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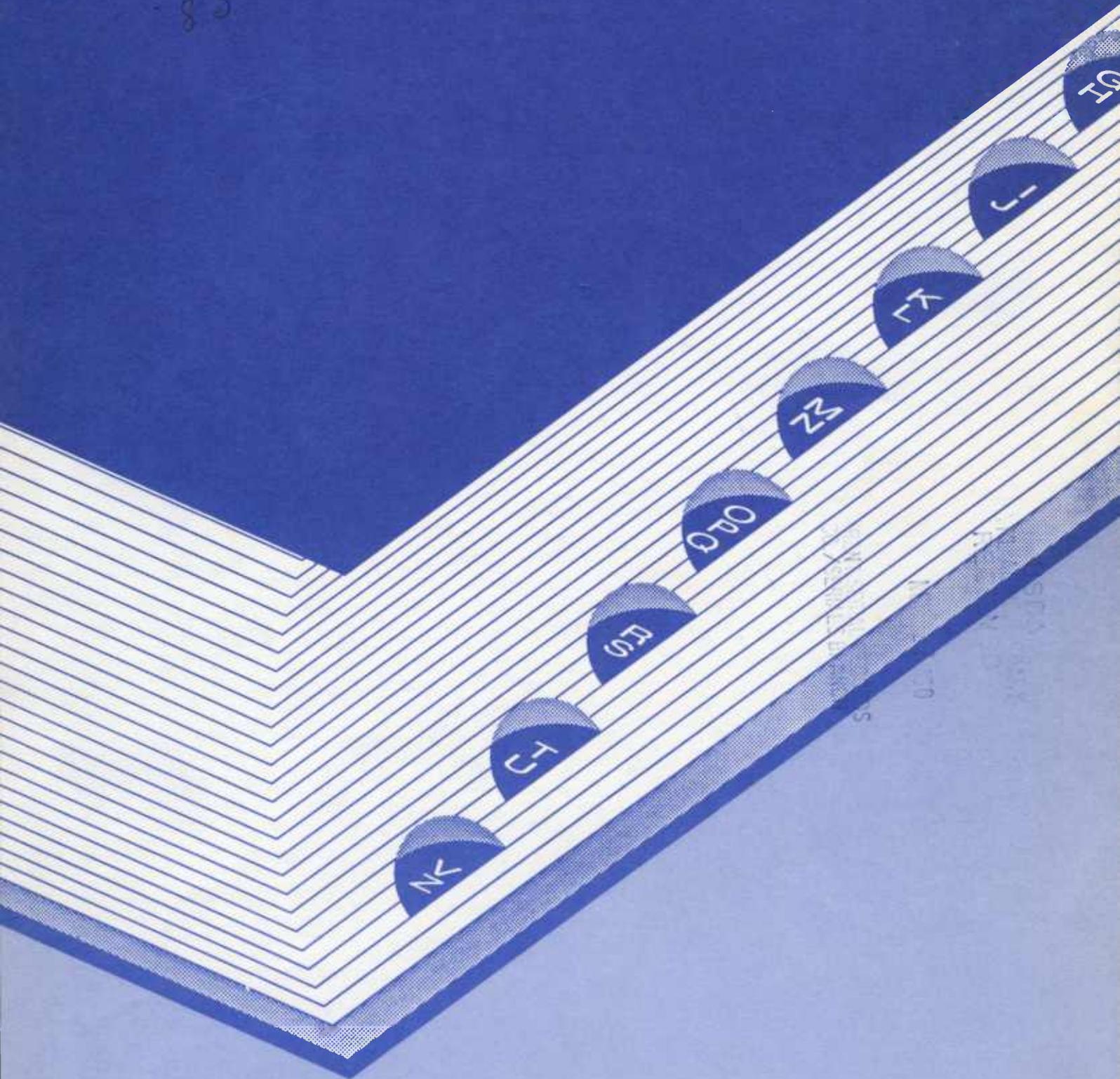
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Dictionary of International Agricultural Trade

Car/Ino

83



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**United States
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**Agriculture
Handbook No. 411**

Revised June 1988

Dictionary of International Agricultural Trade

Lawrence D. Fuell

David C. Miller

Merritt Chesley

Abstract

This dictionary is designed to be a practical and up-to-date reference for those involved in international trade of agricultural products. The terms cover a wide variety of subject areas in this field such as commodities, policy, export programs, finance, documentation, transportation, and storage, as well as domestic and foreign agricultural programs. The dictionary includes brief descriptions of most agricultural commodities of importance to U.S. trade. Appendices covering U.S. commodity marketing years, units of measure, and commodity conversion factors are provided.

Keywords: Dictionary, agricultural trade, grains, livestock, dairy, poultry, oilseeds, horticultural products, tobacco, cotton, forest products, trade policy, agricultural finance, shipping terms, General Agreement on Tariffs and Trade, P.L. 480, plant diseases, animal diseases, marketing years, units of measure, conversion factors.

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Summary

This handbook provides a quick reference of terms and concepts pertaining to international agricultural trade. It updates the previous edition issued in April 1971 with the same title and same number.

The terms cover a wide variety of subject areas relating to agricultural trade: commodities, policy, export programs, finance, documentation, transportation, and storage, as well as domestic and foreign agricultural programs. Some subject areas (e.g., agricultural export financing and shipping) are covered more extensively than others (e.g., domestic farm programs), commensurate with their importance to U.S. agricultural trade.

The key criteria for inclusion of terms were their relevance to international agricultural trade and their long-term usefulness. Certain terms which would require lengthy definitions or which can be found readily in general references were excluded, as were terms of a highly technical nature and terms relating to temporary programs or activities.

The dictionary includes brief descriptions of most agricultural commodities of importance to U.S. trade but is not intended to provide comprehensive information about each commodity. Appendices covering U.S. commodity marketing years, units of measure, and commodity conversion factors are also provided.

Acronyms

A-1

In *Lloyd's Register*, the highest rating for vessels with respect to their seaworthiness.

ACA

Accession compensatory amount

ACP States

African, Caribbean, and Pacific States

ADB

Asian Development Bank

AFDB

African Development Bank

AI

Avian influenza or artificial insemination

AID

Agency for International Development

AIMS

Agricultural Information Marketing System

AMF

Anhydrous milk fat. See also *butteroil*.

APHIS

Animal and Plant Health Inspection Service

ASEAN

Association of Southeast Asian Nations

ATDONSHINC

Shipping term: "Any time day or night Sundays and holidays inclusive."

ATO

Agricultural trade office

BENELUX

Belgium, the Netherlands, and Luxembourg

BOP

Balance of payments

BOT

Balance of trade

BTN

Brussels Tariff Nomenclature

C & F

Cost and freight

CACM

Central American Common Market

CAEU

Council of Arab Economic Unity

c.a.f.

Cost and freight

CAP

Common Agricultural Policy

CCC

Commodity Credit Corporation

CCCN
Customs Cooperation Council
Nomenclature

CFS
Container freight station

c.i.f.
Cost, insurance, and freight

CLCC
Convertible local currency credit sale

CLLG
Shipping term for canceling

CP
Contracting party

CSD
Committee on Surplus Disposal

CUP
Currency use payment

CVD
Countervailing duty

CWE
Carcass weight equivalent

CXT
Common external tariff

CY
Container yard

D/A
Documents against acceptance

EAGGF
European Agricultural Guidance and
Guarantee Fund

EC
European Community. Also called
European Economic Community.

ECU
European currency unit

EFTA
European Free Trade Association

EIP
Export Incentive Program

EMS
European Monetary System

ET
Embryo transfer

EUA
European unit of account. See
European currency unit.

FAO
Food and Agriculture Organization of
the United Nations

FAQ
Fair average quality

FAS
Free alongside ship or Foreign
Agricultural Service

FBT
Full berth terms

FCIA
Foreign Credit Insurance Association

FEOGA
French acronym for European
Agricultural Guidance and Guarantee
Fund.

FGIS
Federal Grain Inspection Service

FI
Free in

FIO
Free in and out

FMD
Foot-and-mouth disease

FO
Free out

f.o.b.
Free on board

f.p.a.
Free of particular average. See *marine
insurance*.

f.p.a.a.c.
Free of particular average-American
conditions. See *marine insurance*.

f.p.a.e.c.
Free of particular average-English
conditions. See *marine insurance*.

FSIS
Food Safety and Inspection Service

FSW
Farm sale weight

GATT
General Agreement on Tariffs and
Trade

GDP
Gross domestic product

GNP
Gross national product

GSM
General Sales Manager of the Foreign
Agricultural Service of the USDA. See
credit guarantees.

GSP
Generalized System of Preferences

HQB
High-quality beef

HRI
Hotel/Restaurant/Institution

HS
Harmonized system

IBRD
International Bank for Reconstruction
and Development

ICA
International commodity agreement or
International Coffee Agreement

IDA
International Dairy Arrangement

IDB
Inter-American Development Bank

IFC
International Finance Corporation

IMF
International Monetary Fund

IOOA
International Olive Oil Agreement

IP
Initial payment

IQ
Import quota. *See quota.*

ISA
International Sugar Agreement

ITC
U.S. International Trade Commission

IWA
International Wheat Agreement

L/C
Letter of credit

LASH
Lighter aboard ship. *See LASH vessel.*

L.C.L.
Less than a carload lot

LDC
Less developed country

LDDC
Least developed developing country

LIBOR
London interbank offered rate

L.T.L.
Less than a truckload lot

MCA
Monetary compensatory account

MFA
Multi-fiber arrangement

MFN
Most-favored-nation treatment

MIP
Minimum import price

MTN
Multilateral trade negotiations

NAC
National Advisory Council on
International Monetary and Financial
Policies

NDM
Nonfat dry milk

NFDM
Nonfat dry milk

NIC
Newly industrialized country

NTB
Nontariff barrier

NVOCC
Nonvessel operating common carrier

OAS
Organization of American States

OAU
Organization of African Unity

OECD
Organization for Economic Cooperation
and Development

OPIC
Overseas Private Investment
Corporation

OSB
Oriented strandboard. See
particleboard.

PA
Purchase authorization

P.L. 480
Public Law 480. See *Agricultural Trade
Development and Assistance Act of
1954*.

PVO
Private voluntary organization

QR
Quantitative restriction

RO/RO
Roll-on/roll-off

RTC
Ready-to-cook

SBM
Soybean meal

SDR
Special drawing rights

SITC
Standard International Trade
Classification

SMP
Skim milk powder. See *nonfat dry milk*.

STR
See *U.S. Trade Representative*.

TPC
Trade policy committee

TPRG
Trade policy review group. See *trade
policy committee*.

TPSC
Trade policy staff committee. See *trade
policy committee*.

TSUSA
“Tariff Schedules of the United States,
Annotated.” See *Schedule B* and *tariff
schedule*.

UHT
Ultra-high temperature milk

UMR
Usual marketing requirement

UNCTAD

United Nations Conference on Trade
and Development

USITC

U.S. International Trade Commission

USTR

U.S. Trade Representative

VAT

Value-added tax

VER

Voluntary export restriction

VRA

Voluntary restraint agreement. See
voluntary export restriction.

WFP

World Food Program

WPA

With particular average. See *marine
insurance*.

Definitions

Abandonment	The evacuation of a vessel by officers and crew such as to constitute relinquishment of title by owners. In marine insurance, claims for constructive total loss must be supported by proof of abandonment.
Acceptance	See <i>banker's acceptance</i> .
Accession	The process by which a country becomes a member of an international agreement, such as the General Agreement on Tariffs and Trade (GATT) or the European Community. Accession to the GATT involves negotiations to determine the specific obligations a nonmember country must undertake before it will be entitled to full GATT membership benefits.
Accession compensatory amount (ACA)	A tax or subsidy imposed on products entering or leaving a country acceding to the European Community. Intended to prevent distortions in trade between acceding countries and the original member states by compensating for differences in support prices.
Acre	A U.S. and English unit of area equal to 43,560 square feet, or 0.405 hectares.
Additionality	The requirement that shipments under Titles I and III of P.L. 480 must be quantities in addition to the normal requirements of the country of destination. Designed to prevent the displacement of commercial sales with concessional transactions.
Adjusted c.i.f. price	The lowest landed price (including the cost of goods, insurance, and transportation) for certain commodities exported to the European Community (EC), adjusted for comparability with an EC quality, and delivered to an EC port, usually Rotterdam. This price is used to set the variable levy and thus minimum import price for grains.
Adjustment	A change in the sale price or other key terms of a contract, arrived at by agreement between buyer and seller, usually to cover an unforeseen contingency, e.g., goods of a quality inferior to contract specifications.
Admiralty	Refers to maritime law, civil and criminal.
Admission temporaire	A customs device permitting free importation of dutiable merchandise destined for reexportation after manufacture or other processing. The purpose is similar to that of drawback—to place the domestic exporting industry on a more equal level of competition with a corresponding foreign industry.
Ad valorem duty	A duty expressed as a fixed percentage of value.

Advance against documents	A payment made by a buyer prior to delivery of shipping documents.
Affreightment	See <i>contract of affreightment</i> .
Aflatoxin	A highly carcinogenic toxin produced by a fungus which occurs when crops are stored under warm, humid conditions. Most commonly associated with corn, peanuts, and soybeans. Shipments of grain containing aflatoxin are generally rejected.
Afloat	An expression used to refer to commodities that are on a vessel and traveling from one port to another, as distinct from goods which are on land.
African Development Bank (AFDB)	Established to assist in the economic and social development of the independent African nations and to promote economic cooperation among them. Membership is exclusively African.
African swine fever	A usually fatal viral disease of swine. Not transmissible to humans. Very similar to hog cholera. Trade in live hogs and uncooked pork from affected areas is restricted.
African, Caribbean, and Pacific States (ACP States)	A group of 60 countries to which special economic relations were extended by the European Community (EC) as a result of the Lomé Convention of 1975. Manufactured goods and some agricultural products from these countries enjoy free entry into the EC.
Aftosa	See <i>foot-and-mouth disease</i> .
Agency fee	A charge paid by a vessel owner while in port to an agent for services such as procuring supplies.
Agency for International Development (AID)	U.S. Government agency responsible for assistance programs in underdeveloped countries friendly to the United States. Also responsible for administration of Title II programs under P.L. 480 and for overseas execution of all P.L. 480 programs.
Agreement on Technical Barriers to Trade	This agreement, commonly referred to as the standards code, was reached at the Tokyo Round of the multilateral trade negotiations and took effect in 1980. Its purpose is to discourage and eliminate discriminatory manipulation of product standards, testing, and certification activities without restricting the ability of countries to reasonably protect the health, safety, security, environment, or consumer interests of their citizens. See also <i>General Agreement on Tariffs and Trade</i> .

Agricultural Information and Marketing Services (AIMS)	An export expansion program of USDA's Foreign Agricultural Service designed to function as a liaison between U.S. companies and foreign buyers seeking U.S. food and agricultural products.
Agricultural Trade Development and Assistance Act of 1954	U.S. law which established the Food for Peace or P.L. 480 program. Titles I and III of the program provide for concessional sales of U.S. agricultural products, for which USDA's Commodity Credit Corporation provides long-term financing (20–30 years) at low interest rates. Title II of the program allows for grants or donations of U.S. agricultural commodities on a government-to-government basis, through international relief agencies, or through private voluntary organizations.
Agricultural trade office (ATO)	The Agricultural Trade Act of 1978 directed the establishment of trade offices in major centers of commerce throughout the world. Agricultural trade offices work to develop, maintain, and expand international markets for U.S. agricultural commodities by serving as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States.
Alfalfa	Major Producers: United States, Canada, Australia, New Zealand, China, Argentina, Soviet Union. Diseases: Leaf spot, black stem, bacterial wilt, phytophthora root rot, verticillium wilt. Pests: Potato leafhoppers, clover leaf weevils, alfalfa weevils. Products: Dehydrated or sun-cured meal and pellets, alfalfa hay cubes, ground alfalfa.
All risk insurance	A type of marine insurance which covers risks of loss which may occur in the course of transporting goods from one destination to another.
Almonds	Fruit of the almond tree, in the rose family. Major Producers: United States, Spain, Turkey, Portugal, Morocco. Diseases: Brown rot, shot-hole fungus, blast (bacterial canker), almond leaf scorch. Products: Almond butter, almond powder.
Alongside	The side of the ship. Goods to be delivered alongside are to be placed on the dock or lighter within reach of the ship's tackle from which they can be loaded aboard the ship. See also <i>free alongside ship</i> .
Andean Group	A group of Latin American countries formed in 1969 to promote regional economic integration among medium-sized countries. Members include Bolivia, Colombia, Ecuador, Peru, and Venezuela.
Anhydrous milk fat (AMF)	See <i>butteroil</i> .

Animal and Plant Health Inspection Service (APHIS)	USDA agency responsible for the inspection and certification of animals, plants, and certain related products to meet health and/or sanitary requirements for export from or import into the United States, as prescribed by the United States and the country of destination. Also responsible for the inspection of processing facilities in the United States and in countries that export to the United States.
Antidumping code	A code of conduct negotiated under the auspices of the General Agreement on Tariffs and Trade during the Kennedy and Tokyo Rounds of the multilateral trade negotiations that established both substantive and procedural standards for national anti-dumping proceedings. Stipulates greater uniformity and certainty in the implementation of those provisions.
Antidumping law	Title VII of the U.S. Tariff Act of 1930, as amended, which states that if the U.S. Department of Commerce determines that an imported product is being sold at less than its fair value, and if the U.S. International Trade Commission determines that a U.S. producer is thereby being injured, the Commerce Department shall levy anti-dumping duties equivalent to the dumping margins. See also <i>dumping</i> .
Apples	Varieties: McIntosh, Golden and Red Delicious, Granny Smith, Jonathan, Rome, Stayman, Winesap. Major Producers: United States, Canada, Mexico, Europe, China, Taiwan. Diseases: Brown rot, fireblight. Pests: Codling moths, leafhoppers, aphids, mites.
Apricots	Temperate-zone stone fruit related to peach and plum. Major Producers: Southern Europe, United States, Yugoslavia, Argentina, Australia. Diseases: Brown rot, shot-hole fungus, oak root fungus. Pests: Codling moths, twig borers.
Arbitrage	The simultaneous buying and selling of the same commodity or foreign exchange in two or more markets in order to take advantage of price differentials. See also <i>hedging</i> .
Arrivals	Imported goods which have been placed in a bonded warehouse and for which duty has not yet been paid.
Artichokes	Edible flowers of artichoke herb. Varieties: (California) Green Globe; (European) Thistle, Prickly or Green French Artichoke. Major Producers: United States, Italy, France, Spain, Chile.
Artificial insemination (AI)	The injection, by artificial rather than natural means, of previously collected semen into a female in estrus. Most widely practiced with cattle, the use of AI allows a greater selection of genetic material, thus allowing increased control over herd characteristics. AI is also economical in that a male animal need not be kept for breeding purposes. See also <i>embryo transfer</i> .

Asian Development Bank (ADB)	Formed in 1966 to foster economic growth and cooperation in Asia and to contribute to the acceleration of the process of economic development of the developing members in the region, collectively and individually.
Asparagus	Edible young shoots of the asparagus plant, in the lily family. Major Producers: United States, Mexico, Taiwan, China, Chile. Units: 30- to 36-pound-pyramid crates. Diseases: Asparagus rust, fusarium wilt. Pests: Asparagus beetles, cutworms, garden centipedes.
Association of Southeast Asian Nations (ASEAN)	Established in 1967 to promote political, economic, and social cooperation among its six member countries: Indonesia, Malaysia, Philippines, Singapore, Thailand, and Brunei.
Authority to purchase	Used in Far Eastern trade as a substitute for a commercial letter of credit. Permits the bank to which it is directed to purchase drafts drawn on an importer rather than on a bank.
Avian influenza (AI)	A viral disease of poultry that affects reproduction and egg laying. Outbreaks are handled by destroying the entire flock and restricting trade in live birds and poultry products. Highly pathogenic forms are also known as fowl plague.
Avocados	Tropical American fruit of the avocado tree, in the laurel family. Major Producers: United States, Israel, Mexico, Southeast Asia. Units: Exported in 13-pound, one-layer flats. Diseases: Cercospora spot or blotch, anthracnose, diplodia, phomopsis stem-end rot. Pests: Pyriform scales, avocado scabs, red spiders or spider mites, avocado tree girdlers, blossom anomalies, thrips, mirids.
Babassu	Oil-bearing nut of the babassu palm. Grows only in the wild. Major Producer: Brazil. Products: Oil (used in soap industry), small amount of residual meal.
Balance of payments (BOP)	A statement of a nation's international transactions which includes: (1) current accounts, including trade and services; (2) capital accounts, including short- and long-term items; (3) official gold and silver movements; and (4) unilateral transfers of gifts by governments and individuals.
Balance of trade (BOT)	Part of a nation's balance of international payments statement. Measures the difference in value between a nation's merchandise imports and exports over a specified period.

Bale	A large compressed, bound, and often wrapped bundle of a commodity, such as cotton, hops, and hay.
Ballast	Material (usually seawater) taken on board to ensure vessel stability. The vessel is then said to be in ballast and the passage is a ballast passage. A ship is in ballast when enroute to pick up cargo.
Banker's acceptance	A time draft or bill of exchange drawn on and "accepted" by a bank. By accepting the draft, the bank assumes an unconditional obligation to pay the face amount of the draft at a fixed or determinable future date.
Banker's draft	Draft payable on demand and drawn by or on behalf of the bank itself; it is regarded as cash and cannot be returned unpaid.
Bank guarantee	An assurance, obtained from a bank by a foreign purchaser, that the bank will pay an exporter up to a given amount for goods shipped if the foreign purchaser defaults. See also <i>letter of credit</i> .
Bank release	Negotiable time draft drawn on and accepted by a bank which adds its credit to that of an importer of merchandise.
Bareboat charter	A charter by which a vessel is delivered by the owner to the charterer for a specified period, without crew, stores, insurance, or any other provision. The charterer runs the ship for the period of the contract. Also known as demise charter, the bareboat charter is rarely used in ordinary commercial practice.
Barge	A general name given to flat-bottomed, rigged or unrigged, craft of full body and heavy construction, specially adapted for the transportation of bulky freight such as grain, coal, lumber, etc.
Barley	Major Producers: United States, Soviet Union, European Community, Canada, Australia, Spain. Units: Metric tons, 48-pound bushels. Grades and classes: U.S. No. 1-3, Six Row and Six Row Blue Malting Barley; U.S. No. 1 Choice and 1-3, Two Row Malting Barley; U.S. No. 1-5 and Sample Grade, Six Row Barley, Two Row Barley, and Barley. Diseases: Fusarium, verticillium. Pests: Aphids. Products: Beer, food, feed.
Barrow	A castrated male pig.

