



U.S. INTERNATIONAL TRADE

Definitions, Terms and Acronym List

ACE	Automated Customs Environment; 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
AECA	Arms Export Control Act; The AECA is the statute that authorizes the export control compliance activities of the Department of State's DDTTC and the ITAR.
AES	Automated Export System; A module within ACE for reporting the Electronic Export Information (EEI)
AG	Australia Group; 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
ASSEMBLY	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
AT	Anti-Terrorism; 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
AWB	Air Waybill
BATFE	Bureau of Alcohol, Tobacco, Firearms and Explosives; The U.S. Bureau that has jurisdiction over the permanent import of defense articles listed in the USMIL
BIS	Bureau of Industry and Security; An agency of the Department of Commerce established by the Export Control Reform Act that is responsible for administering and enforcing export controls on "dual-use" items
CB	Chemical & Biological Weapons; A reason for control on the Commerce Control List (CCL)
CBM	Office of Chemical, Biological and Missile Proliferation, 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.
CC	Crime Control; A reason for control on the Commerce Control List (CCL)
CCATS	Commodity Classification Automated Tracking System; Submitted to BIS when requesting a USG determination of an ECCN for an item, software or technology
CCL	Commerce Control List; A list of items subject to Bureau of Export Administration export license requirements based on their identity
CFIUS	The Committee on Foreign Investment in the United States; 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
CFR	Code of Federal Regulations; 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.
CFR (INCOTERM)	Cost and Freight
CI	Commercial Invoice
CIF (INCOTERM)	Cost, Insurance and Freight



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CIP (INCOTERM)	Carriage and Insurance Paid To
CIV	Civil End Users; A license exception specified in the EAR §740
CMI	Critical Military Information; Information which 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
Country Chart	EAR chart contained in Supplement No. 1 §738 for determine “NLR” applicability based on countries and reasons for control
Country Groups	EAR chart contained in Supplement No. 1 §740 for identifying countries as belonging to certain groups
CPT (INCOTERM)	Carriage Paid To
CTP	Computers
CUI	Controlled Unclassified Information; Information that requires safeguarding or dissemination controls pursuant to and consistent with applicable law, regulations, and government-wide policies but is not classified
CW	Chemical Weapons; A reason for control on the Commerce Control List (CCL) of chemicals that are listed on schedules of the Chemical Weapons Convention
CWC	Chemical Weapons Convention; An international agreement among nations that agree they will not develop, produce, stockpile, or use chemical weapons
DASA/DE&C	Deputy Assistant Secretary of the Army for Defense Exports and Cooperation
DDTC	Directorate of Defense Trade Controls; The office in the Department of State (DOS) that administers licenses for defense services and defense articles
DEQ (INCOTERM)	Delivered Ex Quay
DES (INCOTERM)	Delivered at Frontier
DPL	Denied Persons List; 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
DSP	Department of State Proforma; A designation for a variety of forms used by DDTC under the ITAR; Forms include DSP-5, 61, 73, 83 and 85
DTSA	Defense Technology Security Administration; 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
EAR	Export Administration Regulations; Governs the export and import of articles and services under Commerce Department export licensing jurisdiction
EAR99	A classification designation for an item that is subject to the EAR but not specifically described by an ECCN on the CCL
ECCN	Export Control Classification Number; Individual categories of items on the Commerce Control List (CCL) are identified by an Export Control Classification Number (ECCN)
ECNP	Office of Export Controls and Conventional Arms Nonproliferation Policy, 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.
ECP	Export Control Program



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ECRA	Export Control Reform Act; The ECRA is the statute that authorizes the export control and antiboycott compliance activities of the Department of Commerce’s BIS and the EAR
EEL	Electronic export information – information consisting of 10 primary data elements filed in AES for tangible exports (formerly information filed on the shippers export declaration (SED))
EI	Encryption Items; A reason for control on the Commerce Control List (CCL) covering encryption commodities, software and technology
ELISA	Export License Status Advisor; A system that allows applicants to track the status of electronic license applications using a case number assigned to the application
EMS	Export Management System
ENC	Encryption commodities, software, and technology; A license exception specified in the EAR §740
ENCP	Exception to National Disclosure Policy; A request for an exception to the NDP
EO	Empowered Official; 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
EXW (INCOTERM)	Ex Works
FADEC	Full Authority Digital Engine Controls
FAS (INCOTERM)	Free Alongside Ship
FC	Firearms Convention; A reason for control on the Commerce Control List (CCL)
FCA (INCOTERM)	Free Carrier
FCPA	Foreign Corrupt Practices Act
FMF	Foreign Military Financing
FMS	Foreign Military Sales
FOB (INCOTERM)	Free On Board
FOCI	Foreign Ownership, Control, or Influence
FOIA	Freedom of Information Act
FPPI	Foreign Principal Party in Interest; 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.
FTR	Foreign Trade Regulations; 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 foundation for collecting, compiling, and disseminating export trade statistics for the United States.
GBS	Group B Shipments; A license exception specified in the EAR §740
GC	General Correspondence; 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
HPC	High performance Computer; 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.



