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U.S. MEAT EXPORT FEDERATION

U.S. PORK



EXPORT GUIDELINES GUATEMALA

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INTRODUCTION

The purpose of these guidelines is to provide you with useful information and tips to expedite the process of entry of U.S. red meats and variety meats into Guatemala. These recommendations were developed after visits were conducted by USMEF technical staff to different agencies/players engaged in transportation, freight forwarding, inspection, verification, and customs clearance of red meat products. The guidelines are structured as follows: a) description of the most common mechanisms and procedures involved in border crossing andb) a listing of common questions and corresponding answers in excerpts that could provide valuable information to improve and expedite the verification process (i.e., to help avoid delays and/or retentions and rejections).

General information

Guatemala is the most populous country in Central America with a GDP per capita roughly one-half that of the average for Latin America and the Caribbean, making it Central America's largest economy. The agricultural sector accounts for 13% of GDP and 38% of the labor force; key agricultural exports include coffee, sugar, bananas, and vegetables.

The United States is the chief trading partner of Guatemala and with the Central American-Dominican Republic-United States Free Trade Agreement (CAFTA-DR), it is expected to continue improving. This treaty aims to eliminate most tariffs and other barriers for U.S., products, U.S. investments, and intellectual property and creates more transparent rules and procedures for doing business in Central America. CAFTA-DR also aims to eliminate Central American tariffs, which facilitates increased regional trade that benefits U.S. companies manufacturing in Guatemala.

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The CAFTA-DR was ratified on March 10, 2005 and entered into force in July of 2006, spurring increased investment and diversification of exports, with the largest increases being in ethanol and non-traditional agricultural exports.

In March 2006, Guatemala recognized the U.S. food safety inspection system under the Food Safety and Inspection Service (FSIS) as equivalent. Therefore, for U.S. meats and products, the FSIS Certificate of Wholesomeness is considered valid for sanitary, microbiological, and free sale purposes.
Guatemala is a member of the Central American Common Market (CACM), which also includes Honduras, El Salvador, Nicaragua and Costa Rica.





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Tariff schedule for red meats in Guatemala

Beef

3. (a) The aggregate quantity of goods entered under the provisions listed in subparagraph (c) shall be free of duty in any calendar year specified herein, and shall not exceed the quantity specified below for the United States in each such year:

Year	Quantity (Metric tons)
1	1,060
2	1,120
3	1,180
4	1,240
5	1,300
6	1,360
7	1,420
8	1,480
9	1,540
10	1,600
11	1,660
12	1,720
13	1,780
14	1,840
15	unlimited

(b) Duties on goods entered in aggregate quantities in excess of the quantities listed in subparagraph (a) shall be removed in accordance with the provisions of staging category D in Annex 3.3, paragraph 1(d).

(c) Subparagraphs (a) and (b) apply to the following SAC provisions: 02012000B, 02013000B, 02022000B, and 02023000B, except for Prime and Choice beef, for which duties shall be removed in accordance with the provisions of staging category A in Annex 3.3, paragraph 1(a). Prime and Choice beef shall mean Prime and Choice quality grades of beef as defined in the United States Standards for Grades of Carcass Beef, promulgated pursuant to the Agricultural Marketing Act of 1946 (7 U.S.C. §§ 1621-1627), as amended.

Pork

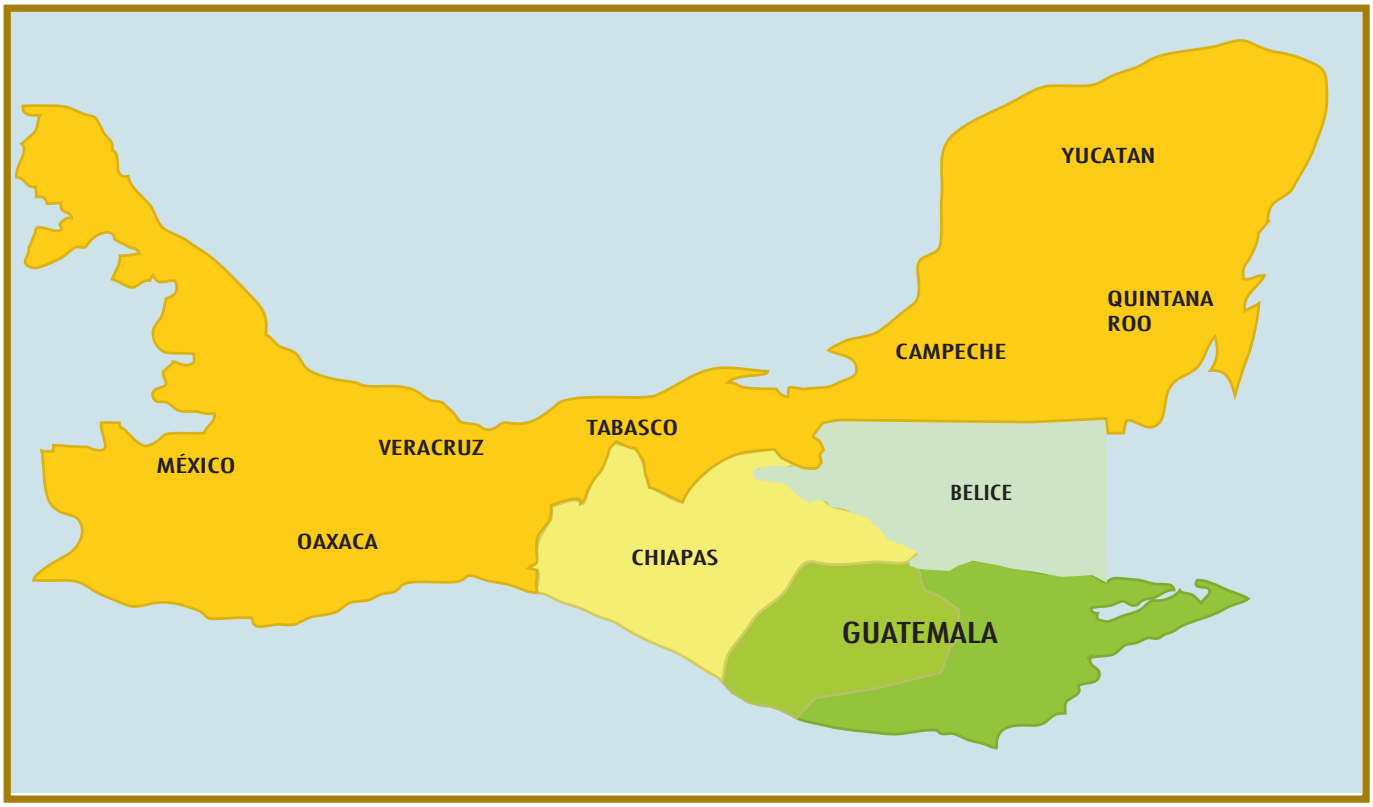
9. (a) The aggregate quantity of goods entered under the provisions listed in subparagraph (c) shall be free of duty in any calendar year specified herein, and shall not exceed the quantity specified below for the United States in each such year:

Year	Quantity (Metric tons)
1	4,148
2	4,345
3	4,543
4	4,740
5	4,938
6	5,135
7	5,333
8	5,530
9	5,728
10	5,925
11	6,123
12	6,320
13	6,518
14	6,715
15	unlimited

(b) Duties on goods entered in aggregate quantities in excess of the quantities listed in subparagraph (a) shall be removed in accordance with the provisions of staging category D in Annex 3.3, paragraph 1(d).

(c) Subparagraphs (a) and (b) apply to the following SAC provisions: 02031100, 02031200, 02031900, 02032100, 02032200, and 02032900.

(d) In the event that an Export Trade Certificate (ETC) is approved pursuant to the provisions of the Export Trading Company Act of 1982, 15 U.S.C. Sec. 4011- 4021 (2000), the allocations of the duty-free quantities under subparagraph (a) that are established pursuant to the terms of the ETC shall be respected by Guatemala through the adoption or maintenance of appropriate procedures. There shall be no separate import licensing requirement for such access. In the eventthat an ETC is not approved, Guatemala shall allocate the in-quota quantities pursuant to paragraph 2.