Barter	A form of countertrade whereby goods having offsetting values are exchanged under a single contract, within a specified period of time, and without any flow of money taking place.
Base price	The price used in the European Community as a base or starting point to which additions or deductions may be made for purposes of supporting the Common Agricultural Policy. The base price is a national support price used to determine the level at which the market is supported. More common terms are currently in use, such as reference or indicative price for grains, orientation or target price for beef.
Beans	Varieties: Navy, Great Northern, Pinto, Pink, Small Red, Black Eye, Red Kidney, Black Turtle, Small White, Cranberry, Lima, Garbanzo. Major Producers: United States, Brazil, Mexico, Canada, Argentina, Chile, Yugoslavia, Romania, Turkey. Grades: USDA, Michigan Department of Agriculture, Rocky Mountain, New York State Shippers. Diseases: Bacterial blight, common mosaic virus, root rot, white mold, rust. Pests: Grubs, wireworms, cutworms, Mexican bean beetles, leafhoppers, bean weevils. Products: Dried beans, canned beans, bean flour.
Beefalo	A cross between cattle and American bison, which responds favorably to feed rations by gaining weight rapidly.
Beginning stocks	See <i>carryover</i> .
Berth	The place assigned to a vessel in port when anchored or lying alongside a pier, quay, wharf, etc., where it can load or discharge.
Berth terms	See <i>liner terms</i> .
Bid	The price offered by a buyer or seller for a commodity. Also referred to as an offer. See also <i>invitation for bids</i> .
Bid bond	A guaranty by a firm presenting an offer, in favor of the buyer, as proof of serious intent to sign a contract if the offer is accepted. The bid bond is a percentage (usually 1 or 2 percent) of the value of the contract or a fixed dollar amount per ton and may be in the form of a letter of credit or a check.
Bilateral trade agreement	A trade agreement between any two nations. The agreement may be either preferential (the obligations and benefits apply only to the two countries involved) or most-favored-nation (the benefits and obligations negotiated between the two countries are extended to all or most other countries).

Bill of entry	The document provided to a country's customs office by an importer, which contains an account of the goods being imported.
Bill of exchange	See <i>draft</i> .
Bill of lading	A document signed by the captain, owner, or agent of a carrier (ship, plane, train, etc.), furnishing written evidence of commitment to convey and deliver the merchandise. It is both a receipt for and a contract to deliver merchandise.
Binding	A commitment, usually negotiated under the General Agreement on Tariffs and Trade (GATT), made by a government that it will not impose import charges on a product in excess of a negotiated level. Failure to comply with the commitment gives affected GATT members the right to withdraw bindings of equivalent value.
Black market	Transactions which occur in violation of official regulations.
Blocked currency or exchange	A currency and/or bank deposit whose use or exchange is restricted by the government of the nation where it is held.
Blueberries	Major Producers: United States, Canada, Europe. Units: 11- to 12-pound trays, containing 12 1-pint containers. Diseases: Oak root fungus, powdery mildew, bacterial leaf spot. Pests: Aphids, mites, leafhoppers.
Bluetongue	An insect-borne viral disease of cattle, sheep, goats, and wild ruminants, causing respiratory and digestive disorders. Particularly fatal to sheep. Many countries will not allow animal imports from known bluetongue areas.
Boar	A mature male pig.
Board foot	A unit of measurement of lumber represented by a board 1 foot long, 1 foot wide, and 1 inch thick.
Bonded warehouse	A warehouse in which goods subject to excise taxes or customs duties are temporarily stored until the taxes or duties are assessed. See also <i>in-bond goods</i> .

Border tax adjustment	The remission of taxes on exported goods, including sales taxes and value-added taxes, designed to ensure that national tax systems do not impede exports. The General Agreement on Tariffs and Trade permits such adjustments for indirect taxes on the condition that these are passed on to consumers, but not for direct taxes (e.g., income taxes assessed on producing firms). The U.S. Government makes little use of border tax adjustments because it relies more heavily on income (or direct) taxes than do most other governments.
Bottom	Synonym for vessel or ship. For example, "U.S. bottoms."
Bound rate	Most-favored-nation tariff rate resulting from the General Agreement on Tariffs and Trade negotiations and thereafter incorporated as integral provisions of a country's schedule of concessions. If a GATT contracting party raises a tariff to a higher level than its bound rate, the countries adversely affected have the right under the GATT to retaliate against an equivalent value of the offending country's exports or to receive compensation, usually in the form of reduced tariffs on other products they export to the offending country.
Bounty	An inducement or payment, especially one provided by a government, for enterprises considered useful to the nation. A subsidy.
Break-bulk cargo	Cargo reduced to smaller units, e.g., grain loaded in 50-pound bags rather than in bulk amounts.
Break-bulk vessel	A vessel designed to handle palletized, pre-slung, boxed, or unitized cargo.
Brix	A measurement of juice concentration, expressed in soluble juice solids per hundredweight. For example, 100 pounds of 42 degree brix equals 42 pounds of juice solids and 58 pounds of water.
Broiler	A mature young chicken under 16 weeks of age of either sex. Major Producers: United States, Brazil, Japan, Soviet Union, France, Spain. Units: Pounds, kilograms. Grades: U.S. Grade A, U.S. Grade B, U.S. Grade C. Diseases: Coccidiosis, fowl typhoid, paratyphoid, avian influenza, pullorum, Newcastle disease, leukosis. Products: Meat, feathers.
Broker	An individual who acts as an intermediary between the buyer and seller of a commodity or service. For example, a broker may act as an intermediary between a grain company and a grain buyer.

Brucellosis	A bacterial disease of cattle, swine, sheep, and goats which causes reduction in breeding and in milk production. Can be transmitted to humans as undulant fever through direct contact with infected animals or through unpasteurized milk products. Vaccination is practiced in the United States because the disease is highly contagious. Infected animals must be slaughtered. Trade in live animals from affected areas requires testing of animals prior to export and certification concerning herd health status.
Brussels Tariff Nomenclature (BTN)	Former name of the Customs Cooperation Council Nomenclature.
Buckwheat	An herb yielding triangular seeds which are used as fodder and for flour. Producer: United States. Units: 60-pound bushels. Product: Pancake flour.
Buffalo	Any of several types of wild oxen, the most common being bison (American and European) and water buffalo (Asian and African). Water buffalo are utilized as draft animals throughout the world and are not usually slaughtered for meat until old.
Buffer stock	Reserve commodities held by a government or an international association to ensure supplies and/or stabilize prices. See also <i>international commodity agreement</i> .
Bulk cargo	Loose cargo or freight in large amounts, numbers, weight, or volume.
Bulk carrier	An ocean-going, single-deck, dry-cargo vessel of more than 10,000 tons deadweight.
Buoyage	The fee paid by a vessel for the use of mooring buoys, sometimes called buoy hire.
Buoy dues	Port charges assessed against a ship for the maintenance of channel buoys.
Burley	A type of air-cured tobacco, an important ingredient in American-blend cigarettes.
Bushel	A unit of measure containing 2,150.42 cubic inches.
Butter	A solid emulsion of milkfat, air, and water made by churning milk or cream. Types: Salted, unsalted. Major Producers: Soviet Union, India, France, United States, West Germany. Grades: U.S. Grade AA, A, B.

Butteroil	Melted and clarified butter from which most of the water has been removed. Also called anhydrous milk fat. Types: With or without antioxidants. Major Producers: European Community, India, Soviet Union, New Zealand. Units: Pounds, kilograms, 55-gallon drums. Note: The U.S. standard for butteroil is not less than 99.6 percent butterfat or more than 0.3 percent moisture.
Butterworth tank cleaning system	A device for cleaning oil tanks by means of high-pressure jets of hot water. Vessel tanks which carry certain goods such as petroleum must be thoroughly cleaned using this system before grain may be placed in them.
Buy-back	A form of countertrade whereby the seller of a product (i.e., machinery, equipment, or technology) agrees to accept full or partial payment in the form of the resultant products.
CFS/CFS pier to pier	Break-bulk cargo delivered to carrier's container freight station (CFS) to be packed by carrier into containers and to be unpacked by carrier from the container at carrier's destination port CFS.
CFS/CY pier to yard	Break-bulk cargo delivered to carrier's container freight station to be packed by carrier into containers and accepted by consignee at carrier's container yard. Unpacked by the consignee off carrier's premises, all at consignee's risk and expense.
CY/CFS yard to pier	Containers packed by shipper off carrier's premises and delivered by shipper to carrier's container yard, all at shipper's risk and expense. Unpacked by carrier at the destination port container freight station.
CY/CY yard to yard	Containers packed by shipper off carrier's premises and delivered by shipper to carrier's container yard (CY). Accepted by consignee at carrier's CY and unpacked by consignee off carrier's premises.
Cabbage	Varieties: Danish, Domestic, Pointed, Red, Savoy. Major Producers: United States, Mexico, Canada. Diseases: Yellows, root rot, bacterial soft rot, black rot, downy mildew. Pests: Aphids, loopers, imported cabbageworms. Products: Raw, coleslaw, sauerkraut, pickled.
Cable transfer	The use of a cablegram to transfer funds to an individual in another country. Funds are deposited with a domestic bank, which cables instructions to a correspondent bank abroad to make the funds available to the payee.
Cabotage	French for coastal shipping.

Cacao	Tropical tree whose dried, partly fermented, fatty seeds are used in making chocolate. Major Producers: Ivory Coast, Brazil, Ghana, Nigeria, Cameroon. Grades: Main crop, mid-crop. Diseases: Black pod rot, witches' broom. Pests: Capsid insects, cocoa moths. Products: Chocolate liquor, cocoa butter, cocoa powder.
Cantaloupe	A muskmelon. Major Producers: United States, Mexico, Honduras. Diseases: Powdery and downy mildew, alternaria leaf spot. Pests: Leafminers, aphids.
Capital account	Part of a nation's balance of international payments which includes items which are not part of the current account, including investment and deposit funds, foreign aid, and military expenditures.
Capital flight	The movement of capital out of a nation into foreign securities, gold, or semi-liquid assets as a result of adverse domestic economic circumstances, such as inflation, devaluation, threat of war, etc.
Carcass	The dressed body of a meat animal, i.e., with the hide, feet, head, tail, and most internal organs removed.
Carcass weight equivalent (CWE)	The weight of meat cuts and meat products converted to an equivalent weight of a dressed carcass. Includes bone, fat, tendons, ligaments, and inedible trimmings (whereas product weight may or may not).
Cargo Preference Act	A U.S. law which mandates that a given percentage of the volume of commodities financed by the U.S. Government be shipped on U.S. flag vessels. This law has traditionally applied to P.L. 480 and other concessional financing or donation programs.
Carriage	Cost and/or manner of conveying goods.
Carrots	Major Producers: United States, Canada, Mexico. Units: 23- to 27-pound cartons containing 2 dozen bunches. Diseases: Black mold, sour rot. Pests: Wireworms, weevils, beetles, caterpillars, cutworms, leafhoppers, loopers, nematodes.
Carryover	The part of current crop production carried over into the next crop year (also referred to as ending stocks), or that part of the current supplies of a commodity from the previous year's production (also referred to as beginning stocks).
Cartel	An organization of independent producers formed to regulate the production, pricing, or marketing practices of its members in order to limit competition and maximize their market power.

Casein	The principal protein of milk, with a protein content of at least 95 percent on a dry basis. Skim milk consists of about 90 percent water and 10 percent solids; casein constitutes about a third of these solids. Types: Edible, industrial. Major Producers: New Zealand, France, Poland. Grades: U.S. Extra or U.S. Standard grades for edible casein.
Cash commodity	A physical commodity traded in spot markets, as opposed to commodity contracts traded in futures markets.
Cash letter of credit	A letter addressed by a bank to its correspondent bank to make funds available to the party named in the letter within specified amounts, time limitations, and other conditions. The sum specified in the letter is deposited with the bank before the letter is issued.
Cash market	See <i>spot market</i> .
Castorseed	Poisonous seed of the castor plant. Major Producers: Brazil, India, China. Products: Castor oil (a viscous fatty oil used for industrial purposes), castor meal (a toxic material, used as a mulch in specialized applications).
Cattle	Types: Beef (Angus), dairy (Holstein-Friesian), dual purpose (milking shorthorn). Major Producers: India, Soviet Union, United States, Brazil, Argentina. Units: Head. Diseases: Foot-and-mouth disease, tuberculosis, brucellosis. Pests: Grubs, screw-worms. Products: Beef, variety meats, milk, hides, tallow, other byproducts.
Cauliflower	Undeveloped flower of a garden plant related to cabbage. Major Producers: United States, Mexico, Guatemala. Units: 18- to 24-pound cartons of 9–16 trimmed heads. Grade: U.S. No. 1. Diseases: Bacterial soft rot, brown rot (in transit).
Celery	European herb of carrot family. Major Producers: United States, Canada, Mexico. Units: 55- to 65-pound crates. Diseases: Damping-off, root rot, pink rot, basal stalk rot, early, late, and bacterial blight, mosaic. Pests: Wireworms, mole crickets, cutworms, caterpillars, serpentine leafminers, aphids, nematodes. Products: Fresh, celery seed.
Centner	A unit of weight equal to 50 kilograms in some countries (e.g., West Germany and Scandinavia) and 100 kilograms in others (e.g., the Soviet Union).
Central American Common Market (CACM)	A regional organization formed in 1960 to promote economic development in its member states through a customs union and industrial integration. Members include Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua.

Centrally-planned economy	An economic system in which state directives rather than market forces determine the production, pricing, and distribution of goods and services. The Soviet Union is an example of a centrally-planned economy. Also referred to as a “nonmarket economy.”
Cereals	Plants (as grasses) which yield starchy grain suitable for food. Includes wheat and rice, as well as coarse grains.
Certificate	In an agricultural trade context, a document issued by a recognized entity that identifies one or more specific characteristics of a commodity. For example, an official grain inspection certificate identifies the type, weight, and other characteristics of the grain to which it is attached. See also <i>generic commodity certificate</i> .
Certificate of origin	A document showing the country of production of a shipment. Required by customs officials of an importing country which applies different tariffs according to the country of origin. The certificate is endorsed by a consular officer of the country of destination at the port of shipment, thereby enabling customs officials at the receiving port to determine if the goods are eligible for preferential tariff treatment. See also <i>consular documents</i> .
Charter party	The contract between the owner of a ship and the individual or company chartering it. Stipulates the exact obligations of a shipowner or provides for the outright leasing of the vessel to the charterer.
Cheese	Milk curd separated from the whey. Usually made from cow’s milk, but also produced from milk of sheep, goat, horse, water buffalo, camel, and other mammals. Types: Very hard (grating), hard, semisoft, soft. Major Producers: United States, Soviet Union, France, Italy, West Germany. Units: Pounds, kilograms. Grades: U.S. Grade AA, A, B, C.
Cherries	Varieties: (Sweet) Bing, Compact Stella, Lambert Jubilee, Larian, Royal Anne; (Sour) Early Richmond, North Star Montmorency. Units: 18- to 20-pound lugs or cartons. Diseases: Bacterial gummosis, brown rot of blossoms. Pests: Cherry fruit flies.
Chilled cargo	In ocean transportation, cargo cooled by a process of refrigeration whereby only a thin outside layer of the product is cooled. The temperature ranges from 29 degrees to 42 degrees Fahrenheit.
Citrus canker	A bacterial disease of citrus plants which can cause serious damage to trees, including defoliation and fruit loss. Trade in citrus fruit from affected areas is restricted.

Clamshell bucket	A device for lifting bulk cargo, consisting of two hinged steel buckets that automatically close as soon as lifting tension is applied.
Clearing accounts	A form of countertrade whereby two countries agree to purchase specific amounts of each other's products over a specific period of time. If an imbalance of trade between the two countries exceeds a preestablished level, trade is stopped and the imbalance is corrected by a cash payment. Also referred to as switch trading.
Clearing agreement	An agreement between two or more countries through their respective central banks concerning the settlement of trade and payment balances.
Coarse grains	Rye, barley, oats, corn, sorghum, and millet.
Coastal trade	Trade between ports of the same country as contrasted with trade carried on between foreign ports. Also called coasting trade.
Coaster	A vessel employed in coastal trade.
Cocoa	See <i>cacao</i> .
Codex Alimentarius Commission	A joint commission of the Food and Agriculture Organization and the World Health Organization, comprised of approximately 130 member countries, created in 1962 to ensure consumer food safety, establish fair practices in food trade, and promote the development of international food standards. Drafts (nonbinding) standards for food additives, veterinary drugs, and other substances which affect consumer food safety. Publishes these standards in a listing called the "Codex Alimentarius."
Coefficient of equivalence	Used in calculating daily levies on grains imported into the European Community (EC). The EC official prices relate to grain of a standard EC quality and the quoted values of grain offered are adjusted according to quality by the addition or subtraction of these coefficients.
Coffee	Tropical tree whose seeds are roasted and ground to make coffee. For the International Coffee Agreement, the International Coffee Year is from October 1 through September 30. Varieties: Arabica, Robusta, Liberica. Major Producers: Brazil, Colombia, Indonesia, Ivory Coast, Uganda. Units: Metric tons or 60-kilogram bags. Disease: Rust. Pests: Berry borers.
Co-financing	Joint financing provided to a country by commercial banks and international financing institutions, such as the International Monetary Fund, World Bank, or regional development banks.

Collector of customs	In the United States, the chief administrative officer of a customs district. This individual is charged with collecting customs revenue, enforcing customs revenue laws, and administering laws relating to the documentation of vessels and to commerce and navigation.
Combined carrier	Vessel able to carry ore, oil, or bulk cargoes.
Combo	See <i>combined carrier</i> .
Commercial treaty	An agreement between two or more countries setting forth the conditions under which business among the countries may be transacted. May outline tariff privileges, terms on which property may be owned, the manner in which claims may be settled, etc.
Commingling	The storage or transportation of commodities on a mixed basis, i.e., without physical separation. For example, grain of the same grade but with different destinations, shipped in the hold of a single vessel.
Committee on Surplus Disposal (CSD)	The Food and Agriculture Organization (FAO) Consultative Committee on Surplus Disposal, a subcommittee of the FAO Committee on Commodity Problems, is charged with monitoring adherence of FAO member countries with the FAO Principles of Surplus Disposal, adopted in 1954. Regularly monitors and consults on food aid transactions in order to ensure that disposal of surpluses does not interfere with the normal patterns of production and trade.
Commodity agreement	See <i>international commodity agreement</i> .
Commodity Credit Corporation (CCC)	A U.S. Government-owned and operated corporation responsible for financing major USDA programs, including price supports, domestic and foreign food assistance, and export sales programs. Maintains stocks of commodities obtained through the various price support programs. See also <i>Agricultural Trade Development and Assistance Act of 1954</i> .
Common Agricultural Policy (CAP)	A set of regulations by which member states of the European Community (EC) seek to merge their individual agricultural programs into a unified effort to promote regional agricultural development, fair and rising standards of living for the farm population, stable agricultural markets, increased agricultural productivity, and methods of dealing with food supply security. Two of the principal elements of the CAP are the variable levy (an import duty amounting to the difference between EC target farm prices and the lowest available market prices of imported agricultural commodities) and export restitutions, or subsidies, to promote exports of farm goods that cannot be sold within the EC at the target prices.

Common carrier	A public or privately owned firm that transports the goods of others for a stated freight rate. By U.S. Government regulation, a common carrier is required to carry all goods offered if accommodations are available and the established rate is paid.
Common external tariff (CXT)	The tariff schedule applied by members of a customs union to nonmember countries.
Common market	A regional grouping of countries which levies common external duties on imports from nonmember countries, but which eliminates tariffs, quotas, and other miscellaneous government restrictions on trade among member countries. Also referred to as a customs union and a tariff union. The European Community is probably the best known current example of a common market. Others include the Belgium-Luxembourg Economic Union, BENELUX (Belgium, the Netherlands, and Luxembourg), the Central African Customs and Economic Union, the East African Community, the West African Economic Community, and the Central American Common Market.
Compensation	Within the General Agreement on Tariffs and Trade, the principle that any country that raises a tariff above its "bound rate" or otherwise impairs a trade concession must lower other tariffs or make other trade concessions to compensate countries whose exports are affected.
Compensatory tax	A tax imposed by the European Community on certain imported fruits, vegetables, wine, and fish when the price of the imported product falls below the reference price.
Complementary imports	Imports of commodities not produced in the importing country. For the United States, commodities such as tea, bananas, or coffee would be complementary or noncompetitive imports.
Conasupo	Compania Nacional de Subsistencias Populares, S.A., the official Mexican Government agency responsible for ensuring adequate food supplies for the country and, until 1985, the sole importer of basic food and feedstuffs for Mexico. Since then, the Mexican Government has allowed private companies to import basic grains, oilseeds and products, and tallow, although they still maintain control through a system of prior import licensing for these and other basic products.
Concession	In the General Agreement on Tariffs and Trade (GATT) negotiations, a reduction a country offers to make in its own tariff and nontariff import barriers to induce other countries to reciprocate. A key concept of the GATT.

