

**Module 7**

*Section A: Characterize the International Environment and Global Infrastructure*

**Term**

Importer of record (IOR)

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*Section A: Characterize the International Environment and Global Infrastructure*

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Substitutability

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*Section B: Incorporate Regulations into Global Logistics Processes*

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Anti-bribery regulations

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Bribe

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Container security initiative (CSI)

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Embargo

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Foreign/free trade zone (FTZ)

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Hazardous materials

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When a buyer can purchase similar products from different suppliers. This increases the buyer's power because the buyer doesn't have to rely on just one supplier.

The entity responsible for ensuring that imported goods comply with local laws and regulations, for filing the documentation for duty entry, and for paying any associated import duties or taxes.

A gift, money, or a favor given by one person to another intending to influence the person's decision, judgment, or conduct. Offering or accepting bribes is illegal in most countries and a violation of the United Nations Global Compact.

Country regulations that penalize organizations that engage in bribery. The Organisation for Economic Co-operation and Development Anti-Bribery Convention requires countries to develop such regulations.

A ban established by a nation's government that prohibits individuals or organizations from conducting any trade with individuals or organizations from another particular nation.

An agreement that allows U.S. customs agents in foreign ports to identify and inspect high-risk containers prior to their being loaded on a ship bound to a U.S. port.

Any material that a country's relevant government agency has classified as a risk to human, animal, or environmental health or to property—either on its own or due to interaction with other elements. A government's transportation authority may allow transportation only when proper permits and safety precautions are implemented. Similarly, a government may regulate or supervise hazardous material disposal. Categories include explosives, flammable or corrosive liquids or gases, biohazards, and radioactive materials. Syn.: hazmat.

Designated areas within a country that are considered to be outside the country from a customs perspective. Material in the zone is not subject to duties and taxes until the material is moved outside the zone for consumption. There is no limit on the time material may remain in the zone. Commonly referred to as free trade zone internationally and foreign trade zone in the United States. See: duty-free zone.

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Safety data sheet (SDS)

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Trade bloc

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Air waybill (AWB)

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Bill of lading (B/L) (international)

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Carnet

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Certificate of analysis

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Certificate of free sale

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Certificate of inspection

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An agreement between or among countries intended to reduce or remove barriers to trade within member countries. Frequently, but not always, those countries are geographically close. Examples of trade blocs are the European Economic Community and the North American Free Trade Agreement (NAFTA). Syn.: trading bloc.

A document that is part of the materials information system and accompanies the product. It was formerly referred to as the manufacturing safety data sheet. The document is prepared by the manufacturer and provides information regarding the safety and chemical properties to downstream users and, if necessary, regarding the long-term storage, handling, and disposal of the product. Among other factors, the SDS describes: the hazardous components of a product; how to treat leaks, spills, and fires; and how to treat improper human contact with the product. Syn.: material safety data sheet (MSDS).

A bill of lading used in international trade to help ensure exporters are paid and importers receive the promised goods. When they are used for international transport, these include master bills of lading, house bills of lading, intermodal bills of lading, and air waybills. See: bill of lading (B/L).

A contract between a shipper and carrier for air freight transportation. The document includes a list of goods, shipping instructions, the shipper and recipient, the point of origin, and destination. See: bill of lading (B/L), waybill.

A certification of conformance to quality standards or specifications for products or materials. It may include a list or reference of analysis results and process information. This certificate is often required for material custody transfer.

Temporary admission granted to goods that are passing through a country rather than being imported into it. The goods can cross several boundaries duty-free and tax-free without customs inspection. Disposable and consumable items are excluded. Syn.: ATA carnet.

A certificate provided by an independent inspection organization attesting to the accuracy of the value and authenticity of the goods as listed on the invoice. The exporter obtains this pre-shipment certificate in the exporting country.

A certificate that attests that the goods can be legally sold in the country of export. The intent is to prevent defective products from being exported.