Frequently Asked Questions Regarding the Export Process to Guatemala

1. Who are the government entities that regulate the import of products?

Ministerio de Agricultura Ganaderia y Alimentación (Ministry of Agriculture Livestock and Food (MAGA)
Organismo Internacional Regional de Sanidad Agropecuaria (Inter-Regional Organization for Plant and Animal Health (OIRSA)
Viceministario de Sanidad Agropecuaria y Regulaciones (Vice Ministry of Plant and Animal Health and Regulations (VISAR)

2. What do I need to become an importer?

Business activities in Guatemala can be done by people under their own name or through legal entities. Local laws allow companies and individuals to import directly with no intervention from agents or distributors. It is preferable to work with a customs agent (broker) that has experience in importing meat and meat products. The importer must have or request a Sanitary License from VISAR to operate a processing/holding facility for meat products. This is requested of every food product importer. The license can be obtained at the following website: http://visar.maga.gob.gt/?page_id=396

It is document #4 -Code **DIA00R043**



3. Are all United States Department of Agriculture (USDA) federally inspected establishments allowed to export to Guatemala?

All USDA federally inspected establishments are authorized to export to Guatemala provided they comply with Guatemalan requirements. All required forms and supplementary statements must be signed by a veterinarian (name, degree, DVM or equivalent, and the district number must be indicated following the signature).

The list of USDA federally inspected establishments can be accessed at the following:

http://www.fsis.usda.gov/Regulations_&_Policies/Meat_Poultry_Egg_Inspection_Directory/index.asp

4. Where can I check the export requirements in English to export to Guatemala?

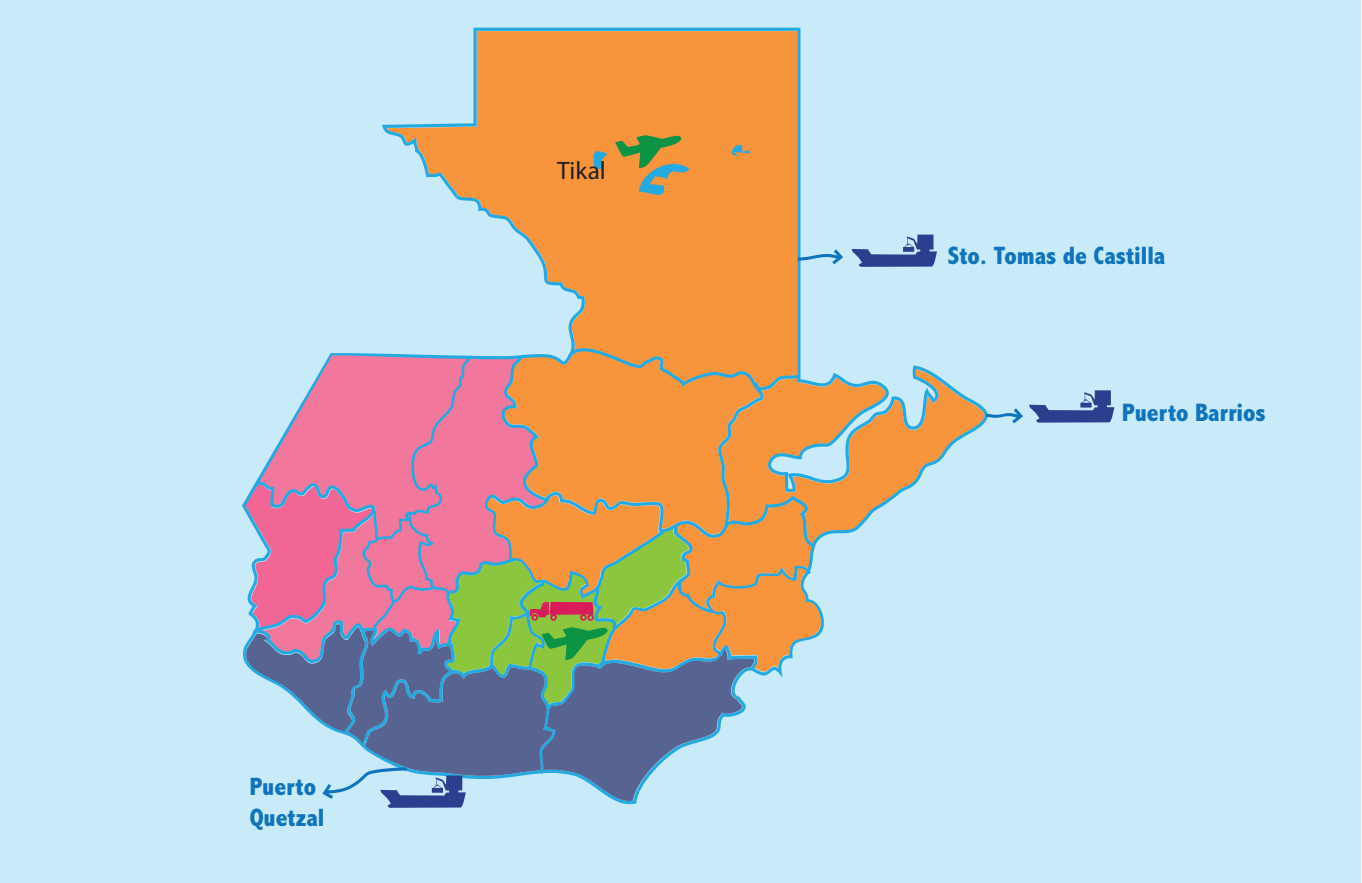
Export requirements are listed at the following:

http://www.fsis.usda.gov/Regulations_&_Policies/Guatemala_Requirements/index.asp

5. Where are the entry ports for meat?

The main entry ports for meat are sea ports. The ports in the Atlantic are as follows:

Santo Tomas de Castilla - Phone: (00-502) 7960-0350 to 54
Puerto Barrios - Phone: (00-502) 7948-0595, (00-502) 7948-0132, and (00-502) 7948-2375 Fax: 7948-0595 ext. 102
The port in the Pacific is Puerto Quetzal -Phone: (502) 7934-2264 to 72



6. What paperwork is needed?

For most meat and meat products, the FSIS 9060-5 form is all that is needed in addition to the commercial invoice, bill of lading, and CAFTA certificate of origin. A letterhead is also needed for beef and beef products (http://www.fsis.usda.gov/pdf/Guatemala_Beef_Certificate.pdf).

letterhead is also needed for beef and beef products

7. What information should be on the labels anddoes it have to be in Spanish?

The information must be bilingual (both in English and Spanish) and include the establishment number, name of the product, net weight/volume, name, address, and telephone number of the Guatemalan distributor, country of origin , lot production identification, and, if applicable, “Keep Frozen” or like designation.

8. Do products have to be registered before being exported?

Registration is only required if the product is processed. The registration must be done before with the Division of Registration and Control of Medicines and Foods of the Ministry of Health.The format can be downloaded from their website: http://portal.mspas.gob.gt/index.php/en/servicios/regulacion-y-control-de-alimentos-menu-servicios.html.

Once the registration is completed and payment is made, the necessary documentation must be presented to the VENTANILLA DE SERVICIOS DE ALIMENTOS Y MEDICAMENTOS, located in 5ª Avenida 13-27 Zona 9, Guatemala City, Guatemala.
Food Control issues a sanitary registration number after a laboratory test has been performed on animal products. This registration number is valid for five years and in the case of animal products, takes six weeks to be issued.

9. Export Procedures

At least one week prior to exporting, the importer must request an import license from VISAR at the following website: http://visar.maga.gob.gt/?page_id=396
It is Document #2 - Code:DIDSE008



To receive the license, the following import documents (all originals) will be required:

- Certificate of origin: issued by the U.S. producer or exporter, or the Guatemalan importer, for duty treatment only.
- Sanitary certificate: FSIS will issue meat export certificates (both for animal health purposes as well as for food safety purposes). If the product is for re-export, the country of origin certificate (sanitary) should also be included and the U.S. re-export certificate (sanitary) must clearly indicate the country of origin of the animal product or plant material.
- Commercial invoice
- Bill of lading
- Copies of these documents must be sent to your Guatemalan representative to advance the import license process. If food products are to be exported, the law requires a legal representative in Guatemala to be involved. This representative needs to have the following:
  - ✓ Copy of the Sanitary License that accredits the company as an official importer
  - ✓ Copy of the Certificate of Sanitary Registration of the exporting company, issued by official authority
  - ✓ Copy of Eligibility Certificate of the country to export to Guatemala

The import license is valid for 30 days. If the product has not left the U.S. port, for any reason, and 30 days have gone by since the license was issued, a revalidation can be obtained.