Concessional sale	A sale in which the buyer is allowed payment terms which are more favorable than those obtained in the open market. Under P.L. 480, the amount of concession is determined by the size of the initial payment, the length of the repayment and grace periods, and the interest rates charged on the principal. See also <i>Agricultural Trade Development and Assistance Act of 1954</i> .
Conference liner	See <i>liner conference</i> .
Consignee	The person or firm named in a contract of affreightment to whom goods have been consigned or turned over.
Consignment	Goods shipped to an agent on the understanding that they will be properly looked after and sold at the best possible price. The consignor retains ownership.
Consignor	The person or firm named in a contract of affreightment as the one from whom the goods have been received for shipment.
Consortium	An agreement under which several firms, institutions, or nations join together for some common purpose.
Consul	An official appointed by a government to reside in a foreign country to represent the commercial interests of the citizens of the appointing country.
Consular documents	Bills of lading, certificates of origin, or other special certificates or invoice forms that bear the official signature of the consul of the country of destination.
Consular fee	A payment charged by a consular officer in an exporting country for certifying that an invoice for merchandise is correct.
Consular invoice	An itemized list of goods shipped, certified by the consul of the country for which the merchandise is destined. The invoice is used by customs officials of the country of entry to verify the value, quantity, and nature of the merchandise imported and to collect revenue.
Container	A uniform, sealed, reusable metal "box" (generally 40 feet in length, able to hold about 40,000 pounds) in which merchandise is shipped by vessel or rail. The use of containers (or containerization) in trade is generally thought to require less labor and reduce losses due to breakage, spoilage, and pilferage, compared to more traditional methods of shipment. See also <i>break-bulk cargo</i> .

Container freight station (CFS)	The location at the loading port designated by a carrier for receiving cargo to be packed into containers by the carrier. At discharge ports, the location designated by carriers for unpacking and delivery of cargo.
Container ship	A ship specially constructed to handle containerized cargo.
Container yard (CY)	The location in the port terminal area designated by a carrier for receiving, assembling, holding, storing, and delivering containers. Also where containers may be picked up by shippers or redelivered by consignees.
Contracting party (CP)	A country that has signed the General Agreement on Tariffs and Trade (GATT) and has accepted its specified obligations and benefits. As of 1986, there were 92 contracting parties to the GATT.
Contract of affreightment	A contract to hire a ship, or part of it, to carry goods.
Convertible currency	The currency of a nation which may be exchanged for that of another nation without restriction. Also referred to as hard currency.
Convertible local currency credit	A P.L. 480 credit sale in which installments are paid in dollars or, at the option of the U.S. Government, in currencies that can be converted into dollars. See also <i>Agricultural Trade Development and Assistance Act of 1954</i> .
Cooperator program	A program administered by USDA's Foreign Agricultural Service which coordinates market development programs with over 50 nonprofit commodity trade associations to promote U.S. agricultural products abroad.
Copra	Dried coconut meat, used in the extraction of coconut oil. Major Producers: Philippines, Indonesia, India, Malaysia. Products: Coconut oil (used in baking and industry), copra meal.
Corn	Major Producers: United States, China, Brazil, Argentina, South Africa, France, Romania, Yugoslavia, Soviet Union, Thailand. Units: Metric tons, 56-pound bushels. Grades and classes: U.S. No. 1-5 and Sample Grade, Yellow, White, and Mixed Corn. Diseases: Smut, leaf blight, various fungi. Pests: Corn borers, cutworms, wireworms. Products: Meal, high fructose syrup, flour, gluten, corn starch, ethanol, feed.
Corn gluten	A byproduct of wet milling of corn. Used as a medium-protein (20-22 percent), medium-fiber (10 percent) feedstuff. Products: Oil, meal.

Cost and freight (c & f or c.a.f.)	Terms of sale whereby the seller's price includes the cost of the goods being sold and all transportation costs, excluding insurance expenses, to the named port of destination. The seller is liable for the goods until they arrive in the destination port.
Cost, insurance, and freight (c.i.f.)	Terms of sale whereby the seller's price includes the costs of the goods being sold and all transportation charges, including insurance expenses, to the named point of destination. The seller's liability for risk ends after the goods have been shipped and a bill of lading or equivalent document proving such shipment has been obtained by the buyer. The buyer's liability begins when the goods have arrived at the destination point.
Cotton	Varieties: Deltapine, Upland-Stoneville, Acala, Lankart, Paymaster, Tomcat, Pima (S-5 and S-6). Major Producers: China, United States, Soviet Union, India, Pakistan, Brazil, Turkey, Egypt. Units: Running bales, 480-pound bales, metric tons. Grades: Vary according to country and type. Disease: Wilt. Pests: Boll weevils, bollworms, whiteflies. Products: Yarn, fabrics, finished garments.
Cotton lint	The fibers separated from the cottonseed in the ginning process.
Cottonseed	Seed of the cotton plant. Two pounds of cottonseed are produced for each pound of cotton fiber. Major Producers: United States, Soviet Union, China, India. Products: Edible cottonseed oil, cottonseed meal.
Council of Arab Economic Unity (CAEU)	Established in 1964 to promote an Arab common market and joint commercial ventures. Membership is the same as that of the League of Arab States and includes Algeria, Bahrain, Djibouti, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Mauritania, Morocco, Oman, the Palestine Liberation Organization, Qatar, Saudi Arabia, Somalia, Sudan, Syria, Tunisia, United Arab Emirates, North Yemen, and South Yemen.
Counter-purchase	A form of countertrade whereby the exporter agrees to make reciprocal purchases of products offered by the importer within a specified period of time.
Countertrade	Any trade transaction of goods or services without the exchange of money. Forms include barter, buy-back or compensation, counter-purchase, offset requirements, swap, switch, or triangular trade, evidence or clearing accounts.
Countervailing duty (CVD)	Additional levy, permitted under the General Agreement on Tariffs and Trade, Article VI, imposed on imported goods to offset subsidies provided by the government of the exporting country. A wide range of practices are recognized as constituting subsidies that may be so offset. Under U.S. law, countervailing duties can only be imposed after the U.S. International Trade Commission has determined that the imports are causing or threatening to cause material injury to a U.S. industry.

Crawling peg	A process by which a nation makes frequent small changes in the rate at which its currency officially trades with that of other nations. Also referred to as a sliding peg.
Credit guarantees	An agricultural export credit guarantee program of USDA's Commodity Credit Corporation (CCC) since 1981. Under this program, CCC protects the U.S. exporter or financial institution against loss due to nonpayment by a foreign buyer. Maximum credit guarantee coverage period is 3 years under GSM-102 and up to 10 years under GSM-103. The amount of coverage, including the interest rate and the guarantee fee, is established in the Office of the General Sales Manager and varies by country.
Creditor nation	Country with a balance of payments surplus.
Crop year	The year in which a crop is harvested, as opposed to a marketing year, which refers to the 12-month period following harvest.
Cucumbers	Fruit of a vine of the gourd family. Types: Field-grown slicing, pickling, forcing or greenhouse. Major Producers: United States, Mexico. Units: 50- to 55-pound bushels, cartons, or crates, 28- to 32-pound lugs. Diseases: Scab, anthracnose, downy and powdery mildew, fungi, viruses. Pests: Cucumber beetles, pickleworms. Products: Fresh, pickled.
Cure	To prepare meat, fish, tobacco, hides, or lumber for preservation, especially by salting or drying.
Currency-use payment (CUP)	A local currency payment under a P.L. 480, Title I, agreement made to the U.S. Government at the time of commodity delivery. An advance payment of the first installment due under the agreement. See also <i>initial payment</i> .
Current account	Part of a nation's balance of payments which includes the value of all goods and services imported and exported, as well as the payment and receipt of dividends and interest.
Customs	The governmental agency in a country authorized to collect tariffs or duties on imported and, less commonly, exported goods.
Customs classification	A detailed classification, coding system, and description of goods that enter into international trade. Used by customs officials as a guide in determining which tariff rate applies to a particular import item.

Customs Cooperation Council Nomenclature	A customs classification system used by most countries, based on the older Brussels Tariff Nomenclature. See also <i>harmonized system</i> .
Customs house broker	A person or firm licensed to enter and clear goods through customs. The duties of a broker include preparing the entry form, advising the importer on duties to be paid, advancing duties and other costs, and arranging for delivery.
Customs union	An agreement between two or more countries to remove trade barriers with each other and to establish common tariff and nontariff policies with respect to imports from countries outside of the agreement. The European Community is the most well-known example.
Customs valuation	The determination of the value of imported goods for the purpose of collecting ad valorem duties. Made by customs officials, based on the declared value of the goods.
Dead freight	The difference between the amount of freight that a charterer has contracted to ship and the amount actually shipped. So called because the charterer is charged the cost of shipping the full quantity of the original contract.
Deadweight capacity	The weight of a ship minus all fuel, cargo, and stores.
Deadweight cargo	A cargo which measures less than 40 cubic feet per ton.
Debt service	The charges currently payable on a debt (usually for a given year), including interest charges and principal payments.
Debtor nation	Country with a balance of payments deficit.
Deck cargo	All goods carried on the exposed decks of a vessel. Does not refer to cargo carried on covered-in deck spaces such as bridges, etc. Also called deck load.
Deep tank	Portions of a vessel's hold partitioned off and specially constructed to carry water ballast as well as dry cargo.
Deficiency payments	In the United States, a direct payment to producers of certain commodities by USDA's Commodity Credit Corporation (CCC), equal to the difference between the CCC's target price and the actual market price for each of those commodities.

Demise charter	See <i>bareboat charter</i> .
Demurrage	The compensation made to a shipowner for the detention of a vessel beyond the time allowed for loading, unloading, or sailing, as specified in the charter party.
Despatch	A payment or bonus paid to a shipowner for loading or unloading cargo in less than the time allowed, as specified in the charter party.
Devaluation	Downward adjustment (by a government) of the exchange rate of a nation's currency in order to address balance of payments problems.
Developed country	Generally refers to a country which has achieved sustained economic growth, high per capita gross national product, and an above-average standards of living. Also referred to as an industrialized country. See also <i>less developed country</i> , <i>least developed developing country</i> , and <i>newly industrialized country</i> .
Dillon Round	The fifth multilateral round of trade negotiations held under the General Agreement on Tariffs and Trade during 1960–1961 in Geneva.
Dispute settlement	Any of a number of procedures set out in the General Agreement on Tariffs and Trade (GATT) for legal redress in cases of violation, nullification, or impairment of trade benefits. The most important articles in this regard are Articles XXII and XXIII. Article XXII obligates contracting parties to consult on GATT matters whenever any other member so requests. Article XXIII provides the same opportunity for bilateral consultations, as well as the establishment of a panel of experts to study the matter.
Dockage	A factor in the grading of grains and oilseeds includes waste and foreign material which can be readily removed by the use of screens, sieves, and other cleaning devices. The term is also used to describe the amount of money deducted due to a deficiency in quality.
Dock receipt	A receipt given by a steamship company for goods delivered at the wharf before shipment. Later exchanged for a bill of lading.
Documentary instructions	Description and enumeration of shipping documents which the buyer requires from the seller.

Documents against acceptance (D/A)	Instructions given to a bank by an exporter stating that the documents attached to a draft (which are specified in the sales contract, e.g., bill of lading, inspection certificate, etc.), are deliverable to the importer only upon acceptance of (i.e., payment against) the draft. Because possession of the documents is necessary to take delivery, payment by the importer is ensured.
Dollar credit sale	A P.L. 480 concessional credit sale of U.S. agricultural commodities to be paid in dollars over a maximum of 20 years. See also <i>Agricultural Trade Development and Assistance Act of 1954</i> .
Downy mildew	A specific type of fungal disease which adversely affects a wide variety of fruits, vegetables, and grains.
Draft (or draught)	(1) A payment drawn or the documents used to request payment, through a bank, by one party against the financial assets of another party. In its trade context, the draft is drawn by the exporter against the assets of the foreign buyer for the value of the goods being sold and exported. A banker's draft is payable on demand and drawn by or on behalf of the bank, and is regarded as cash and cannot be returned unpaid. A sight draft calls for immediate payment, a date draft for payment on or after a stipulated date, and an arrival draft for payment upon arrival of the merchandise. A clean draft is drawn without collateral documents, whereas a documentary draft is supported by such papers as the bill of lading, insurance certificate, etc. (2) The distance between the keel of a ship and the water surface. A safe draft allows the vessel to negotiate shallow water and maintain its stability.
Drawback	The refunding by a government, in whole or in part, of customs duties paid on imported merchandise that is then manufactured into a more finished article for reexport. See also <i>admission temporaire</i> .
Dressed	The body of an animal without hide/feathers, head, feet, tail, and most internal organs. The organs removed from a carcass or bird, and the precise definition of dressed weight, vary from country to country.
Dry weight	The weight of tobacco as it is usually traded internationally.
Dual exchange rate	See <i>multi-tier system</i> .
Dual pricing	The selling or buying of an identical product for different prices in different markets. For example, the sale of a commodity at a lower price in the international market than in the domestic market.

Dumping	The sale of a commodity in a foreign market at less than fair value. Generally recognized as an unfair trade practice because it can disrupt markets and injure producers of competitive products in an importing country. When that happens, Article VI of the General Agreement on Tariffs and Trade permits the imposition of special antidumping duties equal to the difference between the price sought in the importing country and the normal value of the product in the exporting country.
Dutiable list	That part of a country's tariff schedule consisting of duties greater than zero.
Duty	See <i>tariff</i> .
Eggplant	Fruit of a perennial herb. Major Producers: United States, Mexico. Units: 20- to 23-pound cartons or crates packed by size (18's and 24's). Diseases: Fruit rot, verticillium wilt. Pests: Nematodes, flea beetles, aphids, lace bugs, Colorado potato beetles, red spiders, leafminers.
Eggs	Types: Chicken, duck, turkey, or goose, for hatching or table use. Major Producers: Soviet Union, United States, Japan. Units: Pieces, dozens, cases. Grades: U.S. Grade AA, A, B, and U.S. Nest Run Grade for shell eggs. There are no U.S. grades for egg products. Diseases: Pullorum, paratyphoid, leukosis, egg drop syndrome, mycoplasmosis. Products: Albumin, frozen or dried egg solids.
Elevator	See <i>silo</i> .
Embargo	Any prohibition on commerce imposed by law.
Embryo	An animal in the earliest stages of development (a fertilized mammal egg). Surgically or nonsurgically removed from donor animal and transferred to recipient animal for genetic and species improvement. Usually shipped in a frozen state.
Embryo transfer (ET)	The transplantation of a fertilized embryo into a recipient female animal for the duration of gestation. Most widely practiced with cattle, it has advantages over artificial insemination in that farmers can select genetic material, both male and female, superior to that of their own herds.
Enabling clause	Part I of the General Agreement on Tariffs and Trade (GATT) framework which permits developed country members to give more favorable treatment to developing countries and special treatment to the least developed countries, notwithstanding the most-favored-nation provisions of the GATT.

Ending stocks	See <i>carryover</i> .
Entrepot	An intermediary center of trade where goods are stored temporarily for distribution within a country or for reexport.
Entry price	In the European Community, the calculated price of certain imported fruits and vegetables and certain fish at the border.
Entry statement	A description of the kind, quantity, and value of goods imported, together with duties due and declared before a customs officer.
Escape clause	A provision of U.S. trade law which allows the temporary increase of tariffs or the imposition of quantitative restrictions, in order to protect an industry threatened with injury from increased imports. See also <i>countervailing duty</i> .
Eurodollar	U.S. dollar-denominated deposits in banks and other financial institutions outside of the United States. Originating from, but not limited to, the large quantity of U.S. dollar deposits held in western Europe.
European Agricultural Guidance and Guarantee Fund (EAGGF)	A fund, contributed to by all European Community member countries, used to finance the Common Agricultural Policy. Also known by its French abbreviation FEOGA.
European Community (EC)	<p>A regional organization created in 1958 providing for the gradual elimination of customs duties and other intraregional trade barriers, a common external tariff against other countries, and gradual adoption of other integrating measures, including a Common Agricultural Policy and guarantees of free movement of labor and capital. Of the current 12 members, the original 6 were Belgium, France, West Germany, Italy, Luxembourg, and the Netherlands. Denmark, Ireland, and the United Kingdom became members in 1973, Greece acceded in 1981, and Spain and Portugal in 1986.</p> <p>The term European Communities is used to refer to three separate regional organizations consisting of the European Coal and Steel Community (ECSC), the European Atomic Energy Community (Euratom), and the European Economic Community. These have been served since 1967 by common institutions—the EC Commission, the EC Council, the European Parliament, and the Court of Justice of the European Communities. The 12 member states of the EC are also members of the ECSC and Euratom.</p>

European currency unit (ECU)	A weighted average of all European Community (EC) currencies (except for those of Spain and Portugal), which fluctuates against third country currencies and is used for internal EC accounting purposes. In agriculture, the ECU is the unit of account in which common farm prices, subsidies, and import levies are established. Similar to the previously used European unit of account.
European Free Trade Association (EFTA)	A regional free trade area established in 1958, concerned with the elimination of tariffs with respect to manufactured goods originating in and traded among themselves. Agricultural products, for the most part, are not included in the EFTA schedule for tariff reductions. Members include Austria, Finland, Iceland, Norway, Sweden, and Switzerland.
European monetary system (EMS)	A monetary system intended to move Europe toward closer economic integration and avoid the disruptions in trade that can result from fluctuations in currency exchange rates. The EMS member countries deposit gold and dollar reserves with the European Monetary Cooperation Fund in exchange for the issuance of European currency units. Established in 1979 to succeed the former European Community (EC) snake. All EC members except Greece and the United Kingdom participate in the exchange rate mechanism of the EMS.
Ex (point of origin)	The point at which a price of a good is quoted, such as ex factory, ex mill, ex warehouse, etc.
Ex (tariff number)	When used in conjunction with a tariff classification number and text indicating a particular product or list of products, indicates an excerpt from the specified tariff item. This notation is often used in discussions of tariff reductions, bindings, etc. For example, tariff classification number 16.01-000, includes sausage of all meats, whereas the specification "ex 16.01-000, sausage of bovine origin" would include only bovine sausage. See also <i>Customs Cooperation Council Nomenclature</i> .
Excess foreign currencies	Foreign currencies which have accrued to the U.S. Government from sales of farm products under P.L. 480 or other programs, which are in excess of U.S. Government needs for that currency in that country (e.g., foreign currency used for U.S. embassy operating costs).
Exchange rate	The ratio of prices at which the currencies of nations are exchanged.
Exchange restrictions	Official limitations on the buying and selling of a nation's currency.
Export credit insurance	Insurance coverage which permits a seller who is granting credit terms to a foreign buyer to shift most of the nonpayment risks to the insurer.

Export declaration	A form filed by an exporter or an exporter's agent at the port of departure, which states the content of goods being exported. Used for the compilation of export statistics and as an export control document.
Export-Import Bank	A U.S. Government institution which administers programs to assist the U.S. exporting community, including direct lending and the issuance of guarantees or insurance to minimize risk for private banks and exporters. Also known as the Eximbank.
Export Incentive Program (EIP)	A program within USDA's Foreign Agricultural Service which assists private U.S. firms in promoting their branded products overseas.
Exportkhleb	The official entity of the Soviet Ministry of Foreign Trade responsible for imports and exports of food and feed grains, pulses, flour, oilseeds and products, and seeds and seedlings.
Export license	A government document authorizing exports of specific goods in specific quantities to a particular destination. This document may be required in some countries for most or all exports and in other countries only under special circumstances.
Export limitation	Any restriction on the quantity of a country's exports. A P.L. 480, Title I, agreement limits exports from the recipient country to commodities which are similar to those being supplied by the United States.
Export quota agreement	A mechanism for regulating trade in a commodity, whereby export quantities are allocated among member exporting countries. To prevent nonparticipating exporters from undermining such an agreement, importing countries may agree to limit imports from nonmember exporting countries. See also <i>international commodity agreement</i> .
Export restitution	Direct export subsidy payment, used to promote exports of agricultural goods by the European Community (EC). So called because in the EC view the payment refunds the difference between the domestic market price and the lower price needed to export.
Export subsidy	Direct or indirect compensation provided by a government to private commercial firms in order to promote the export of domestic products. Often called payment, differential, assistance, compensation, aid, restitution, etc., to avoid negative connotations. Under Article XVI of the General Agreement on Tariffs and Trade, export subsidies are considered unfair competition and countervailing duties are allowed on subsidized products. Indirect methods of export subsidies include government-subsidized financing for exports, export promotion and information activities, tax benefits, or other assistance that may lead to lower than normal costs for exported goods.

Extraction rate	The proportion by weight of a processed product to its raw material. For example, an extraction rate of 72 for wheat means that 100 pounds of that wheat will produce 72 pounds of flour and 28 pounds of wheat byproducts. Varies according to the commodity and the crushing/milling facilities. See <i>Appendices</i> .
Fair average quality (FAQ)	A contractual term used in the grain trade regarding determination of quality of goods shipped. Upon discharge at destination, an average sample is drawn from the vessel which is compared with the FAQ standard of the country of origin for the month during which the bill of lading was issued. An unofficial, nonnumerical grade that does not specify characteristics such as moisture, protein content, or foreign material.
Fair share	A requirement of the P.L. 480 program that the United States should benefit equitably from any increase in commercial purchases of agricultural commodities by recipients of U.S. food aid.
Fair value	The reference against which U.S. purchase prices of imported merchandise are compared during an antidumping investigation. Generally expressed as the weighted average of the exporter's domestic market prices, or prices to third countries during the period of investigation.
Farm sale weight (FSW)	The weight of tobacco as it is sold by the grower after curing. Further conditioning is usually needed before it can be used.
Farrow	To give birth to a litter of pigs.
Federal Grain Inspection Service (FGIS)	A service and regulatory agency of the USDA, responsible for the establishment of official U.S. standards for grain, oilseeds, rice, and pulses, administration of these standards by official inspection personnel, and regulation and certification of the weighing of grain. All grain exported from the United States must be officially inspected and weighed by the FGIS.
Feed grains	Corn, sorghum, barley, and oats as well as feed wheat and feed rye. Also called coarse grains.
Fiberboard	A material made by compressing wood fibers into stiff sheets, usually with bonding agents or other materials added to increase strength or to achieve some other property. Major Producers: United States, Canada. Units: Thousand square feet. Products: Furniture, sheathing.
Fiber maturity	A quality characteristic of cotton which is a measure of the thickness of the fiber walls.