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HS	Harmonized (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 administrated 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.
HTS	Harmonized Tariff Schedule; 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.
ICP	Internal Control Program; 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).
INCOTERMS	A set of 11 individual contractual terms and rules issued by the International Chamber of Commerce (ICC) which 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.
ITAR	International Traffic in Arms Regulations; Governs the export and import of defense articles and services under State Department export licensing jurisdiction
ITN	Internal Transaction Number (AES)
L/C	Letter of Credit
LOA	Letter of Offer and Acceptance (FMS contract)
LVS	Limited Value Shipments; A license exception specified in the EAR §740
MDA	Missile Defense Agency
MDE	Major Defense Equipment (ITAR)
MILSPEC	Military Specification
MLA	Manufacturing License Agreement; A DDTC export authorization to permit a U.S. person to manufacture defense articles abroad or provide manufacturing know-how to a foreign party; Sometime referred to as MA
MOU	Memorandum of Understanding
MT	Missile Technology; A reason for control on the Commerce Control List (CCL)
MTCR	Missile Technology Control Regime; 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.
MTEC	Missile Technology Export Committee; 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
NDA	Non-Disclosure Agreement
NDP	National Disclosure Policy; The policy that governs the disclosure of United States CMI to foreign governments and international organizations, stems from NSDM 119
NIPO	Navy International Program Office
NISPOM	National Industrial Security Program Operating Manual; Establishes requirements for the protection of classified information disclosed to or developed by contractors, licensees, grantees, or certificate holders to prevent unauthorized disclosure



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NLR	No License Required; A form of export authorization under the EAR certifying that no BIS written export license is required
NP	Nuclear Nonproliferation; A reason for control on the Commerce Control List (CCL)
NS	National Security; A reason for control on the Commerce Control List (CCL)
NSG	Nuclear Suppliers Group; The international export control regime focusing on the proliferation of nuclear weapons
OExS	Office of Exporter Services; The office in BIS' Export Administration responsible for administering the licensing process, counseling exporters, conducting export control seminars, and maintaining the Export Administration Regulations (EAR).
OFAC	Office of Foreign Assets Control; 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.
PPE	Personnel Protective Equipment
PPI	Principal Party in Interest; A Foreign Trade Regulation term; This is the person that receives the primary benefit monetary or otherwise of the export transaction. See also USPPI and FPPI.
RS	Regional Stability; A reason for control on the Commerce Control List (CCL)
RSAT	Office of Regional Security and Arms Transfers; Office within 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
RWA	Return Without Action; DDTC or BIS' closing of a license application case without issuing the license or denying it; Usually when the application is deficit but can be by request of the applicant;
SAF/IA	Secretary of the Air Force International Affairs Office
SAR	Synthetic Aperture Radar
Schedule 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.
SCI	Special Compartmentalized Information; Classified Information
SDN	Specially Designated National; Specially designated nationals are identified by the Secretary of the Treasury under regulations issued by the Office of Foreign Assets Control (OFAC).
SDT	Specially Designated Terrorist; A specially designated terrorist is identified in regulations maintained by the Treasury Department's Office of Foreign Assets Control (OFAC).
SED	Shipper's Export Declaration; replaced now by filing EEI in AES
SI	Significant Items; A reason for control on the Commerce Control List (CCL)
SME	ITAR term for Significant Military Equipment, or those items listed in the USML that have an asterisk (*) in front of the describing paragraph; These items usually require the foreign party to complete a DSP-83 to include with the license application.
SNAP-R	Simplified Network Application Process; The system and method of submitting EAR license and classification applications over the internet to BIS
SOW	Statement of Work
SS	Short Supply; A reason for control on the Commerce Control List (CCL)
STA	License Exception Strategic Trade Authorization; A license exception specified in the EAR §740
STELA	System for Tracking Export License Applications; An automated response system that provides applicants with the status of their BIS license and classification applications



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TAA	Technical Assistance Agreement; A DDTC export authorization to permit a U.S. person to provide a defense service to a foreign person; Sometimes referred to as TA
TMP	Temporary Imports, Re-exports and Re-transfers; A license exception specified in the EAR §740 which has numerous scenarios
TSR	Technology and Software Restricted; A license exception specified in the EAR §740
TSU	Technology and Software—Unrestricted; A license exception specified in the EAR §740
USMIL	United State Munitions Import List; A list of articles, services, and related technologies designated as defense items and controlled by BATFE when permanently imported into the United States
USML	United States Munitions List; The list of 21 categories of defense articles, technologies and services under the export and import jurisdiction of the State Department
USPPI	U.S. Principal Party in Interest; 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
VD	Voluntary Disclosure; Process for reporting violations of the ITAR regulations
VSD	Voluntary Self Disclosure; Process for reporting violations of the EAR regulations
WA	Wassenaar Arrangement; 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.
WDA	Warehouse and Distribution Agreement; 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
XP	High Performance Computer; A reason for control on the Commerce Control List (CCL)