10. What is the export process?

Once the load arrives, it has to pass by the ventanilla unica, or "single window" of MAGA to check the following documents:

- FSIS export certificate
- Commercial invoice
- Bill of lading
- Certificate of free sale for processed products
- Packing list and certificate of origin (applied for re-export products)

Originals are preferred since theywill be needed to clear customs. An application form signed and stamped by Food Control with the above mentioned forms must be submitted along with a fee to receive an import permit. It is best to drop off applications early; if the shipment is perishable, the license will be ready for pick-up in less than 24 hours.

Food Control and the *ventanilla única* will authorize the import permit and the product will be inspected by the Inter-Regional Organization for Plant and Animal Health (OIRSA). Inspectors from OIRSA will be on-site to assure that the paper work is in order.Then, inspectors will perform a visual inspection of the imported products in order to authorize release from customs. In order to clear OIRSA, the original documents must be presented. It is important that all quantities in all of the documents match.

After the import certificate has been issued, this document is provided with all the above-mentioned documents to the customs official. The importer then pays the duties to Superintendence of Tax Administration (SAT) in the form of a deposit at either of the two banks that are approved, and the deposit slip becomes the proof of payment. After all this has been done, the shipment will be released. This final procedure is done at the port of entry. There is still a possibility of a red or green light at the exit gate of the container. If a red light is received, there will be an additional review of both documentation and contents of the container.

Common causes of delays during the inspection process:

1. Insects - the presence of insects in the container causes the load to be detained at the dock while the insects are identified
2. Incorrect documentation
3. Incorrect completion of the documentation

11. How can I get the preferential treatment under CAFTA?

The CAFTA-DR Certificate of Origin must accompany the shipment in order to benefit from its preferences.Both the Ministry of Economy (MINECO) and SAT can deny the preferential tariff under any of the following circumstances:

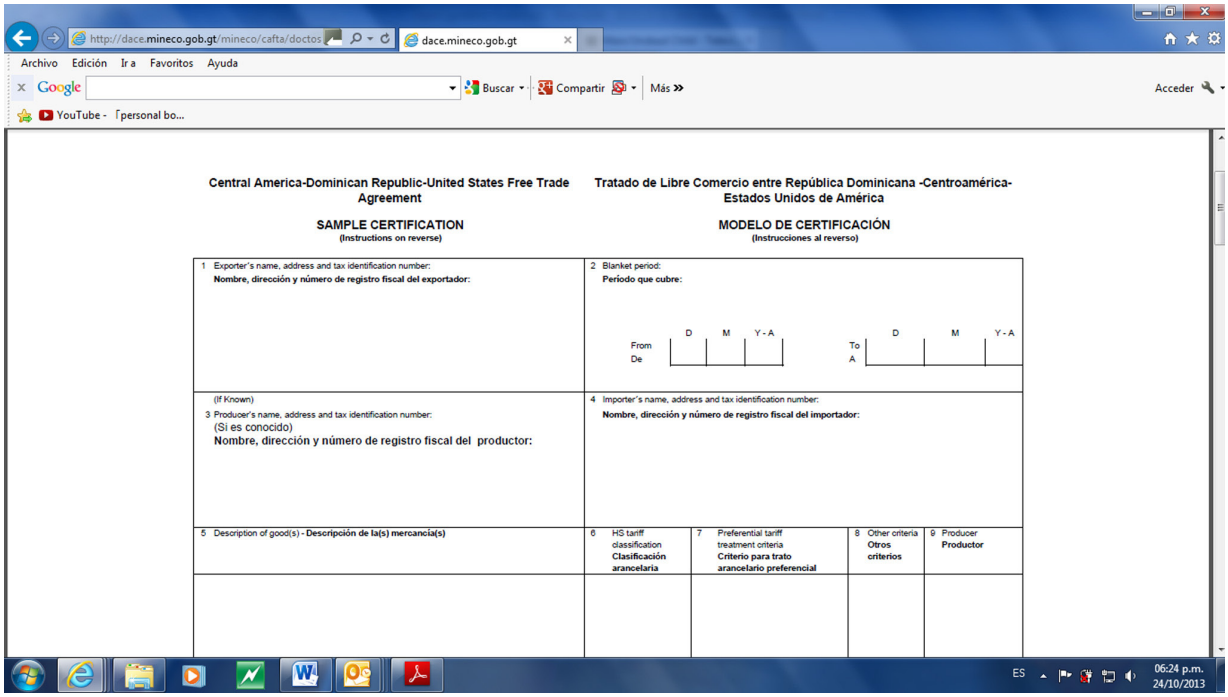
1. Errors and/or mistakes in the Certificate of Origin. If the Certificate of Origin makes reference to other commercial agreements that are not in the CAFTA-DR (e.g. NAFTA), they will not accept the Certificate of Origin and will not grant the preferential tariff. No scratch-outs, corrections, or liquid paper are allowed. Be sure that all the fields in the certificate form are correctly filled out, including date and signature. Please, carefully proofread all work before submitting it.

2. Double check that the correct HS tariff code is applied. If the product is mistakenly coded, it could be denied preferential treatment.

3. Double check that the correct "preferential criteria" is included in Space #7 of the form.

Importers have been denied the preferential tariff for incorrect criteria designation. The preferential criteria corresponds to letters A, B, or C, according to Chapter 4 - Rules of Origin (please read attachment CAFTA-DR rules of origin.pdf). If either the exporter or the importer does not know which criteria apply, the Ministry of Economy is willing to review the product description with the importer to establish the criteria that applies.

A sample certificate can be seen at the following link:
http://dace.mineco.gob.gt/mineco/cafta/doctos_cafta/Certificado%20de%20Origen%20DR-CAFTA%20.pdf



Central America-Dominican Republic-United States Free Trade Agreement

SAMPLE CERTIFICATION
(Instructions on reverse)

Tratado de Libre Comercio entre República Dominicana -Centroamérica-Estados Unidos de América

MODELO DE CERTIFICACIÓN
(Instrucciones al reverso)

1 Exporter's name, address and tax identification number: Nombre, dirección y número de registro fiscal del exportador:	2 Blanket period: Período que cubre: From De D M Y - A To A D M Y - A				
(If Known) 3 Producer's name, address and tax identification number: (Si es conocido) Nombre, dirección y número de registro fiscal del productor:	4 Importer's name, address and tax identification number: Nombre, dirección y número de registro fiscal del importador:				
5 Description of good(s) - Descripción de la(s) mercancía(s)	6 HS tariff classification Clasificación arancelaria	7 Preferential tariff treatment criteria Criterio para trato arancelario preferencial	8 Other criteria Otros criterios	9 Producer Productor	

12. Does Guatemala follow Codex regarding Maximum Residue Levels (MRLs)?

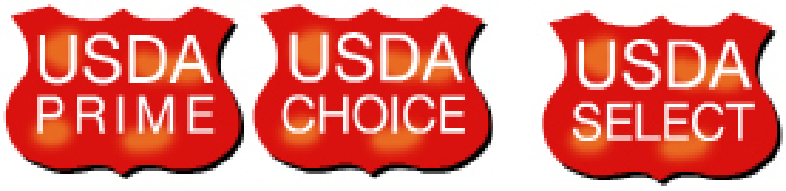
Yes, Guatemala does follow the Codex guidelines regarding MRLs.

13. Do I need to present a microbiological or MRL analysis ?

Guatemala has exempted beef and pork meat from presenting these analyses. The load only needs to have the FSIS 9060-5 certificate.

14. What the U.S. beef quality grading means?

Beef carcass quality grading is optional. The USDA quality grade (QG) is a tool that helps the trade to know palatability attributes such as tenderness, flavor and juiciness in beef and veal, Quality grade determination includes consideration of carcass maturity, ribeye firmness, ribeye texture, color of the ribeye lean, and the amount and distribution of marbling within the lean. Marbling and maturity are used as the key factors for determining the USDA quality grade of a carcass. There are five USDA grades: U.S Prime, U.S Choice, U.S Select, U.S Standard and U.S Utility. However, only the first three QG get the USDA seal, while carcasses deemed as US Standard or a lower US QG are known as "No Roll" because they get no USDA seal. Since 2004, due to Mexico's BSE-related age restriction (30 months of age or younger) only the beef derived from youthful carcasses usually belonging to the top three USDA grades (Prime, Choice and Select) are allowed into Mexico.

