

Cole Logistics Glossary

Note: Multiple definitions may be presented for additional clarity.

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M-P

M.I.T. Milling In Transit

Machine Downtimes: Time during which a machine cannot be utilized. Machine downtimes may occur during breakdowns, maintenance, changeovers, etc.

Macro Environment: The environment external to a business, including technological, economic, natural, and regulatory forces that marketing efforts cannot control.

Macro Metric Ton 1 Macro Metric Ton = 1 mm³ ton = 1,000 metric tons = 1,000,000 kg. A large ship can carry about 2 macro metric tons (2 mm³ tons) of wheat in its four holds.

Mafi A generic term for a wheeled trailer used for carrying cargo, also properly known as a roll trailer. It may remain on board throughout ocean passage or be used as a 'slave' trailer to transport cargo to and from the vessel once on quay.

Mafi Trailer See Roll Trailer

Mafi Trailer German brand name of a roll trailer used for RoRo purposes.

Maiden Trip First voyage of a vessel or aircraft after delivery from new-building to her owner(s).

Maiden voyage The very first journey a ship makes after being delivered from the shipyard.

Main Carriage The primary stage in the movement of cargo from the point of origin to the intended final destination. EDIFACT el.8051

Main-line Operator A carrier employing vessel(s) in the main or principal routes in a trade but not participating within a consortium.

Maintenance Chain A sequence of events in a goods flow which preserves and/or restores the value of a specific good. This may include repairs.

Maintenance of Way (MOW) Process of maintaining roadbed (rail, ties, ballast, bridges, etc.). These materials are hauled in special maintenance of way cars, which also include cars that are equipped with heavy equipment, such as cranes and tie replacing machines.

Maintenance, Repair, and Operating Supplies (MRO): Items used in support of general operations and maintenance, such as maintenance supplies, spare parts, and consumables used in the manufacturing process and supporting operations.

Major Carrier: A for-hire certificated air carrier that has annual operating revenues of \$1 billion or more; the carrier usually operates between major population centers.

Make to Order (Manufacture to Order): A manufacturing process strategy where the trigger to begin manufacture of a product is an actual customer order or release rather than a market forecast. For make-to-order products, more than 20% of the value added takes place after the receipt of the order or release, and all necessary design and process documentation is available at the time of order receipt.

Make to Stock (Manufacture to Stock): A manufacturing process strategy where finished product is continually held in plant or warehouse inventory to fulfill expected incoming orders or releases based on a forecast.

Make-or-Buy Decision: The act of deciding whether to produce an item internally or buy it from an outside supplier. Factors to consider in the decision include costs, capacity availability, proprietary and/or specialized knowledge, quality considerations, skill requirements, volume, and timing.

Management of All Logistics: The effective management of all costs associated with logistics functions and activities so as to minimize their sum across the product supply chain.

Manifest A list of cargo being carried by a ship as declared by the shipper.

Manifest Entire listing of all cargo on board a vessel as required by the relevant local authorities e.g. customs. Same as cargo manifest.

Manifest Lists produced by the loading port agents with a detailed breakdown of all cargo to be loaded including Bill of Lading number, weight, volume, shippers and receiver's names, etc.

MANIFEST A document used to record shipments being transported or handled by a carrier

Manifest Document, which lists the specifications of goods, loaded in a means of transport or equipment for transportation purposes.

Manifest Document listing the commodities within a vehicle and their quantities.
Document listing all the railcars on a train and their contents

Manifest - A list of the goods being transported by a carrier. Maquiladora - A foreign plant operating under an in-bond program whereby components may be shipped into Mexico duty-free for assembly and subsequent re-export.

Manifest Train Scheduled merchandise freight train

Manifest: A document which describes individual orders contained within a shipment.

Manufacture Cycle Time: The average time between commencement and completion of a manufacturing process, as it applies to make-to-stock products. Calculation: [Average # of units in WIP]/[Average daily output in units]

MANUFACTURER - One who (1) controls the design and production of an item, or (2) produces an item from crude or fabricated materials, or (3) assembles materials or components, with or without modification, into more complex items.

Manufacturers Plate A plate indicating the name and address of the container manufacturer and particulars of the container.

Manufacturer's Representative One who sells goods for several firms but does not take title to them.

Manufacturing Calendar A calendar used in inventory and production planning functions that consecutively numbers only the working days so that the component and work order scheduling may be done based on the actual number of workdays available. Synonyms: M-Day Calendar, Planning Calendar, Production Calendar, Shop Calendar

Manufacturing Execution Systems (MES) Programs and systems that participate in shop-floor control, including programmed logic controllers and process control computers for direct and supervisory control of manufacturing equipment; process information systems that gather historical performance information, then generate reports; graphical displays; and alarms that inform operations personnel what is going on in the plant currently and a short history into the past. Quality control information is also gathered - a laboratory information management system may be part of this configuration to tie process conditions to the quality data that are generated. Thereby, cause-and-effect relationships can be determined. The quality data at times affect the control parameters that are used to meet product specifications, either dynamically or offline.

Manufacturing Lead Time The total time required to manufacture an item, exclusive of lower-level purchasing lead time. For make-to-order products, it's the length of time between the release of an order to the production process and shipment to the final customer. For

make-to-stock products, it's the length of time between the release of an order to the production process and receipt into finished goods inventory. Included are order preparation time, queue time, set-up time, run time, move time, inspection time, and put-away time. Synonym: Manufacturing Cycle Time.

Manufacturing Process The producing of goods or wares by manual labour or machinery, often on a large scale and with division of labour.

Manufacturing Resource Planning (MRP-II): A method for the effective planning of all resources of a manufacturing company. Ideally, it addresses operational planning in units, financial planning in dollars, and has a simulation capability to answer what-if questions. It consists of a variety of processes, each linked together: business planning, production planning (sales and operations planning), master production scheduling, material requirements planning, capacity requirements planning, and the execution support systems for capacity and material. Output from these systems is integrated with financial reports, such as business plan, purchase commitment report, shipping budget, and inventory projections in dollars. Manufacturing resource planning is a direct outgrowth and extension of closed-loop MRP.

Mar Ad See Maritime Administration.

Marginal Cost The cost to produce one additional unit of output. The change in total variable cost resulting from a one-unit change in output.

Marine Cargo Insurance - Average Average: A term in marine cargo insurance signifying loss or damage to merchandise.

Marine Cargo Insurance - FPA: FPA- Free of Particular Average A provision in a marine cargo insurance policy that no claim shall be paid for damage to goods in the course of a voyage unless a loss is sustained that totals or exceeds a certain percentage of the value as specified in the policy. The object of such a provision is the avoidance of petty claims.

Marine Cargo Insurance - General Average A loss arising out of a voluntary sacrifice made of any part of a shipment or cargo to prevent loss of the whole and for the benefit of all persons concerned.

Marine Cargo Insurance - Open Policy A cargo insurance policy that is an open contract; i.e. it provides protection for all of an exporter's shipments afloat or in transit within a specified geographical trade area for an unlimited period of time, until the policy is cancelled by the insured or by the insurance company. It is Open because the goods that are shipped are also detailed at that time. This is usually shown in a document called a marine insurance certificate.

Marine Extension Clause - Cargo policy clause that continues coverage on goods during deviation, delay, re-shipment, and transshipment, or any other variation in normal transit beyond the shipper's control.

Marine Surveyor - Specialist who determines the nature, extent and cause of loss and/or damage.

Marine Insurance An insurance which will compensate the owner of goods transported overseas in the event of loss which cannot be legally recovered from the carrier. Also covers air shipments.

Marine Insurance Policy An insurance policy protecting the insured against loss or damage to his goods occurred during ocean transport.

Maritime Administration (Mar Ad) A U.S. government agency, not actively involved in vessel operation, that administers laws for maintenance of a merchant marine for the purposes of defense and commerce.

Maritime Administration (MARAD) A U.S. government agency, while not actively involved in vessel operation, that administers laws for maintenance of merchant marine for the purposes of defense and commerce.

Market Analysis Systematic investigation of the growth and the composition of a market.

Market Demand In marketing, the total demand that would exist within a defined customer group in a given geographical area during a particular time period given a known marketing program.

Market Dominance The absence of effective competition for railroads from other carriers and modes for the traffic to which the rail rate applies. The Staggers Act stated that market dominance does not exist if the rate is below the revenue-to-variable-cost ratio of 160 percent in 1981 and 170 percent in 1983.

Market Segment A group of potential customers sharing some measurable characteristics based on demographics, psychographics, lifestyle, geography, benefits, etc.

Marketing The process of organizing and directing all the company activities which relate to determining the market demand and converting the customers buying power into an effective demand for a service and bringing that service to the customer.

Market-Positioned Warehouse Warehouse positioned to replenish customer inventory assortments and afford maximum inbound transport consolidation economies from inventory origin points with relatively short-haul local delivery.

Markings The physical markings on a product indicating the country of origin where the article was produced.

Marks A set of letters, numbers and/or geometric symbols, generally followed by the name of the port of destination, placed on packages for export for identification purposes.

Marks See Shipping Marks

Marks and Numbers The identifying details on or of a package or the actual markings that appear on the packages. Marks and numbers placed on goods used to identify a shipment or parts of a shipment.

Marquis Partners Key strategic relationships. This has emerged as perhaps the key competitive advantage and barrier to entry of e-marketplaces. Get the big players in the fold first, offering equity if necessary.

Mass Customization The creation of a high-volume product with large variety so that a customer may specify his or her exact model out of a large volume of possible end items, while manufacturing cost is low because of the large volume. An example is a personal computer order in which the customer may specify processor speed, memory size, hard disk size and speed, removable storage device characteristics, and many other options when PCs are assembled on one line and at a low cost.

Master Air Waybill (MAWB) The bill of lading issued by air carriers to their customers.

Master Data The set of data that is needed to establish sufficient reference material to support the maximum use of pre-coded, pre-agreed information enabling more efficient transaction messaging.

Master Production Schedule A realistic, detailed, manufacturing plan for which all possible demands upon the manufacturing facilities (such as available personnel, working hours, (management) policy and goals) have been considered and are visualized. The MPS is a statement of what the company expects to produce and purchase expressed in selected items, specific quantities and dates.

Master's Protest Sworn statement by captain describing any unusual happening during the voyage.

Material Acquisition Costs: One of the elements comprising a company's total supply chain management costs. These costs consist of the following: 1. Materials (Commodity) Management and Planning: All costs associated with the supplier sourcing, contract negotiation and qualification, and the preparation, placement, and tracking of a purchase order - including all costs related to buyer/planners. 2. Supplier Quality Engineering: The costs associated with the determination, development/certification, and monitoring of suppliers' capabilities to fully satisfy the applicable quality and regulatory requirements. 3. Inbound Freight and Duties: Freight costs associated with the movement of material from a vendor to the buyer, including all

associated administrative tasks. Duties are those fees and taxes levied by government for moving purchased material across international borders. Customs broker fees should also be included in this category. 4. Receiving and Put Away: all costs associated with taking possession of material and storing it. Note - inventory-carrying costs are normally covered in a separate worksheet. 5. Incoming Inspection: All costs associated with the inspection and testing of received materials to verify compliance with specifications.