Fiber strength	A measure of cotton quality which shows how much weight the fiber can handle before breaking.
Filberts	Also called hazelnuts. Major Producers: United States, Turkey, Italy, Spain. Grades: Giant, Jumbo. Diseases: Crown rot, oak root fungus.
Firm offer	A definite offer, written or verbal, that cannot be canceled. Also called an irrevocable offer.
Flax	Fiber of the flax plant, from which linen is made. See also linseed. Major Producers: Argentina, Canada, India, Soviet Union, United States. Products: Linen; inedible, industrial linseed oil; linseed meal.
Flexible exchange rates	The uncontrolled, market-determined rate of exchange of a nation's currency.
Floating elevator	Mechanical device placed on a floating platform used for transferring grain between ships and barges.
Flour	Types: High and low protein. Major Producers: All major wheat producers or importers. Grades: Based on protein and extraction rates. Products: Bread, pastry, pasta.
Flue-curing	Most important method of curing tobacco in the United States, whereby heated air is run through the flues of the curing barn. Curing time takes about 5–7 days.
Fobbing	The physical handling of bulk grain from alongside an elevator. The bulk grain passes from a barge, railroad car, or truck, through an elevator, to a f.o.b. vessel, i.e., into a vessel tied up at the elevator's loading berth. Includes in-elevation, possible conditioning and blending, and out-elevation, to the end of the loading spout; it does not include stowage and trimming of the grain loaded to the vessel. Also refers to the cost of accomplishing the fobbing operation, not including storage.
Food Aid Convention	See <i>International Wheat Agreement</i> .
Food and Agriculture Organization of the United Nations (FAO)	A United Nations organization, founded in 1945, which aids less developed countries in agricultural production and distribution, food processing, nutrition, fisheries, and forestry.
Food for Peace Program	See <i>Agricultural Trade Development and Assistance Act of 1954</i> .

Food Safety and Inspection Service (FSIS)	USDA agency responsible for the inspection and certification of meat and poultry products to meet health and sanitary requirements for export from or import into the United States, as prescribed by the United States and the country of destination. Also responsible for the inspection of processing facilities in the United States and in countries that export to the United States.
Foot-and-mouth disease (FMD)	A viral disease of all cloven-footed animals characterized by ulcerations and sloughing of the epithelium of the mucous membranes. Rarely transmitted to humans, it can be spread by direct or indirect contact with an infected animal or by milk, meat, or slaughter byproducts of an infected animal. Because the disease is highly contagious, infected animals are usually destroyed. Trade in animals and meat products from areas with FMD is restricted. Also called hoof-and-mouth disease and aftosa.
Force majeure	An event, such as an earthquake or typhoon, which is outside the control of parties to a contract. A force majeure clause exempts the parties from their obligations under the contract if such an event occurs.
Foreign Agricultural Service (FAS)	The USDA agency responsible for facilitating exports of U.S. agricultural goods. Maintains a global network of agricultural officers as well as a Washington-based staff to analyze and disseminate information on world agriculture and trade, develop and expand export markets, and represent the agricultural trade policy interests of U.S. producers in multilateral forums. Also administers USDA's export credit and concessional sales programs.
Foreign Credit Insurance Association (FCIA)	An association of private insurance companies and the Export-Import Bank which provides export credit insurance for short- and medium-term transactions. Both political and commercial risks are covered.
Foreign exchange controls	Government limitations or restrictions on the use of certain types of currency, bank drafts, or other means of payment in order to regulate imports, exports, and the balance of payments.
Foreign material	A factor in grading commodities, the exact definition of which varies somewhat from commodity to commodity, generally defined as being waste material larger than dockage, or that which cannot be mechanically removed, i.e., via screens, sieves, etc.
Foreign trade zone	Special commercial and industrial areas in or near ports of entry where foreign and domestic merchandise, including raw materials, components, and finished goods, may be brought in without being subject to payment of customs duties. Merchandise brought into these zones may be stored, sold, exhibited, repacked, assembled, sorted, graded, cleaned, or otherwise manipulated before being reexported, or transferred into the national customs territory. Also called free trade zone.

Forward contracting	Cash transaction under which the buyer and seller agree on the delivery of a specified quality and quantity of a commodity at a specified future date. The price may be established beforehand or at delivery.
Forwarder	An agent who receives goods for transportation, delivers them to the carrier, and performs various services for the shipper. He is neither a consignor nor a carrier and is not paid for the transportation. Forwarding agents provide information to the shipper with regard to inland and ocean freight rates, insurance, and customs requirements. They issue shipping instructions, book freight, establish consular invoices and other shipping documents, arrange for storage, etc. Also called a freight forwarder or forwarding agent.
Fraudulent entry	Deception in the valuation or classification of goods at the time of entry and appraisal.
Free alongside ship (FAS)	A price quotation that includes all costs of transportation and delivery of the goods to the dock. The buyer is then responsible for having the goods loaded on board and shipped. See also <i>alongside</i> .
Freeboard marks	The lines and letters on a ship's sides indicating the maximum permissible load line in accordance with the International Loadline Convention (1930). Also called Plimsoll line.
Free in (FI)	Contract term which specifies that loading costs shall be paid by the buyer of the cargo and not by the charterer.
Free in and out (FIO)	Contract term which specifies that loading and unloading costs shall be paid by the buyer of the cargo and not by the charterer.
Free of particular average (f.p.a.)	See <i>marine insurance</i> .
Free on board (f.o.b.)	A price quotation that indicates that the seller assumes all responsibilities and costs for delivering the goods and loading them on a stated carrier at a specific location. For example, f.o.b. factory Detroit, f.o.b. cars New York, and f.o.b. ship Norfolk.
Free out (FO)	Contract term which specifies that unloading costs shall be paid by the buyer of the cargo and not by the charterer.
Free port	A port of entry and its surrounding localities into which foreign merchandise may be brought without being subject to the payment of customs duties. Examples of free ports are Gibraltar, the Canary Islands, Aden, and Manaus, Brazil.

Free stocks	Stocks of commodities available for purchase in commercial markets. Excludes any stocks held under government or private reserve programs.
Free trade	International trade unhampered by regulations and restrictions, including tariff and nontariff barriers.
Free trade area	A cooperative arrangement by a group of nations whereby trade barriers are removed among the members, but each may maintain its own trade regime with nonmember nations. The best example is the European Free Trade Association. For comparison, see <i>customs union</i> .
Free trade zone	See <i>foreign trade zone</i> .
Freight forwarder	See <i>forwarder</i> .
Fresh weight equivalent	The weight of processed fruits and vegetables converted to an equivalent weight of the fresh produce. Varies widely from season to season and among localities.
Friendly country	Under the P.L. 480 program, any country except those dominated or controlled by a Communist government. P.L. 480 agreements may be entered into only with friendly countries.
Full berth terms (FBT)	See <i>liner terms</i> .
Futures contract	An agreement between two people, one who sells and agrees to deliver, and one who buys and agrees to receive, a certain kind, quality, and quantity of product to be delivered during a specified delivery month at a specified price. Contracts are traded in organized markets called commodity futures exchanges.
Futures market	Any commodity exchange that trades in futures contracts.
Garbanzo bean	The dry, threshed seed of an Asiatic leguminous herb. Also known as chick pea. See also <i>beans</i> .
Garlic	European herb of the lily family, the bulb of which is used as flavoring. Major Producers: United States, Mexico, Guatemala, Chile, Argentina. Diseases: Blue mold rot, waxy breakdown, Aslo aspergillus, fusarium rot, gray mold rot. Products: Fresh, dehydrated.

Gate price	See <i>minimum import price</i> .
General Agreement on Tariffs and Trade (GATT)	A multilateral instrument, established in 1948, and subscribed to by 92 governments which together account for more than 80 percent of world trade. Its primary objective is to liberalize world trade and place it on a secure basis, thereby contributing to global economic growth and development. The only principal multilateral agreement that delineates rules for international trade, it provides a framework within which international trade negotiations are conducted and trade disputes resolved. See also <i>Agreement on Technical Barriers to Trade</i> and <i>multilateral trade negotiations</i> .
General cargo	Cargo which is composed of miscellaneous goods carried in units or small quantities which vary in weight, size, condition, nature, and class.
Generalized System of Preferences (GSP)	A framework under which developed countries give preferential tariff treatment to manufactured goods imported from certain developing countries. It is one element in a coordinated effort of the industrial trading nations to bring developing countries more fully into the international trading system. The U.S. scheme is a system of nonreciprocal tariff preferences for the benefit of these countries.
Generic commodity certificate	A dollar-denominated certificate issued by the Commodity Credit Corporation (CCC) which is redeemable for commodities held in inventory by the CCC. Frequently referred to as a payment-in-kind (PIK) certificate, the generic commodity certificate is used as payment for various USDA programs, is transferable, and contains an expiration date.
Germination	The percentage of seeds capable of producing normal seedlings under ordinarily favorable conditions.
Ghee	A clarified butter that remains when cow or buffalo milk butter is melted, boiled, and strained. Common in India.
Gilt	An immature female pig who has not yet had a litter of pigs. See also <i>farrow</i> .
Ginseng	An aromatic root valued in Asia as a medicine. Types: American, Asian. Major Producers: United States, Korea, China, Japan, Canada. Disease: Root rot. Products: Drinks, extracts, capsules.
Goats	Types: Milk (Alpine, Anglo-Nubian), meat (Nubian), fiber (Angora). Major Producers: North Africa, Middle East, India. Units: Head. Diseases: Coccidiosis, mastitis, blue-tongue. Products: Goatmeat, milk, hair, skin.

Grain	The seed or fruit of a cereal grass.
Grandfather clause	The General Agreement on Tariffs and Trade (GATT) provision that allows the original contracting parties not to apply general GATT obligations to domestic legislation which is inconsistent with GATT provisions, but which existed before the GATT was signed. Newer members may also “grandfather” domestic legislation if that is agreed to in negotiating the terms of their accession. See also <i>residual restriction</i> , <i>Section 22</i> , and <i>waiver</i> .
Grapefruit	Major Producers: United States, Israel, Cuba, Argentina, Cyprus. Diseases: Tristeza, canker, rot, fungi, viruses. Pests: Citrus mites, citrus scales, tropical fruit flies. Products: Segments, single strength and concentrated juice, pectin, essential oil, animal feed.
Grapes, table	Varieties: (European) Emperor, Flame Seedless, Ribier, Cardinal; (American and hybrids) Concord, Seneca, Delaware. Major Producers: European Community, United States, Canada, Mexico, Argentina, Chile, South Africa. Units: 22- to 23-pound lugs or cartons. Disease: Powdery mildew. Pests: Leafhoppers, leaf rollers, mites. Products: Juices, wines, jellies, jams.
Grease	Tallow or lard with a titre (melting point) generally below 40 degrees centigrade. May often contain some fat of vegetable origin if processed from restaurant grease.
Green rate of exchange	An administratively determined exchange rate, used by the European Community (EC) to convert agricultural prices from the European currency unit to the currencies of member countries. Established to ensure that farm prices remain uniform throughout the EC despite the devaluation or revaluation of individual currencies. Usually referred to as “green rates.” See also <i>monetary compensatory account</i> .
Green wood	Freshly sawed or undried wood.
Gross domestic product (GDP)	A measure of the market value of goods and services produced by the labor and property of a nation. Unlike gross national product, GDP excludes receipts from that nation’s business operations in foreign countries, as well as the share of reinvested earnings in foreign affiliates of domestic corporations.
Gross national product (GNP)	A measure of the market value of goods and services produced by the labor and property of a nation. Includes receipts from that nation’s business operations in foreign countries, as well as the share of reinvested earnings in foreign affiliates of domestic corporations. See also <i>gross domestic product</i> .

Groundnuts	See <i>peanuts</i> .
Ground truth	Data acquired from field observations, aerial photography, or other directly verifiable sources used to assist in satellite imagery analysis of agricultural production.
Harbor dues	The charges or dues assessed against a vessel, cargo, and passengers while in port.
Hardboard	A generic term for stiff panels manufactured from wood pulp, consolidated under heat and pressure to a minimum density of 31 pounds per cubic foot.
Hard currency	See <i>convertible currency</i> .
Hardwood	A botanical group of trees, generally broad-leafed and deciduous. Varieties: (Temperate) oak, maple, beech, birch, walnut; (tropical) mahogany, teak. Major Producers: United States, Malaysia, Indonesia. Products: Logs, lumber, flooring, veneer, plywood, ties.
Harmonized system (HS)	The new international classification system for goods, scheduled to be implemented by most major trading countries on January 1, 1988, which will be used for tariff classification, trade statistics and, eventually, transport documentation. Officially known as the Harmonized Commodity Description and Coding System, conversion was begun by the Customs Cooperation Council in 1970 as a replacement for the Customs Cooperation Council Nomenclature also known as the Brussels Tariff Nomenclature.
Hay	Grass mowed and cured for fodder. Varieties: Alfalfa, Sudan Grass, Timothy, Bermuda Grass, Prairie, Mixed, Wheat, Oats, Barley, Rye, Straw. Diseases: Leaf spot, black stem, bacterial wilt, phytophthora, root rot. Pests: Alfalfa weevils, clover leaf weevils, potato leafhoppers. Products: Cubes, pellets, meal, ground hay.
Hazelnuts	See <i>filberts</i> .
Hectare	A metric unit of area equal to 10,000 square meters or 2.471 acres.
Hedging	Taking a position in a futures market opposite to one's position in the cash market (i.e., as a buyer or seller) in order to minimize price risk. One hedges by buying or selling a futures contract as a temporary substitute for a cash transaction that will occur later (such as the eventual sale of one's crop). See also <i>arbitrage</i> .

Heifer	A young bovine female animal that usually has not given birth to offspring.
Hides and skins	Types: (Bovine) heavy native, light native, butt branded, packer hide, rawhide, splits, kipskin, croupon, butt, dry slated. Major Producers: United States, Soviet Union, Argentina, Brazil. Units: Pieces, usually by weight range. Grades: No. 1, 2, 3. Pests: Ticks, grubs, mange. Products: Leather, leather products.
High-quality beef (HQB)	Carcasses or any cuts from cattle not over 30 months of age, which have been fed for 100 days or more on at least 20 pounds per day of nutritionally balanced, high-energy feed containing no less than 70-percent grain. Major Producers: Primarily the United States as to definition above. Australia and Japan are secondary producers. Grades: USDA Prime or Choice grades automatically meet the definition of HQB.
Hog cholera	Highly contagious, frequently fatal viral disease of swine not transmissible to humans. Very similar to African swine fever.
Hogs	See <i>swine</i> .
Hogshead	A unit of capacity, usually a barrel or cask, used in liquid measure in the United States equal to 63 gallons or approximately 239 liters.
Hold	The interior of a ship or airplane used for carrying cargo.
Honey	Types: Clover, alfalfa, orange blossom, heather, rape. Major Producers: Soviet Union, China, United States, Mexico, Canada.
Honeydew	A sticky substance produced by aphids on the leaves of plants, sometimes found in cotton lint, which makes the cotton more difficult to process.
Honeydew melon	Major Producers: United States, Chile, Mexico. Units: 29- to 32-pound cartons. Diseases: Powdery mildew, viruses. Pests: Wireworms, cutworms, nematodes, cucumber beetles, aphids, mites.
Hops	A twining vine of the mulberry family, whose ripe dried flowers are added to beer and other malt liquors in the brewing process to impart the characteristic bitter flavor.

Horses	Types: Light horses (for racing or pleasure), ponies, draft horses. Classified according to size, build, and use. Major Producers: United States, United Kingdom, France, Australia, West Germany, China, Soviet Union. Units: Head. Diseases: Equine encephalitis, equine infectious anemia, equine piroplasmiasis, equine herpes virus of rhinopneumonitis, African horsesickness. Pests: Bot flies, itch mites, scab mites. Products: horsemeat, hide.
Hundredweight	A unit of weight in the U.S. equal to 100 pounds or approximately 45.36 kilograms. A unit of weight in the British Imperial system equal to 112 pounds or 50.8 kilograms. Abbreviated as cwt.
Hybrid	The first generation produced by breeding plants or animals of different varieties or species.
Ice clause	A standard clause in the chartering of ocean vessels, which dictates the course a vessel master may take if his ship is prevented from entering the loading or discharge port because of ice, or if his ship is threatened by ice while in such a port. The clause establishes rights and obligations of both vessel owner and charterer if these events occur.
Imagery	Generally refers to satellite image data products of all types, both photographic and digital, used in the analysis of agricultural production.
Impairment	See <i>nullification</i> .
Import substitution	A strategy which emphasizes the replacement of imports with domestically produced goods, rather than the production of goods for export.
In-berth	An expression used to refer to a vessel tied up to a location such as a wharf for loading or discharging cargo.
In-bond goods	Goods held or transported under customs control either until import duties or other charges are paid, or in order to avoid paying such duties or charges. For example, Canadian goods are transported in-bond through the United States for export to a third country to avoid paying United States customs duties. See also <i>bonded warehouse</i> .
Inconvertible currency	A currency that may not be exchanged without restrictions for another currency. See also <i>soft currency</i> .

Indicative price	The target price for certain commodities under the Common Agricultural Policy of the European Community. Also known as the “norm” price, it is fixed at a level considered sufficient to stabilize wholesale market prices, given the level of demand and the price of competing products.
Initial payment (IP)	In the context of the P.L. 480 program, a payment made by the recipient country at the time of delivery. See also <i>currency-use payment</i> .
Insulation board	Fiberboard with a density less than 31 pounds per cubic foot. Varieties: (Temperate) pine, Douglas fir; (tropical) balsa, sandlewood. Major Producers: United States, Canada. Units: Thousand square feet. Products: Sheathing, ceiling tile.
Inter-American Development Bank (IDB)	A regional financial institution established in 1959 to further the economic and social development of its 27 Latin American member countries.
Intermodalism	A system of containers with common handling characteristics, which allows for efficient handling by different types of carriers. For example, a container that can be attached to a truck bed and/or railcar and subsequently be loaded onto a ship deck for ocean transportation.
International Bank for Reconstruction and Development (IBRD)	Established in 1944 to help countries reconstruct their economies after World War II. The organization assists member countries by lending to governmental agencies, or by guaranteeing private loans for such projects as agricultural modernization or infrastructural development. Also known as the World Bank.
International Coffee Agreement (ICA)	An agreement signed by 67 countries, representing all of the world’s major exporters and importers of coffee. The United States is a party to the agreement.
International commodity agreement (ICA)	An undertaking by a group of countries to stabilize trade, supplies, and prices of a commodity for the benefit of participating countries. Agreements include one or more of three provisions: (1) a quota agreement among exporters; (2) a buffer stock system; and (3) a multilateral contract between exporters and importers.
International Dairy Arrangement (IDA)	An arrangement under the General Agreement on Tariffs and Trade signed by 18 countries, representing all major producers and exporters, with the objective of expanding and liberalizing world trade in dairy products by improving international cooperation. The United States withdrew from the agreement in 1985 because the European Community was violating a major objective of the IDA by selling butter and other basic dairy products at prices below the established minimum export prices.

International Finance Corporation (IFC)	A separately organized member of the World Bank, which encourages the flow of capital into private investment in developing countries. See also <i>International Bank for Reconstruction and Development</i> .
International Monetary Fund (IMF)	Established in 1946 to act as the banker of last resort for countries experiencing foreign exchange deficiencies, and to monitor currency exchange relationships among nations.
International Olive Oil Agreement (IOOA)	An agreement signed by 17 major exporters and importers with the objectives of ensuring fair competition, delivery of commodity in accordance with contract specifications, and the stabilization and development of olive oil markets. The United States is not a member.
International Sugar Agreement (ISA)	An agreement enacted in 1969 which seeks to stabilize international trade in sugar at equitable prices and to aid those countries whose economies are largely dependent on the production and export of sugar. The United States is not a member.
International Wheat Agreement (IWA)	An agreement entered into in order to stabilize trade in wheat and other grains. This agreement contains two conventions: the Wheat Trade Convention and the Food Aid Convention. The Wheat Trade Convention, signed by 60 countries including the United States, provides a forum for the periodic exchange of information among member countries on the world grain situation. The Food Aid Convention, signed by 11 countries, commits signatories to minimum annual food aid contributions of edible grains.
Inventories	Quantity of commodities on hand. Equivalent to stocks, this term is commonly used in counting livestock.
Invitation for bids	A public announcement of the intention to buy or sell commodities in accordance with terms specified at the time of the announcement. Terms usually include commodity specifications, terms of delivery and payment, the deadline for receipt of bids, and any other eligibility requirements.
Inward charges	Charges incurred by a ship or cargo when entering a port.
Jajoba	Edible, oil-producing seed of the jajoba shrub. Major Producers: United States, Mexico, Israel. Units: Hundredweight, metric tons. Products: Jajoba oil which is a liquid wax, a vegetable analog of sperm whale oil, and used for cosmetics and industrial purposes.
Karnal bunt	A fungal disease of wheat affecting the quality of the wheat kernel. Quarantines are imposed on wheat trade from affected areas.

Keelage	A duty charged for permitting a ship to enter and anchor in a port or harbor.
Kennedy Round	The sixth multilateral round of trade negotiations held under the General Agreement on Tariffs and Trade in 1963–1967.
Kiwifruit	The small, fuzzy fruit of a vine native to Asia. Variety: Hayward. Major Producers: New Zealand, United States, Italy, Australia, Greece. Diseases: Crown rot, stem scar infection.
Kobe-type separation	The temporary partitioning of the hold of a vessel to keep grains of different types or grades separated. Similar to natural separation, but partitioning is temporary.
LASH vessel	Lighter aboard ship. A vessel designed for quick turnaround to accommodate loaded barges that are floated through the rear of the vessel and secured internally.
Lake vessel, laker	U.S. and Canadian flag vessels operating within the Great Lakes and St. Lawrence seaway. Very similar to ocean-going vessels, but carrying capacity is limited by 27-foot draught in canal locks.
Laminated wood	An assembly made by bonding layers of veneer or lumber with an adhesive so that the grain of all laminations is essentially parallel.
Landing charges	The initial charges for landing imported goods, such as those for receiving goods from dockside vessels or from barges to lighters. They may also cover wharfage or delivery from the dock to land conveyance or warehouse.
Lard	Rendered fat of swine.
Laydays	A specific period in days allowed under the charter party for loading and unloading cargo (usually stated separately). Refers to the period of time during which the vessel must give notice of its readiness to load. The term “reversible laydays” refers to a fixed number of days for both loading and unloading.
Laytime	The time contractually allowed under a charter party for loading and/or unloading cargo. Used to compute demurrage and despatch.
Least developed developing country (LDDC)	A developing country with a lower level of per capita gross national product than that of a less developed country.

