassembled
<b>AT</b>	<b>Anti-Terrorism</b> —A reason for control on the Commerce Control List (CCL); Countries subject to AT controls are those on the State Department's list of countries that support international terrorism
<b>AWB</b>	<b>Air Waybill</b>
<b>BATFE</b>	<b>Bureau of Alcohol, Tobacco, Firearms, and Explosives</b> —The U.S. Bureau that has jurisdiction over the permanent import of defense articles listed in the USMIL
<b>BIS</b>	<b>Bureau of Industry and Security</b> —An agency of the Department of Commerce established by the Export Control Reform Act that is responsible for administering and enforcing export controls on commercial and "dual-use" items through the Export Administration Regulation (EAR)
<b>CB</b>	<b>Chemical &amp; Biological Weapons</b> —A reason for control on the Commerce Control List (CCL)
<b>CBM</b>	<b>Office of Chemical, Biological, and Missile Proliferation</b> —Nonproliferation Bureau, Department of State; CBM establishes and implements U.S. foreign policy relating to the proliferation and international transfers of weapons of mass destruction
<b>CC</b>	<b>Crime Control</b> —A reason for control on the Commerce Control List (CCL)
<b>CCATS</b>	<b>Commodity Classification Automated Tracking System</b> —Submitted to BIS when requesting a USG determination of an ECCN for an item, software, or technology
<b>CCL</b>	<b>Commerce Control List</b> —A list of items controlled by the Export Administration Regulations (EAR) contained in Supplement 1 to part 774
<b>CFIUS</b>	<b>The Committee on Foreign Investment in the United States</b> —An interagency committee authorized to review certain transactions involving foreign investment in the United States and certain real estate transactions by foreign persons in order to determine the effect of such transactions on the national security of the United States
<b>CFR</b>	<b>Code of Federal Regulations</b> —The CFR is the codification of the general and permanent rules of the Executive departments and agencies of the Federal Government. The CFR is amended by rules published in the Federal Register
<b>CFR</b> (INCOTERM)	<b>Cost and Freight</b>
<b>CI</b>	<b>Commercial Invoice</b>
<b>CIF</b> (INCOTERM)	<b>Cost, Insurance and Freight</b>

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<b>CIP</b> (INCOTERM)	<b>Carriage and Insurance Paid To</b>
<b>CIV</b>	<b>Civil End Users</b> —A license exception specified in the EAR §740
<b>CMI</b>	<b>Critical Military Information</b> —Information that is originated by or for the DoD, or its Agencies, or is under their jurisdiction or control, and which requires protection in the interests of national security; CMI is designated TOP SECRET, SECRET, and CONFIDENTIAL
<b>Country Chart</b>	EAR chart contained in Supplement No. 1 §738 for determining “NLR” applicability based on countries and reasons for control
<b>Country Groups</b>	EAR chart contained in Supplement No. 1 §740 for identifying countries as belonging to certain groups
<b>CPT</b> (INCOTERM)	<b>Carriage Paid To</b>
<b>CTP</b>	<b>Computers</b>
<b>CUI</b>	<b>Controlled Unclassified Information</b> —Information that requires safeguarding or dissemination controls pursuant to and consistent with applicable law, regulations, and government-wide policies but is not classified
<b>CW</b>	<b>Chemical Weapons</b> —A reason for control on the Commerce Control List (CCL) of chemicals that are listed on schedules of the Chemical Weapons Convention
<b>CWC</b>	<b>Chemical Weapons Convention</b> —An international agreement among nations that agree they will not develop, produce, stockpile, or use chemical weapons
<b>DAF</b> (INCOTERM)	<b>Delivered at Frontier</b>
<b>DASA/DE&amp;C</b>	<b>Deputy Assistant Secretary of the Army for Defense Exports and Cooperation</b>
<b>DDP</b> (INCOTERM)	<b>Delivered Duty Paid</b>
<b>DDTC</b>	<b>Directorate of Defense Trade Controls</b> —The office in the Department of State (DOS) that administers the International Traffic in Arms Regulations (ITAR) and issues licenses for defense services and defense articles
<b>DDU</b> (INCOTERM)	<b>Delivered Duty Unpaid</b>
<b>DECCS</b>	<b>Defense Export Control and Compliance System</b> —The system and method of submitting ITAR Registration, License, Agreement, or Commodity Jurisdiction applications over the internet to DDTC
<b>DEQ</b> (INCOTERM)	<b>Delivered Ex Quay</b>
<b>DES</b> (INCOTERM)	<b>Delivered Ex Ship</b>
<b>DPL</b>	<b>Denied Persons List</b> —A list, available at Supplement No. 2 to Part 764 of the EAR, of persons whose export privileges are currently denied, in whole or in part
<b>DSP</b>	<b>Department of State Proforma</b> —A designation for a variety of forms used by DDTC under the ITAR; Forms include DSP-5, 61, 73, 83, and 85
<b>DTSA</b>	<b>Defense Technology Security Administration</b> —An agency of the Department of Defense (DoD) responsible for the development and implementation of policies on international transfers of defense-related technology and review of certain dual-use export license applications