Material handling A multitude of methods used for moving material during handling or transportation. Material may be moved by man power such as lifting or hand trucks, or by mechanical means such as cranes, boom, forklift and other lifting mechanisms.

Material Index: The ratio of the sum of the localized raw material weights to the weight of the finished product.

Material Requirements Planning (MRP) A decision-making methodology used to determine the timing and quantities of materials to purchase.

Materials Handling The activities of loading, unloading, placing and manipulating material and of in-process movement.

Materials Handling: The physical handling of products and materials between procurement and shipping.

Materials Management The procurement, movement and management of materials and products from acquisition through to production. Inbound logistics from suppliers through the production process. The movement and management of materials and products from procurement through production.

Materials Management The management function of an organization that may include all or a portion of the responsibility for purchasing, inventory control, traffic, shipping, receiving, and warehousing.

Materials Management The planning and control of the activities related to the materials flow from the suppliers up to the end of the conversion/production process.

Materials Planning The materials management function that attempts to coordinate materials supply with materials demand.

Mate's Receipt A document signed by the chief officer of a vessel acknowledging the receipt of a certain consignment on board of that vessel. On this document, remarks can be made as to the order and condition of the consignment.

Matrix Organizational Structure: An organization structure in which two (or more) channels of command budget responsibility, and performance measurement exist simultaneously. For example, both product and functional forms of organization could be implemented simultaneously; in other words, the product and functional managers have equal authority and employees report to both managers.

Maturity Date The date upon which a draft or acceptance becomes due for payment. Most-Favored-Nation Status: All countries having this designation receive equal treatment with respect to customs and tariffs.

MAWB Master Airwaybill - see also AWB. Technically, a MAWB covers consolidated cargo (i.e. several shipments from different or the same shippers) consigned to the same location.

MAWB: See Master Air Waybill.

Maximum Order Quantity: An order quantity modifier applied after the lot size has been calculated that limits the order quantity to a pre-established maximum.

May Denotes the permissive.

Mbtu: Million British Thermal Unit. Unit of measurement indicating the amount of energy included – equivalent to joule or calorie.

m-Commerce: Mobile commerce applications involve using a mobile phone to carry out financial transactions. This usually means making a payment for goods or transferring funds electronically. Transferring money between accounts and paying for purchases are electronic commerce applications. An emerging application, electronic commerce has been facilitated by developments in other areas in the mobile world, such as dual slot phones and other smarter terminals, and more standardized protocols which allow greater interactivity and therefore, more sophisticated service.

Mdse. Merchandise

MEA Manufacturer's Export Agent. See "Export Management Company." Manufacturer's Export Agent (MEA): See "Export Management Company."

Mean The arithmetic average.

Mean: The arithmetic average of a group of values. Synonym: Arithmetic Mean.

Means of Transport Type of vehicle used for the transport of goods (e.g. aircraft, barge, truck, vessel or train).

Measurement ton A unit of volume used in transportation by sea, commonly equal to 40 cubic feet (1.13 cu. m)

Measurement Ton A ton of one cubic metre water.

Measurement Ton: Forty cubic feet; used in water transportation ratemaking.

Mechanics Lien A form of payment protection for parties to an agreement for improvement of real property involving construction material or services. The lien process varies by state and may force a buyer to pay twice for the same work if payments to lower tier sellers are not made by upper tier buyers who have received payment for the work.

Mechanics Lien The legal enforceable claim, which a person who has performed work or provided materials is, permitted to make against title to the property or as a preferential person in the event the estate or business is liquidated.

Median The mid-point in a list of numbers or occurrences.

Median: The middle value in a set of measured values when the items are arranged in order of magnitude. If there is no single middle value, the median is the mean of the two middle values.

Medical First Aid Guide Instructions to be consulted in case of accidents involving dangerous goods.

Medium, tanker (MR): Medium Range. Product tanker of between 25,000 and 50,000 dwt.

MegacARRIER One of the predatory massive shipping lines that compete on the largely saturated east/west trades.

Memo Memorandum

Memo Bill See Service Bill of Lading

Merchandise Train Freight train transporting freight other than bulk commodities

Merchant For cargo carried under the terms and conditions of the Carrier's Bill of Lading and of a tariff, it means any trader or persons (e.g. Shipper, Consignee) and including anyone acting on their behalf, owning or entitled to possession of the goods.

Merchant Haulage Inland transportation performed by an inland carrier contracted by and for the account of the shipper or consignee.

Merchant Haulage Inland transport of cargo in containers arranged by the Merchant. It includes empty container-moves to and from hand-over points in respect of containers released by the Carrier to Merchants. Note: Carrier's responsibility under the Bill of Lading does not include the inland transport stretch under Merchant Haulage.

Merge In Transit The process of "merging" shipments from suppliers and going directly to the buyer or to the store, bypassing the seller. A "drop shipment" from several vendors to one buyer.

Merger The combination of two or more carriers into one company that will own, manage, and operate the properties that previously operated separately.

MES See Manufacturing Execution Systems.

Message The EDIFACT term for a transaction set. A message is the collection of data, organized in segments, exchanged by trading partners engaged in EDI. Typically, a message is an electronic version of a document associated with a common business transaction, such as a purchase order or shipping notice. A message begins with a message header segment, which identifies the start of the message (e.g., the series of characters representing one purchase order). The message header segment also carries the message type code, which identifies the business transaction type. EDIFACT's message header segment is called UNH; in ANSI X12 protocol, the message header is called ST. A message ends with a message trailer segment, which signals the end of the message (e.g., the end of one purchase order). EDIFACT's message trailer is labeled UNT; the ANSI X12 message trailer is referred to as SE.

Meta-centric Height The distance between the centre of gravity of a vessel and a fictitious point. If the meta-centric height is zero or negative, the vessel will heel or capsize.

Metric Ton A unit of 1000 kilograms, equivalent to 2204.62 avoirdupois pounds. Also called tonne. 1 metric ton = 1 m' ton = 1,000 kg

Metrics See Performance Measures.

MIB Master In-Bond

Microbridge FMC 514.2 "Intermodal transportation means continuous transportation involving more than one mode of service (e.g., ship, rail, motor, and air), for pickup and/or delivery at a point beyond the area of the port at which the vessel calls."

Micro-Land Bridge An intermodal movement in which the shipment is moved from a foreign country to the U.S. by water and then moved across the U.S. by railroad to an interior, non-port city, or vice versa for exports from a non-port city.

Mileage Allowance An allowance, based upon distance, that railroads give to shippers using private railcars.

Mileage Allowance Allowance based on mileage made by railroads to owners of privately owned freight cars

Mileage Rate A rate based upon the number of miles the commodity is shipped.

Min. Minimum

Min. wt. Minimum weight Abbreviations Top

Mini-Land bridge An intermodal movement in which the shipment is moved from a foreign country to the U.S. by water and then moved across the U.S. by railroad to a destination that is a port city, or vice versa for exports from a U.S. port city.

Minimum Charge The lowest amount which applies to the transport of a consignment, irrespective of weight or volume.

Minimum Inventory The planned minimum allowable inventory for an independent demand item.

Minimum Weight The shipment weight the carrier's tariff specifies as the minimum weight required to use the TL or CL rate; the rate discount volume.

Minor Unit Unit of recorded value (i.e. as recorded by banks) which is a division of the respective unit of currency. Examples are the cent being a one hundredth part of the US Dollar. Note: Some countries have minor units that are used in low-value coinage within a country or locality, but which are not used by the international banking system in making formal records of value. Examples: Belgium, Greece and Spain.

Minority Business Enterprises Any legal entity as defined in Section 2(2), Florida Small and Minority Business Assistance Act of 1985 (Chapter 85-104, Laws of Florida).

Minority Enterprise Assistance Officer A senior level employee responsible for overseeing the minority business enterprise utilization activities for the purchase of commodities, contractual services and minor construction.

MINORITY OWNED BUSINESS A business owned at least 51 percent by minority group members. In the case of publicly-owned businesses, if 51 percent or more of the stock is owned by minorities, then that business also qualifies as a minority-owned business. Minorities include African Americans, Puerto Ricans, Spanish-Speaking Americans, Asian Americans, Native Americans, American Eskimos, and American Aleuts.

Minority Person A lawful permanent resident of Florida as defined in Section 2(3), Florida Small and Minority Business Assistance Act of 1985 (Chapter 85-104, Laws of Florida).

Misc. Miscellaneous

MISREPRESENTATION A manifestation by words or other conduct that, under the circumstances, amounts to an assertion not in accordance with the facts.

MISTAKE (IN BID) A miscalculation in composing a bid resulting in an incorrect price or other term, especially in affecting the bidder's eligibility to be awarded a contract.

Mixed Consignment A consignment of different commodities, articles or goods, packed or tied together or contained in separate packages.

Mixed Loads The movement of both regulated and exempt commodities in the same vehicle at the same time.

Mixed Shipment Shipment consisting of items described in and rated under two or more rate items within a tariff.

MLB An abbreviation for Mini Land Bridge Containers moving from a foreign country by vessel, and then sent to an inland point in the U.S. or elsewhere by land transportation (rail or truck). See also Land Bridge.

MLB - Mini Land Bridge The same as IPI except the origin is a port instead of an inland point. If the origin is New Orleans, but the vessel sails out of Los Angeles, the NOLA -> LA transport is MLB.

MMboe: Million Barrels of Oil Equivalent. Measure of the amount of barrels of oil/gas contained in a field.

Modal Split The relative use that companies make of transportation modes; the statistics include ton-miles, passenger-miles, and revenue.

Mode See Transportation Mode.

Mode The type of average that indicates the most frequent instance of a number or happening.

Mode of Transport Method of transport used for the conveyance of goods, (e.g. by rail, by road, by sea).

Model A representation of a process or system that attempts to relate the most important variables in the system in such a way that analysis of the model leads to insights into the system.

Moderate visibility Visibility between 2 and 5 nautical miles

Module A separate and distinct unit of hardware or software that may be used as a component in a system.

MOQ Minimum Order Quantity - The amount required to place an order.

Mother Vessel Main ocean vessel in a liner service designated to move containers from set origin points to set destination ports/points on a regular basis.

Motor Carrier An enterprise that offers service via motor carriage.

Motor freight Motor freight is the transport of freight or goods by truck or motor vehicle.

Movement The act or process of changing the position of an object and or people.

Movement Inventory The inventory during a production process caused by the time required to move goods from one place to another.

Movement of Goods: The transfer of goods from one location to another.

Movement of pressure systems - Rapidly Moving at 35 to 45 knots

Movement of pressure systems - Rather Quickly Moving at 25 to 35 knots

Movement of pressure systems - Slowly Moving at less than 15 knots

Movement of pressure systems - Steadily Moving at 15 to 25 knots

Movement of pressure systems - Very Rapidly Moving at more than 45 knots

MRO Abbreviation for "maintenance, repair, and operating supplies." Often assigned to one or more buyers in a purchasing organizational structure.