Leather	A hide or skin that has been chemically treated to prevent its natural decomposition. Types: Cabretta leather, Carpincho, chrome leather, Cordova leather, kid leather. Units: By weight or piece.
Lemons	Varieties: Eureka, Lisbon, Verna. Major Producers: United States, southern Europe, Argentina. Diseases: Tristeza, canker, rot, fungi, viruses. Pests: Citrus scales, citrus mites. Products: Juice, essential oil, peel, pectin.
Lentils	The dry, threshed seeds of a widely cultivated Eurasian annual leguminous plant. Types: Chilean, Persian, Mixed, Regular. Major Producers: United States, India, Syria, Turkey, Pakistan, Iran, Spain, Ethiopia, Soviet Union, Morocco, Canada. Grades: U.S. No. 1-2 and Sample Grade. Pests: Aphids, thrips, seed corn maggots, lygus bugs. Products: Decorticated lentils, soup.
Less developed country (LDC)	A country with low per capita gross national product. Terms such as third world, poor, developing nations, and underdeveloped have also been used to describe less developed countries.
Less than a carload lot (L.C.L.)	A quantity of bulk commodity less than the amount needed to fill a railroad car.
Less than a truckload lot (L.T.L.)	A quantity of bulk commodity less than the amount needed to fill a 40-foot truck trailer.
Letter of commitment	Under P.L. 480, a firm commitment by the Commodity Credit Corporation to reimburse a U.S. commercial bank for payments made or drafts accepted under letters of credit for the account of the approved foreign applicant.
Letter of credit (L/C)	A document issued on behalf of a buyer by a bank, giving the buyer the financial backing of the issuing bank. In a transaction, the bank's acceptance of drafts drawn under the letter of credit satisfies the seller and the seller's bank. The buyer and the accepting bank also have an agreement as to the payment of drafts as they are presented.
Lettuce	Varieties: Iceberg, Boston Butterleaf, Romaine. Major Producers: United States, Spain, Israel. Units: 36- to 45-pound cartons of 18-30 heads. Diseases: Mosaic, aster yellows, spotted wilt, big van, downy mildew, sclerotinia drop, damping-off. Pests: Cabbage loopers, cutworms, aphids, corn earworms, grasshoppers, tobacco budworms, army worms, dickets, leafhoppers, whiteflies.
Leukosis	A virus-produced form of cancer affecting cattle. Only a small percentage of animals that are positive to serological tests develop clinical signs. Disease causes trade restrictions in many countries.

Levy	See <i>tariff</i> .
Licensing	As defined by the multilateral trade negotiations, agreement on import licensing procedures (licensing code), the practice of requiring documentation (other than that required for customs purposes) for approval, as a prior condition for importation.
Licorice	A European legume, the root or root extract of which is used as flavoring. Varieties: <i>Violacea</i> (Persian), <i>Glandulifera</i> (Russian), <i>Typica</i> (Spanish). Major Producers: Soviet Union, China, Iraq, Iran, Turkey. Units: Solid extract sold in 5- and 12-kilogram blocks. Products: Natural root, sticks, extract, block juice, powder. Used to flavor tobacco, beverages, confectionery, and pharmaceuticals. About 90 percent of the licorice extract used in the United States is for flavoring tobacco products.
Light draft	The minimum depth of water needed by a vessel when without crew, fuel, cargo, or other loads.
Light dues	A toll, levied according to tonnage, against a vessel for the maintenance of lights, beacons, buoys, etc.
Lighten	To reduce a vessel's draft by lifting cargo from the vessel into lighters. Sometimes necessary to enable vessels with deep drafts to enter into shallow berths for further unloading. See also <i>topping off</i> .
Lighter	A barge, open or covered, used mostly in harbors and inland waterways to transport cargo between a vessel and the shore during loading or unloading.
Lighterage	A charge for conveyance of goods by lighters or barges in a harbor or between ship and shore.
Limes	Varieties: Mexican (<i>key</i>), Persian (<i>Tahiti</i>). Major Producers: Mexico, Brazil, Egypt, United States, Cuba. Diseases: <i>Tristeza</i> , canker, decline, rot, fungi, viruses. Pests: Citrus mites, citrus scales. Products: Juice, essential oil, peel.
Liner conference	An agreement among shippers who regularly serve a particular trade route to establish stable freight rates and to improve working conditions in that trade.
Liner discharge	Payment by the shipowner for unloading of cargo, including stevedore wages.

Liner status	The preference order of vessels waiting their turn to load or unload at a berth. Vessels customarily are taken into berth in chronological order according to when they tendered notice of readiness. Liners have preference over tramps, and tramps on demurrage have preference over other tramps. See also <i>line-up</i> .
Liner terms	An expression used in charter parties covering assessment of ocean freight rates, which implies that loading and unloading expenses will be paid by the shipowner. Expenses covered by the shipowner under liner terms include those incurred from the end of ship's tackle in port of loading to the end of ship's tackle in port of discharge. Also referred to as "full berth terms, FBT."
Line-up	A chronological list of vessels awaiting their turn to load or unload goods at port facilities. See also <i>liner status</i> .
Linseed	Seed of the flax plant. Also called flaxseed. Major Producers: Argentina, European Community, United States, Canada. Products: Linseed oil (an inedible, industrial oil), linseed meal.
Liveweight	The weight of an animal before it is slaughtered.
Lloyd's	An association of individual underwriters in London specializing in marine insurance and shipping news, and insuring for losses of almost every conceivable kind. Lloyd's publishes an annual information list of the seagoing vessels of all nations, called <i>Lloyd's Register</i> .
Loaded draft	The minimum depth of water a loaded ship needs in order to float freely. See also <i>draft</i> and <i>light draft</i> .
Loading in turn	The practice of loading vessels according to the order in which they have given their "notice of readiness to load." See also <i>laydays</i> and <i>liner status</i> .
Loading spout	The pipe which conveys bulk commodity from the elevator into the hold of a vessel, truck, or railroad car.
Loading tolerance	A contractual option to load amounts over or under the mean amount specified in the contract. In charter parties, it is customary to establish loading tolerances of 5 percent or 10 percent more or less than the mean amount. Loading tolerances are necessary because it is not possible to calculate the exact volume a cargo will occupy or its tonnage prior to loading. Because ocean freight is usually chartered with a loading tolerance, it is necessary to make commodity sales in the same manner. Also called "shipping tolerance."

Load line	A line on the hull of a merchant ship below which the vessel legally must not sink when loaded and in still water. Because the density of water, and therefore displacement, varies with temperature and salinity, there may be separate load lines for summer and winter, as well as for fresh water and seawater.
Loan rate	In the United States, the price per unit of commodity at which nonrecourse loans are made to farmers by USDA's Commodity Credit Corporation.
Local currency sale	A direct or P.L. 480 sale, made by the Commodity Credit Corporation, in which payment is made in the recipient country's currency.
Lomé Convention	A trade agreement between the European Community (EC) and the former African, Caribbean, and Pacific (ACP) colonies of the EC member states. The agreement covers some aid provisions as well as trade and tariff preferences for the ACP countries when shipping to the EC. It derives its name from the capital city of Togo, where the latest agreement was signed.
London interbank offered rate (LIBOR)	The interest rate that major international banks charge each other for large volume loans of Eurodollars (U.S. dollars on deposit outside of the United States).
Longshoreman	A worker who loads or unloads vessels. May be further divided into stevedores, who work on ships, and dockworkers, who work on shore.
Long ton	A measure of weight equal to 2,240 pounds or 1,016 kilograms. See also <i>metric ton</i> and <i>short ton</i> .
Lumber	A wood product which has been sawed, planed, sanded, resawed, or crosscut, but not further manufactured. Types: Hardwood, softwood. Major Producers: United States, Canada, Soviet Union, Sweden, Finland. Units: Thousand board feet. Grades: Based on the absence of knots and other defects. Products: Flooring, siding, ties, planks, lath construction boards, timbers, trim.
Lump freight	A gross sum to be paid for the use of all or part of a vessel.
Lupulin	A fine, yellow, resinous powder in hops, valuable in preserving and flavoring beer and other malt liquors.
Macadamia nuts	Major Producers: Australia, United States (Hawaii), Central America. Diseases: Root and trunk rot, blossom blight, water mold fungus. Pests: Koa seed worms, litchi fruit moths, mites.

Maize	See <i>corn</i> .
Mangoes	Tropical fruit borne by an evergreen tree of the sumac family. Major Producers: United States, Mexico, West Indies, Central America, India, Australia. Units: 10- and 14-pound cartons. Disease: Anthracnose. Pests: Scales, fruit flies.
Manifest	A list of passengers or an invoice of cargo.
Marine insurance	A contract whereby one party (an insurance firm) guarantees another party (the owner, purchaser, or shipper) with an interest in specific goods against financial loss due to the loss of or damage to those goods while in transit from one destination to another. There are two types of marine insurance: an open policy, used when the trader regularly exports or imports, covering all shipments of the trader; and a special policy, used when the seller has only an occasional shipment, or must supply evidence of insurance to banks or buyers. There are two types of coverage available in marine insurance: free of particular average (FPA) and with particular average (WPA) coverage. The FPA coverage is the minimum coverage in general use for shipment of commodities, covering (a) a total loss of goods shipped (American and English conditions) or (b) a partial loss of goods occurring after the vessel is stranded, sunk, burnt, or involved in a collision (English conditions only). WPA coverage includes that afforded under FPA, as well as seawater damage. Neither FPA nor WPA coverage normally extends to damage caused by pilferage, hot engine bulkhead, odor from other cargoes, etc., although WPA coverage can be written with a rider to include coverage against losses due to pilferage. See also <i>all risk insurance</i> .
Marine leg	A mechanical device, usually part of a grain elevator's equipment, placed in the hold of a vessel in order to transport bulk grain from the hold to the elevator.
Market access	The extent to which a country permits imports. Can be restricted through use of a variety of tariff and nontariff barriers.
Marketing loan	In the United States, a modification of the nonrecourse loan, whereby a commodity loan is given to producers based on the loan rate for a particular commodity. The loan is repaid at the market price at the time of repayment or the original loan rate, whichever is lower. For example, if a nonrecourse loan with wheat as collateral is given at the rate of \$2.40 per bushel, and the market price for wheat at the time of repayment is \$2.20 per bushel, the loan is repaid at \$2.20 per bushel. If the market price rises above the loan rate (e.g., to \$2.60 per bushel), the loan is repaid at the loan rate.

Marketing order	In the United States, a mechanism for regulating commodity quality and/or supply, thus stabilizing price. Agreed to and operated by commodity producers and shippers, marketing orders are in effect for milk products and many fruits and vegetables.
Marketing year	The 12-month period beginning just after harvest during which a commodity may be sold domestically, exported, or put into reserve stocks. Varies by country and commodity, and differs from crop year, which is the year in which a crop is harvested. See <i>Appendices</i> .
Meal	The coarsely ground and unsifted grains of a cereal grass; the solid residue left after extracting oil from oilseeds.
Measurement ton	A measure of volume generally equal to 40 cubic feet (1 cubic meter). Also known as cargo or freight ton.
Meat Import Law	U.S. law, enacted in 1964 and amended in 1979, which provides for the imposition of import quotas if imports of certain meat products exceed the trigger level. Fresh, chilled, and frozen meat of cattle, sheep (except lamb), and goats, as well as certain prepared and preserved beef and veal products, come under the law.
Meslin	Ancestor of modern wheat varieties.
Metric ton	A measure of weight equal to 2,204.6 pounds or 1,000 kilograms. See also <i>long ton</i> and <i>short ton</i> .
Micronaire	A measure of the fineness of cotton fiber.
Milk	Types: Fluid, canned, dry. Major Producers: Soviet Union, United States, Europe, India. Units: Hundredweight, gallons, liters. Grades: Grade A. Products: Fluid, canned, condensed, and evaporated milk, cream, yogurt, cheese, butter and butter-oil, dried milk casein, whey, buttermilk, sour milk and cream, ice cream.
Millet	Any of various small-seeded annual cereal and forage grasses. Major Producers: Soviet Union, Nigeria, India, China. Units: Metric tons, 38-pound bushels. Grades: No current standards. Diseases: Smut, ergot. Products: Cereal, feed, confections.
Milo	U.S. term for grain sorghum. Varieties: Standard, White, Dwarf, Dwarf White. See also <i>sorghum</i> .

Minimum import price (MIP)	A measure used by the European Community whereby imports priced at less than the MIP are charged a tax equal to the difference or may be subject to quantitative restrictions.
Minimum valuation	For tariff purposes, the lowest valuation of an item against which tariffs are levied. Items below that value are assessed as if they were of the minimum valuation.
Mixing regulation	A requirement in some countries that products sold domestically contain a designated portion of domestically produced materials.
Mohair	The fiber produced by Angora goats. Types: Tight or spiral lock, flat lock, fluffy fleece. Major Producers: South Africa, Turkey, United States. Grades: Based on average fiber diameter (usually 23–43 microns) and fiber diameter dispersion. Pests: Lice, predators. Products: Specialty yarns and textiles usually blended with other materials such as wools or synthetics.
Monetary compensatory account (MCA)	A tax or subsidy applied to goods traded between members of the European Community. Introduced to avoid possible disruptions in trade flows caused by support price differentials brought about by differing green rates of exchange. For a member state whose green rate is below the market rate, the MCA applies as a levy on imports and a subsidy on exports; for a member state whose green rate is above the market rate, it has the opposite effect.
Moor	To secure a vessel by means of chains or ropes which are made fast to anchors, anchored buoys, or a pier.
Moorage	The charge for mooring vessels to piles at the shore or wharf.
Most-favored-nation (MFN) treatment	A commitment that a country will extend to another country the lowest tariff rates it applies to any third country. A country is under no obligation to extend MFN treatment to another country, unless they are both contracting parties to the General Agreement on Tariffs and Trade, or unless MFN treatment is specified in an agreement between them.
Multi-fiber arrangement (MFA)	An international compact that allows contracting parties to apply quantitative restrictions on textile imports (which normally would be considered contrary to the General Agreement on Tariffs and Trade provisions) when the importing country considers them necessary to prevent market disruption. The MFA provides that such restrictions should not reduce imports to levels below those attained during the preceding year.

Multilateral safeguard	A provision of the General Agreement on Tariffs and Trade (Article XIX), which permits a country to withdraw or modify earlier concessions by imposing new import restrictions, if it can establish that a product is "being imported in such increased quantities as to cause or threaten serious injury to domestic producers," and to keep such restrictions in effect "for such time as may be necessary to prevent or remedy such injury."
Multilateral trade negotiations (MTN)	A descriptive term which is applied to any of the eight rounds of negotiations held under the auspices of the General Agreement on Tariffs and Trade since 1947. See also <i>Agreement on Technical Barriers to Trade</i> .
Multi-tier system	The existence of two or more effective exchange rates. Also referred to as a "dual exchange rate system."
Mushrooms	Major Producers: United States, China, France, the Netherlands, Spain, Taiwan. Diseases: Fungi, viruses, bacteria. Pests: Flies, mites, springtails, eelworms.
Mustard seed	Seed of plants in the mustard family. Major Producers: India, Pakistan. Products: Mustard powder, edible mustard oil, mustard meal (toxic).
National Advisory Council on International Monetary and Financial Policies (NAC)	A U.S. Government interdepartmental committee that coordinates the policies of all Government agencies to the extent that they make foreign loans or engage in foreign monetary transactions, including P.L. 480 agreements.
Natural separation	The loading of different qualities or types of grain into separate compartments of a vessel's hold, so that intermingling cannot occur during shipment.
Naval stores	The oils, resins, tars, and pitches extracted from trees (mainly species of pine).
Nectarines	A smooth-skinned fruit similar to the peach. Major Producers: United States, Canada, Mexico, European Community, Argentina, Australia, Chile. Diseases: Peach leaf curl, brown rot. Pests: Oriental fruit moths.
Newcastle disease	A highly contagious viral disease of poultry, characterized by respiratory and nervous disorders. Trade in live birds and poultry products from affected areas may be restricted.
Newly industrialized country (NIC)	A country, previously considered less developed, which has achieved a significant level of economic development, largely through heavy industrialization. Examples include South Korea, Taiwan, and Brazil.

Nonfat dry milk (NDM)	Dried skim milk containing no more than 1.5 percent fat and 5 percent moisture. Includes buttermilk powder but not whey powder. Also abbreviated NFDM or SMP (skim milk powder).
Nonrecourse loan	In the United States, a loan made to a farmer by USDA's Commodity Credit Corporation (CCC) using a quantity of the commodity produced as collateral at a given rate (the loan rate) per unit of the commodity. The farmer may elect to repay the loan plus accrued interest within a specified period of time, or default on the loan, in which case ownership of the commodity passes to the CCC, thereby fully satisfying the loan obligation. The latter action is taken if current market prices are at or below the loan rate. Thus, in effect, the loan rate serves as a floor or minimum price to the farmer for the commodity. See also <i>marketing loan</i> .
Nontariff barrier (NTB)	Any restriction, charge, or policy, other than traditional customs duties, which limits the access of imported goods. May result from government or private sector actions. Examples include quantitative restrictions (quotas), licensing, domestic support programs, labeling and health standards, and exclusive business practices.
Nonvessel operating common carrier (NVOCC)	Cargo consolidator of small shipments in ocean trade, generally arranging for or performing containerization functions at the port.
Nullification	The partial or total loss of a benefit that was negotiated between General Agreement on Tariffs and Trade contracting parties, due to an action, policy, or lack of action by one of the parties. Also called impairment.
Oats	Major Producers: Soviet Union, United States, Canada, European Community. Units: Metric tons, 32-pound bushels. Grades: U.S. No. 1–4 and Sample Grade. Diseases: Smut, rust, ergot. Products: Cereal, feed, confections.
Ocean freight differential	In general, the difference in freight costs between two carriers or destinations. In the context of the P.L. 480 program, refers to the amount by which the ocean freight for the portion of commodities required to be carried on U.S. flag vessels exceeds the cost of carrying the same amount on foreign flag vessels. Under P.L. 480, paid by USDA's Commodity Credit Corporation.
Offal	Edible or inedible meat from organs (liver, kidney, etc.) or from parts of the thoracic and abdominal cavities of animals.
Offer	See <i>bid</i> .

Offset requirement	A form of countertrade whereby an importing country requires an exporter to purchase a specific amount of locally produced goods or services from the importing country. Alternatively, the exporter may be required to establish manufacturing facilities in the importing country.
Oil cake	See <i>oilseed meal</i> .
Oil palm	An African palm cultivated for its clustered fruit whose flesh and seeds yield palm oil. Major Producers: Malaysia, Indonesia, West Africa, China. Units: Fresh-fruit bunches of 20–30 kilograms. Products: Palm oil, palm olein, palm stearin, palm fatty acids.
Oilseed	A seed or crop grown largely for its oil.
Oilseed meal	The solid residue left after extracting oil from seeds. Used as food for livestock.
Olein	The liquid portion of palm oil; stearin is the solid portion.
Olives	Types: Spanish-style (green) or California-style (black). Major Producers: Italy, Greece, Spain, Tunisia. Disease: Fungi. Pests: Scales, Dacus olive flies. Product: Edible oil.
Onions	Major Producers: United States, Canada, Japan, Korea, Italy. Diseases: Bacterial soft rot, gray mold rot, fusarium bulb rot, black mold rot, blue mold, white rot, smudge. Pests: Onion thrips, onion maggots. Products: Fresh, dehydrated, powdered.
Open policy	See <i>marine insurance</i> .
Oranges	Varieties: Sweet and bitter. Major Producers: United States, Brazil, Spain, Italy, Egypt, Mexico, Israel, Morocco. Diseases: Tristeza, canker, decline, fungi, viral rot. Pests: Citrus scales, citrus mites, tropical fruit flies. Products: Beverage bases, peel, pectin, essential oil, animal feed.
Orderly marketing agreement	An agreement between governments by which one government limits its exports to the other. Similar to a voluntary export restriction agreement or a voluntary restraint agreement. Used to prevent injury to domestic industries.

Oregano	A perennial mint used as a seasoning. Also known as wild marjoram and organy. Types: European, Mexican. Major Producers: Mexico, Greece, Turkey. Grades: Type I (whole), Type II (ground), Type III (ground, coarse).
Organization for Economic Cooperation and Development (OECD)	Established in December 1960 by the United States, Canada, and members of the Organization for European Economic Cooperation to study and discuss trade and related matters. Members include the United States, Canada, the European Community, the European Free Trade Association countries, Australia, New Zealand, Japan, and Turkey.
Organization of African Unity (OAU)	Founded in 1963 to promote self-government, respect for territorial boundaries, and social progress. Members include all independent countries in Africa except the Republic of South Africa.
Organization of American States (OAS)	A regional organization established in 1948 to determine political, defense, economic, and social policies for the Inter-American system. The main activities carried on by the OAS relate to the peaceful settlement of disputes, common action against aggression, and economic and social collaboration among members. Members include the United States, Mexico, and most Central American, South American, and Caribbean nations.
Oriented strandboard (OSB)	See <i>particleboard</i> .
Overage	Excess in quantity of goods delivered, as against quantity shipped from origin.
Over-age vessel	A ship that is subject to higher than normal marine insurance premiums due to its age.
Overseas Private Investment Corporation (OPIC)	U.S. Government agency which assists U.S. investors in making profitable investments in developing countries while encouraging projects which enhance the social and economic development in that country.
Package cargo	Cargo in boxes, barrels, crates, bales, or other containers, as opposed to bulk or loose cargo.
Pallet	A small wooden platform on which cargo is stored for ease of loading and unloading. Cargo shipped on pallets is referred to as palletized cargo.
Palm kernel	Seed of the oil palm. Major Producers: Malaysia, Nigeria, Brazil, Indonesia. Products: Palm kernel oil (used in baking and industry), palm kernel meal.