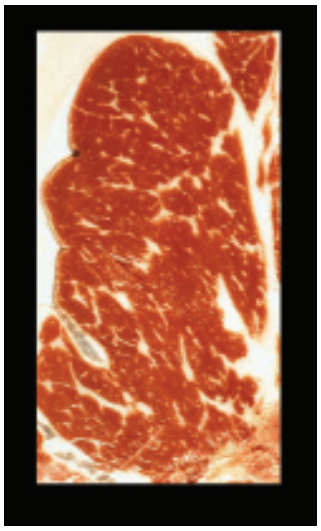


15. What is marbling and maturity?

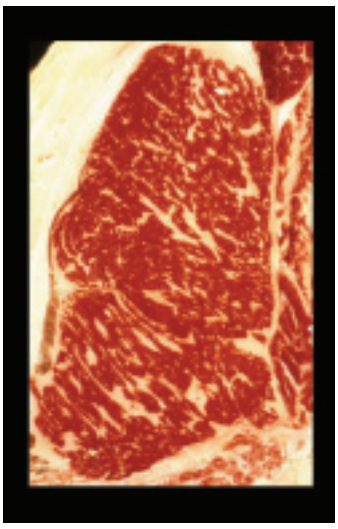
Marbling refers to the amount and distribution of specks of intramuscular fat present in the exposed loin muscle also known as the ribeye. The marbling is observed in the exposed lean of the carcass between the 12th and 13th rib interface where the carcass is split part way with a knife (termed as ribbing). Degree of marbling is the primary determination of quality grade.

Maturity is deemed as the physiological age of the carcass and is mainly evaluated in the dorsal processes of the vertebral column, watching the extent of ossification (conversion of cartilage to bone). This skeletal maturity is adjusted by the color and texture of lean in the exposed ribeye for determining the overall maturity of the carcass. Lean color becomes darker due to accumulation of the main muscle pigment (a protein called myoglobin) as the animal ages. There are five letters designating levels of maturity being A the youngest and E the oldest.

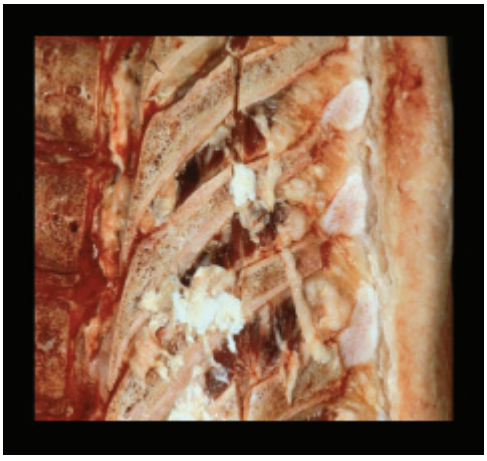
Slightly Abundant Marbling



Abundant Marbling



A Maturity



E Maturity



Texture and color of a cut surface between the 12th and 13th ribs

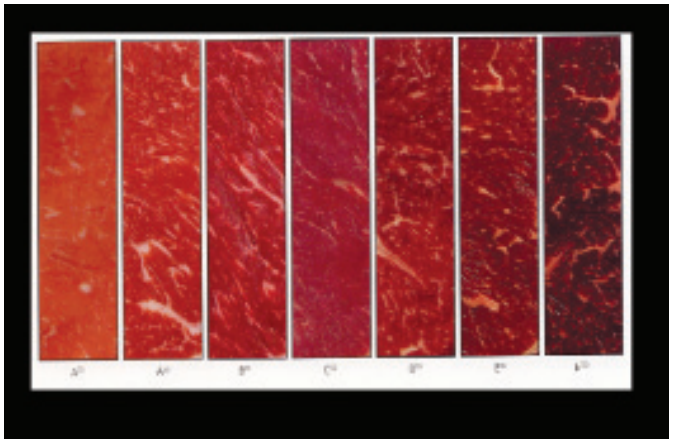
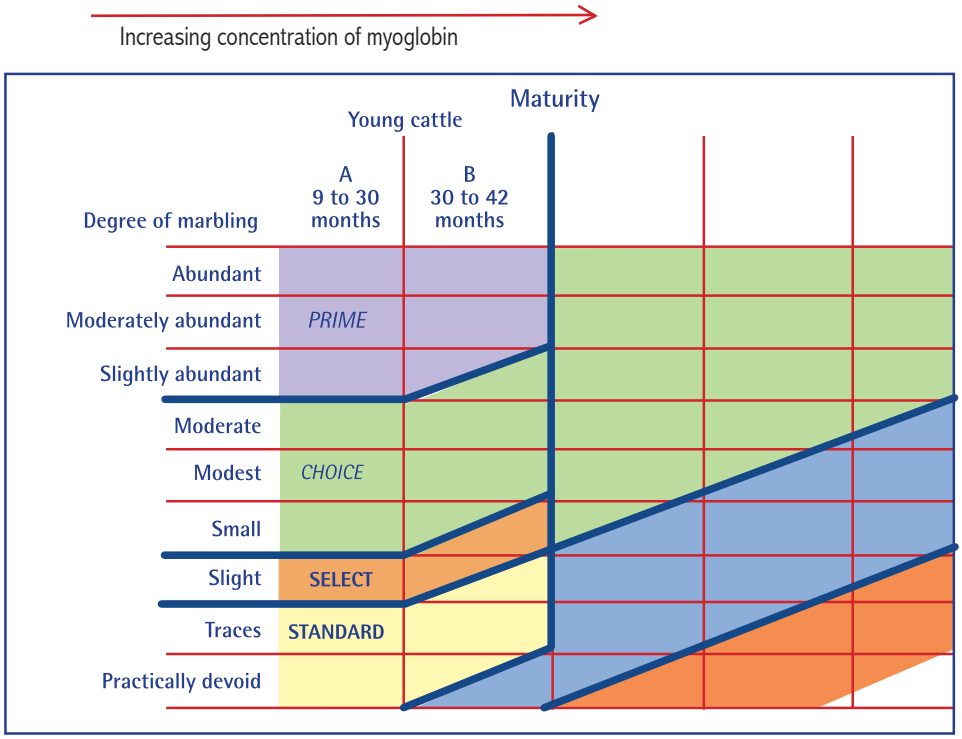


Table 4. Shows diferent levels of marbling, and meat grading.



16. What are "branded beef programs"?

Branded beef programs are marketing programs developed by private companies. Each company de¬velops their own requirements that the product must match in order to enter the program; part of the requirements may include specific USDA grades and (or) livestock breeds. The Livestock and Seed (LS) Program of the Agricultural Marketing Service of the USDA, through the Meat Grading and Certification Branch (MGCB), provides certification of beef carcasses for these programs making claims concerning breed of cattle and (or) carcass characteristics. The MGCB certification is often the basis for approval of meat product labels making a variety of marketing claims. The carcass attributes required for a specific program can be different from one branded program to the next, however, if a breed claim is made all programs must meet the same breed requirements (e.g., Angus, Hereford, etc.). For instance,,Company X's Angus Beef and Company Y's Angus Beef would be required to meet the same genotypic or phenotypic requirements of the live animal, but the carcass characteristics could be different. USDA maintains a list of the approved programs and the requirements for each are available at:

http://www.ams.usda.gov/AMSv1.0/ams.fetchTemplateData.do?template=TemplateI&navID=CertifiedPrograms&rightNav1=CertifiedPrograms&topNav=&leftNav=GradingCertificationandVerfication&page=LivestockStandardizationCertified Programs&resultType=&acct=lsstd

Since the programs vary from company to company the program name written in the FSIS form 9060-5 cannot be preceded by the words USDA Certified like it can be for grade classifications (e.g: USDA certified Choice, USDA certified Select).

Once AMS has approved the program, label approval must be obtained from USDA's Food Safety Inspection Service (FSIS). Once this is accomplished, then a program can be administered through AMS certification or verification procedures. Once a product is certified/verified by AMS, FSIS in-plant con¬trol of proper labeling takes effect. The plant is then required to demonstrate to FSIS how the identity and integrity of the certified/verified product is maintained. FSIS oversees and monitors this plan to ensure correct and accurate labeling is conducted. At the time of shipment the product is offered for re-inspection and is then identified on the export certificate from FSIS.