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Certificate of insurance

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Certificate of manufacture

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Certificate of origin

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Commercial invoice

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Consular invoice

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Duty

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Electronic export information (EEI)

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Export license

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A certificate that attests that the goods were manufactured in the exporter's country meeting minimum specified content requirements. It is provided and signed by the exporter's chamber of commerce or similar official body.

A certificate required under some terms of trade that attests that a particular shipment has insurance coverage to cover loss or damage while in transit. It is provided by the exporter's insurance company.

A document used as a bill and for customs declaration that indicates the names of the seller and buyer, the product being shipped, and its value. The document is provided by the seller.

A document issued by the exporter's chamber of commerce that confirms that the items in a shipment originated in the exporter's country. This document must often accompany the shipment to facilitate entrance into the importing country.

A tax levied by a government on the importation, exportation, or use and consumption of goods.

A special invoice used for goods being sent to the importer's country. The invoice is provided by the consulate of the importing country, is written in the language of the importing country, and may require a government employee's approval. It is used to expedite customs clearance and determine applicable taxes.

A document received from a government agency that authorizes the export of goods in specific quantities to a particular destination for a particular end use.

An electronic declaration of goods leaving the United States for export to a foreign country.

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Harmonized Tariff Schedule (HTS)

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Harmonized system (HS) code

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Import license

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Joint venture

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Licensing

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Ocean bill of lading

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Performance bond

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Pro forma invoice

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An internationally standardized description of goods maintained by the World Customs Organization that uses a system of numbers to provide increasingly detailed classification for the purpose of assessing duties and gathering import and export statistics.

The U.S. International Trade Commission's mechanism by which international tariffs are standardized. Importers and exporters classify goods moved across international borders using the harmonized system of the country of import. Then, based on this classification, the amount of tariff they must pay is determined.

A separate entity created by two or more organizations through shared ownership, risk, and returns to accomplish a specific business objective.

An importing country's government document that provides an importer with the express authorization to import a particular product.

A contract between an ocean carrier and a shipper arranging for carriage of freight. It provides evidence of the carrier's receipt of the cargo and lists the origin and destination ports, rates, quantities, weight, and any special handling requirements. The shipper is responsible for all losses other than for negligence on the part of the ocean carrier.

Paying a fee for permission to manufacture and sell a product created by another.

A quote provided by a seller or exporter prior to the delivery of products or services, informing the buyer or importer of the quantity and price. This document is submitted to customs for valuation purposes.

A guarantee of satisfactory work completion that is executed in connection with a contract and that secures the performance and fulfillment of all the undertakings, covenants, terms, conditions, and agreements contained in the contract.

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Rail waybill

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Road waybill

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Shipper's export declaration (SED)

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*Section D: Understand Finance, Payment, Currency, and Tax Options/Implications*

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Cash in advance payment

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Draft

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Incoterms

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Open account payment

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Terms of trade

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A shipping document used to control shipments of goods for road transport. The document travels with the shipment and serves as a receipt for goods and evidence of the contract of carriage.

A freight document that indicates that goods have been received for shipment by rail. The shipper receives a copy as a receipt for acceptance.

Payment by the importer to the exporter before the exporter ships the goods, providing the maximum protection to the exporter and no protection to the importer.

An export/import document prepared by the shipper before a shipment can be exported and presented to a government authority of the country in which the shipper resides. It specifies details about the goods to be shipped, including their value, weight, and destination.

A series of standardized trade terms for international transactions published by the International Chamber of Commerce that detail the responsibilities of the buyer and the seller in an international transaction.

A promissory note that an importer uses to formally acknowledge its debt to an exporter. Syn.: bill of exchange.

The portion of a contract of sale that specifies the responsibilities of the seller or exporter and the responsibilities of the buyer or importer, especially the point at which one party's responsibilities end and the other party's responsibilities begin (including the point at which title to the goods is transferred). These terms are commonly specified using International Commercial Terms (Incoterms<sup>®</sup>).

A method of payment for goods shipped in advance of payment in which the seller or exporter sends the buyer or importer an invoice requesting payment by a certain date.