Palm oil	Edible oil extracted from the fruit of the oil palm. Major Producers: Malaysia, Indonesia, West Africa. Grades: Crude palm oil (CPO), refined, bleached, deodorized (RBD) palm oil.
Papain	A proteinase in the juice of unripe papaya fruit. Major Producers: Uganda, Zaire, Tanzania, Sri Lanka, India. Units: 14-kilogram canisters, 50-kilogram bags, 20- to 25-kilogram drums. Grades: White No. 1, Extra White (ovendried), Brown No. 2 (sundried). Diseases: Viruses, fungus rot, powdery mildew. Pests: Papaya webworms, papaya fruit flies, papaya whiteflies. Products: Meat tenderizer, stabilizer in beer, pharmaceutical products.
Papaya	Fruit-bearing giant herb grown in tropics. Major Producers: United States, Mexico, Brazil, Philippines, Indonesia, India, Zaire. Diseases: Viruses, fungus rot, powdery mildew. Pests: Papaya webworms, papaya fruit flies, papaya whiteflies. Products: Juice, papain.
Particleboard	A panel product made from wood waste (sawdust, planer shavings, etc.) and wood chips. Varieties: (Temperate) pine, Douglas fir, cedar; (tropical) balsa, sandlewood. Major Producers: United States, Canada, European Community. Units: Thousand square feet. Products: Waferboard, oriented strandboard, flooring, roofing, sheathing, furniture.
Peaches	Major Producers: United States, Canada, Mexico, European Community, Argentina, Australia, Chile. Units: 22- to 38-pound lugs, crates, or cartons. Diseases: Peach leaf curl, brown rot. Pests: Oriental fruit moths, plum curculios.
Peanuts	Also called groundnuts. Major Producers: India, China, United States, Brazil, Senegal, Indonesia. Products: Edible peanut oil, peanut meal.
Pears	Major Producers: United States, Canada, Mexico, Europe, Argentina, Australia, Chile. Diseases: Scab, fireblight. Pests: Codling moths, mites, pear slugs.
Peas	Types: Smooth green, smooth yellow, Austrian winter, wrinkled, mixed. Major Producers: United States, Canada, Soviet Union, China, India, Pakistan, Australia, France, United Kingdom, Ethiopia, Hungary, New Zealand. Grades: U.S. No. 1-3 and Sample Grade. Diseases: Root rot, ascochyta, white mold, fusarium wilt. Pests: Weevils, pea aphids. Products: Whole and split peas, flour, chips.
Pecans	Varieties: Caddo, Cherokee, Cheyenne, Choctaw, Mohawk. Major Producers: United States, Mexico, Australia, Brazil, South Africa. Diseases: Powdery mildew, pecan scab. Pests: Hickory shuckworms, pecan weevils, aphids, spittlebugs.

Pectin	A gelatinous, water-soluble substance found in ripe fruits, which causes jam or jelly to set.
Pepper, bell	Variety: California Wonder. Major Producers: United States, Mexico. Diseases: Damping-off, blue mold, bacterial spot, frog-eye leaf spot, southern blight, phytophthora, blight, anthracnose, ripe rot. Pests: Aphids, artworms, flea beetles, hornworms, pepper weevils, pepper maggots, leafminers.
Pepper, black	Major Producers: India, Brazil, Malaysia, Indonesia. Grades: Type I (whole), Type II (ground). Disease: Root rot. Product: Spice.
Peppermint	Varieties: Piperita (United States), Arvensis (China, Paraguay, Brazil). Disease: Wilt. Pests: Flea beetles. Product: An edible oil used as a flavoring.
Performance bond	A guaranty in favor of the buyer, made by the firm to whom a contract has been awarded, to insure that the firm executes the contract. A percentage (usually 2 to 5 percent) of the value of the contract or a fixed dollar amount per ton, may be in the form of a letter of credit or a check.
Phytosanitary certificate	A document issued by a government to an exporter which certifies that the commodity is free from pests or disease, in accordance with the importing country's standards.
Piggy-back	The commercial hauling of truck trailers on railroad flatcars.
Pilot	A person qualified to steer ships through difficult waters and whose services are often required to navigate into or out of particular harbors.
Pimento	A bell pepper which usually is canned in brine and used as a condiment. Major Producers: Spain, United States.
Pistachio	The edible seed of a tree in the sumac family. Major Producers: Turkey, Iran, Italy, United States. Diseases: Powdery mildew, oak root fungus. Pests: Mites.
Plimsoll line	See <i>freeboard marks</i> .
Plums	Major Producers: United States, Canada, European Community, Australia, Chile, South Africa. Units: 28- to 30-pound lugs or cartons, 24- to 32-pound, 4-basket crates. Diseases: Brown rot, leaf spot. Pests: Plum curculios.

Plywood	A wood product comprised of sheets of veneers glued together to provide strength and rigidity.
Port authority	The entity whose duty it is to construct, manage, maintain, and improve a port. Ports may be administered by states, municipalities, statutory trusts, private or corporate entities. Also known as harbor authority, harbor board, port trust, or port commission.
Port charges	Fees assessed against a vessel, cargo, and passengers while in port. Include harbor dues, tariff charges, wharfage, towage, etc.
Potatoes	Varieties: Russet, Round White, Red, Yellow. Major Producers: United States, Canada. Units: 50-pound bags, 165-pound barrels. Diseases: Late blight, leaf roll, verticillium. Pests: Nematodes.
Poultry	Types: Chickens, turkeys, ducks, geese, guinea fowl. Major Producers: United States, Soviet Union, Brazil, Japan, Hungary, France. Grades: U.S. Grade A, U.S. Grade B, U.S. Grade C. Diseases: Pullorum, fowl typhoid, fowl pest, paratyphoid, coccidiosis, fowl cholera, Newcastle disease, Marek's disease. Products: Meat, eggs, feathers.
Price discrimination	The practice of offering different terms to different buyers or sellers for the same product, through market segmentation.
Price fixing	An agreement among buyers or sellers to set the price of their product at a certain level, generally to reduce competition. Illegal in the United States under the Sherman Antitrust Act.
Price support	Governmental actions or programs designed to strengthen prices that farmers receive for their commodities. Price support mechanisms include loans, direct purchases, and other payments. Commodities supported in the United States include wheat, corn, grain sorghum, barley, oats, rye, rice, soybeans, peanuts, tobacco, certain dairy products, wool, mohair, and sugar.
Price umbrella	The concept that agricultural price supports tend to hold world prices of the supported commodities at high levels, which stimulates production in other countries.

Principal supplier	The country that is the most important source of a particular product imported by another country. In negotiations conducted under the General Agreement on Tariffs and Trade, a country offering to reduce import duties or other barriers on a particular item generally expects the principal supplier of the imported item to offer, in exchange, to reduce restrictions on another item. Both countries then automatically grant the same concession to all other countries to which they have agreed to accord most-favored-nation treatment.
Prior import deposits	A requirement in some countries that importers seeking import licenses deposit local funds with the central bank, often up to 100 percent of the value of the imported goods.
Private voluntary organization (PVO)	A nongovernment, nonprofit institution that provides economic and social assistance to countries or people in need. May operate development assistance programs and play an important role in distributing U.S. food aid under the P.L. 480, Title II, program, including emergency relief.
Product differentiation	A form of nonprice competition by which firms attempt to persuade consumers that their product is better than that of their rivals. May focus on differences in quality, packaging, credit arrangements, or supply reliability.
Product weight	The weight of a product as it is sold at the retail level. In the meat trade, is differentiated from carcass weight equivalent, and may or may not include the weight of bone, fat, or additional water.
Program commodity	See <i>price support</i> .
Protectionism	The use of tariff or nontariff barriers and subsidies to shield domestic producers from foreign competition. Hampers the operation of comparative advantage and fosters inefficient domestic production.
Prune	A dried plum. Major Producers: United States, Argentina, Australia, Chile, France, southeast Europe. Grades: Based on prune counts from 15–20 to 100–120 per pound. Diseases: Brown rot, rust. Pests: Sawflies, aphids, leaf-eating caterpillars, red plum maggots, red spiders.
Public Law 480	See <i>Agricultural Trade Development and Assistance Act of 1954</i> .
Pulses	The edible seeds of various leguminous crops such as peas, beans, and lentils.

Purchase authorization (PA)	In the context of P.L. 480, a document which authorizes the importing government to procure commodities and, in certain instances, ocean freight. Specifies the grade and type, approximate quantity, and maximum value of the commodities. Also states the timespan for their purchase and delivery, method of financing, and other provisions and limitations.
Pyrethrum	Any of several chrysanthemum species sold in extract, powder, or dried flower form. Used in insecticide products. Major Producers: Kenya, Tanzania, Rwanda, Zaire, Ecuador, Papua New Guinea. Units: Drums, usually containing 25-percent pyrethrius strength.
Quantitative restriction (QR)	Limitation on the quantity or value of a product that may be permitted to enter or leave a country. Includes quotas, embargoes, restrictive licensing, and other means of limiting imports.
Quarantine	Any restriction, including total ban, on the entry or departure of cargo or persons to prevent the transmission of pests or diseases.
Quay	The landing place at which ocean-going vessels load or unload cargo; a wharf or pier.
Quince	A hard, yellowish, acidic fruit of an Asiatic tree in the rose family. Units: 40-pound bushels, 22-pound trays, lugs, or cartons.
Quintal	A measure of weight in the metric system equal to 100 kilograms, or 220.46 pounds. One-tenth of a metric ton.
Quota	A kind of quantitative restriction which limits the value or volume of imports or exports of specific goods. May be specified as an absolute limit (e.g., 5,000 tons) or change from year to year as the domestic supply and demand situation changes.
Raisin	A dried grape. Varieties: Thompson seedless, Muscat. Major Producers: United States, Australia, Greece, South Africa, Turkey, Afghanistan. Pests: Raisin moths, Indian meal moths, dried-fruit beetles, saw-toothed grain beetles.
Rape	European herb of the mustard family, grown as a forage crop and for its oil-producing seeds. Called Canola in Canada. Major Producers: Canada, European Community, China, India. Products: Edible rapeseed oil, rapeseed meal.

Raspberries	Types: Red and Black. Major Producers: United States, Canada, Europe. Units: 5- to 7-pound cartons containing 12 1/2-pint trays. Diseases: Oak root fungus, powdery mildew. Pests: Aphids, mites.
Ready-to-cook (RTC)	Dressed poultry, without feathers, head, feet, and most internal organs. Includes neck and giblets.
Reciprocity	The reduction of a country's import duties or other trade restraints in return for trade concessions from another country. See also <i>most-favored-nation treatment</i> .
Reefer	A refrigerated boxcar, truck, or ship.
Reexport	Export of imported goods or commodities without substantial processing or transformation. See also <i>entrepot</i> , <i>foreign trade zone</i> , and <i>transshipment</i> .
Reference price	The minimum import price for certain farm products under the European Community's (EC) Common Agricultural Policy. Normally based on an average of EC market or producer prices over a given period. Specifically refers to a commodity of a prescribed quality which may be supported by intervention measures.
Regular service	The scheduled sailings provided by steamship lines.
Remote sensing	Refers to the acquisition of information, usually by satellite, through the use of infrared and other sensing apparatus. Used to assess crop development in remote areas and to obtain information on planting, harvesting, water supplies, deforestation, changes in farm-related cultural practices, and soil and plant moisture conditions.
Render	To extract fat or oil from livestock or poultry by melting down or reprocessing meat, bone, feathers, or other byproducts.
Reserves	See <i>buffer stock</i> , <i>carryover</i> , and <i>Commodity Credit Corporation</i> .
Residual restriction	A quantitative restriction that is permissible under the General Agreement on Tariffs and Trade due to its existence prior to a country becoming a contracting party.
Restitution	See <i>export restitution</i> .

Rice	Varieties: Indica, Japonica, Basmati, glutinous. Major Producers: United States, Thailand, China, India, Indonesia, Burma. Grades and classes: U.S. No. 1–6 and Sample Grade, long-grain, medium-grain, short-grain, and mixed rough rice; U.S. No. 1–5 and Sample Grade, long-grain, medium-grain, short-grain, and mixed brown rice for processing; U.S. No. 1–6 and Sample Grade, long-grain, medium-grain, short-grain, and mixed milled rice; U.S. No. 1–5 and Sample Grade, second head, screenings, and brewers milled rice. Pests: Stinkbugs, water weevils. Products: Milled rice, bakery products, beer, wine.
Rinderpest	A usually fatal viral disease of ruminants usually characterized by profuse diarrhea. It is spread through contact with an infected animal but is not transmitted to humans.
Rollback	A term associated with the General Agreement on Tariffs and Trade (GATT) Ministerial Declaration issued at Punta del Este, Uruguay, in 1986 which set the agenda for the Uruguay Round of GATT multilateral trade negotiations. Refers to an agreement among participants to dismantle all trade-restrictive or distorting measures that are inconsistent with the provisions of the GATT. Such measures shall be phased out or brought into conformity within an agreed timeframe, no later than by the formal completion of the negotiations. The rollback agreement is accompanied by a commitment to “standstill” on existing trade-restrictive measures.
Roll-on/Roll-off (RO/RO)	A term applied to ships which are outfitted so that containers can be driven on or off without the use of special cranes.
Rot	Any of various bacterial or fungal diseases marked by the breakdown of plant tissue. Shipments of agricultural products affected by rot are generally rejected.
Roundwood	Any wood removed from the forest. Types: Softwood, hardwood. Major Producers: United States, Canada, Soviet Union, Sweden, France, China, India. Units: Thousand board feet. Grades: (Logs) sawlogs, veneer logs, core stock. Disease: Oak wilt (logs). Products: Sawlogs, poles, piles and pitprops, pulpwood, veneer logs.
Running bales	An actual count of cotton bales in a lot, usually 500–520 pounds, which is generally converted to 480-pound statistical bales.
Rust	Any of various fungal diseases of grains and legumes, causing defoliation and characterized by reddish-brown lesions. Quarantines are imposed on trade from affected areas.
Rye	Major Producers: Poland, Soviet Union, East Germany, West Germany. Units: Metric tons, 56-pound bushels. Grades: U.S. No. 1–4 and Sample Grade. Diseases: Ergot, smut, various rusts. Pests: Weevils. Products: Bread, flour, feed, distilled spirits.

Safflower seed	Major Producers: China, India, United States, Egypt. Product: Edible safflower oil.
Sawnwood	Various wood products sawn or chipped lengthwise on at least two parallel sides, of a thickness exceeding 6 millimeters.
Schedule B	The official U.S. schedule of commodity classifications used in reporting export shipments from the United States. It contains approximately 4,000 7-digit classifications, with a numbering system based on the "Tariff Schedules of the United States, Annotated," which is used for classifying goods imported into the United States.
Seasoning	The process of removing moisture from green wood.
Section 22	A provision of the U.S. Agricultural Adjustment Act of 1933, as amended, that authorizes the imposition of quotas or fees on imports of commodities when these measures are necessary to prevent imports from interfering with the operation of U.S. support programs on the products involved. For 1986, import fees were authorized for sugar, and quotas were authorized for peanuts, cotton, dairy products, and certain sugar-containing products. See also <i>waiver</i> .
Section 201	A provision of the U.S. Trade Act of 1974, as amended, which empowers the President to raise import duties or impose import restrictions on goods entering the United States which injure or threaten to injure domestic industries producing like goods. The U.S. analog to Article XIX of the General Agreement on Tariffs and Trade, this provision is intended to provide relief from injurious competition when temporary protection will enable the domestic industry to make adjustments to meet this competition.
Section 301	A provision of the U.S. Trade Act of 1974, as amended, which empowers the President to take all appropriate action, including retaliation, to obtain the removal of any act, policy, or practice of a foreign government which violates an international agreement or is unjustified, unreasonable, or discriminatory, and which burdens or restricts U.S. commerce.
Seed, certified	Seed which has been determined by an official seed certifying agency to conform to standards of genetic purity and identity as to variety. Phytosanitary or quality certificates are independent of the seed certifying process.
Seed, pure live	The percentage of seeds in a lot, which can be expected to be both pure and live (i.e., will germinate). Determined by multiplying the percentage of pure seed by the percentage of viable seed and dividing by 100.

Seed, treated	Seed given an application of a substance or subjected to a process designed to control disease organisms, insects, or other pests.
Self-trimming vessel	A vessel designed so that bulk cargoes can flow freely into holds to ensure that the cargo fills the holds completely and will not shift.
Self-unloading vessel	A bulk-carrying vessel equipped with cargo-handling machinery which makes it independent of shore labor and equipment in discharging the cargo.
Semen	The impregnating fluid of male animals that contains spermatozoa. In livestock trade, usually shipped frozen in straws, each containing enough semen to breed one female. See also <i>artificial insemination</i> .
Separation	The temporary physical separation of bulk grains of different classes within a given compartment of a ship. See also <i>kobe-type separation</i> and <i>natural separation</i> .
Sesame	East Indian herb. Major Producers: India, China, Mexico, Japan. Products: Confectionery seed, edible sesame oil, sesame oilmeal.
Sheep	Types: Major wool breed is Rambouillet; major meat breeds are Hampshire, South-down, Dorset, Shropshire, Suffolk. Major Producers: Australia, Soviet Union, New Zealand, India, Turkey. Units: Head. Diseases: Coccidiosis, clostridiosis, mastitis. Products: Lamb, mutton, wool.
Shifting boards	Loose plankings in the holds of vessels carrying bulk grains used to prevent cargo from shifting and endangering the vessel's stability. See also <i>self-trimming vessel</i> .
Shipment	Freight tendered to a carrier by one consignor at one place, for delivery to one consignee at one place on one bill of lading.
Shipping tolerance	See <i>loading tolerance</i> .
Short-landed	A term which indicates that less cargo has been unloaded at the port of destination than was shown in the manifest.
Short shipment	A shipment containing less than what was contracted for, because the vessel was unable to load all of the cargo, due to lack of space, late arrival, or other error.

Short ton	A measure of weight equal to 2,000 pounds or 907 kilograms. See also <i>long ton</i> and <i>metric ton</i> .
Sight draft	A draft payable to the drawee upon delivery and presentation, or “upon sight.”
Silo	A cylindrical structure designed for the storage of bulk grains. Also called elevator.
Single-deck vessel	A vessel with a deep hold, used for the transport of bulk cargo such as grain, but not suited for transport of bagged or packaged cargo.
Sisal	A widely cultivated agave whose leaves yield a strong durable fiber. Known as henequen in Mexico. Major Producers: Brazil, Tanzania, Kenya, Madagascar, Mexico. Grades: According to length of leaves. Products: Binder twine, rope, other cordage products.
Sling	A device, such as a rope net, for enclosing cargo to be hoisted by a tackle or crane during loading or unloading of a vessel.
Slip	A ship’s berth between two piers.
Sluice gate price	See <i>minimum import price</i> .
Smut	Any of various fungal diseases affecting grain which results in the formation of black powdery masses of spores on the affected parts. Quarantines are often imposed on trade from affected areas.
Soft currency	A currency that may not be exchanged without restrictions for another currency; synonymous with “inconvertible currency.” Also used to refer to an unstable currency whose value is likely to decline.
Softwood	Coniferous trees, usually evergreen, having needles or scalelike leaves. Varieties: Fir, pine, spruce, cedar. Major Producers: United States, Soviet Union, Canada, Sweden. Units: Thousand board feet. Products: Logs, lumber, plywood, chips.
Sorghum	Also called milo. Major Producers: United States, Argentina, India, Mexico, China, Nigeria. Units: Metric tons, 56-pound bushels, hundredweight. Grades and classes: U.S. No. 1–4 and Sample Grade, White, Yellow, Brown, and Mixed. Diseases: Smut, stalk rot, anthracnose, sorghum downy mildew. Pests: Weevils. Products: Food and feed grains, molasses.

Sow	A mature (bred) female pig.
Soybean meal (SBM)	A joint product of the oil extraction process. Uncrushed soybeans generally yield about 80 percent meal. Grades: 44- or 48-percent protein. Products: Animal feed, processed soy proteins.
Soybean oil	Generally about 20 percent of the weight of uncrushed soybeans. Major Producer: United States. Grades: Crude degummed, once refined, refined winterized, salad oil.
Soybeans	Major Producers: United States, Brazil, Argentina. Grades and classes: U.S. No. 1-4 and Sample Grade, Yellow and Mixed. Products: Edible soybean oil, soybean meal.
Soy protein	Types: Soygrits or flour, defatted soy flour, low-fat or full-fat soy flour, soy protein concentrate, soy protein isolate, textured soy protein. Producer: United States.
Special drawing rights (SDR)	International reserve assets, created by the International Monetary Fund (IMF) and allocated to individual member nations. Within conditions set by the IMF, can be used by a nation with a deficit in its balance of international payments to settle debts with another nation or with the IMF.
Specific duty	A duty expressed as a fixed amount per unit. See also <i>ad valorem duty</i> .
Spinach	Types: Classified according to leaf type. Savoy (wrinkled), semi-savoy, flat-leafed. Units: 20- to 22-pound crates or cartons. Major Producer: United States. Diseases: Damping-off, downy mildew, mosaic, curly top, fusarium wilt. Pests: Aphids, spinach leafminers, seed corn maggots.
Spot market	A commodity exchange that trades in physical commodities, available for immediate delivery upon sale. Also called cash market.
Squash	Types: Summer (soft-shelled), winter (hard-shelled). Major Producers: United States, Mexico. Units: 21-pound crates (summer), 40- to 50-pound crates (winter). Diseases: Damping-off, downy mildew, powdery mildew, scab, bacterial wilt, fusarium root rot, gummy stem blight or black rot, fruit rot, blossom blight, viruses.

