

Appendix B:

Abbreviations



AV	Adjusted Value
B2B	Business-to-Business
B2C	Business-to-Consumer
BIS	Bureau of Industry and Security
CAFTA-DR	Central America and Dominican Republic Free Trade Agreement
CDC	Centers for Disease Control and Prevention
CEO	Chief Operating Officer
CIA	Central Intelligence Agency
CIF	Cost, Insurance, and Freight
CIP	Carriage and Insurance Paid To
COO	Certificate of Origin or Chief Operating Officer (depending on context)
CPT	Carriage Paid To
CS	U.S. Commercial Service
CTO	Chief Technology Officer
DOC	U.S. Department of Commerce
DOE	U.S. Department of Energy
DOS	U.S. Department of State
EMC	Export Management Company
ETC	Export Trading Company
Ex-Im Bank	Export-Import Bank of the United States
EXW	Ex Works
FAS	Foreign Agricultural Service or Free Alongside Ship (depending on context)
FCA	Free Carrier
FedEx	FedEx (formerly Federal Express)
FOB	Free on Board
FTA	Free Trade Agreement
FTZ	Free Trade Zone

GDP	Gross Domestic Product
GEE	Global Entrepreneurial Ecosystem
IBP	International Buyer Program
ITA	International Trade Administration
LLC	Limited Liability Corporation
LLP	Limited Liability Partnership
MDB	Multilateral Development Bank
NAFTA	North American Free Trade Agreement
NC	Net Cost
ROI	Return on Investment
ROO	Rule(s) of Origin
RVC	Regional Value Content
SBA	U.S. Small Business Administration
SBDC	Small Business Development Center
TANC	Trade Agreements Negotiations and Compliance
TFC	Trade Fair Certification Program
TV	Transaction Value
UPS	UPS (formerly United Parcel Service)
U.S.	United States (of America)
USA	United States of America
USAID	U.S. Agency for International Development
USDA	U.S. Department of Agriculture
USPS	U.S. Postal Service
USTDA	U.S. Trade and Development Agency
USTR	Office of the U.S. Trade Representative
VNM	Value of Nonoriginating Materials
VOM	Value of Originating Materials
VP	Vice President
WTO	World Trade Organization