17. What is multiple grading?

MGC Instruction 107 December 15, 2006 Grade and CSP Labeling Controls for Packaged Meat Products
"Multiple grade" labeling, which is referred to commonly as "or higher" labeling (e.g. Select or Higher) is permissible on shipping containers provided the labeling is accurate and the protective covering of the individual muscle cuts are grade or CSP labeled in accor¬dance with an MGC Branch approved quality system and instructions. Multiple grade "or higher" labeling is not permitted on bulk packed products without individual grade or CSP labeling."



18. Additional questions?

For more information, please check the following reports developed by the Foreign Agricultural Service (FAS) in Guatemala:

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Certification_Guatemala%20City_Guatemala_12-18-2012.pdf
http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Exporter%20Guide_Guatemala%20City_Guatemala_12-7-2012.pdf
http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Certification_Guatemala%20City_Guatemala_1-25-2012.pdf
http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Narrative_Guatemala%20City_Guatemala_12-7-2012.pdf

GLOSSARY

A modo de, or En lugar de: Spanish phrase meaning in-lieu-of; this is a new FSIS form 9060-5 issued by an FSIS inspector when there is a mistake in the information in the original FSIS form 9060-5 or in the labeling. In it the correct information will be written along with a brief explanation stating that this new form covers the load even though the new MP number is different from the MP number in the export stamp.

acuacultura: Spanish term for aquaculture.

ad valorem: according to value; a duty calculated as a percentage of the shipment value.

ad valorem equivalent (AVE): this is a specific duty expressed in terms of a percentage of the value of the product in question; AVE's must be calculated in order to permit proportional cuts in specific duties.

aduana: Customs.

afianzadora: term referring to a bonding company of Mexico which allows the importer in Mexico to guarantee that the payment will be made to the foreign exporter

aforos: this term is used in some countries of South America. It is a customs value for computing ad valorem levies. Such customs value is different from the market value, and it is applied to designated classes of imported goods

agente / comisionista autorizado para productos básicos: licensed commodity broker

agente, corredor: Spanish term for broker; a customs broker

agentes aduanales: Spanish term meaning customs brokers; a person or a firm authorized to enter and clear goods through customs

agentes expedidores: Spanish for forwarding agents; a person or firm that provides logistic services to ship a load to an international destination

ajuste fiscal en frontera: border tax adjustment

almacén: warehouse

almacenaje en estanterías: shelf storage

almacenes de inspección en frontera: Spanish term for border inspection warehouses

almacenista /mayorista: wholesaler

ALTEX: Highly Exporting Company.

alza / baja en el mercado de acciones: bull / bear What?

AMS: (Servicio de Mercadeo Agrícola) Agricultural Market Service. Part of the United States Agricultural Department (USDA) which administers programs that facilitate the efficient, fair marketing of U.S. agricultural products.

amplitud del surtido: product range breadth.

animales vivos: live animals.

año fiscal: fiscal year.

arancel: tariff.

AACOL: Colombian Customs Tariff (Arancel de Aduanas de la Republica de Colombia)

arancel de aduanas: customs tariff.

arancel de exportación: export tariff; a tax or duty on goods exported from a Country.

area fiscalizada: in-bond area.

balance / saldo final: bottom line

base impositiva: tax assessment base.

bill of exchange (draft, documentary draft): in international business, this is an instrument of payment frequently used. It is an unconditional written order signed by the exporter and addressed to the importer to pay, a stipulated sum of money, to the exporter. An example of such a document is an acceptance or a commercial bank check.

Bill of Lading (B/L): a document setting forth the terms of a contract between a shipper and a carrier under which freight is to be moved between specified points for a given amount of money. It is usually prepared by the shipper or his agent on forms issued by the transportation company. Its purpose is that of a document of title, a contract of carriage and a receipt of goods. Its holder has the right to gain possession of the shipped goods.

billed weight: actual or designated weight of a shipment shown in a waybill and freight bill used in computing freight.

bird dog: employee of a U.S. importer that serves as advising personnel to observe or follow closely merchandise in the freight forwarder's premises in order to advise the buyer if the deal is advantageous or not.

blading: blading is used in documents as well as when speaking in a colloquial context. This word is the contracted form of bill of lading.
blanket certificate of origin: document valid for identical goods. In order to avoid having separate documents for identical shipments, this government document is completed by the exporter covering continuous shipments of items from the same exporter to the same importer.
bobtail: it is a tractor operating without a trailer. It also refers to straight truck –which is, in turn, a vehicle with the cargo body and tractor mounted on the same chassis.
bolsa / intercambiar: exchange.
bolsa de futuros: futures exchange.
bona fide: made in good faith without deceit.
bonded: when a bond is used to secure payment of duties and tariffs on goods; items in a government–overseen warehouse for merchandise to be stored without payment of duties or taxes until such merchandise is taken from the facility.
bono / título: Spanish term for bond; bono also means voucher.
Border tax adjustment: (ajuste fiscal en frontera) Rebate of indirect taxes on exported goods, and levying of them on imported goods.
cambio a plazo / precio a término: forward price.
carcazas/canales: carcasses. The body of the animal sans feathers, skin, bristles, offal, feet, and head with the exeption of pork which may present its head carload: single shipment of freight required to fill a rail car.
carload minimum weight: this is the least weight which a shipment is charged to obtain the carload rate.
carne y despojos comestibles: meats and edible offals.
Carriage and Insurance Paid to (CIP): term identifying that carriage and insurance is paid to the named destination; applied instead of CFR and CIF.
carriage character: charge to be paid to a transport company of freight for hauling merchandise from point A to point B.
carrier: in transportation, an individual or company, usually without a permit of public franchise, that is devoted to the carriage of products.
carrier´s certificate: this document certifies to the customs authority that the party in question is the proper and legitimate recipient of the item and is authorized to effect clearance through customs. Such document is issued by a transportation company carrying imported items.
carta de certificación: certification letter.
cartera de pedidos: orderbook.
cartera de productos: products portfolio.
cerrar / congelar: lock-in.
certificado: certificate.
certificado de análisis: Spanish term for certificate of analysis; a document usually issued by a firm attesting to the quality or purity of commodities purchased overseas. Such document is often required by the importer or Government regulations.
certificado de calidad: Spanish term for quality certificate
certificado de exportación: Spanish term for export certificate
certificado de importación: Spanish term for import certificate
certificado de inspección: Spanish term for certificate of inspection; a document usually issued by a firm attesting to the condition of goods before their shipment.
certificado de origen: Spanish term for certificate of origin; a record indicating that goods purchased from a foreign Country were in actuality produced in that Country and not somewhere else. Such attestation is usually issued by a recognized Chamber of Commerce.
certificado de peso: (Spanish term for certificate of weight); a document certifying to the weight of a shipment.
certificado sanitario: letterhead certificate.
certificate of health: record certifying to the safety, purity and cleanliness of products.
Cost and Freight (CFR, C&F and CAF): this term indicates that all the expenses for shipment and freight up to the port of destination are included in the quoted price of merchandise; however, the cost of insurance is to be paid by the buyer.
chargeable weight: the weight or volume of a shipment used in determining freight charges.
charges forward: this term indicates that carrying and other charges are to be paid by the receiver of the merchandise; these include trade commissions, brokerage fees, legal costs and fees, etc.
cheque: chiefly Spanish variation of “check” used in Mexico and other Latin American countries.
cheque personal: Spanish term for personal check.