Standard International Trade Classification (SITC)	A product classification system originally developed by the United Nations in 1950 to provide a standard for reporting international trade. Includes about 400 5-digit codes for agricultural products and was developed in close coordination with the Brussels Tariff Nomenclature. See also <i>Customs Cooperation Council Nomenclature</i> and <i>harmonized system</i> .
Standards Code	See <i>Agreement on Technical Barriers to Trade</i> .
Standstill	A term associated with the General Agreement on Tariffs and Trade (GATT) Ministerial Declaration issued at Punta del Este, Uruguay, in 1986 which set the agenda for the Uruguay Round of GATT multilateral trade negotiations. Refers to an agreement among participants to not take any new or additional measures that are trade-restrictive or GATT-inconsistent, or which otherwise improve their negotiating positions. The standstill agreement is accompanied by a commitment to rollback existing trade-restrictive measures.
Staple length	A measure of the length of cotton fiber, generally given in thirty-seconds of an inch or in millimeters.
Stearin	The solid portion of palm oil. Olein is the liquid portion.
Steer	A castrated male bovine animal usually intended for slaughter.
Stem	To load, or arrange to load, a vessel within a specified time period. The stemming date is that day upon which the loading begins and laytime commences.
Stevedore	A person who works aboard ship loading or unloading cargo in the ship's hold. Also called longshoreman.
Stocks	See <i>buffer stock</i> , <i>carryover</i> , and <i>Commodity Credit Corporation</i> .
Stowage	The loading of a vessel by handling and placing goods so as to ensure stability of the vessel, maximum use of space, safety of cargo, and efficient loading and unloading. A description of each item and its disposition in the vessel after loading is contained in the ship's stowage plan.
Strawberries	Major Producers: United States, Canada, Mexico, Europe. Units: 10- to 12-pound cartons with 12 1-pint trays, 16-quart crates weighing 32 pounds. Diseases: Oak root fungus, powdery mildew, bacterial leaf spot. Pests: Aphids, mites.

Strike clause	A clause in a standard contract which permits shipment after the contractual deadline if normal execution is rendered impossible due to a labor strike or other specified circumstance.
Subsidies code	One of the multilateral agreements or codes, resulting from the Tokyo Round of trade negotiations in the General Agreement on Tariffs and Trade, which aims to ensure that the use of subsidies by any signatory does not harm the trading interests of another signatory.
Subsidy	A direct or indirect benefit granted by a government for the production or distribution (including export) of a good. Usually granted for activities considered to be in the public interest.
Sufferance	The entry of goods into a country and the subsequent exportation without the payment of duties. See also <i>entrepot</i> , <i>foreign trade zone</i> , <i>reexport</i> , and <i>transshipment</i> .
Sugar	Types: Cane (8.6 percent sugar recovered from raw material), beet (13 percent sugar recovered from raw material). Major Producers: (Cane) Brazil, Caribbean, Argentina, Colombia; (beet) Soviet Union, European Community, United States, Poland. Grades: Primarily determined by polarity (sucrose content), moisture, ash, and color. Diseases: (Cane) Mosaic, leaf scald, red rot; (beet) curly top, virus yellows, rhizomania. Products: Refined sugar, molasses (byproduct of refining process).
Sunflower seed	Major Producers: Soviet Union, United States, Argentina, China, Eastern Europe. Products: Confectionery seed, edible sunflower oil, sunflower meal.
Supplementary imports	Commodities similar to, and therefore in competition with, those produced commercially in the importing country. Examples for the United States are beef, wheat, and cotton.
Support price	A legislated price for a particular commodity, maintained through a variety of mechanisms, such as nonrecourse loans, deficiency payments, marketing orders, and minimum import prices.
Surcharge	A charge levied in addition to other taxes or duties. May be levied as a percentage of the other charges or may be imposed on the original tax base.
Surtax	See <i>surcharge</i> .

Swine	Varieties: Berkshire, Chester White, Duroc, Hampshire, Landrace, Poland, China, Spotted, Yorkshire, and numerous hybrids. Major Producers: China, Soviet Union, United States, Brazil, West Germany. Units: Head. Diseases: Foot-and-mouth disease, African swine fever, atrophic rhinitis, dysentery, pseudorabies, transmissible gastroenteritis, vesicular stomatitis. Products: Pork, variety meat, skin, pharmaceuticals.
Swine vesicular disease	A highly contagious viral disease of swine, with signs very similar to foot-and-mouth disease. Can be transmitted to humans from infected hogs. Trade in infected animals and meat products is restricted.
Tackle	A system of pulleys and blocks on board a ship which is used to lift or assist in the lifting of cargo while loading or unloading.
Tallow	Edible and inedible rendered bovine and sheep fat, and inedible rendered hog fat. Principal uses are in manufacture of soap, cosmetics, salad or cooking oils, margarine, feed, paint and varnish resins, plastics, and lubricants. Types: Edible, inedible. Major Producers: United States, Soviet Union, Argentina, Australia, European Community. Grades: Prime, Extra-fancy, Choice, Bleachable Fancy. Grades are based on titre, clarity, and free fatty acid content. Products: Stearins, oleic acids.
Tangerine	Also called mandarin orange, Satsuma, mikan, clementine. Major Producers: Japan, Spain, Italy, United States, Chile. Diseases: Tristeza, canker, rot, fungi, viruses. Pests: Citrus scales, citrus mites, tropical fruit flies.
Tank	A compartment in a vessel for carrying liquids, grain, etc. See also <i>hold</i> .
Tanker	A vessel specially designed and constructed for the carriage of liquid cargo in bulk.
Tanning	The processing of perishable rawhides and skins into permanent, durable leather, through the use of alum, tannin potassium, or sodium bichromate.
Tare	An allowance made for the weight of the container, or conveyance of goods. Deducted from the gross weight to obtain net weight.
Target price	A minimum level of prices for particular commodities determined by U.S. law to provide an economic safety net for farmers. Sometimes called the "guaranteed price level." The target price is the level at which the government bolsters farm income by making price support payments to qualifying farmers for the difference between average market prices and the target price. See also <i>deficiency payments</i> .

Tariff	A tax assessed by a government in accordance with its tariff schedule on goods as they enter (or leave) a country. May be imposed to protect domestic industries from imported goods and/or to generate revenue. Types include ad valorem, specific, variable, or some combination.
Tariff quota	Application of a higher tariff rate to imported goods after a specified quantity of the item has entered the country at a lower level.
Tariff schedule	A list of articles or merchandise and the rate of duty to be paid to the government for their importation.
Tariff union	See <i>customs union</i> .
Tea	Types: Green, Black, Oolong. Type is determined by method of fermentation. Major Producers: India, Sri Lanka, China, Soviet Union, Kenya, Japan. Disease: Blister blight. Pests: Spider mites.
Temperature-controlled cargo	Cargo which must be transported at a specific temperature to prevent spoilage.
Tender	(1) A written offer to buy or sell goods or services at a specified price; a bid. (2) A small vessel which attends a larger vessel in port to supply provisions or communication between ship and shore.
Terms of trade	The relationship over time between the price of a country's exports to the price of its imports. If export prices received are higher than import prices, the terms of trade are said to be favorable.
Threshold price	Under the European Community's (EC) Common Agricultural Policy, the threshold price is fixed at the level that will bring the selling price of imported grains up to the level of the target price in the EC region with the least adequate supplies. Equivalent to the target price minus transportation costs and used to calculate the variable import levy on non-EC grains.
Time draft	A draft payable only after a specified period of time following date of issuance or acceptance.
Title passing	Exchanging the right to ownership of property.

Tobacco	Types (Varieties): Flue-cured (Virginia), air-cured (burley, Maryland, Oriental), fire-cured, sun-cured. Major Producers: China, United States, India, Brazil, Soviet Union, Turkey. Units: Farm-sales weight, dry weight, declared weight. Grades: In the United States, based on leaf position. Diseases: Blue mold, anthracnose, wilt, black shank, mosaic. Pests: Cutworms, tobacco hornworms, tobacco budworms. Products: Cigarettes, cigars, chewing tobacco, smoking and cut tobacco, snuff, homogenized sheet tobacco.
Tokyo Round	The General Agreement on Tariffs and Trade (GATT) negotiations formally initiated by the 1973 Tokyo Declaration and completed in 1979. Differed from the previous GATT negotiations in that more countries were involved (including many developing countries and several East European countries), and discussions were expanded to include nontariff trade barriers, especially as they related to agricultural trade.
Tomato	Major Producers: United States, Mexico, Taiwan, Spain, Italy, Portugal. Units: 25-pound cartons. Diseases: Alternaria rot, anthracnose, bacterial canker.
Ton	A measure of weight (see <i>long ton</i> , <i>metric ton</i> , and <i>short ton</i>) and also a measure of volume (see <i>measurement ton</i>).
Ton cargo freight	Liner cargo for which charges are generally quoted on the basis of a ton.
Tonnage dues	A fee charged on the net registered tonnage of vessels entering a harbor, used for maintaining buoys, moorings, and docks.
Topping off	The last stage of filling a vessel to its maximum capacity. In ports too shallow to accommodate deep-draft vessels, such ships must be topped off by lighters in deeper waters.
Towage	Port charge for tugboat assistance into or out of a harbor, or when shifting from one berth to another within the harbor.
Trade acceptance	A draft on which the buyer acknowledges a responsibility to pay upon its presentation.
Trade Agreements Act of 1979	U.S. law which approves and implements the trade agreements negotiated by the United States in the Tokyo Round of the multilateral trade negotiations (MTN). As an amendment of the Trade Act of 1974, incorporates into U.S. law the MTN agreements on countervailing and antidumping duties, customs valuation, government procurement, product standards, agricultural agreements on meat and dairy products, and liquor duties. In addition, extends the President's authority to negotiate trade agreements with foreign countries to reduce or eliminate nontariff barriers.

Trade balance	The value of merchandise exported by a country minus the value of merchandise imported. Distinct from the balance of payments, which includes the net account for both goods and services. See also <i>balance of trade</i> .
Trade policy committee (TPC)	The senior U.S. Government interagency trade committee established to provide broad guidance on trade issues. It is chaired by the U.S. Trade Representative (USTR) and is comprised of Secretary level individuals. The trade policy review group which reports to the TPC is chaired by a Deputy USTR and is comprised of Assistant Secretary level individuals. The trade policy staff committee, the level at which position papers are initiated, is chaired by a Deputy Assistant USTR and is comprised of office/director level individuals.
Trade preferences	A broad term covering several forms of preferential trade treatment. Often used interchangeably with the term "tariff preferences," which refers to tariff treatment accorded to a country that is more favorable than that accorded to countries outside the preferential arrangement.
Tramp	A ship used primarily for the carriage of bulk commodities operating on regular schedules or routes. Also called tramp steamer.
Tranche	A French word meaning "slice" and thus applied to activities undertaken in chunks, such as the issuance of securities or the drawing-down of a borrowing. Borrowings from the International Monetary Fund are taken in tranches.
Transit shed	A covered building on a wharf for temporary storage of cargo in transit between ship and warehouse or further conveyance.
Transit zone	A port of entry in a coastal country that is established as a storage and distribution center for the convenience of a neighboring country lacking adequate port facilities or access to the sea. Administered such that goods in transit to and from the neighboring country are not subject to customs duties, import controls, or many of the entry and exit formalities of the host country.
Transshipment	The transfer of cargo from one carrier to another during conveyance. Also the re-shipment of a cargo to a third country.
Trigger	An antidumping mechanism designed to protect domestic U.S. industries from underpriced imports. First introduced in the United States in 1978 to protect the steel industry, it is the price of the lowest cost foreign producer. Imports priced below the trigger price are assessed a duty equal to the difference between their price and the trigger price.

Trigger level	Under the U.S. Meat Import Law, the import level at which import restraints are imposed for the meats subject to the law. Equal to 110 percent of the adjusted base quantity which is the average import level for the years 1968–1977, adjusted by a production adjustment factor and a countercyclical factor.
Trimming	The process of distributing grain or other bulk commodities in the holds of a vessel to prevent shifting.
Triticale	A wheat/rye hybrid with high yield and rich protein content, but low palatability. Major Producers: United States, Canada. Units: 60-pound bushels. Product: Animal feed.
Tugboat	A small tonnage vessel used for towing or assisting vessels in harbors, rivers, and at docks.
Tung	A tree fruit. Major Producers: China, Argentina, Paraguay. Product: Inedible oil used for industrial purposes.
Ullage	The measurement or estimate of space remaining in a partially filled tank of a vessel.
Ultra-high temperature milk (UHT)	Homogenized milk heated to temperatures between 135–150 Centigrade (275–302 Fahrenheit), then aseptically canned or packaged. Major Producers: Europe, Oceania.
Under ship's tackle	Cargo placed within reach of a ship's tackle during delivery. Expression used to define buyer's or seller's responsibilities with respect to delivery, with expense to be assumed by each party.
United Nations Conference on Trade and Development	A group which focuses special attention on international economic relations and on measures that might be taken by developed countries to accelerate economic development in developing countries.
Unit train	A train of 3 to 150 cars in length, which can be loaded with bulk commodities in a short period of time and can travel under one bill of lading.
U.S. flag vessel	A merchant ship under U.S. registry.

U.S. International Trade Commission (USITC)	An independent U.S. Government fact-finding agency whose six commissioners review and make recommendations concerning countervailing duty and antidumping petitions submitted by U.S. industries seeking relief from imports that benefit from unfair trade practices. Known as the U.S. Tariff Commission before its mandate was broadened by the Trade Act of 1974.
U.S. Trade Representative (USTR)	A Cabinet-level official with the rank of Ambassador who is the President's principal advisor on international trade policy and is charged with expanding U.S. exports and promoting free trade. Has lead responsibility for conducting all international trade negotiations. Formerly known as the Special Trade Representative.
Usual marketing requirement (UMR)	In the context of a P.L. 480, Title I, agreement, the amount of a commodity which the recipient country is required to import on a commercial basis as a condition of the agreement. Normally based on the country's most recent 5-year average of commercial imports of the commodity.
Vacuator	A pneumatic device used to unload bulk commodities from vessels.
Value-added	Increasing the value of a good by further processing. Examples of value-added products include soybean meal and oil, frozen vegetables for retail consumption, and processed meats.
Value-added tax (VAT)	A European Community (EC) tax assessed on the increased value of goods as they pass from the raw material stage through the production process to final consumption. The tax on processors or merchants is levied on the amount by which they increase the value of items they purchase. The EC charges a tax equivalent to the value added to imports and rebates value-added taxes on exports.
Variable levy	An import tax which varies in order to assure that the import price, after payment of the levy, will equal a predetermined minimum import price.
Variety meat	Includes offals (meat from edible organs or from parts of the thoracic and abdominal cavities) and head meat (tongue, cheekmeat, etc.) of animals.
Veneer	A very thin layer of wood, usually glued onto an inferior surface. Varieties: Birch, oak, maple, walnut, also softwood. Major Producers: United States, Canada, Finland, Soviet Union, France, Indonesia, Malaysia, Philippines. Units: Thousand square feet. Grades: Core stock, face, fancy. Products: Plywood, shipping containers, furniture, paneling.

Vesicular stomatitis	A viral disease of cattle, swine, sheep, goats, and horses, with signs similar to those of foot-and-mouth disease. Can be transmitted to humans as an influenza-like infection. Trade in infected animals is restricted.
Visible supply	The amount of a particular commodity in store at loading centers. In grain markets, the total stock of grain in store in public and in some private elevators in the principal primary markets.
Voluntary export restriction (VER)	An understanding between trading partners in which the exporting nation, in order to reduce trade friction, agrees to limit its exports of a particular good. Also called voluntary restraint agreement.
Waiver	Exemption from a legal obligation. In international agricultural trade, generally refers to the exemption from the General Agreement on Tariffs and Trade (GATT) obligation not to use quantitative import restrictions. In 1955, the United States obtained a GATT waiver for quantitative import restrictions applicable to commodities specified under Section 22 of the Agricultural Adjustment Act of 1933, as amended, e.g., dairy products, peanuts, and cotton. See also <i>residual restriction</i> .
Walnuts	Varieties: (English) Payne, Hartley, Franquette; (Black) Eastern Black, Thomas, Ohio. Major Producers: China, France, India, United States. Diseases: Crown rot, walnut blight. Pests: Codling moths, mites, aphids. Product: Edible oil (used in salads).
Watermelon	Major Producers: United States, Mexico. Diseases: Anthracnose, fusarium wilt, downy mildew, gummy stem blight, blossom end rot. Pests: Cucumber beetles, cutworms, melon aphids, leafminers.
Weighing charge	The cost for weighing goods while loading or unloading.
Wharfage	A usage charge assessed by a pier or dock owner against a cargo or steamship company.
Wheat	Varieties: White, Soft Red Winter, Hard Red Spring, Hard Red Winter, durum. Major Producers: China, Soviet Union, India. Main exporters are the United States, Canada, Australia, Argentina, and the European Community. Units: 60-pound bushels, metric tons. Grades and classes: U.S. No. 1–5 and Sample Grade, Hard Red Spring, Hard Red Winter, Soft Red Winter, Durum, White, Unclassed and Mixed Wheat. Diseases: Wheat rust, karnal bunt, flag smut, fusarium fungus. Pests: Rice and corn weevils. Products: Animal feed, flour, bran, germ, gluten, starch.

Wheat Trade Convention	See <i>International Wheat Agreement</i> .
Whey	The liquid part of the milk remaining after separation of the curd in cheesemaking. Types: Fluid, condensed, dry. Units: Gallons, pounds, kilograms. Grade: Grade A. Products: Used in foods and animal feed.
Wine	Major Varieties: (Red) Zinfandel, Cabernet Sauvignon, Pinor Noir; (White) French Colombard, Chenin Blanc, Chardonnay. Major Producers: France, Italy, Soviet Union, Spain, United States, Argentina. Most U.S. wine is derived from two basic families of grape varieties— <i>vitis vinifera</i> and <i>vitis labrusca</i> .
With particular average (WPA)	See <i>marine insurance</i> .
Wood chips	Small wood particles, generally produced from wood residues or as a byproduct of sawmilling. Primary use is in the manufacture of wood pulp.
Wool	Varieties: (U.S.) Territory, Fleece, Texas, California. Major Producers: Australia, China, Argentina, New Zealand, Soviet Union, South Africa. Grades: Blood grades (old system) are fine, medium, and coarse (or braid). Numerical count (new system) is based on average fiber diameter (usually 18–40 microns). Pests: Fleece worms, maggots. Products: Woven, knit, or felted textiles.
World Bank	See <i>International Bank for Reconstruction and Development</i> .
World Food Program (WFP)	A multilateral food aid organization established in 1962 by the Food and Agriculture Organization of the United Nations. Contributes commodities, services, and cash to developing countries to carry out economic and social development projects or to meet emergency needs.
World price	The price at which a fungible commodity moves in international markets. Often interpreted as the c.i.f. price of a commodity with specific characteristics, at the main port of entry of a major importing country.

U.S. commodity marketing years

Almonds	July 1	— June 30
Apples	July 1	— June 30
Avocados	October 1	— September 30
Barley	June 1	— May 31
Cherries	May 1	— April 31
Corn, canned	September 1	— August 31
Cotton	August 1	— July 31
Cottonseed	August 1	— July 31
Dry edible beans	September 1	— August 31
Flaxseed	June 1	— May 31
Filberts	August 1	— July 31
Grapes	June 1	— May 31
Grapefruit	September 1	— August 31
Gum navel stores		
Pitch	April 1	— March 31
Rosin	April 1	— March 31
Turpentine	April 1	— March 31
Honey	April 1	— March 31
Hops	September 1	— August 31
Juices, fruit	December 1	— November 30
Kiwifruit	October 1	— September 30
Lemons	August 1	— July 31
Limes	April 1	— March 31
Molasses	October 1	— September 30
Oranges	November 1	— October 31
Oats	June 1	— May 31
Peanuts	July 1	— June 30
Pears	July 1	— June 30
Pistachios	September 1	— August 31
Pecans	October 1	— September 30
Prunes, dried	August 1	— July 31
Prunes/Plums	January 1	— December 31
Raisins	August 1	— July 31
Rice	August 1	— July 31
Rye	June 1	— May 31
Sorghum	September 1	— August 31
Soybeans	September 1	— August 31
Strawberries	January 1	— December 31
Sugar beets	September 1	— August 31
Sugar cane		
Mainland	October 1	— September 30
Hawaii	January 1	— December 31
Sunflowerseed	September 1	— August 31
Tobacco		
Flue-cured	July 1	— June 30
All other	October 1	— September 30
Tomatoes, processed	July 1	— June 30
Vegetables, fresh	October 1	— September 30
Walnuts	August 1	— July 31
Wheat	June 1	— May 31
Wool and mohair	January 1	— December 31

Factors for converting weights and measures commonly used for agricultural commodities

English weight	Metric equivalent	Metric weight	English equivalent
1 ounce	= 28.3495 grams	1 gram	= .035274 ounce
1 pound	= 453.5924 grams	1 gram	= .0022046 pound
1 pound	= .4535924 kilogram	1 kilogram	= 2.204622 pounds
1 pound	= .0045359 metric quintal	1 metric quintal	= 220.4622 pounds
1 pound	= .0005 short ton	1 short ton	= 2,000 pounds
1 pound	= .0004536 metric ton	1 metric ton	= 2,204.622 pounds
1 pound	= .0004464 long ton	1 long ton	= 2,240 pounds
1 kilogram	= .0011023 short ton	1 short ton	= 907.1849 kilograms
1 kilogram	= .001 metric ton	1 metric ton	= 1,000 kilograms
1 kilogram	= .0009842 long ton	1 long ton	= 1,016.047 kilograms
1 short ton	= .907185 metric ton	1 metric ton	= 1.102311 short tons
1 long ton	= 1.016047 metric tons	1 metric ton	= .984206 long ton
1 short ton	= .892857 long ton	1 long ton	= 1.12 short tons
1 million pounds	= 500 short tons	1 short ton	= .002 million pounds
1 million pounds	= 453.5925 metric tons	1 metric ton	= .0022046 million pounds
1 million pounds	= 446.4286 long tons	1 long ton	= .00224 million pounds

Factors for converting dry and liquid measures¹

Unit	Metric equivalent	Unit	English equivalent
Dry measure		Dry measure	
1 pint	= .5506 liter	1 liter	= .8162 pints
1 quart	= 1.1012 liters	1 liter	= .9081 quart
1 peck	= 8.8098 liters	1 liter	= .1135 peck
1 bushel	= 35.2391 liters	1 liter	= .0284 bushel
1 cubic inch	= .0164 liter	1 liter	= 61.0240 cubic inches
1 cubic foot	= 23.3169 liters	1 liter	= .0353 cubic foot
1 cubic meter	= 1,000 liters	1 liter	= .0010 cubic meter
Liquid measure		Liquid measure	
1 fluid ounce	= .0296 liter	1 liter	= 33.8140 fluid ounces
1 liquid pint	= .4732 liter	1 liter	= 2.1134 pints
1 liquid quart	= .9464 liter	1 liter	= 1.0567 quarts
1 gallon	= 3.7854 liters	1 liter	= .2642 gallon
1 cubic inch	= .0164 liter	1 liter	= 61.0237 cubic inches
1 cubic foot	= 28.3169 liters	1 liter	= .0353 cubic foot
1 milliliter	= .0010 liter	1 liter	= 1,000 milliliters

¹In the metric system of weights and measures, designations of multiples and subdivisions of any unit may be derived by combining with the name of the unit the prefixes *deka*, *hecto*, and *kilo*, meaning, respectively, 10, 100, and 1,000 and *deci*, *centi*, and *milli*, meaning, respectively, one-tenth, one-hundredth, and one-thousandth.