MRO See Maintenance, Repair, and Operating Supplies.

MRO items Maintenance, repair, and operating items--office supplies, for example.

MRP See Material Requirements Planning.

MRP-I (Material Requirements Planning) An inventory and purchasing planning system that integrates product components, lead-times and deadlines.

MRP-II See Manufacturing Resource Planning.

MRP-II (Manufacturing Resource Planning) A method for the effective planning of a manufacturing company, being a direct out-growth and extension of MRP-I.

MSDS See Material Safety Data Sheet.

MSI Plessey This barcode is a variable length barcode that can encode up to 15 numeric digits. Checksum generation is dependent on the value of the checksum parameter. The following table indicates the value of the checksum property and the type of checksum created. Setting, Description, 0, one modulus 10 checksum, 1, two modulus 10 checksums, 2, one modulus 11 checksum/one modulus 10 checksum.

MT Metric Ton. 1 MT = 2,204.62lbs or 35.314 cft.

Muda Any human activity which absorbs resources, but creates no real value

Multi Purpose Carrier See Multi Purpose Vessel

Multi Purpose Vessel Vessel designed for the carriage of different types of cargo: general, bulk, heavy and/or containerized cargo.

Multi-Currency The ability to process orders using a variety of currencies for pricing and billing.

Multi-Language Pertaining to the ability to process orders in many different country-specific languages using voice and text.

Multilevel Car Long flatcar designed with multiple levels for transporting finished automobiles and trucks

Multimodal Transport The carriage of goods (containers) by at least two different modes of transport.

Multimodal Transport Document See Combined Transport Document

Multimodal Transport Operator/Carrier (Abbreviation: MTO/Carrier) The person on whose behalf the transport document or any document evidencing a contract of multimodal carriage of goods is issued and who is responsible for the carriage of goods pursuant to the contract of carriage.

Multinational Company A company that both produces and markets products in different countries.

MULTIPLE AWARD- The award of contracts to two or more bidders for the same or essentially similar items. Appropriate only in situations where the award of a single contract would be impossible or impractical and awards are limited to the least number of suppliers necessary for a workable contract.

Multiple Sourcing Selecting of and working with more than two equivalent suppliers for a certain product.

Multiple-Car Rate A railroad rate that is lower for shipping more than one carload at a time.

Multi-Purpose: Dry bulk carrier with multiple applications, mainly as a feeder vessel or for special cargo.

Multi-Skilled Pertaining to individuals who are certified to perform a variety of tasks.

Multi-Source See Split Sourcing.

MULTI-STEP COMPETITIVE BIDDING A competitive process calling for separate submissions of a technical proposal (which may be negotiated) as the first step or steps of the process followed by a call for non-negotiable competitive price bid as the final step.

Museum packaging and crating The combination of conservation handling, preparation and packaging of items such as paintings, paper, stone, plaster, furniture, wood objects, textiles, and other materials, to meet or exceed museum and conservation standards; in order to protect the items during storage, handling and transportation. The type of product, risk, age, condition, climate, humidity and temperature conditions at origin, during transport and destination; and considerations for shock and vibration during handling, storage and transportation are factored into the packaging design.

Mutuality of Management Only the low bid submitted by firms mutually owned or managed may be considered in determining an award.

MVOC Master Vessel operating Carrier

N. T. Net Ton

N.E.C. Not Elsewhere Classified

N.O.I. Not Otherwise Indexed

N.O.I.B.N . Not Otherwise Indexed By Name

N.O.S. Not Otherwise Specified

NACS North American Container System. The North American Container System (NACS) is an Intermodal equipment program designed to facilitate the free interchange of domestic 48' and 53' containers between member railroads. NACS is an "unbundled" transportation product, meaning that transportation costs do not include equipment detention costs. In other words, the customer is responsible for detention charges when the equipment is not moving on a

participating NACS railroad system. Members of NACS program include BNSF, CN, CSXI, KCS, NS and CP

NAFTA See North American Free Trade Agreement

NAFTA (North American Free Trade Agreement) A free trade agreement comprising the U.S.A., Canada, and Mexico.

Nagara System A production system where seemingly unrelated tasks can be produced by the same operator simultaneously

Named Point See "Specific Delivery Point."

NAPPO North American Plant Protection Organization http://www.nappo.org/menu_e.shtml

National Carrier A for-hire certificated air carrier that has annual operating revenues of \$75 million to \$1 billion; the carrier usually operates between major population centers and areas of lesser population.

National Industrial Transportation League An association representing shippers' and receivers' interests in matters of transportation policy and regulation.

National Motor Bus Operators Organization An industry association representing common and charter bus firms; now known as the American Bus Association.

National Motor Freight Classification (NMFC) A tariff, which contains descriptions and classifications of commodities and rules for domestic movement by motor carriers in the US.

National Railroad Corporation Also known as Amtrak, the corporation established by the Rail Passenger Service Act of 1970 to operate most of the United States' rail passenger service.

Nationalization Public ownership, financing, and operation of a business entity.

Nautical Mile: Distance unit measure of 1,852 meters, or 6,076.12 ft.

Navigation The act of determining position, location and course to the destination of an aircraft or a vessel.

NCS Nigerian Congestion Surcharge (NCS)

NDNC - No Deal, No Contract The context is when the seller/agents/brokers have sealed a deal, prior to the final contract between buyer and seller. NDNC is a agreement contingent upon a contract between the seller and all agents in the deal. No Contract, No Deal.

Negligence Imprudent action or omission which may cause injury, damage or loss.

Negotiable In terms of documents, 'negotiable' means that e.g. a Bill of Lading is handed over/transferred in the right manner (viz. proper endorsement) to another person either endorsed in blank or endorsed to a person and that person acquires, by this transfer certain rights vis-à-vis the goods e.g. is entitled to take possession of the goods.

Negotiable Bill of Lading Something that can be negotiated, transferred or assigned from one person to another in return for equivalent value by being delivered either with endorsement (as of an instrument to order) or without endorsement (as of an instrument to bearer) so that the title passes to the transferee who is not prejudiced in his rights by any defect or flaw in the title of prior parties nor by personal defenses available to prior parties among themselves provided in both cases that the transferee is a bona fide holder without notice e.g. bills of lading, bills of exchange, promissory notes, and cheques that are payable to bearer or order are negotiable instruments, as are also, in some jurisdictions, some other instruments (as bonds, some forms of stock) i.e. negotiable paper/negotiable securities. "Negotiable" used analogously for "transferable" - see also negotiability/transferability.

Negotiable BOL Provides for the delivery of goods to a named enterprise or to their order (anyone they may designate), but only upon surrender of proper endorsement and the bill of lading to the carrier or the carrier's agents. Also known as an order bill of lading.

Negotiating Bank Bank where a shipper negotiates documents or where documents are first presented, usually at country of origin. Also, often referred to as the advising bank.

Negotiations A set of discussions between two or more enterprises to determine the business relationship.

Nested Three or more different sizes of the same item or commodity which must be enclosed, each smaller piece within the next larger piece, or three or more of the items must be placed one within the other so that the top item does not project above the lower item by more than 1/3 of its height. Nested Solid: Three or more of items must be placed on or inside the other, so that the external side surfaces of the top item is in contact with the internal side surfaces of the item below, and the top item does not project above the next lower item by more than 1/2 inch.

Net Assets Total net assets are calculated as Total Assets - Total Liabilities; where the total assets are made up of fixed assets (plant, machinery, and equipment) and current assets which is the total of stock, debtors, and cash (also includes A/R, inventory, prepaid assets, deferred assets, intangibles, and goodwill). The total liabilities are made up in much the same way as long-term liabilities and current liabilities (includes A/P, accrued expenses, deferred liabilities).

Net Manifest A manifest containing all freight details including negotiated disbursements.

Net Weight The weight of the merchandise, unpacked, exclusive of any containers.

Net Weight Weight of the goods alone without any immediate wrappings; e.g., the weight of the contents of a tin can without the weight of the can. See "Legal Weight."

Network Planning System A technique for making a time schedule for the implementation of a project.

NEUTRAL AWB A standard AWB with no identification of issuing carrier. Used by some freight forwarders in place of a TBAC pro. Also referred to as a Universal AWB.

Neutral Body Investigating body designated by conference carriers to ensure that all regulations and rules are adhered to.

New Computerized Transit System (NCTS) A concept for custom authorities to manage European Community and common transit, based on the use of computer systems and EDI techniques.

New Product Introduction (NPI) The process used to develop products that are new to the sales portfolio of a company.

Next day The act of transporting cargo or freight overnight for delivery or availability the following (next) day; next day usually moves by air but may be accomplished by ground (hot shot) depending on the distance.

NITL National Industrial Transportation League or NIT League National trade association of transportation providers

NITL: See National Industrial Transportation League

NLR - No License Required The code that replaced G-DEST on the SED.

NMB National Maritime Board

NMFC: See National Motor Freight Classification

No Location (No Loc): A received item for which the warehouse has no previously established storage slot.

No. Number

Node: A fixed point in a firm's logistics system where goods come to rest; includes plants, warehouses, supply sources, and markets.

NOE Not Otherwise Enumerated

Nomenclature of the Customs Cooperation Council This was known as the "Brussels Classification Nomenclature" prior to January 1, 1975. It is the customs tariff adhered to by most European countries and many other countries throughout the world, but not by the United States.

Non Vessel Operating Common Carrier (Abbrev: NVOCC) A party who undertakes to carry goods and issues in his own name a Bill of Lading for such carriage, without having the availability of any own means of transport.

Non Vessel Operating Common Carrier (NVOCC) A firm that offers the same services as an ocean carrier, but which does not own or operate a vessel. NVOCCs usually act as consolidators, accepting small shipments (LCL) and consolidating them into full container loads. They also consolidate and disperse international containers that originate at or are bound for inland ports. They then act as a shipper, tendering the containers to ocean common carriers. They are required to file tariffs with the Federal Maritime Commission and are subject to the same laws and statutes that apply to primary common carriers.

Non-Asset-Based Third Party Providers Third party providers who generally do not own assets, such as transportation and/or warehouse equipment.

Non-Certificated carrier A for-hire air carrier that is exempt from economic regulation.

Nonconformity: Failure to fulfill a specified requirement.

Non-Delivery (ND) Unexplained disappearance of an entire shipping package.

Non-Negotiable Bill of Lading A document not made out "to order", but being a receipt and evidence of the contract of carriage, but which is not a document of title, e.g. a waybill and, in some jurisdictions (such as the USA), a (straight) consigned bill of lading.

Non-Negotiable BOL: Provides for the delivery of goods to a named enterprise and to no one else. Also known as a straight bill of lading.

NONRESPONSIVE BID - A bid that does not conform to the essential requirements of the invitation for Bids; nonconforming bid; unresponsive bid.

Non-Vessel Operating Common Carrier (NVOCC) An FMC licensed cargo consolidator of small shipments in ocean trade, generally soliciting business and arranging for or performing containerization functions at the port.

