

# Learn the lingo.

Get familiar with the acronyms you'll run into on your quest for compliance. It will save you valuable time in the long run. This chart will get you started.



Acronym	What it stands for	What it means
<b>AES</b>	Automated Export System	An electronic system run by the U.S. Census Bureau which collects export shipment information known as Electronic Export Information (EEI)
<b>BIS</b>	Bureau of Industry and Security	A federal agency under the U.S. Department of Commerce which regulates the export of most commercial items
<b>CCL</b>	Commerce Control List	The list that helps you identify whether or not your product has an Export Control Classification Number (ECCN)
<b>EAR</b>	Export Administration Regulations	Laws that govern the export of items that are intended for commercial use, but could potentially be used for military purposes
<b>EAR99</b>	Export Administration Regulations 99	A classification applying to commercial products that are not on the Commercial Control List (CCL) and don't fit any of the list's descriptions
<b>ECCN</b>	Export Control Classification Number	A five-digit, alphanumeric classification code that describes a product and lets you know if you'll need an export license to sell the product to other countries
<b>EEI</b>	Electronic Export Information	Electronic information, which is collected by the U.S. Census Bureau, that reports all the pertinent export data of an international shipment transaction
<b>HS</b>	Harmonized Commodity Description and Coding System	An international system of product classification administered by the World Customs Organization which is used to collect U.S. export statistics
<b>HTC</b>	Harmonized Tariff Code	A code that is used to calculate the tariffs owed when importing a product into different countries; it must be included with every international shipment
<b>ITAR</b>	International Traffic in Arms Regulations	Laws that govern the export of items that are created as military and defense items as well as space-related technology
<b>NLR</b>	No License Required	A designation used when shipping an EAR99 item internationally, or when shipping an item on the Commercial Control List (CCL) that doesn't require a license to its destination country
<b>OEE</b>	Office of Export Enforcement	The specific department within the Bureau of Industry and Security (BIS) charged with enforcing U.S. export control laws
<b>Schedule B</b>		A 10-digit number based on the Harmonized Commodity Description and Coding System (HS), which is used to classify physical goods for export to another country; every physical product has a Schedule B number

For additional guidance, check out this [overview of the FedEx resources available to small-business exporters](#).