CIF (Cost, Insurance and Freight): This quoted price includes charges for handling, insurance, and freight to a given point of debarkation from the vessel.
CIP: Carriage and insurance paid
CIS: Import Sanitary Inspection Certificate (Certificado de Inspección Sanitaria para Importación)
claused bill of lading: notation on a bill of lading noting a deficient condition of the goods or packaging; or other annotated conditions modifying the printed conditions of the bill of lading.
clean bill of lading: that which does not carry the legend "Shippers Load and Count". This type of bill of lading is issued by a carrier for goods delivered in apparent good order and condition.
clean report of findings: this report certifies that certain items were examined and found to be in order. It is issued by a recognized inspection agency.
clear record: this document states that the merchandise was handled appropriately with no evidence of losses or damages.
clearance: the process of clearing customs. It is a certificate of authority by a customs official, permitting a ship to leave or enter port after having met customs requirements. It also refers to the act of clearing a ship at the customs house.
cobertura contra cambio de precios / arbitraje / reducción de riesgos: Spanish term for hedging.
código universal del producto: Spanish term for Universal Product Code [UPC]
combined bill of lading: it is used to cover at least two different modes of transportation, known as multimodal transport; this type of bill of lading endorses such a shipment of items.
combined transport bill of lading: this other type of bill of lading is used for a shipment of items transported by more than one carrier and frequently through several modes of transport. Even though legal liability for the cargo may be governed by the regulations or bill of lading conditions of the underlying carriers hired to perform transport services, the issuer is responsible for the goods throughout the journey.
comercio al por mayor/comercio mayorista: wholesale trade.
comercio triangular: Spanish term for triangle trade.
commercial set: This group of documents (4) refers to the main papers which cover a shipment, namely, the invoice, bill of lading, certificate of insurance, and bill of exchange or draft.
commodity control list: a listing of items subject to export controls administered by a U.S. agency, namely the Commerce Department.
compensar: Spanish term for offset
comprador(es): Spanish word for buyers; agent(s) in a foreign country (Colombia) hired by a U.S. businessperson to facilitate transactions with local businesses in Colombia.
Comprehensive Export Schedule (CES): the CES, issued by the U.S. Bureau of Commerce, lists those items requiring a permit in order to be engaged in the export of certain commodities and quantities to buyers outside of the jurisdiction of the United States.
compuesto: (Spanish term for composite).
con hueso: (Spanish term meaning bone-in).
concentration point: site where semi-carload shipments are consolidated to be shipped as a carload.
condiciones de pago: Spanish term meaning terms of payment
conocimiento de embarque: bill of lading.
consignatario: consignee.
consignee: the person to whom articles are shipped.
consignee marks: in order to identify export packages, a symbol is placed onto them. Commonly used symbols are a square, diamond, triangle, circle, cross, etc, in combination with letters and/or numbers.
consignment: action whereby merchandise is sent or delivered somewhere and entrusted to an intermediary for sale, however ownership thereof is retained until such goods are actually sold. The dealer will pay owner only when, and if, items are sold.
consignment note: an instrument issued when goods are shipped. The document includes details on the item, sender, and individual to whom they are shipped. The receiver signs the note upon arrival as a proof of delivery.
consignor: the person or company by whom articles are shipped.
consumption entry: it is required by U.S. Customs for imported goods into the U.S. The information on the form includes cargo origin and description and estimated duties, which must be paid at the time the document is filed for the merchandise to be released from Customs custody.
container freight station: a storage area or terminal operating under a license granted by U.S. Customs to receive in-bound consolidations of cargo in containers.
contingente: quota.

contrato de futuro más cercano: spot futures.
contrato de futuros: futures contracts.
contrato de opciones: option contract.
contratos de cambio negociados: (Spanish term meaning exchange traded contracts).
controlled facility: this is the term used for a free port facility which in itself is considered as part of the national territory.
conventional duty: it is a customs duty resulting form an International Agreement as compared with an autonomous duty unilaterally imposed by a Government unrelated to an International Agreement.
Cost and Freight, Free out (C&F FO): it includes the cost of merchandise, freight costs, and unloading charges; most commodity grains are sold under such a system.
cotizado: quoted.
count certificate: this document in particular will certify the accuracy and quantity of a shipment with regard to the count of its parts or units at the time of shipment for export or delivery for import.
CPY: Carriage Paid to.
cuenta de adelantos: margin account.
DAE (Declaracion Aduanera de Exportacion): Exportation Customs Declaration.
DAF: Delivery at Frontier.
DDP: Delivery Duty Paid.
DDU: Delivery Duty Unpaid.
Despojos: (offal) edible parts of the animal which are not part of the carcass
demanda de cobertura suplementaria: margin call.
derecho a comprar futuros / obligación para comprar futuros: long call / short put.
desaduanamiento: customs clearance (free of customs inspection).
descargar: (Spanish term meaning to unload).
desgravación fiscal: tax rebate.
despacho de aduana: customs clearance.
desposte, despiece: Spanish term meaning cutout
detallista / minorista: retailer.
diferencia / diferencial: spread.
direct exporting: sale by an exporter directly to a buyer in a foreign Country. In case of resale, direct exporting is not in effect when an intermediary takes title to the goods for reprocessing, repackaging, consolidation, trans-shipment, and/or warehousing. It does involve the activities of sale and transfer of merchandise directly form an exporter to an importer.
direct selling: the process whereby the exporter sells to the importer, distributor or end consumers without intervening middlemen such as trading firms, brokers or others, the objective being to achieve greater control over marketing and to earn higher returns.
dirty bill of lading: a bill of lading which contains an indication that the goods or packaging is damaged; also known as “foul bill of lading”. (See clean bill of lading).
dirty cargo: unclean or unsanitary merchandise being transported either as a bulk load or as a load in containers.
distribución secundaria: secondary distribution.
drayage: when a trailer is driven over a short distance inside the border city or from one side of the border to the other, the action is known as drayage.
DTA (Derecho de Trámite Aduanero): Spanish acronym meaning Customs Processing Fee
DoZa: Import Zoosanitary Document
duty free zone: free trade zone.
ensacar: sacking.
entrega: delivery.
envío: shipment.
envío paletizado: Spanish term meaning palletized shipment
estiba: stowage, pallet.
evasion fiscal: (Spanish term meaning tax evasion).

EV program: Program supervised by the AMS, it details the requirements that the products must comply to be exported to a particular country
ex-dock. A load coming out of a shipping dock.
export bill of lading: a transportation Agreement entered by and between a shipper and carrier.
export broker/jobber: these are third-party companies or individuals, not involved in the actual business transaction, devoted to bringing together companies who want to sell with companies who want to buy. They usually work on a commission basis.
export buyer: a domestic-based individual who takes advantage of lower prices due to surplus production or discontinued lines of products so as to resell such items to foreign buyers.
Export Label: Sello de Exportación. Seal stamped in the box or printed in a label which contains the MP serial number
Export Management Company (EMC): a private company that has the function of an export department on behalf of several manufacturers, soliciting and transacting export business for its clients by charging a commission or other forms of payment.
export merchant: a domestically based firm that buys items on its own and sells merchandise (with or without additional processing) and renders services directly to foreign companies.
export packers: companies devoted to securely packing export products into a container or crate to protect the cargo for shipment.
Export Processing Zone (EPZ): term referring to free trade zones.
factura: (Spanish term meaning commercial invoice); an itemized list of goods shipped, usually included among an exporter ´s collection papers.
factura proforma: proforma invoice.
familia de productos: products family.
FCA: Free Carrier.
FCM (Comerciante de Comisión de Futuros): FCM (Futures Commission Merchant).
fecha calendario: calendar date.
fecha de consumo preferente: best before date.
fecha de expedicion: date of issue.
fecha juliana: Julian date.
fecha limite: Spanish term meaning deadline
FEDEGAN: Cattle Industry Federation (Federación Colombiana de Ganaderos)
fijación de precios: pricing.
firma / rúbrica: Spanish term meaning signature
fletamiento por tiempo: time charter.
flete pagado: paid freight.
flete por jornada: time freight.
flete por tonelaje: freight per ton.
fraccion arancelaria: tariff fraction.
freight forwarder: this term means an independent business handling export shipments for compensation, or acting on behalf of the shipper as an appointed agent, to begin the clearing process. Freight forwarders are American companies located on the U.S. side of the border that receive a shipment and begin the clearing process of freight through Customs for compensation.
freight house: transportation line facility intended to receive incoming freight and shipping outgoing merchandise.
freight inward: freight charges at the expense of the one receiving the merchandise.
freight outward: freight charges at the expense of the seller for shipments sent abroad.
freight paid to: a contractual instance used for all modes of transport where a seller will ship the goods at his or her own expense to the named destination, and is responsible for any potential damage to the goods until they are delivered to the first carrier.
freight release: instance where merchandise is forwarded with freight payable at its destination.
freight revenue: income produced by a company from the carriage of goods, and other related activities.
FSIS: (Servicio de Inocuidad e Inspección de los Alimentos del Departamento de Agricultura de los Estados Unidos) Food Safety and Inspection Service, equivalent to AUPSA
FSIS Form 9060-5 Meat and Poultry Export Certificate of Wholesomeness: This is the export certificate issued by the FSIS for the export of meat, poultry or eggs.
FSIS Form 9060-6 Application for Export Certificate: It is the first form that must be filled prior to exporting meat, poultry or eggs. It ensures that the

product, and plant are eligible for export, that the eligible product was segregated form the ineligible one and that the plant's Export Verification Program is listed in the Agricultural Marketing Service website.