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<b>EAR</b>	<b>Export Administration Regulations</b> —Governs the export and import of items and technology under Commerce Department export licensing jurisdiction and is administered by the Bureau of Industry and Security (BIS)
<b>EAR99</b>	A classification designation for an item that is subject to the EAR but not specifically described by an ECCN on the CCL
<b>ECCN</b>	<b>Export Control Classification Number</b> —Individual categories of items on the Commerce Control List (CCL) are identified by an Export Control Classification Number (ECCN)
<b>ECNP</b>	<b>Office of Export Controls and Conventional Arms Nonproliferation Policy</b> —Nonproliferation Bureau, Department of State; ECNP establishes and implements U.S. foreign policy relating to the proliferation and international transfer of conventional arms and sensitive dual-use technology
<b>ECP</b>	<b>Export Control Program</b>
<b>ECRA</b>	<b>Export Control Reform Act</b> —The ECRA is the statute that authorizes the export control and antiboycott compliance activities of the Department of Commerce’s BIS and the EAR
<b>EEL</b>	<b>Electronic Export Information</b> —Information consisting of 10 primary data elements filed in AES for tangible exports (formerly information filed on the shippers export declaration [SED])
<b>EI</b>	<b>Encryption Items</b> —A reason for control on the Commerce Control List (CCL) covering encryption commodities, software, and technology
<b>ELISA</b>	<b>Export License Status Advisor</b> —An online system that allows applicants to track the status of electronic license applications using a case number assigned to the application
<b>EMS</b>	<b>Export Management System</b>
<b>ENC</b>	<b>Encryption commodities, software, and technology</b> —A license exception specified in the EAR §740
<b>ENCP</b>	<b>Exception to National Disclosure Policy</b> —A request for an exception to the NDP
<b>EO</b>	<b>Empowered Official</b> —A person designated in writing by a company for ITAR compliance responsibilities and is authorized to sign and process license applications on behalf of the company
<b>EXW</b> (INCOTERM)	<b>Ex Works</b>
<b>FAS</b> (INCOTERM)	<b>Free Alongside Ship</b>
<b>FC</b>	<b>Firearms Convention</b> —A reason for control on the Commerce Control List (CCL)
<b>FCA</b> (INCOTERM)	<b>Free Carrier</b>
<b>FCPA</b>	<b>Foreign Corrupt Practices Act</b> —The Foreign Corrupt Practices Act of 1977 is a United States federal law that prohibits U.S. citizens and entities from bribing foreign government officials to benefit their business interests
<b>FMF</b>	<b>Foreign Military Financing</b> —The DoD program that provides grants and loans to help countries purchase weapons and defense equipment produced in the United States as well as acquiring defense services and military training
<b>FMS</b>	<b>Foreign Military Sales</b> —The DoD program that facilitates sales of U.S. arms, defense equipment, defense services, and military training to foreign governments
<b>FOB</b> (INCOTERM)	<b>Free On Board</b>

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<b>FOCI</b>	<b>Foreign Ownership, Control, or Influence</b> —A company is considered to be operating under FOCI whenever a foreign interest has the power, direct or indirect, whether or not exercised, and whether or not exercisable, to direct or decide matters affecting the management or operations of that company in a manner which may result in unauthorized access to classified information or may adversely affect the performance of classified contracts
<b>FOIA</b>	<b>Freedom of Information Act</b>
<b>FPPI</b>	<b>Foreign Principal Party in Interest</b> —FTR term for the party in an international transaction who purchases the goods for export or to whom final delivery or end-use of the goods will be made; This party may be the ultimate consignee
<b>FTR</b>	<b>Foreign Trade Regulations</b> —Set of regulations under the U.S. Census Bureau; The FTR contains the regulatory requirements for filing Electronic Export Information (EEI), in the Automated Export System (AES) and is the foundation for collecting, compiling, and disseminating export trade statistics for the United States
<b>GBS</b>	<b>Group B Shipments</b> —A license exception specified in the EAR §740
<b>GC</b>	<b>General Correspondence</b> —An informal method of corresponding with DDTC to request authorization for re-transfer or re-export of USML articles, or clarification of the ITAR in a specific set of circumstances
<b>HPC</b>	<b>High Performance Computer</b> —Computers whose processing capabilities require enhanced export control treatment; As computer technology advances, the export control threshold of an HPC changes. Consult EAR §742.12 for the current HPC threshold