Normal Charge The specified general cargo rate without any quantity discount (air cargo).

Normal General Cargo Rate The under 45 kgs rate or, if no under 45 kgs rate exists, the under 100 kgs rate (air cargo).

Normal Rate See Normal General Cargo Rate

North American Free Trade Agreement (NAFTA): A free trade agreement, implemented January 1, 1994, between Canada, the United States and Mexico.

NOS Not Otherwise Stated.

NOS - Not Otherwise Specified

NOS/NES: See Not Otherwise Specified / Not Elsewhere Specified.

Not otherwise specified/Not elsewhere specified (NOS/NES): This term often appears in ocean or airfreight tariffs respectively. If no rate for the specific commodity shipped appears in the tariff, then a general class rate (for example: printed matter NES) will apply. Such rates usually are higher than rates for specific commodities.

Notice of Readiness Written document or telex issued by the master of a vessel to the charterers advising them the moment when a vessel is ready to load or discharge. Document advising a consignee or his agent that cargo has arrived and is ready for delivery.

Notification Arrival Notice or Notification. Notice furnished to the consignee of the arrival of freight

Notify Process whereby the railroad informs the drayage provider or shipper that a unit is available for pickup. The notification will place the move in a destination dwell status.

Notify Address Address of the party other than the consignee to be advised of the arrival of the goods.

Notify Party Company/person who appears on the bill of lading or waybill to be notified when the cargo arrives at destination. Could be different from the consignee, but is often the actual receiver of the goods. A notify party has no particular rights (beyond the notification) under the bill of lading or waybill.

Notify Party The party to be notified of arrival of goods.

Notify Party Party notified at the time a container or trailer is grounded from a train. Most notify parties are draymen.

Notify Party: The name of an organization, or individual, that should be notified when a shipment reaches its destination.

NOX Oxides of Nitrogen

NPC National Ports Council / Nigerian Ports Charge (Carriers surcharge given extra costs imposed by ports authority)

NPI See New Product Introduction.

NRT Net registered tonnage

Nstd. Nested

Ntfy. Notify

NVD - No Value Declared A notation on a bill of lading that indicates no specific value has been declared to the carrier for carriage of the merchandise. Liability of the carrier would therefore be as defined by statute or as incorporated in the bill of lading. This notation on a Bill of Lading would be a "Released Bill".

NVO or NVOCC (Non-Vessel Owing Common Carrier) Although this is a common expression used by Seafreight Forwarders in many countries, the expression NVOCC has legal definition in the USA only. Sometimes, outside of the USA, they may be given as Non Vessel Owing Or Cargo Carrier rather than Common Carrier. As there is no formal definition outside of the USA, these variations abound. What the expression is trying to convey is the concept of the "Contractual Carrier" that is to say, someone who will issue a transport document as though they are the Carrier, although they themselves do not own or operate the vessel. Essentially, a Freight Forwarder (Ocean Transportation Intermediary) in all but name. Forwarders who choose to use the expression NVOCC to describe themselves outside of American operators who have legal obligation to do so in many circumstances are confusing the issue unnecessarily, and might be further attracting unwanted risks. For example, to use the variation Non Vessel Owing Common Carrier is rash. The last thing a non-American Forwarder wants is to be held accountable as a Common Carrier etc in America, the legal status of the Common Carrier varies from other countries, where such status is vigorously to be avoided, because of the legal burden it places on the Carrier. The exact American legal definition NVOCC means a common Carrier that does not operate the vessel by which ocean transportation is provided, and is a shipper in its relationship with the Ocean Common Carrier. Note that the "Ocean Common Carrier" is the actual shipping line.

NVOCC Non-Vessel Operating Common Carrier. Carrier offering an international cargo transport service through the use of underlying carriers and under their own rate structure in accordance with tariffs filed with the Federal Maritime Commission in Washington D.C.

NVOCC See Non-Vessel Operating Common Carrier.

NVOCC Non vessel owning common carrier

NVOCC Non-vessel operating common Carrier

NVOCC - Non-Vessel Owing Common Carrier An indirect ocean carrier who does not operate vessels, but accomplishes carriage via sub-contract with vessel operating carriers.

O.S.& D. Over, Short and Damage

O.T. Other Than

O/N Order Notify

Object A tangible or abstract thing of relevance to business.

Object Oriented Approach The development of classes of business objects may support and have an impact on the developments in the area of simplification of EDI and its standards. A business object is a true representation of a tangible concept stemming from real business usage.

OBL Original bill of lading. See also Negotiable Bill of Lading.

OBO Oil bulk ore: A vessel capable of carrying both dry and liquid bulk cargoes.

Obsolete Inventory: Inventory for which there is no forecast demand expected. A condition of being out of date. A loss of value occasioned by new developments that place the older property at a competitive disadvantage.

Obsolete Stock The products or materials that cannot be or is unlikely to be used in future processes and which is to be sold or disposed of through the usual outlets.

Ocean (marine) insurance OMI OMI (ocean marine insurance) covers the interests of shippers, consignees, distributors, and others in goods and merchandise shipped primarily by water or, if in foreign trade, also by air. Note: In the US, marine insurance is defined so broadly as to have resulted in a division of the field into 2 branches- inland (or dry) marine and ocean (or wet) marine. What is called "ocean marine insurance" in the US is known internationally as "marine insurance. OMI (ocean marine insurance) is principally associated with oceangoing vessels and their cargoes. It also covers international air shipments as well as transportation by land or air that connects with an international ocean or air shipment.

Ocean Bill of Lading: The bill of lading issued by the ocean carrier to its customer.

Ocean Carrier: An enterprise that offers service via ocean (water) transport.

OCEAN FREIGHT Term used to describe a shipment or goods that have a prior or subsequent move via ocean vessel

Ocean freight or sea cargo A freight service for transporting your products over the sea or ocean by vessel commonly referred to as a steamship. The three means of shipping products by ocean vessel are; bulk, break-bulk, and containerized. The means you select depends on the type of cargo you are shipping, the size of the shipment and the handling. Ocean transportation takes longer than shipments by air, but the cost of transportation can be lower.

OCP - Overland Common Point Similar to IPI, but the shipper is responsible for moving the container/cargo from the loading point to the port.

OECD Organization for Economic Co-operation & Development

OEEC Organization for European Economic Co-operation

OEM An abbreviation for "Original Equipment Manufacturer." Suppliers usually give lower prices to such buying organizations for purchases of material used in the buying organization's products being made for resale.

OEM - Original Equipment Manufacturer Containment-based re-branding, namely where one company uses a component of another company within its product, or sells the product of another company under its own brand. OEM refers to the company that originally manufactured the product.

OEM: See Original Equipment Manufacturer.

Off site The product is picked up (as is) without packaging and transported to our warehouse facility where the preparation and packaging for transportation takes place.

OFFER - the act of one person that gives another person the legal power to create a contract to which both of them are parties; to perform such an act.

Offer: See Tender

Off-line Event Shipments that occur on rail carriers other than BNSF

Offline: A computer term which describes work done outside of the computer system or outside of a main process within the corporate system.

Offshore Contracting work carried out at sea (e.g. drilling for oil).

Offshore vessel: Vessel serving the offshore oil industry.

Offshore: Utilizing an outsourcing service provider located in a country other than where the client is located.

OFT Office of Fair Trading

Oil Bulk Ore Vessel (Abbrev: OBO-Vessel) A vessel designed for the carriage of either dry or liquid bulk cargo.

OMB CIRCULAR A-110 A federal publication issued by the United States Office of Management and Budget which prescribes uniform administrative requirements to be fulfilled by institutions of higher education in the management and performance of grants and agreements awarded by

the Federal government. The Research Foundation procurement policy is based in large part on the requirements specified in Sections .40 to .48 of this federal regulation.

OMT, ORT, DMT Origin Motor Terminal, Origin Rail Terminal, Destination Motor Terminal. Location designated by a motor/rail carrier at origin/destination points where, the motor carrier or his authorized agent assembles, holds or stores an ocean carrier's containers and chassis; where loaded containers are received from shippers or their agents; where empty containers are delivered to shippers or their agents.

On Board An ambiguous term on a B/L. On Board followed by a date usually means received for shipment, and not necessarily Laden On Board Vessel. The fine print on the back of the B/L should explain.

On Board Bill of Lading A bill of lading in which a carrier acknowledges that goods have been placed on board a certain vessel.

On carriage The carriage of goods (containers) by any mode of transport to the place of delivery after discharge from the ocean vessel (main means of transport) at the port (place) of discharge.

On Carriage Transportation beyond the port of discharge. This can also be another accessorial charge.

On Deck Stowage Cargo stowed on the deck of the vessel.

On site The act of performing all preparation, packaging and crating of the item/s or freight at their place of origin; such as a factory, plant, warehouse, office or medical facility.

ONC On-Carriage Charge (ONC)

On-Carriage The carriage of goods (containers) by any mode of transport to the place of delivery after discharge from the ocean vessel (main means of transport) at the port (place) of discharge.

On-Demand: Pertaining to work performed when demand is present. Typically used to describe products which are manufactured or assembled only when a customer order is placed.

One of container The design and build of one specific container made of wood, corrugated or a combination of the two materials for the containment of products.

One Stop Shop An organization, which provides all needed requirements in one location.

One Way Pallet **Note:** The addition 'One Way' has nothing to do with the number of pallet sides in which the forks of e.g. a fork lift can enter, as opposed to the two and four way pallets. See Disposable Pallet

One-Piece Flow: Moving parts through a process in batches of one.

One-Way Networks: The advantages generally lie with either the seller or buyer, but not with both. B2C web sites are one-way networks.

On-line Charge The charge which applies to carriage over the lines of a single carrier.

On-line Rate See On-line Charge

On-Line receiving: A system in which computer terminals are available at each receiving bay and operators enter items into the system as they are unloaded.

Online: A computer term which describes activities performed using computer systems.

On-Time Performance The proportion of time that a transit system adheres to its published schedule times within stated tolerances.

OOG - Out of gauge/profile When cargo loaded is not within the dimensions of an ISO pontoon/stackmaster on which it is placed and protrudes from the sides or is too high.

OPEC: Organization of Petroleum Exporting Countries.

Open Account A trade arrangement in which goods are shipped to a foreign buyer without guarantee of payment such as a note, mortgage, or other formal written evidence of indebtedness.

Open Cargo Policy Synonymous with "Floating Policy." An insurance policy which binds the insurer automatically to protect with insurance all shipments made by the insured from the moment the shipment leaves the initial shipping point until delivered at destination. The insuring conditions include clauses naming such risks insured against as "perils of the sea," fire, jettison, forcible theft, and barratry. See >'Perils of the Sea," "Barratry," "All Risks Clause."

Open Order See Backlog

Open Policy A cargo insurance policy that is an open contract; e.g., it provides protection for all of an exporter's shipments afloat or in transit within a specified geographical trade area for an unlimited period of time, until the policy is cancelled by the insured or by the insurance company. It is "open" because the goods that are shipped are also detailed at that time. This usually is shown in a document called a marine insurance certificate.