Factors for obtaining carcass weight equivalents of commercial meat and meat products

Product	Carcass weight equivalent factors
Beef	
Fresh or chilled	
With bone	1.00
Without bone	1.43
Retail cuts	1.37
Canned	.88
Other	.79
Veal	
Fresh or chilled	1.00
Retail cuts	1.06
Pork	
Fresh or chilled	
Carcasses	1.00
Hams and shoulders	1.11
Other	1.47
Retail cuts	1.03
Canned	1.46
Bacon	1.03
Hams and shoulders	1.30
Other	1.16
Lamb and mutton	
Fresh or chilled	1.00
Goat	
Fresh or chilled	.08
Sausage and similar products	
Beef	.41
Pork	.66
Edible offal	.05
Other meat and edible offal	
Fresh or chilled	1.00
Canned and other	
Beef	.02
Pork	.08
Edible offal	.89
Edible offal	
Beef	
Tongues	1.00
Livers	1.00
Other	1.00
Veal	1.00
Sheep and lamb	1.00
Pork	
Livers	1.00
Other	1.00
Other	1.00

Factors for obtaining retail weights from weights at specified market levels

Commodity	Primary weight form	Factor
Dairy products		
Fluid milk and cream	Farm weight	.93
Cheese	Factory weight	1.00
Meats		
Beef	Carcass weight	.74
Veal	Carcass weight	.83
Lamb	Carcass weight	.89
Pork	Carcass weight	.92 ¹
Poultry		
Chickens	Ready-to-cook weight	1.00
Turkeys	Ready-to-cook weight	1.00
Eggs	Farm weight	.97 ²
Fish		
Fresh and frozen	Edible weight	1.00 ³
Shellfish, fresh and frozen	Edible weight	1.00
Cured fish	Cured weight	1.00
Fats and oils		
Lard	Fat content	1.00
Margarine	Fat content	1.25
Compounds, vegetable and cooking fats	Fat content	1.00
Peanuts, shelled edible	Farmer's stock basis	.556
Sugar		
	Refined	1.00
	Raw value	.935
Dry beans and peas	Farm weight, cleaned	.96
Grain products		
Barley, pearl	Farm weight of barley	.604
Barley, other food use	Farm weight of barley	.708 ⁴
White flour	Farm weight of wheat	.731
Whole wheat flour or meal	Farm weight of wheat	.98
Corn meal	Farm weight of shelled corn	.893
Hominy grits	Farm weight of shelled corn	.518
Cornstarch	Farm weight of shelled corn	.614
Corn cereals	Farm weight of shelled corn	.384
Corn syrup	Farm weight of shelled corn	.672
Corn sugar	Farm weight of shelled corn	.536
Oat cereal	Farm weight of oats	.579
Rye flour	Farm weight of rye	.80
Buckwheat flour	Farm weight of buckwheat	.60
Rice, milled	Wholesale weight	1.00

Factors for obtaining retail weights from weights at specified market levels (continued)

Commodity	Primary weight form	Factor
Fresh fruits		
Apples	Farm weight	.96
Apricots	Farm weight	.91
Avocados	Farm weight	.94
Bananas	Farm weight	1.00
Cherries	Farm weight	.92
Citrus		
Oranges	Farm weight	.97
Tangerines	Farm weight	.94
Grapefruit	Farm weight	.97
Lemons	Farm weight	.96
Limes	Farm weight	.95
Tangelos	Farm weight	.96
Cranberries	Farm weight	.96
Dates	Farm weight	.96
Figs	Farm weight	.91
Grapes	Farm weight	.91
Melons		
Cantaloupes	Farm weight	.92
Watermelons	Farm weight	.90
Nectarines	Farm weight	.95
Peaches	Farm weight	.94
Pears	Farm weight	.95
Pineapples	Farm weight	.95
Plums or prunes	Farm weight	.95
Strawberries	Farm weight	.92
Canned fruits and juices	Canned weight	1.00
Chilled fruits and juices	Product weight	1.00
Dried fruits	Packed processed weight	1.00
Frozen fruits and juices	Frozen weight	1.00
Fresh vegetables		
Onions, dry	Farm weight	.94
Potatoes	Farm weight	.96
Sweet potatoes	Farm weight	.90
Tomatoes	Farm weight	.85
Dark green and deep yellow vegetables		
Broccoli	Farm weight	.92
Carrots	Farm weight	.97
Escarole	Farm weight	.93
Kale	Farm weight	.88
Peppers, green	Farm weight	.92
Spinach	Farm weight	.88
Other		
Artichokes	Farm weight	.93
Asparagus	Farm weight	.91

Factors for obtaining retail weights from weights at specified market levels (continued)

Commodity	Primary weight form	Factor
Beans		
Lima	Farm weight	.92
Snap	Farm weight	.94
Beets	Farm weight	.93
Brussels sprouts	Farm weight	.92
Cabbage	Farm weight	.93
Cauliflower	Farm weight	.92
Celery	Farm weight	.93
Corn	Farm weight	.92
Cucumbers	Farm weight	.92
Eggplant	Farm weight	.90
Garlic	Farm weight	.81
Lettuce, all varieties	Farm weight	.93
Onions, green	Farm weight	.94
Peas	Farm weight	.95
Canned vegetables	Canned weight	1.00
Frozen vegetables	Frozen weight	1.00
Dehydrated vegetables	Dehydrated weight	1.00
Beverages		
Coffee	Green bean basis	.84
Tea	Import weight basis	1.00
Cacao products	Bean basis	.80 ⁵

¹Average 1975-77.

²This factor allows for breakage only. In addition there is a loss of weight of about 4 percent from producer to retailer because of evaporation. The latter loss does not affect the nutritional value of the eggs.

³Factor for obtaining edible weight from round weight is .45. Factor for obtaining dressed weight from round weight is .70.

⁴In terms of malt equivalent.

⁵Chocolate liquor equivalent (53 percent fat content).

Conversion factors for 48-pound bushels of barley, buckwheat, and apples

Bushels	Metric equivalent	Metric equivalent	Bushels
1 bushel =	.024 short ton	1 short ton =	41.667 bushels
1 bushel =	.021772 metric ton	1 metric ton =	45.9296 bushels
1 bushel =	.021429 long ton	1 long ton =	46.667 bushels

**Conversion factors for cattle, calves, sheep and lambs,
and hogs commercially slaughtered**

Species	Average live weight (1976 ¹)	Average dressing yields (1976)
	<i>Pounds</i>	<i>Percent</i>
Cattle	1,018	59.1
Calves	267	56.7
Sheep and lambs	109	49.5
Hogs	238	71.4 ²

¹Cattle and calf weights for 1976 were affected by the large number of nonfed cattle marketed.

²Dressing yield for packer-style, pork carcass, federally inspected slaughter. To obtain shipper-style pork carcass, add 7 percent.

**Conversion factors for 56-pound bushels of corn,
rye, sorghum grain, and flaxseed**

Bushels	Metric equivalent	Metric equivalent	Bushels
1 bushel =	.028 short ton	1 short ton =	35.714 bushels
1 bushel =	.0254 metric ton	1 metric ton =	39.368 bushels
1 bushel =	.025 long ton	1 long ton =	40 bushels

Conversion factors for cotton acreages, cotton, and cotton products¹

From	To obtain	Multiply by
Acreage Planted	Acreage harvested	.932
	Cottonseed produced, tons	.358
	Cottonseed crushed, tons	.338
	Cotton produced, 480-pound bales	.919
	Cotton produced, pounds	.441
	Linters, pounds	60.700
	Linters, tons	.030
Harvested	Acreage planted	1.073
	Cottonseed produced, tons	.384
	Cottonseed crushed, tons	.362
	Cotton produced, 480-pound bales	.986
	Cotton produced, pounds	.473
	Linters, pounds	65.200
Linters, tons	.033	
Cottonseed produced Tons	Cottonseed crushed, tons	.944
	Linters, tons	.085
Pounds	Seed cotton, pounds	1.616
Cottonseed crushed Tons	Linters, tons	.090
	Cottonseed crude oil produced, tons	.161
	Cottonseed meal produced, tons	.451
Cotton produced 480-pound bales	Cottonseed produced, tons	.389
	Cottonseed crushed, tons	.367
	Cottonseed crude oil produced, tons	.059
	Cottonseed meal produced, tons	.166
	Linters, tons	.033
	Cottonseed produced, pounds	1.622
	Cottonseed crushed, pounds	1.531
	Cottonseed crude oil produced, pounds	.246
	Cottonseed meal produced, pounds	.691
	Linters, pounds	.138
Seed cotton, pounds	2.662 ²	
Cotton 480-pound bale	Running bales	.961
	Running bales	1.040
Seed cotton, pounds	Cotton produced, pounds	.381 ²
	Cottonseed produced, pounds	.619 ²

¹All figures based on the 5-year average, 1971/72-1975/76.

²Cotton production plus cottonseed production. The 1971/72-1975/76 5-year average quantity of cottonseed used for planting 1 acre of cotton was 27.4 pounds per acre. One pound per acre equals 1.12085 kilograms per hectare. One kilogram per hectare equals 0.89218 pound per acre.

Conversion factors for eggs

U.S. shell egg sizes for consumer grades	Minimum net weight per		
	Case (30 dozen)	Dozen	
	<i>Pounds</i>	<i>Ounces</i>	<i>Pounds</i>
Jumbo	56.0	30	1.88
Extra large	50.5	27	1.69
Large	45.0	24	1.50
Medium	39.5	21	1.31
Small	34.0	18	1.12
Peewee	28.0	15	.94
Average weight sold at retail	47.0	25	1.57

Conversion factors for fruit juices and concentrates

Juice and specification	Standard brix	Net weight of gallon	Gallons per metric ton
	<i>Degrees</i>	<i>Kilograms</i>	<i>Metric tons</i>
Orange			
Single strength	11.8	3.95	253
Frozen concentrate 3:1	42	4.49	223
Frozen concentrate 6:1	65	4.99	200
Grapefruit			
Single strength	10	3.95	253
Frozen concentrate 3:1	40	4.45	225
Frozen concentrate 6:1	58	4.81	208
Lemon	1	N/A	N/A
Apple			
Single strength	13.3	3.99	251
Frozen concentrate 7:1	70-72	5.13 ²	195
Grape (slip skin)			
Single strength	16	4.04	248
Concentrate 3.5:1	50	4.67	214
Pineapple			
Single strength	14.3	3.99	251
Concentrate 3:1	50	4.87	214
Concentrate 4:1	61	4.90	204
Prune			
Single strength	18.5	4.26	235
Concentrate 1.5:1	28	5.17	193

¹Lemon product yields are based on a standard ton containing 36.5 pounds of anhydrous citric acid.

²The brix midpoint of 71 degrees was used for calculation.

Conversion factors for 32-pound bushels of oats

Bushels	Metric equivalent	Metric equivalent	Bushels
1 bushel =	.016 short ton	1 short ton =	62.5 bushels
1 bushel =	.014515 metric ton	1 metric ton =	68.8944 bushels
1 bushel =	.014286 long ton	1 long ton =	70 bushels

Conversion factors for 38-pound bushels of oats

Bushels	Metric equivalent	Metric equivalent	Bushels
1 bushel =	.019 short ton	1 short ton =	52.63 bushels
1 bushel =	.01724 metric ton	1 metric ton =	58.016 bushels
1 bushel =	.01696 long ton	1 long ton =	58.94 bushels

Conversion factors for oilseed products

Soybeans

1 metric ton =	36.7437 bushels
60 pounds =	1 bushel
1 bushel =	.30 short tons
or	.0272155 metric tons ¹

Soybean meal

1 short ton =	.907185 metric tons ¹
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Soybean oil

1 pound =	.0004536 metric tons ¹
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Flaxseed

1 metric ton =	39.36 bushels
56 pounds =	1 bushel
1 bushel =	.0280 short tons
or	.0254 metric tons ¹

Sunflowerseed (oil variety)

30 pounds =	1 bushel
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Rapeseed

50 pounds =	1 bushel
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Peanuts

unshelled	x .75	= shelled
shelled	x 1.33	= unshelled

Cotton

lint cotton	x 2	= cottonseed
seed cotton	x .65	= cottonseed

¹1 metric ton = 2,204.6 pounds.

Conversion factors for poultry 1986¹

	Average live weight	Average dressing yields ²
	<i>Pounds</i>	<i>Percent</i>
Chicken		
Young	4.2	72.6
Mature	4.5	61.9
All	4.3	72.2
Turkeys		
Fryer-roaster	9.7	79.9
Young	20.2	79.6
Old	22.2	77.2
All	20.0	79.6
Ducks	6.5	70.0
Other	4.3	59.3
Total	4.9	73.3

¹Based on total poultry slaughtered under Federal regulation.

²Yield of ready-to-cook weight, including neck and giblets, as a percentage of total live weight inspected.

Conversion factors for rice and rice products

Product	Hundredweight of rough rice to pounds of product	Pounds of product to hundredweight of rough rice	Pounds of milled rice to pounds of product	Pounds of product to pounds of milled rice
Rice, rough	100.0	0.01000	1.5038	0.6650
Brown	82.0	.01220	1.2330	.8110
Milled ¹	66.5	.01504	1.0000	1.0000
Brewers	3.0	.33333	.0451	22.1667
Bran	10.9	.09174	.1639	6.1009
Polish	1.6	.62500	.0241	41.5625

¹Rice conversion factors vary substantially depending on the type and variety of rice milled. These data are based on national averages over a period of time and are not a perfect measure of any crop's milling yield.

Miscellaneous factors relating to rice:

1 bushel rough rice = 45 pounds

1 hundredweight rough rice = 100 pounds or 2.22 bushels

1 barrel rough rice = 162 pounds or 3.6 bushels

Conversion factors for adjusting tobacco stocks reported by dealers and manufacturers to a farm-sale- weight equivalent

Type	Type number	Factors to multiply by to convert		
		Unstemmed equivalent	Stemmed stocks to Farm-sales-weight equivalent	Unstemmed stocks to farm-sales-weight equivalent from packed weight
Auction market areas				
(types 11-37) ¹		1.313		
Flue-cured	11-14		1.470	1.12
Virginia fire-cured	21	1.299	1.598	1.23
Tennessee and Kentucky fire-cured	22-23	1.324	1.471 ²	1.04
Burley	31	1.345	1.550	1.12
Southern Maryland	32	1.373	1.400	1.02
One Sucker	35	1.413	1.554	1.10
Green River	36	1.389	1.570	1.13
Virginia sun-cured	37	1.326	1.538	1.16
Miscellaneous domestic	72-73	1.333	1.493	1.12
Imported leaf (types 81-93)				
Cigar leaf	81-89	1.400	1.624	1.16
Oriental and Aromatic	91	1.333	1.466	1.10
Flue-cured	92	1.295	1.450	1.12
Burley	93	1.345	1.506	1.12

Conversion factors for adjusting tobacco stocks reported by dealers and manufacturers to a farm-sales-weight equivalent (continued)

Type	Type number	Factors to multiply by to convert				
		Stemmed stocks to		Unstemmed stocks to farm-sales		
		Unstemmed equivalent	Farm-sales-weight equivalent	weight equivalent from packed weight	Marked weight ³	Farm-sales-weight ³
Domestic-grown cigar leaf (types 41-62)						
Pennsylvania seed leaf	41	1.444	1.718 ²	1.19	1.05	1.00
Ohio	42-44	1.454	1.730	1.19	1.05	1.00
Puerto Rican	46	1.314	1.551	1.18	1.16	1.00
Connecticut Broadleaf	51	1.375	1.622	1.18	1.04	1.00
Connecticut Havana Seed	52	1.386	1.635	1.18	1.04	1.00
Southern Wisconsin	54	1.383	1.687	1.22	1.06	1.00
Northern Wisconsin	55	1.404	1.713	1.22	1.06	1.00
Connecticut share	61	1.245	1.419	1.14	1.10	1.00
Georgia and Florida shade	62	1.235	1.408	1.14	1.10	1.00

¹Types 11-37 are reported on the basis of packed weight.

²Farm-sales-weight equivalent based on unstemmed sweated weight factor.

³The instructions for reporting unstemmed cigar-leaf of the domestic types require that dealers and manufacturers indicate the weight basis on which the tobacco is reported, namely, farm-sales-weight, marked weight, or sweated weight. The stocks are converted to the farm-sales-weight equivalent on the basis of average factors reflecting the percentage reported each quarter in each of these categories.

Conversion factors for tree nuts

Commodity	Shelled weight from in-shell weight	In-shell equivalent from shelled weight
Almonds		
Domestic ¹	.60	1.67
Imported	.30	3.33
Brazil nuts	.50	2.00
Cashews	.22	4.55
Chestnuts	.84	1.19
Filberts		
Domestic	.40	2.50
Imported	.45	2.22
Macadamias	.38	2.63
Pecans		
Improved	.40	2.50
Seedling	.36	2.78
Walnuts, English		
Domestic ²	.36	2.78
Imported	.42	2.38
Walnuts, black	.17	5.88
Pistachios	.50	2.00

¹Average for domestic crop in recent years. The following illustrate the variation among varieties: Nonpareil, Merced, and Thompson .60; Mission .40; and Peerless .35. Peerless is frequently marketed in-shell.

²Average for portion of crop shelled commercially. Equivalent shelled-in-shell ratio for graded walnuts sold in-shell is .45, and average for entire U.S. walnut crop is .40.

Conversion factors for 60-pound bushels of wheat, white potatoes, and soybeans

Bushels	Metric equivalent	Metric equivalent	Bushels
1 bushel =	.03 short ton	1 short ton =	33.333 bushels
1 bushel =	.0272155 metric ton	1 metric ton =	36.7437 bushels
1 bushel =	.0267857 long ton	1 long ton =	37.333 bushels
1 bushel =	.272155 metric quintal	1 metric quintal =	3.67437 bushels
1 bushel =	27.2155 kilograms	1 kilogram =	.036744 bushel

Conversion factors for wood products

Softwood and hardwood logs	– 1 thousand board feet (MBF) = 4.53 cubic meters (CUM)
Wood chips	– Short tons = .9072 metric tons (MT)
Softwood and hardwood lumber, flooring, RR ties	– 1 MBF = 2.358 CUM
Softwood and hardwood veneer	– 1 thousand square feet (MSF) = .295 CUM (Assuming 1/8" basis)
Softwood and hardwood plywood, Structural particleboard, Waferboard and OSB	– 1 MSF = .885 CUM (Assuming 3/8" basis) (1 MSF = 92.94 square meters)
Hardboard	– 1 MSF = .295 CUM (Assuming 1/8" basis)
Medium-density fiberboard	– 1 MSF = 1.770 CUM (Assuming 3/4" basis)
Mat-formed particleboard	– 1 MSF = 1.770 CUM (Assuming 3/4" basis)

Yield factors for liquid eggs and dried eggs and the moisture content of dried eggs, by types of product

Egg products	Yield from 1 dozen shell eggs		Requirements for 1 pound of dried egg products		Yield of dried egg product from		Percent of approximate moisture content of dried egg product ²
	Liquid egg	Dried egg	Liquid egg ¹	Dozen shell eggs	100 pounds of liquid egg	30 dozen shell eggs	
	Pounds				Pounds		
Whole eggs	1.317	.347	3.8	2.89	26.32	10.39	3-4
Albumen (flake)	.753	.099	7.6	10.09	13.16	2.97	12-16
Albumen (spray)	.753	.092	8.2	10.90	12.20	2.76	6-8
Yolk	.563	.256	2.2	3.91	45.45	7.68	3.5-4.5

¹Concentration factors used by the U.S. Department of Agriculture for estimating the conversion of liquid to dried to check yields and volume reports.

²Values recommended in "Approximate Moisture Content of Dried Egg Product," Poultry Division, Agricultural Marketing Service, U.S. Department of Agriculture, letter dated December 7, 1976.

Note: Data represent recent commercial experience as well as the effect of current sanitary regulations on yields of egg products.

Yield factors for oilseed products (representative percent)

Raw material	Meal	Oil	Pounds/gallons (oil)
Copra (coconut oil)	35	64	7.5
Corn germ	50	50	7.7
Cottonseed	47	16	7.7
Flaxseed (linseed)	63	34	7.7
Olives	—	15	7.6
Palm (fresh fruit bunch)	N/A	22	7.7
Palm kernel	51	47	7.5
Peanuts			
Farmer's stock	38.5	32	—
Shelled	54	45	7.7
Rapeseed	59	38	7.7
Soybeans	79.5	17.7	7.7
Sunflowerseed	55	40	7.7



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