<b>HS</b>	<b>Harmonized System</b> —International tariff codes; The Harmonized System is a standardized numerical method of classifying traded products. It is used by customs authorities around the world to identify products when assessing duties and taxes and for gathering statistics. The HS is administered by the World Customs Organization (WCO) and is updated every five years. It serves as the foundation for the import and export classification systems used in the United States and by many trading partners
<b>HTS</b>	<b>Harmonized Tariff Schedule</b> —The Harmonized Tariff Schedule of the United States sets out the tariff rates and statistical categories for all merchandise imported into the United States. The HTS is based on the international Harmonized System (HS) but adds additional characters to further differentiate product classifications
<b>ICP</b>	<b>Internal Control Program</b> —To qualify for a Special Comprehensive License (SCL), the SCL holder and consignee must develop an ICP to assure that exports and reexports are not made contrary to the Export Administration Regulations (EAR)
<b>INCOTERMS</b>	A set of 11 individual contractual terms and rules issued by the International Chamber of Commerce (ICC) that define the responsibilities of sellers and buyers for the sale of goods in international transactions; Of primary importance is that each Incoterms rule clarifies the tasks, costs, and risks to be borne by buyers and sellers in these transactions
<b>ITAR</b>	<b>International Traffic in Arms Regulations</b> —Governs the export and import of defense articles and services under State Department export licensing jurisdiction and is administered by the Directorate of Defense Trade Controls (DDTC)
<b>ITN</b>	<b>Internal Transaction Number (AES)</b>
<b>L/C</b>	<b>Letter of Credit</b>
<b>LOA</b>	<b>Letter of Offer and Acceptance (FMS contract)</b>
<b>LVS</b>	<b>Limited Value Shipments</b> —A license exception specified in the EAR §740

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<b>MDA</b>	<b>Missile Defense Agency</b>
<b>MDE</b>	<b>Major Defense Equipment</b> (ITAR 120.37)
<b>MILSPEC</b>	<b>Military Specification</b> —A U.S. defense standard used to help achieve standardization objectives by the U.S. Department of Defense
<b>MLA</b>	<b>Manufacturing License Agreement</b> —A DDTC export authorization to permit a U.S. person to manufacture defense articles abroad or provide manufacturing know-how to a foreign party; Sometimes referred to as MA
<b>MOU</b>	<b>Memorandum of Understanding</b> —An agreement between an international partner and the DoD to document the rights and obligations of each party with regard to weapon systems development, production, or transfer
<b>MT</b>	<b>Missile Technology</b> —A reason for control on the Commerce Control List (CCL)
<b>MTCR</b>	<b>Missile Technology Control Regime</b> —The United States and other nations in this multilateral control regime have agreed to guidelines for restricting the export of dual use items that may contribute to the development of missiles
<b>MTEC</b>	<b>Missile Technology Export Committee</b> —An interagency group chaired by a representative of the Department of State (DOS) that reviews export license applications involving items controlled for missile technology reasons
<b>NDA</b>	<b>Non-Disclosure Agreement</b>
<b>NDP</b>	<b>National Disclosure Policy</b> —The policy that governs the disclosure of United States CMI to foreign governments and international organizations, stems from NSDM 119
<b>NIPO</b>	<b>Navy International Program Office</b>
<b>NISPOM</b>	<b>National Industrial Security Program Operating Manual</b> —Establishes requirements for the protection of classified information disclosed to or developed by contractors, licensees, grantees, or certificate holders to prevent unauthorized disclosure
<b>NLR</b>	<b>No License Required</b> —A form of export authorization under the EAR certifying that no BIS written export license is required
<b>NP</b>	<b>Nuclear Nonproliferation</b> —A reason for control on the Commerce Control List (CCL)
<b>NS</b>	<b>National Security</b> —A reason for control on the Commerce Control List (CCL)
<b>NSG</b>	<b>Nuclear Suppliers Group</b> —The international export control regime focusing on the proliferation of nuclear weapons
<b>OExS</b>	<b>Office of Exporter Services</b> —The office in BIS responsible for administering the licensing process, counseling exporters, conducting export control seminars, and maintaining the Export Administration Regulations (EAR)
<b>OFAC</b>	<b>Office of Foreign Assets Control</b> —The Office of Foreign Assets Control ("OFAC") of the U.S. Department of the Treasury administers and enforces economic and trade sanctions against targeted foreign countries, terrorism sponsoring organizations, and international narcotics traffickers based on U.S. foreign policy and national security goals