Open Policy: See Marine Cargo Insurance

Open Rates Rates established for each individual carrier. These rates are listed in a tariff list but may differ according to carrier.

Open Sided Container P&O Nedlloyd container with frames with wire-mesh at the sides covered by means of a tarpaulin, which can be dropped down to, give unrestricted access to the sides of the container for loading or discharging.

Open top container Container with a removable fabric roof which enables heavy/bulk cargo to be loaded into the container by crane/elevator.

Open Top Container A freight container similar in all respects to a general purpose container except that it has no rigid roof but may have a flexible and movable or removable cover, for example one made of canvas or plastic or reinforced plastic material normally supported on movable or removable roof bows.

OPEN-ACCOUNT PURCHASE - A purchase made by a buyer who has established credit with the seller. Payment terms are usually stated to require payment of invoice on or before a specific date or dates; also, to require payment of invoice in full, or less a certain percentage for prompt payment. Such terms are agreed upon between buyer and seller prior to or at the time of establishing the account.

OPEN-END CONTRACT - A contract in which quantity, duration, or both are not specified.

OPEN-MARKET PURCHASE - A purchase made other than under a schedule or term contract, or made by negotiation following rejection of all bids when satisfactory bids cannot be obtained.

Operating Differential Subsidy (ODS): A payment to an American-flag carrier by the U.S. government to offset the difference in operating costs between U.S. and foreign vessels.

Operating Efficiency A ratio of the actual output of a piece of equipment, department, or plant as compared to the planned or standard output.

Operating Ratio An operating ratio is calculated by dividing operating expenses by operating revenues, the lower the ratio, the lower the percentage of revenues required to meet expenses.

Operating Ratio: A measure of operating efficiency defined as Operating expenses divided by the Operating revenues x 100.

Operational Performance Measurements: 1. In traditional management, performance measurements related to machine worker, or department efficiency or utilization. These performance measurements are usually poorly correlated with organizational performance. 2. In theory of constraints, performance measurements that link causally to organizational

performance measurements. Throughput, inventory, and operating expense are examples. Also see: Performance Measures.

Operations Research The development and application of quantitative techniques to the solution of problems. More specifically, theory and methodology in mathematics, statistics, and computing are adapted and applied to the identification, formulation, solution, validation, implementation, and control of decision-making problems.

Operator The party responsible for the day to day operational management of certain premises such as ware-houses, terminals and vessels.

Optimal Trim The best calculated TRIM related to speed engine capacity, fuel consumption for a specific sailing condition.

Optimization Achieving the best possible solution to a problem in terms of a specified objective function.

Optimization: The process of making something as good or as effective as possible with given resources and constraints.

Option One of a limited range of choices or features that is offered to a customer when purchasing an otherwise basic standard product and that has to be an integral part of the product (used in commercial trading).

OPTION - The right, acquired for consideration, to buy or sell something at fixed price within a specified time.

OPTION TO RENEW - A contract clause that allows a party to elect to re-institute the contract for an additional term; in public contracting, where competitive bidding is a required exercise of the option must rest solely with the purchaser.

Optional Cargo Cargo of which the final destination is not known at the moment of booking but will be indicated during the transport.

Optional Port A port of which it is not known whether or not a vessel during a voyage will make a call.

ORC Origin Receiving Charge (ORC)

Order A request to deliver specified quantities of goods or to render specific services.

Order Bill of Lading A bill of lading, negotiable, made out to the order of the shipper.

Order Cycle This includes the time and the process involved from the placement of the order to the receipt of the shipment. It includes the following processes: Communicating the order, order processing, transporting the shipment.

Order Cycle Time: The time that elapses from placement of order until receipt of order. This includes time for order transmittal, processing, preparation, and shipping.

Order Cycle: The time and process involved from the placement of an order to the receipt of the order.

Order Entry and Scheduling: The process of receiving orders from the customer and entering them into a company's order processing system. Orders can be received through phone, fax, or electronic media. Activities may include "technically" examining orders to ensure an orderable configuration and provide accurate price, checking the customer's credit and accepting payment (optionally), identifying and reserving inventory (both on hand and scheduled), and committing and scheduling a delivery date.

Order Fill: A measure of the number of orders processed without stockouts, or the need to back order, expressed as a percentage of all orders processed in the distribution center or warehouse.

Order Line Each line on a customer's purchase order. An order line always contains one Stock Keeping Unit (SKU) only, but the number may vary.

Order Management Costs: One of the elements comprising a company's total supply chain management costs. These costs consist of the following: . 1. New Product Release Phase In and Maintenance: This includes costs associated with releasing new products to the field, maintaining released products, assigning product ID, defining configurations and packaging, publishing availability schedules, release letters and updates, and maintaining product databases. 2. Create Customer Order: This includes costs associated with creating and pricing configurations to order and preparing customer order documents. 3. Order Entry and Maintenance: This includes costs associated with maintaining the customer database, credit check, accepting new orders, and adding them to the order system, as well as later order modifications. 4. Contract/Program and Channel Management: This includes costs related to contract negotiation, monitoring progress, and reporting against the customer's contract, including administration of performance or warranty-related issues. 5. Installation Planning: This includes costs associated with installation engineering, scheduling and modification, handling cancellations, and planning the installation. 6. Order Fulfillment: This includes costs associated with order processing, inventory allocation, ordering from internal or external suppliers, shipment scheduling, order status reporting, and shipment initiation. 7. Distribution: This includes costs associated with warehouse space and management, finished goods receiving and stocking, processing shipments, picking and consolidating, selecting carriers, and staging products/systems. 8. Transportation, Outbound Freight, and Duties: This includes costs associated with all company-paid freight duties from point of manufacturer to end customer or channel. 9. Installation: This includes costs associated with verification of site preparation, installation, certification, and authorization of billing. 10. Customer Invoicing/Accounting: This

includes costs associated with invoicing, processing customer payments, and verification of customer receipt.

Order Management: The planning, directing, monitoring, and controlling of the processes related to customer orders, manufacturing orders, and purchase orders. Regarding customer orders, order management includes order promising, order entry, order pick, pack and ship, billing, and reconciliation of the customer account. Regarding manufacturing orders, order management includes order release, routing, manufacture, monitoring, and receipt into stores or finished goods inventories. Regarding purchase orders, order management includes order placement, monitoring, receiving, acceptance, and payment of supplier.

Order Picking: Assembling a customer's order from items in storage.

Order Processing: Activities associated with filling customer orders.

Order: A type of request for goods or services.

Ordering Cost: The cost of placing an inventory order with a supplier.

Organization An identifiable social unit with a particular responsibility which endeavor to achieve multiple goals by coordinated activities and relationships between members and objects.

ORGANIZATION Departments or organizations within the operating location.

Origin Station where rail movement begins

Origin: The place where a shipment begins its movement.

Original Equipment Manufacturer (OEM): A manufacturer that buys and incorporates another supplier's products into its own products. Also, products supplied to the original equipment manufacturer or sold as part of an assembly. For example, an engine may be sold to an OEM for use as that company's power source for its generator units.

OS&D Overage, Shortage & Damage - report produced to describe any discrepancies on freight/shipments

OS&D Overages, Shortage and Damage.

OS&D: See Over, Short, and Damaged.

OTHC Origin Terminal Handling Charge (OTHC)

OTI Ocean Transportation Intermediary. A Freight Forwarder or an NVO according to the Shipping Act of 1998.

Out of Gauge Cargo which exceeds the internal dimensions of the container in width, length or height.

Out of Gauge Cargo Cargo which dimensions are exceeding the normal dimensions of a 20 or 40 feet container, e.g. overlength, overwidth, overheight, or combinations thereof.

Out of route Longer or less competitive route

OUT OF SYSTEM MOVES Shipments that move on lane segments other than those regularly serviced by TBAC e.g. YYZ->YYC or JFK->BUF

Outbound Export shipments.

Outbound Logistics: The process related to the movement and storage of products from the end of the production line to the end user.

Outgate Process of checking a container or trailer out of an intermodal facility. The process includes inspection of the unit, input of data into a computer system. Draymen at the out gate must indicate shipper, vehicle initial and number and assigned pick up security number.
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Outlier: A data point that differs significantly from other data for a similar phenomenon. For example, if the average sales for a product were ten units per month, and one month the product had sales of 500 units, this sales point might be considered an outlier.

Out-of-Pocket Cost: The cost directly assignable to a particular unit of traffic and which a company would not have incurred if it had not performed the movement.

Outpartnering: The process of involving the supplier in a close partnership with the firm and its operations management system. Outpartnering is characterized by close working relationships between buyers and suppliers, high levels of trust, mutual respect, and emphasis on joint problem solving and cooperation. With outpartnering, the supplier is not viewed as an alternative source of goods and services (as observed under outsourcing), but rather as a source of knowledge, expertise, and complementary core competencies. Outpartnering is typically found during the early stages of product life cycle when dealing with products that are viewed as critical to the strategic survival of the firm. Also see: Customer-Supplier Partnership.

Outport Destination port, other than a base port, to which rates apply but which may be subject to additional outport arbitraries.

Outsider A carrier, which operates on a route served by a liner conference but which is not a member of that conference.

Outsource To hire a third-party provider to assume tasks previously performed in-house.

Outsource: To utilize a third party provider to perform services previously performed in house. Examples include manufacturing of products and call center/customer support.

Outsourced Cost-of-Goods Sold: Operations performed on raw material outside of the responding entity's organization that would typically be considered internal to the entity's manufacturing cycle. Outsourced cost-of-goods sold captures the value of all outsourced activities that roll up as cost-of-goods sold. Some examples of commonly outsourced areas are assembly, test, metal finishing or painting, and specialized assembly process.

Outsourcing Subcontracting of activities.

Outturn Report Written statement by a stevedoring company in which the condition of cargo discharged from a vessel is noted along with any discrepancies in the quantity compared with the vessel's manifest.

Outward Handling The operations to be performed on outgoing goods from a production unit, both administrative and physical, starting at the moment forwarding orders can be executed to the moment of actual departure of the goods.

Over Landed (1) Cargo volume count more than originally shipped. (2) Cargo taken beyond original port of discharge.

Over Pivot Rate The rate per kilogram to be charged for the over pivot weight (air cargo).

Over Pivot Weight The weight in excess of the pivot weight (air cargo).

Over, Short, and damaged (OS&D): This is typically a report issued at the warehouse when goods are damaged. Used to file a claim with a carrier.

Overcarrier A carrier within a consortium who carries cargo beyond the allotment distributed to him.

Overheight Cargo Cargo, exceeding the standard height.

Overland Common Port (OCP) A special rate concession made by shipping lines, rail carriers and truckers serving the U.S. West Coast for export and import traffic, intended to benefit midwest shippers and importers by equalizing rates to and from other coastal areas, and offering these midwest companies a comparable alternative. The steamship companies lower their rates and the inland carriers pick up the terminal charges, which consist of handling charges, wharfage charges and car loading or unloading charges. OCP rates apply to cargo shipped from or consigned to the states of: North Dakota, South Dakota, Nebraska, Colorado, New Mexico and all states east thereof. OCP rates in Canada apply to the provinces of: Manitoba, Ontario and Quebec.