Full Container Load (FCL): a fully loaded container, which may be specified by weight or by volume (cubic measurement terms). By means of such a system, a shipper utilizes all the space in a container packed for his own account. It is a general reference for identifying loads of cargo loaded and/or discharged at merchants' premises.

ganado en pie: Spanish term meaning live cattle

garantia de retención: retention bond

gestión / administración: management

gestión de riesgo en precios: price risk management.

grasa de cerdo: Spanish term meaning lard

hígado: Spanish term meaning liver

hueso: Spanish term for bone

ICA: Colombian Agricultural Institute (Instituto Colombiano Agropecuario)

import broker: an intermediary who charges a fee or commission engaged in securing various governmental permissions and other clearances before forwarding necessary documents to the transport company that will deliver the goods from the dock to the importer. They play a significant role in bringing together buyers and sellers.

import certificate: means used by an ultimate destination country, through its government agencies, to have legal control on the channels followed by the merchandise backed-up by an importation statement.

import credit: commercial letter of credit, or credit opened by an importer at a bank in his own country, for the purpose of financing the purchase of imported goods.

import duty: tax paid on things one buys when brought into a second country

import license: this document is necessary and it is issued by a national government to authorize the introduction of goods into their country.

Import Licensing Code: synonymous with "Agreement on Import Licensing" whose objective is to harmonize import licensing procedures of signatory governments.

import merchant: merchant buying overseas for his own account for the purpose of resale, handling all details of import paperwork and shipment. They usually specialize in a limited number of commodities.

import surcharge: a charge of an extra fee on imports above regular tariffs

import tariff: a duty placed on merchandise entering a country

importación temporal: Spanish term meaning temporary import

importer distributor: company playing both roles, importing items – often within an exclusive territory, maintaining inventory, and usually with a sales force – and marketing to retailers

impuesto: Spanish term meaning impost; a tax, usually an import duty or tariff

impuesto ad valorem: Spanish term meaning valorem tax; or ad valorem tariff; a tariff, tax, charge or duty based on a percentage of the value of the merchandise imported

in-bond industry: a business specializing in the importation of raw materials – free of duty – into a free trade zone. Such inputs are processed and then re-exported

INCOMEX : Colombian Institute of Foreign Commerce (Instituto Colombiano de Comercio Exterior)

ICONTEC: Colombian Institute of Technical Norms and Certification (Instituto Colombiano de Normas Técnicas y Certificación)

initial point: originating location of a shipment

inland bill of lading: a bill of lading used in regards to the carriage of goods overland to the exporter's international carrier (comparable to air waybill). It is usually needed to prepare an inland bill of lading and an ocean bill of lading for export shipments.

inland carrier: same as inland transport.

inmediato: Spanish term meaning spot

inocuidad agroalimentaria: Spanish term meaning agri-food safety

inspección de aduana: Spanish term meaning customs inspection

inspección fitozoosanitaria: Spanish term meaning phyto zoosanitary inspection

inspection certificate: a document which is issued by regulatory agencies in either the exporting country or the importing country providing evidence that the

goods have been inspected and meet the prescribed standards for such goods. This document is required by some buyers and/or importing countries.

inspector en jefe: Spanish term meaning head or chief inspector

intermediario: Spanish term meaning middleman and/or broker

intermediate carrier: a transportation company - located neither at the point of origin nor at the destination point - over which a shipment moves

intermediate consignee: the bank or other intermediary acting as an agent in a foreign country on behalf of the exporter; its task is to conduct the delivery of the export to the end consignee.

intermediate goods: such goods are sent to an export processing or free trade area and used as inputs in the production of other goods of added value in order to become part of a third product

issuing carrier: this term refers to the freight or transport company which issues transportation documents, such as a bill of lading, or publishes a tariff.

INVIMA: National Institute for the Surveillance of Food and Medicine (Instituto Nacional de Vigilancia de Medicamentos y Alimentos)

Letterhead certificate: certificate issued by FSIS in which the HRZ are written

Less-than-Carload Lot (LCL): any shipment of freight too small to fill an entire car

Less-than-Container Load (LCL): a lot of cargo that does not fill a shipping container and, thus, it is consolidated with other lots going to the same destinations

licencia de exportación: export license. The requirement that individuals get government approval prior to exporting designated goods. In the U.S., the export license will be either a general export license or a validated export license; synonymous with export permit.

liquidación / arreglo: Spanish term meaning settlement

liquidez: Spanish term meaning liquidity

load: a package or packages being carried, included in a shipping unit such as a carload; also name given to merchandise included in a container.

magro, sin grasa: Spanish term meaning lean

manifiesto de envío: Spanish term meaning shipping manifest or letter of guarantee marca comercial. Spanish term meaning trade mark, brand

marcaje de direcciones: Spanish term meaning signs address

margen de protección: Spanish term meaning hedge margin

mercado de futuros: Spanish term meaning futures market

Ministerio de Desarrollo Agropecuario: Ministry of Agricultural Development

MOCIT: Ministry of Commerce, Industry and Tourism (Ministerio de Comercio, Industria y Turismo)

MP number: Serial number in the FSIS form 9060-5 which is also to be printed in the export label.

muestra: Spanish term meaning sample. A sample taken during the wholesomeness inspection, which will be sent to a lab to be evaluated for chemical residues.

oferta / licitación: Spanish term meaning bid, tender

opción de compra / venta: Spanish term meaning call/put option

opción de compra: Spanish term meaning call option

opción de venta / compra: Spanish term meaning put/call option

operación de compensación / proceso de liquidación: Spanish term meaning clearing process

operaciones a término / futuros: Spanish term meaning futures

pasar / colocar un pedido: Spanish term meaning to place an order

pedimento: in Mexico, all processing procedures with the customs authority are done in a written application known as a pedimento, which backs up the legal entrance and ownership of foreign merchandise in the country.

perishable freight: goods which are subject to decay or depreciation. Commodities subject to rapid deterioration or decay, including animal proteins=, and those which require special in-transit services such as refrigeration or proper maintenance of the cold chain to maintain their frozen or refrigerated state.

phyto-sanitary inspection certificate: a certificate issued by the U.S. Department of Agriculture indicating that a shipment has been inspected and is free from harmful pests and plant diseases.

Pick-up allowance: an allowance made by a transport company to the exporter or importer for delivery of freight to a terminal where freight is picked up instead of full service being rendered by the transport company.

pick-up and delivery: this service includes picking up goods at the exporter's site and delivery to the importer's site.

pilferage: stealing of items or goods while such export/import merchandise is in transit or in a warehouse.

plan de rutas: routes planning.

plataforma de inspección de aduana: Mexican customs port.

pliego de condiciones: Spanish term meaning specifications
poner tope: Spanish term meaning to cap
port mark: in foreign transport, the ultimate port of arrival for the exported goods, not the port where goods enter the country of destination, exception made when such location is the ultimate destination.
port of discharge: a port where a vessel is off-loaded and cargo is discharged.
port of entry: a place designated by the U.S. Government at which a Customs officer is assigned with authority to accept entries of merchandise, collect duties and enforce the various provisions of the Customs regulations.
port of export: for shipments by air or sea, it is the port where the merchandise is loaded on the vessel or aircraft that takes the goods out of the country.
port shopping: oftentimes, this practice is considered questionable. Such selection is made, by both exporters and importers, of an alternative port seeking a favorable customs treatment, rather than on the basis of facilities and efficiency quality.
porte debido: freight forward.
post shipment verification: the export license is checked by means of this process to make sure the items are used for the original intended purpose according to the license.
postdatar: Spanish term meaning to postscript
post-trade financing: this credit is supplied to the exporting or importing company after shipment of goods.
precio de ejercicio: Spanish term meaning strike price
precio de entrega fijo: Spanish term meaning uniform delivered pricing
precio de futuros sube / baja: Spanish term meaning long/short
precio de venta en fábrica: Spanish term meaning ex works price
prepaid charges: transportation trade practice under which the cost of transport and miscellaneous charges are paid at point of origin or while in transit.
prepaid shipment: a document showing that freight charges have been, or otherwise are to be, collected by the originating carrier at the point of embarkation.
preparaciones de carnes y pastas: Spanish term meaning meat and meat paste preparations
prepay station: a place or position to which the shipment charges are to be paid in advance.
private carrier: a freight company operating by air, ocean, road, canal, etc. that is not a common carrier.
pro-forma: an informal document (issued in a perfunctory manner or as a formality) submitted in advance of the arrival of items or in the preparation of the needed statements.
pro forma invoice: a document provided by the supplier before, or with, a shipment of merchandise that describes the items and terms of sale –quantity, value, weight, size, etc.– but does not have the function of a regular invoice.
producto básico, bien de consumo: Spanish term meaning commodity
productos de origen animal: Spanish term meaning products of animal origin
productos frescos: fresh products (e.g. fresh meat = carne fresca).
proveedor de servicio de compensación / liquidación: Spanish term meaning clearing service provider
quarantine: a period of time during which a shipment arriving in port, suspected of carrying a contagious disease, is retained, in isolation from the shore, to prevent the potential dissemination of the disease.
quintal: a unit of weight equivalent to 100 kilograms (about 220 pounds).
reasonable dispatch: the duty paid by a transport company for moving merchandise from point A to point B with all reasonable speed.
rebilling: issuing an additional waybill (receipt of goods) to extend or complete the transport of freight.
receipt of goods-dating: ROG
recinto fiscalizado: Spanish term meaning bonded (in-bond) warehouse; warehouses located in a free trade zone; bonded warehouse/zone.
reconocimiento aduanero: Spanish term meaning customs inspection
reconsignment: change in the place of consignment.
reconsignment and diversion: a change in the name of the consignor, consignee, destination or routing; any other instructions given by consignor, consignee or owner necessary to effect delivery and requiring an addition to, or change in, billing or an additional movement of the car or both. Transport companies provide these benefits for clients, such as changing instructions in regards to consignee, destination and routing.
recourse: the right of a person, bank or export credit agency to which a note has been endorsed, to demand payment from the endorser of such a note or other obligation, if the original borrower does not pay.
reefer: a refrigerated car, truck, trailer or ship