<b>PPE</b>	<b>Personnel Protective Equipment</b>
<b>PPI</b>	<b>Principal Party in Interest</b> —A Foreign Trade Regulation term; This is the person that receives the primary benefit, monetary or otherwise, of the export transaction. See also USPPPI and FPPI
<b>RS</b>	<b>Regional Stability</b> —A reason for control on the Commerce Control List (CCL)
<b>RSAT</b>	<b>Office of Regional Security and Arms Transfers</b> —Office within the U.S. Department of State that manages bilateral/multi-lateral political-military and regional security relations and the sale/transfer of U.S.-origin defense articles and services to foreign governments

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<b>RWA</b>	<b>Return Without Action</b> —The closing of a license application case by DDTC or BIS without issuing the license or denying it; Usually when the application is deficit but can be by request of the applicant
<b>SAF/IA</b>	<b>Secretary of the Air Force International Affairs Office</b>
<b>Schedule B</b>	The Schedule B is a coding system maintained by the United States Census Bureau (USCB) and is based on the 4–6-digit headings and subheadings of the Harmonized Tariff Schedule (HTS) or HS. The U.S. Census Bureau keeps records of the number of exports by country, quantity, and value in U.S. dollars using Schedule B data
<b>SCI</b>	<b>Special Compartmentalized Information</b> —Classified Information
<b>SDN</b>	<b>Specially Designated National</b> —Specially Designated Nationals are identified by the Secretary of the Treasury under regulations issued by the Office of Foreign Assets Control (OFAC)
<b>SDT</b>	<b>Specially Designated Terrorist</b> —A Specially Designated Terrorist is identified in regulations maintained by the Treasury Department's Office of Foreign Assets Control (OFAC)
<b>SED</b>	<b>Shipper's Export Declaration</b> —replaced now by filing EEI in AES
<b>SI</b>	<b>Significant Items</b> —A reason for control on the Commerce Control List (CCL)
<b>SME</b>	<b>Significant Military Equipment</b> —(ITAR 120.36) Those items listed in the USML that have an asterisk (*) in front of the paragraph descriptor
<b>SNAP-R</b>	<b>Simplified Network Application Process</b> —The system and method of submitting EAR license and classification applications over the internet to BIS
<b>SOW</b>	<b>Statement of Work</b>
<b>SS</b>	<b>Short Supply</b> —A reason for control on the Commerce Control List (CCL)
<b>STA</b>	<b>Strategic Trade Authorization</b> —A license exception specified in the EAR §740
<b>STELA</b>	<b>System for Tracking Export License Applications</b> —An online system that provides applicants with the status of their BIS license and classification applications
<b>TAA</b>	<b>Technical Assistance Agreement</b> —A DDTC export authorization to permit a U.S. person to provide a defense service to a foreign person; Sometimes referred to as TA
<b>TMP</b>	<b>Temporary Imports, Re-exports, and Re-transfers</b> —A license exception specified in the EAR §740 that has numerous scenarios
<b>TSR</b>	<b>Technology and Software Under Restriction</b> —A license exception specified in the EAR §740
<b>TSU</b>	<b>Technology and Software—Unrestricted</b> —A license exception specified in the EAR §740
<b>USMIL</b>	<b>United States Munitions Import List</b> —A list of articles, services, and related technologies designated as defense items and controlled by BATFE when permanently imported into the United States
<b>USML</b>	<b>United States Munitions List</b> —The list of 21 categories of defense articles, technologies, and services under the export and import jurisdiction of the State Department in part 121.1 of the ITAR
<b>USPPI</b>	<b>U.S. Principal Party in Interest</b> —FTR term for the person in the United States that receives the primary benefits, monetary or otherwise, of the export transaction; generally that person is the U.S. seller, manufacturer, order party, or foreign entity
<b>VD</b>	<b>Voluntary Disclosure</b> —Process for reporting violations of the ITAR
<b>VSD</b>	<b>Voluntary Self Disclosure</b> —Process for reporting violations of the EAR
<b>WA</b>	<b>Wassenaar Arrangement</b> —The Wassenaar Arrangement on Export Controls for Conventional Arms and Dual-Use Goods and Technologies is a multilateral regime that contributes to regional and international security by promoting transparency and greater responsibility in international transfers of conventional arms and dual-use goods and technologies

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<b>WDA</b>	<b>Warehouse and Distribution Agreement</b> —A DDTC export authorization to permit a U.S. person to establish a distribution point abroad for defense articles of U.S. origin for subsequent distribution to foreign persons; Sometimes referred to as DA
<b>XP</b>	<b>High Performance Computer</b> —A reason for control on the Commerce Control List (CCL)