Overlanded Cargo discharged but not on the manifest, generally by accident.

Overlength Cargo Cargo, exceeding the standard length.

Overpack A unit used by a single shipper to contain one or more packages and to form one handling unit for convenience of handling and stowage. Dangerous goods packages contained in the overpack must be properly packed, marked, labelled and in proper condition as required by the Regulations regarding dangerous goods (air cargo).

Over-the-Road: A motor carrier operation that reflects long-distance moves; the opposite of local operations.

Overtime Work beyond normal established working hours which usually requires a premium to be paid to the employees concerned.

Overweight Container Law Since April 9, 1997 any container or trailer in intermodal commerce weighing over 29,000 lbs must provide all parties with: actual gross weight, reasonable description of the cargo, identity of the certifying party, the trailer or container no., and the date of certification.

Overwidth Cargo Cargo, exceeding the standard width.

OWC On Wheels Charge (OWC)

Owner The legal owner of cargo, equipment or means of transport.

Owner/Operator: A truck driver who owns and operates his/her tractor/trailer.

Owner's Container Code See Container Prefix

P & D: Pickup and delivery.

P & I Club See Protection and Indemnity Club

P.D. - Per Diem Per day.

P.H.P. Packing House Products

P/L Partial loss

P2P: See Path to Profitability.

Package Any physical piece of cargo in relation to transport consisting of the contents and its packing for the purpose of ease of handling by manual or mechanical means. The final product of the packing operation consisting of the packing and its contents to facilitate manual or mechanical handling.

Packaging Materials used for the containment, protection, handling, delivery and presentation of goods and the activities of placing and securing goods in those materials.

Packing Any container or other covering in which goods are packed.

Packing Instruction Document issued within an enterprise giving instructions on how goods are to be packed.

Packing List List of packages for each shipment, showing individual breakdown in weights/measure and quantity.

Packing list A document prepared by the shipper listing the kinds, quantities and values of the merchandise in a particular shipment. A copy is required by Craters & Freighters for all shipments domestic and International and a copy is usually sent to the consignee. The packing list sometimes called an inventory is instrumental for establishing type, quantity and value of the shipment. <http://cratersandfreighters.com/cf/docs/inventory-itemized.doc>

Packing List A list which shows number and kinds of packages being shipped, totals of gross, legal, and net weights of the packages, and marks and numbers on the packages. The list may be requested by an importer or may be required by an importing country to facilitate the clearance of goods through customs.

Packing List Packing List: A document containing information about the location of each Product ID in each package. It allows the recipient to quickly find the item he or she is looking for without a broad search of all packages. It also confirms the actual shipment of goods on a line item basis.

Packing Unit A type of package where a standard quantity of products of a specific product type can be packed and that requires no additional packaging for storage and shipment.

Pallet A term used for a load-carrying platform onto which loose cargo is stacked before being placed inside a container. It is designed to be moved easily by fork-lift trucks.

Pallet Wooden structure used to support cargo and ease movement by forklifts.

Pallet A low portable platform with or without sides used to handle, store, ship, transport and move materials and goods. Pallets or load bases are usually constructed of wood and can be built to any specification in order to support most loads of varying size and weight distribution.

Pallet A wooden frame on which pieces of general cargo are placed so they can be lifted using a forklift truck.

PALLET Airline equipment, a flat metal platform, on which goods are assembled and secured by nets and straps, also referred to as a cookie sheet!

Pallet A load-carrying platform to which loose cargo is secured before placing aboard the aircraft/vessel.

Pallet A platform on which goods can be stacked in order to facilitate the movement by a fork lift or sling.

Pallet The platform which cartons are stacked on and then used for shipment or movement as a group. Pallets may be made of wood or composite materials.

Pallet Converter Superstructure which can be applied to a pallet to convert it into either a box or post pallet.

PALLET JACK A hand-operated jack for lifting and moving freight that is on skids

Pallet Rack A skeleton framework, of fixed or adjustable design, to support a number of individual pallet loads.

Pallet Truck Pedestrian- or rider-controlled non-stacking lift truck fitted with forks.

Pallet Wrapping Machine: A machine that wraps a pallet's contents in stretch-wrap to ensure safe shipment.

Panamax Panamax ships are the largest ships that can pass through Panama Canal. The size is limited by the dimensions of the lock chambers and the depth of the water in the canal.

Panamax Size The maximum measurements and dimensions of a vessel capable to pass the Panama Canal.

Panamax, container: Container carrier with the maximum dimensions for passing through the Panama Canal (width of 32.21 metres, length of 291 metres) of approximately 3,000—5,000 teu

Panamax, dry cargo: Dry bulk vessel with the maximum dimensions for passing through the Panama Canal (width of 32.21 metres and length of 289.5 metres) of approximately 60,000—80,000 dwt.

Panamax, tanker: Crude oil tanker or product tanker with the maximum dimensions for passing through the Panama Canal (width of 32.21 metres and length of 289.5 metres) of approximately 50,000—80,000 dwt.

PAPS Pre Arrival Processing System - system used ex. Canada for clearing freight through US Customs at the border.

Parcel See Package

Parcel Shipment Parcels include small packages like those typically handled by providers such as UPS and FedEx.

Pareto A means of sorting data. For example, the number of quality faults by frequency of occurrence. An analysis that compares cumulative percentages of the rank ordering of costs, cost drivers, profits, or other attributes to determine whether a minority of elements have a disproportionate impact. Another example: identifying that 20% of a set of independent variables is responsible for 80% of the effect. Also see: 80/20 Rule.

Pareto Principle A management tool based on writings of Vilfredo Pareto, an Italian economist. The principle is that most of the occurrences of any happening are caused by a small percentage of the population. Applied to purchasing management it means that the largest percentage of cost reductions can be obtained from a small percentage of the items purchased or from a small percentage of the number of suppliers used. Erroneously sometimes referred to as the 80-20 rule.

PARS Pre Arrival Release System - system used ex. USA for clearing freight through Canada Customs at the border.

Part Standardization A program for planned elimination of superficial, accidental, and deliberate differences between similar parts in the interest of reducing part and supplier proliferation. A typical goal of part standardization is to reduce costs by reducing the number of parts that the company needs to manage.

Partial Receiving Report Form used to provide a means of notifying Purchasing Services that partial shipments have been received against a Purchase Order. This form permits charges against a departmental budget and payment to the vendor.

Partial Shipment The partial shipment --- part shipment ---is allowed, unless otherwise stipulated in the L/C. When shipments are made on different dates and/or different ports or points of origin, but the transport documents indicate the same destination and bear the same means of conveyance for the same journey, they are not regarded as covering partial shipments. Please see Case Sample: Non-Partial Shipment below. When shipments are made by post or by courier, if the post receipts or the courier's receipts bear the same date and place of dispatch and have been authenticated by any stamp, signature, mark, or label, they are not regarded as partial shipment.

Participating Carrier A carrier participating in a tariff and who therefore applies the rates, charges, routing and regulations of the tariff. A carrier over whose air routes one or more sections of carriage under the AirWaybill is undertaken or performed (air cargo).

Particular Average See Marine Cargo Insurance.

Particular Average A fortuitous partial loss to the subject matter insured, proximately caused by an insured peril but which is not a general average loss. Particular average only relates to damage and/or expenses which are exclusively borne by the owners of a vessel which

has sustained damage as a result of e.g. heavy weather or by the owners of the cargo, which has been damaged in transit.

Particular Average (PA) Partial loss or damage to goods.

Partition See Divider

Partlow Chart A chart that indicates the temperature reading in a reefer container.

Partnership An ongoing relationship between two organizations which involves a commitment over an extended time period and a mutual sharing of the risks and rewards of the relationship.

Partnerships and Alliances Shippers and providers who enter into agreements designed to benefit both parties.

Passenger-Mile A measure of output for passenger transportation that reflects the number of passengers transported and the distance traveled; a multiplication of passengers hauled and distance traveled.

Password A private code required to gain access to a computer, an application program, or service.

Path to Profitability (P2P): The step-by-step model to generate earnings.

Pay on Use Pay on use is a process where payment is initiated by product consumption, i.e., consignment stock based on withdrawal of product from inventory, This process is popular with many European companies.

Payee A party to whom a payment is made or owed.

Payer A party who pays or is to pay.

Payload The revenue-producing load carried by a means of transport.

Payment That which discharges a debt.

Payment The transfer of money, or other agreed upon medium, for provision of goods or services.

Payment Against Documents Instructions given by a seller to a bank to the effect that the buyer may collect the documents necessary to obtain delivery of the goods only upon actual payment of the invoice.

Payment Collection Obtaining money, or other agreed upon medium, for provision of goods or services.

Payroll Total of all fully-burdened labor costs, including wages, fringe, benefits, overtime, bonus, and profit sharing.

PBC Produce Buying Company Limited, Ghana. Buys cocoa beans from farmers at village level and sells direct to the government at guaranteed prices.

PBIT See Profit Before Interest and Tax.

PCC Panama Canal Charge (PCC) Freight

PCC: Pure Car Carrier. Car carrier built exclusively to transport passenger cars.

PCS Panama Canal Surcharge (PCS) Freight

Pcs. Pieces

PCTC: Pure Car Truck Carrier. Car carrier built to transport small and large passenger cars (SUVs, MPVs, etc.), trucks and other contractor equipment.

PCTF Panama Canal Transit Fee (PCTF) Freight

PD Port dues

PDCA See Plan-Do-Check-Action.

PE Period entry

Peak Demand The time period during which customers demand the greatest quantity.

Peak Season Period of increased seasonal shipments on a railroad. Peak season for intermodal shipments is defined as September 1 to December 15. This coincides with the Thanksgiving and Christmas shipping season.

Peer to Peer (P2P) A computer-networking environment which allows individual computers to share resources and data without passing through an intermediate network server.

Pegging A technique in which a DRP system traces demand for a product by date, quantity, and warehouse location.

Per Diem On a daily basis.

Per Diem A payment rate one railroad makes to use another's cars.

Per Diem Charge made by a transportation line against another for the use of its cars based on a fixed rate per day

Per Diem Relief Nullification of a charge made by a transportation line against another for the use of its cars

Perfect Order The definition of a perfect order is one which meets all of the following criteria:
* Delivered complete, with all items on the order in the quantity requested * Delivered on time to customer's request date, using the customer's definition of on-time delivery * Delivered with complete and accurate documentation supporting the order including packing slips, bills of lading and invoices * Delivered in perfect condition with the correct configuration, customer ready, without damage, and faultlessly installed (as applicable)

Performance and Event Management Systems: The systems that report on the key measurements in the supply chain - inventory days of supply, delivery performance, order cycle times, capacity use, etc. Using this information to identify causal relationships to suggest actions in line with the business goals.

PERFORMANCE BOND A contract of guaranty executed subsequent to award by a successful bidder to protect the government from loss due to contractor inability to complete the contract as agreed.