refrigerados o congelados: chilled or frozen
relief claim: a request made by a shipping company to have its accounts cleared from outstanding bills
responsabilidad de producto: Spanish term meaning product liability
revelador / perspicaz: Spanish term meaning insightful
riesgo: Spanish term meaning risk
riesgos comerciales: Spanish term meaning commercial risks; hazards that jeopardize exporters being paid due to insolvency of the buyer, refusal of the buyer to pay the invoice or part thereof, failure of the buyer to accept the goods, etc.
routing order: in order to give instructions to a supplier to effect shipments through an appointed freight forwarder, this document, usually a printed form, is signed by a foreign buyer.
salados o en salmuera: Spanish term meaning salted or in brine
sanitary and phyto sanitary regulations: These Government regulations are implemented in order to protect, human, animal, and plant health. These may apply to animals and plants and their by-products to help ensure that they are fit for consumption and do not impact the environment negatively. Note: phytosanitary regulations apply only to plant and plant products.
script sheet: this transcript of the bill of lading is a document, kept by a truck showing essential details of all shipments loaded in the truck.
secos o ahumados: Spanish term meaning dried or smoked
selección y embalaje: Spanish term meaning pick and pack
servicios de corretaje aduanal: Spanish term meaning customs brokerage services
servicios integrales: Spanish term meaning full services
shipper's agent: an international company which coordinates all aspects of intermodal movement, hiring drayage at both ends, and providing shippers with a single invoice
shipper's credit agreement: a contractual document by which specified shippers' associations grant terms, usually 14 to 30 days, for freight services performed by shipping firm members of said association.
shipper's export declaration: a form required internationally and completed by a shipper. This declaration shows the value of merchandise, weight, consignee, destination, quantity, description, etc. of shipments at the time of export.
shipper's load and count: A document showing that the contents of a car were loaded and counted by the shipper rather than checked or verified by the transportation line.
shipping permit: it is issued by a shipping company to a shipper with a confirmed space booking, authorizing receipt at the terminal or dock of a given amount of goods from the named shipper (also known as SO or Shipping Order).
short-form bill of lading: a bill of lading – evidence of the contract of carriage of goods – that, unlike the conventional long-form, does not include the full terms and conditions of transport but simply refers to the main contract as an existing document.
signature service: means any service where the company is required to obtain a signature from each person handling the shipment or from the consignee at the time of delivery as poof of receipt.
signo para transmitir información en el tablero de cotizaciones: ticker symbol.
single declaration form: written statement by the importer reporting shipments designated to arrive so as to request insurance policy protection.
SISPAP: Sanitary Information System for Importing and Exporting Agricultural and Livestock Products (Sistema de Información Sanitario para Importación y Exportación de Productos Agricolas y Pecuarios)
territorio aduanero: Spanish term meaning customs zone.
TM: metric ton (MT)
tocino: Spanish term meaning lard, bacon
tráfico de cercanías: Spanish term meaning proximity traffic
trailer: vehicle without motor power designated to be drawn by another vehicle. Trailers are constructed so that no part of the weight rests on the towing vehicle.
transbordo: Spanish term meaning trans-shipment
transpaletas: Spanish term meaning transpallets
transportistas: Spanish term meaning carriers
troca, camion: Spanish term meaning truck or tractor; a truck or tractor refers to the vehicle that pulls trailers.
ultimate consignee: the final recipient of the shipped merchandise, who will use it for its designated end use.
ultimate consignor: the final seller, who is the true party of interest, shipping merchandise for the designated end purpose.

U.S. Customs Service: this service manages and enforces the 1930 Tariff Act by assessing and collecting all duties, taxes, and fees on imported items. It is charged with enforcing customs regulations and related items, etc.

U.S. Export Administration Act (1979): Legislation allowing for the imposition of export control on dual-use goods and services being exported from the United States, authorizing the President to order that controls be imposed and to monitor compliance with such controls.

USDA: (Departamento de Agricultura de Estados Unidos) United States Department of Agriculture is the USA equivalent to SAGARPA

urgent consignment: items, such as perishable goods, which require a prompt release on the part of customs officials

validated export license: a document issued by the U.S. Government authorizing the export of specific commodities within a specified period of time

valor declarado: Spanish term meaning declared value

valor entendido/valor acordado: Spanish term meaning agreed value

valor mínimo de variación: Spanish term meaning tick [minimum size]

value for customs purposes only: the value for customs purposes only is the value the importer submits on the entry documentation which may or may not reflect information from the manufacturer, but in no way reflects U.S. customs estimation of the value of the merchandise

vender / comprar futuros: Spanish term meaning short/long futures [to be]).

Venta CF: Spanish term meaning cost and freight sale.

venta con canje: Spanish term meaning trade-in sale

VIN: Vehicle identification number.

visado: Spanish term meaning approved

Visceras: offal; organs contained in the thoracic, abdominal, pelvic, oral and cranial cavities

VUCE: Unique Window of Foreign Trade (Ventanilla Unica de Comercio Exterior in Spanish)

volume of freight: price applicable according to a specified weight or volume of freight

warehouse entry: a document declaring merchandise is imported and the merchandise is then placed in a Customs-licensed warehouse; applicable to goods that will not be used immediately

warehouse receipt: a receipt serving as evidence that a company owns merchandise stored in a warehouse. Warehouse receipts may be negotiable or non-negotiable.

warehouse to warehouse: an export/import insurance policy granting protection for goods from the initial point of shipment to the point of destination including the regular transportation thereof.

warehouse, U.S. Customs Bonded: a federal area where imported goods can be stored or processed without being subject to import duty (also called free zone, free port or free trade zone).

warehouse: a structure for the storage of merchandise or commodities prior to distribution.

waybill: a statement prepared by the carrier at the point of shipment with information about the point of shipment, destination, route, consignor, consignee, description of shipment and amount charged for the transportation service. It is used by the carrier as an internal record and sent to the agent at the transfer point or waybill destination.

waybill destination: the point to which a shipment is sent in accordance to the document prepared by the carrier containing the details of the shipment, route and charges, namely the waybill.

weight agreement: an agreement entered in by and between the shipper and transport company, usually after a series of weigh tests have been conducted, under which the carrier agrees to handle the exporter's merchandise at a given weight.

weight cargo: a cargo upon which the transportation charge is evaluated based on weight

weight sheet: an itemized list is issued by shippers to weighing offices in order to indicate the items in each shipment

zona de libre comercio: Spanish term meaning free trade zone.

zona franca: Spanish term meaning free area

zone-restricted merchandise: a category of the U.S. Customs foreign trade zone for storage, handling, processing, or manufacturing merchandise. This process takes place domestically or overseas.

Zoosanitary Risks Section: Sección Prevención de Riesgos Zoosanitarios

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