



Glossary of International Trading Abbreviations 2007

This is not a definitive alphabetical list but it does contain many of the regularly used international trade abbreviations. Users should also be aware that the interpretation of some terms can vary from region to region, and that not all terms are familiar in all regions. This is an English Language list. Abbreviations may be different in different languages. If in doubt, please ask for clarification or check with the relevant authorities.

AWB: AirWayBill

BL or B/L: Bill of Lading

CISG: Convention on Contracts for the International Sales of Goods

COM: Cost Of Manufacture

C of O: Certificate Of Origin

COP: Cost Of Production

ECA: Export Credits Agency

ECCN: Export Control Classification Number

ECU: European Currency Unit

EDI: Electronic Data Interchange

FCO: Full Corporate Offer

FDI: Foreign Direct Investment

FIATA: International Federation of Freight Forwarders Associations

FTA: Free Trade Area

FTZ: Foreign Trade Zone or Free Trade Zone

GATT: General Agreement on Tariffs and Trade

HS: Harmonised System

IATA: International Air Transport Association

ICC: International Chamber of Commerce

IDA: International Development Association

ISO: International Standards Organisation

L & D: Loss and Damage

MFN: Most Favoured Nation

NT: Net Tons

OD: Outside Diameter

POD: Proof Of Delivery

SITC: Standard International Trade Classification

THC: Terminal Handling Charge

WTO: World Trade Organisation