Performance Indicator A variable indicating the effectiveness and/or efficiency of a process.

Performance Measurement The comparison of the results of business processes with each other or with standards in order to know the effectiveness of these processes and/or the supportive actions.

Performance Measurement Program A performance measurement program goes beyond just having performance metrics in place. Typical characteristics of a good performance measurement program include the following: * Metrics that are aligned to strategy, and linked to the shop floor or line-level workers. * A process and culture that drives performance and accountability to deliver performance against key performance indicators. * An incentive plan that is tied to performance goals, objectives, and metrics. * Tools/technology in place to support easy data collection and use.

Performance Measures Indicators of the work performed and the results achieved in an activity, process, or organizational unit. Performance measures should be both non-financial and financial. Performance measures enable periodic comparison and benchmarking. Also see: Performance Measurement Program.

PERFORMANCE RECORD Record to indicate a supplier's ability to keep delivery promises and reliability, together with consistency of quality and performance of the products and services furnished.

PERFORMANCE SPECIFICATIONS Where the goods and/or services are described in terms of required performance. they may include such details as required power, strength of material, test methods and standards of acceptability and recommended practices.

Perils of the Sea A marine insurance term used to designate heavy weather, stranding, lightning, collision, and sea water damage.

Perils of the Sea Fortuitous accidents or casualties peculiar to transportation on navigable water, such as sinking, collision of vessel, striking a submerged object, or encountering heavy weather or other unusual forces of nature.

Perishables Any cargo that loses considerable value if it is delayed in transportation. This usually refers to fresh fruit and vegetables.

Permeability Ratio expressed as a percentage assumed for the volume of a compartment which can be flooded by water after damage, to the total volume of that compartment; respectively the actual calculated value of that ratio.

Permit: A grant of authority to operate as a contract carrier.

Perpetual Inventory An inventory record keeping system where each transaction in and out is recorded and a new balance is computed.

Person Any business, individual, union, committee, club, or group of individuals.

Personal Computer (PC) An individual unit an operator uses for creating and maintaining programs and files; can often access the mainframe simultaneously.

Personal Discrimination **Charging** different rates to shippers with similar transportation characteristics, or, charging similar rates to shippers with differing transportation characteristics.

Phased Delivery The delivery of parts of the shipment.

Physical Distribution All logistics activities from the production line to the final user, including traffic, packaging, materials handling, warehousing, order entry, customer service, inventory control etc.

Physical Distribution The movement and storage of finished goods from manufacturing plants to warehouses to customers; used synonymously with business logistics. See Distribution.

Physical Distribution Those activities related to the flow of goods from the end of conversion to the customer.

Physical Distribution Management The planning execution and control of those activities which are related to the flow of goods from the end of conversion to the customer.

Physical Supply The movement and storage of raw materials from supply sources to the manufacturing facility.

Phytosanitary Certificates Phyto means plants. Under international (WTO) treaty, a competent government authority can issue a certificate based on inspection of goods confirming that a plant(s), seeds, or plant products are free of insects and disease which the destination country specifies.

Pick and Pack Taking goods out of a stock and packing them according to customer conditions.

Pick List A list of items to be picked from stock in order to fill an order; the pick list generation and the picking method can be quite sophisticated.

Pick Order An order to pick certain quantities of goods out of a stock.

Pick to Light A laser identifies the bin for the next item in the rack; when the picker completes the pick, the bar code is scanned and the system then points the laser at the next bin.

Pick Up and Delivery A service concerning the collection of cargo from the premises of the consignor and the delivery to the premises of the consignee.

Pick Up Service The carriage of outbound consignments from the point of pick up to the airport of departure air cargo).

Pick/Pack Picking and packing immediately into shipment containers.

Picking Taking products or components out of a stock.

Picking The operations involved in pulling products from storage areas to complete a customer order.

Picking by Aisle A method by which pickers pick all needed items in an aisle regardless of the items' ultimate destination; the items must be sorted later.

Picking by Source A method in which pickers successively pick all items going to a particular destination regardless of the aisle in which each item is located.

Picking List A list used to collect items from stores needed to fulfill an order.

Pick-Up Order A document indicating the authority to pick up cargo or equipment from a specific location.

Piece Count Number of individual cases, packages or bundles in an intermodal trailer or container. This information is usually required when the intermodal unit is crossing international boundaries.

Pier A structure built away from land and extending some distance over water, often used for docking boats. Also known as a wharf.

Pier See Quay

Piggyback The transportation of highway trailers or demountable trailer bodies on specially equipped rail flat cars.

Piggyback The carriage of road vehicles and trailers on railway wagons.

Piggyback Transportation of a highway trailer on a railroad flat car

Piggyback Terminology used to describe a truck trailer being transported on a railroad flatcar.

Piggybacking The assigning of export marketing and distribution functions by one manufacturer to another.

Pilferage Cargo stolen from the container, warehouse or terminal.

Pilferage Petty theft (Sometimes major!).

Pilferage Petty stealing of goods from a ship's hold, cargo shed or warehouse.

Pilferage As used in marine insurance policies, the term denotes petty thievery, the taking of small parts of a shipment, as opposed to the theft of a whole shipment or large unit. Some ordinary marine insurance policies do not cover against pilferage, and when this coverage is desired it must be added to the policy.

Pilot Local expert advising a vessel's captain on safe navigation in those areas where the captain is ignorant of local circumstances or where it is obligatory to take a pilot.

Pilot In Command The pilot responsible for the operation and safety of the aircraft during flight time.

Pipeline A line of pipes for conveying liquids and gasses. The physical goods flow from a supplying organization to a receiving organization.

Pipeline Inventory The amount of goods in a pipeline: the sum of loading stock, goods in transit and receiving stock.

Pivot Weight Minimum chargeable weight of a Unit Load Device.

Pkg. Package

Placard Sign affixed to a rail car or truck, indicating the hazardous designation of the product being transported in that vehicle

Place of Acceptance See Place of Receipt

Place of Delivery The location where a consignment (shipment) is delivered to the consignee viz. the place where the carrier's liability ends for the transport venture.

Place of Despatch Name and address specifying where goods are collected or taken over by the carrier (i.e. if other than consignor).

Place of Receipt The location where a consignment (shipment) is received by the carrier from the shipper viz. the place where the carrier's liability for transport venture commences.

Place Utility A value that logistics creates in a product by changing the product's location. Transportation creates place utility.

Placement The activity of positioning an object or goods in a chosen location or position.

Plan-Do-Check-Action (PDCA) In quality management, a four-step process for quality improvement. In the first step (plan), a plan to affect improvement is developed. In the second step (do), the plan is carried out, preferably on a small scale. In the third step (check), the effects of the plan are observed. In the last step (action), the results are studied to determine what was learned and what can be predicted. The plan-do-check-act cycle is sometimes referred to as the Shewhart cycle (Walter A. Shewhart discussed the concept in his book *Statistical Method from the Viewpoint of Quality Control*) and as the Deming circle (W. Edwards Deming introduced the concept in Japan; the Japanese subsequently called it the Deming circle). Synonym: Shewhart Cycle. Also see: Deming Circle.

Planned Date The date an operation such as a receipt, shipment, or delivery of an order is planned to occur.

Planned Order In DRP and MRP systems, a future order the system plans in response to forecasted demand.

Planning The setting of goals over a certain time and the determination of how to achieve these goals and with what resource.

Planning Horizon The period of time to which a certain particular plan relates.

Plant Finished Goods Finished goods inventory held at the end manufacturing location.

Plant moves The relocation of all items and equipment from a manufacturing facility. This scope of work may require special equipment such as lifts and cranes to facilitate the removal and loading of the heavy machinery. Custom load bases, pallets, skids, saddles, cradles, and crates may be required in order to transport or move the product to final destination.

Platform The area on an airport where aircrafts are parked for embarkation and/or loading and discharging purposes (air cargo).

Platform Body A truck or trailer without ends, sides or top but with only a floor.

Plimsoll Mark Depth to which a vessel may safely load. Identified by a circle on the vessel's side with a vertical line through and a number of small horizontal lines showing the max depth for summer and winter.

Plimsoll Mark A mark, welded on both sides of the vessel, which gives the limit to which a vessel may be loaded, depending on the specific gravity of the water in which the vessel is situated.

Plus-car-kind 3-digit generic car grouping used by the BNSF

PM Particulate matter

PO See Purchase Order.

POA Power of Attorney is a written legal document by which one person (principal) authorizes another person (agent) to perform stated acts on the principal's behalf. Exporters give limited power of attorney to their freight forwarder authorizing the agent to sign export contracts and documents for transportation.

POD (See Proof of Delivery) Paid on delivery/Proof of delivery

POD (VERBAL/PHYSICAL) Proof Of Delivery - sign-off by consignee to include date/time of receipt of freight and should also include confirmation of pieces received and any notations regarding the condition of the freight.

Point of Sale Information (POS) Price and quantity data from the retail location as sales transactions occur.

Point of Use Delivery Delivery right to the production floor of an item.

Point to Point Transport See House to House Transport

Point Value The point value can be seen as the relative value of an empty container of a certain size type in a depot location. The system serves to quantify the imbalance costs resulting from a full container move and are the result of empty optimization calculations. Point values are created on forecasted container flows between depot locations. Note: In the various computer systems point values are used to calculate the imbalance charge or credit for a particular container flow. This charge or credit is the difference in point values between start and end depot location.

Poka Yoke (mistake proof) The application of simple techniques that prevent process quality failure. A mechanism that either prevents a mistake from being made or makes the mistake obvious at a glance.

Police Powers The United States' constitutionally granted right for the states to establish regulations to protect their citizens' health and welfare; truck weight; speed, length, and height laws are examples.

Pollution Prevention Any practice which reduces the amount of hazardous substance, pollutant, or contaminant entering the waste stream or otherwise released to the environment (including fugitive emissions) prior to recycling, treatment, or disposal; and reduces the hazards to public health and environmental associated with the release of such substances.

Pontoon This is a piece of equipment equivalent to the bottom of a container without sides. Often used for stacking parcels of sawn timber and bags of cocoa. Otherwise known as a flat or bolster

Pontoon A floating flat structure used for work alongside the ship, to facilitate embarkation or disembarkation of persons, or to move cargo alongside.

Pool The shared use of e.g. equipment by a number of companies, which make together the investments in the equipment mentioned.

Pooling A shipping term for the practice of combining shipment from multiple shippers into a truckload in order to reduce shipping charges.

Poop Aft part of a vessel where the steering engine is located.

Poor visibility Visibility between 1,000 metres and 2 nautical miles

Port 1. Harbour having facilities for ships to moor, load and discharge. 2. The left hand side of a ship when facing forwards.

Port Harbour having facilities for vessels to moor and load or discharge. Left side of a vessel when facing towards the front or forward end.

Port & Terminal Service Charge [PTSC] South Europe Conference [SEAC] charge incurred when the shipper is not able to deliver cargo directly alongside the vessel. The carrier may assess its expenses in moving cargo from the shipper's point of delivery to the vessel.

Port Authority A state or local government that owns, operates, or otherwise provides wharf, dock, and other terminal investments at ports.

Port Captain The person who plans stowage and supervises loading and discharging of vessels. Also know as a Supercargo.

PORT CODES A 4 or 5-digit code (usually all numeric) designating ports around the world, whether airports or seaports.

Port Marks See "Marks."

Port of Call Place where a vessel actually drops anchor or moors during a certain voyage.

Port of Discharge Port where vessel is off loaded.

Port of Discharge A port where a vessel is off-loaded and cargo discharged.

Port of Discharge The port where the cargo is actually discharged (unloaded) from the sea (ocean) going vessel.

Port of Entry A port at which foreign goods are admitted into the receiving country.

Port of Entry A port at which foreign goods are admitted into the receiving country.

Port of Loading The port where the cargo is actually loaded on board the sea (ocean) going vessel.

Port of Loading A port where cargo is loaded aboard the vessel, lashed, and stowed.

Port of Loading Port where cargo is loaded aboard the vessel.

Port: A harbor where ships will anchor.

Portal Crane A type of gantry crane with vertical legs of sufficient height and width to permit vehicles or railroad equipment to pass between the legs.

Portal: A web site that serves as a starting point to other destinations or activities on the Internet. Initially thought of as a home base-type of web page, portals attempt to provide all Internet needs in one location. Portals commonly provide services such as e-mail, online chat forums, shopping, searching, content, and news feeds.

Portlog A statement concerning a vessel containing the actual arrival and departure time used tugs, draft, dead-weight, quantity of discharged and loaded goods/containers and any other important particulars.

POS Point of Shipment, or Point of Sale

Positioning The moving of empty equipment from surplus areas to deficit areas.

Positioning The transport of empty equipment from a depot to shipper's premises or from consignee's premises back to a depot as the empty leg of a carrier haulage transport.

Possession Utility The value created by marketing's effort to increase the desire to possess a good or benefit from a service.

POST AUDIT AIRLINE/AWB An airline which is granted permission by Canada Customs to report all freight entering into Canada AFTER the fact, similar to the US TACM, BUT in this case the AWB also becomes the Canadian bond

Postal Code A national code maintained by the Postal Authorities designed to indicate areas and accumulated addresses to facilitate sorting and the delivery of mail and other goods. Note: The coding system is different in the various countries throughout the world. In the Netherlands the code consists of 4 figures and 2 characters.

Post-Consumer Content The manufacturing of a new product using materials that have already served their intended uses and have been separated for recycling to be used as a raw material.

Post-Consumer Materials Materials generated by consumer, business or institutional sources that have served their intended use or completed their lifecycle and would be destined for disposal had they not been diverted from the waste stream for recycling (e.g., paper placed in a recycling bin by a consumer/end-user that is collected and re-pulped to make new paper products) are considered post-consumer materials.

Post-Industrial Materials Materials generated by manufacturers or product converters, such as trimmings, overruns and obsolete products, that are incorporating back into the manufacturing process of the same or a different products are considered post-industrial materials or scraps.

POSTNET The POSTNET barcode is used on envelopes and postcards that are sent through the U.S. Postal Service. This barcode is placed in the lower right-hand corner of the envelope.

Post-Panamax: Container vessel of approximately 4,000+ teu that is too large to pass through the Panama Canal.

Postponement The delay of final activities (i.e., assembly, production, packaging, etc.) until the latest possible time. A strategy used to eliminate excess inventory in the form of finished goods which may be packaged in a variety of configurations.

Power of Attorney Power of Attorney is a written legal document by which one person (principal) authorizes another person (agent) to perform stated acts on the principal's behalf. Exporters give limited power of attorney to their freight forwarder authorizing the agent to sign export contracts and documents for transportation.

PPI (Producer Price Index) A numerical figure representing a certain producer price compared with a base index at an earlier time.

Practice That what has become customary as a result of repeated acts.

PRE-Bid Conference A meeting scheduled in a solicitation for the purpose of providing clarification as needed. Substantive questions raised at a pre-bid conference are answered in writing and may modify the solicitation. In some jurisdictions, the conference may be mandatory at the discretion of the Purchasing Manager.

Precarriage The carriage of goods (containers) by any mode of transport from the place of receipt to the port (place) of loading into the ocean vessel (main means of transport).

Precarrier The carrier by which the goods are moved prior to the main transport.

Pre-Consumer Materials: Materials and manufacturing by-products that would be destined for disposal had they not been diverted from the waste stream for reuse or recycling (e.g., paper trimmings left over after cutting envelopes from paper that are sold to another manufacturer to be used to make paper products) are considered pre-consumer materials. Pre-consumer material does not include materials and by-products generated by and commonly used in an original manufacturing process (see Industrial Scrap).

Pre-Expediting The function of following up on open orders before the scheduled delivery date to ensure the timely delivery of materials in the specified quantity.

PREFERENCE An advantage in consideration for award of a contract granted to a bidder by reason of the bidder's residence, business location, origin of product offered, business classification (e.g., small business), or other reason; generally inconsistent with impartiality in awarding public contracts.

PREPAID Charges for the transportation of freight are paid by the shipper.

Prepaid In interline moves, the amount of transportation and other charges are paid at the point of origin of the first rail carrier

Prepaid A freight term which indicates that charges are to be paid by the shipper. Prepaid shipping charges may be added to the customer invoice, or the cost may be bundled into the pricing for the product.

Prepaid Freight Freight paid by the shipper to the carrier when merchandise is tendered for shipment that is not refundable if the merchandise does not arrive at the intended destination.

Present Value Today's value of future cash flows, discounted at an appropriate rate.

Preshipment Inspection (Abbreviation: PSI) The checking of goods before shipment for the purpose of determining the quantity and/or quality of said goods by an independent surveyor (inspection company) for phytosanitary, sanitary and veterinary controls. Presently there is a tendency by developing countries to use the inspection also for the purpose of determining whether the price charged for certain goods is correct.

Pre-slinging The act of placing goods in slings which are left in position and used for loading into and discharging from a conventional vessel.

Pressure tendency in station reports - Rising (or falling) slowly Pressure change of 0.1 to 1.5 hPa in the preceding three hours. Note: For those more familiar with the millibar, 1 hPa = 1 mb

Pressure tendency in station reports - Now rising (or falling) Pressure has been falling (rising) or steady in the preceding three hours, but at the time of observation was definitely rising (falling)

Pressure tendency in station reports - Rising (or falling) Pressure change of 1.6 to 3.5 hPa in the preceding three hours. Note: For those more familiar with the millibar, 1 hPa = 1 mb

Pressure tendency in station reports - Rising (or falling) more slowly Pressure rising (or falling) at a progressively slower rate through the preceding three hours

Pressure tendency in station reports - Rising (or falling) quickly Pressure change of 3.6 to 6.0 hPa in the preceding three hours. Note: For those more familiar with the millibar, 1 hPa = 1 mb

Pressure tendency in station reports - Rising (or falling) v. rapidly Pressure change of more than 6.0 hPa in the preceding three hours. Note: For those more familiar with the millibar, 1 hPa = 1 mb

Pre-trip Inspection (Abbreviation: PTI) A technical inspection of Reefer containers prior to positioning for stuffing.

PRICE ANALYSIS The process by which a supplier's selling price for an item or service is evaluated by the buyer to be equitable and/or competitive.

Price Authority One of the following types of pricing documents: Contract or Ancillary, (Exempt) Quote or Special Quote, Exempt Memorandum or Circular, Tariff

PRICE COMPETITION - The basis for awarding a contract solely on the consideration of price as submitted on competitive bids or as negotiated under competitive proposals.

Price Erosion What causes old-line executives to break out in a cold sweat? No question about it; traditional business models are threatened by the market efficiencies of B2B. When prices begin to plummet, the margin structures of older industries are also threatened.

PRICE FIXING - Agreements between competitors to sell at the same price, to adopt formulas or the computation of selling prices, to maintain specified discounts, to maintain predetermined price differentials between different quantities, types, or sizes of products, or other means of setting prices charged to purchasers.

Price Index Usually refers to any of various numbers representing prices at a particular time for a product or category of products as reported to the Department of Labor, Bureau of Labor Statistics of the U. S. Government. Average price movements can be measured up or down from the monthly reports issued.

PRICE PROTECTION - An understanding or agreement between a purchaser and seller, or extended by a seller to a purchaser, to maintain a price against increase, or to grant the purchaser any reduction in price the vendor may establish on the goods in question, prior to shipment of the purchaser's order.

Primage A charge paid by shippers to ship agents for services provided by the agent in Turkish and Greek ports, generally for loading activities conducted by port stevedores. It is not an actual contractual term so the obligation to pay does not depend on its inclusion in the bill of lading. For example: Turkey: 3% on Total Ocean Freight including all surcharges and intermodal charges. Greece: 3% Piraeus, 5% Salonika (except on cargo originating in Bulgaria).

Primage Percentage added to freight and usually returned as a deferred rebate.

Primary Manufacturing Strategy Your company's dominant manufacturing strategy. The primary manufacturing strategy generally accounts for 80-plus % of a company's product volume. According to a study by Pittiglio Rabin Todd & McGrath (PRTM), approximately 73% of all companies use a make-to-stock strategy.

Primary-Business Test A test the ICC uses to determine if a trucking operation is bona fide private transportation; the private trucking operation must be incidental to and in the furtherance of the firm's primary business.

Prime Entry Statement of goods based on details included in the bill of lading.

Principal Person for whom another acts as agent.

Principal Carrier See Responsible Carrier

Principal Corporate Body The company that owns the various subsidiary companies or branches acting as customers on their own and is registered as the corporate customer for statistical purposes.

Priority Order An order which is identified as taking precedence over other orders to ensure its completion in the minimum time.

Private Carrier A carrier that provides transportation service to the firm that owns or leases the vehicles and does not charge a fee. Private motor carriers may haul at a fee for wholly owned subsidiaries.

Private Label Products that are designed, produced, controlled by, and which carry the name of the store or a name owned by the store; also known as a store brand or dealer brand. An example would be Wal-Mart's "Sam's Choice" products.

Private Trucking Fleets Private fleets serve the needs of their owners, and do not ordinarily offer commercial trucking services to other customers. Private fleets typically perform distribution or service functions.

Private Warehouse A warehouse operated by the owner of the goods stored there.

Private Warehouse A company-owned warehouse.

Private Warehousing The storage of goods in a warehouse owned by the company that has title to the goods.

PRO A document assigned by TBAC (or another carrier), with a unique number for the transport of a shipment.

Pro forma An informal document presented in advance of the arrival or preparation of the required document in order to satisfy a requirement, usually a customs requirement.

Pro Forma Literally, a specimen, e.g. pro forma invoice, which is a specimen of the invoice as it would be were the order placed. In other words, it is a quotation.

Pro Forma Invoice An invoice, forwarded by the seller of goods prior to shipment, that advises the buyer of the particulars and value of the goods. Usually required by the buyer in order to obtain an import permit or letter of credit.

Pro Forma Invoice Draft invoice sent to an importer by the exporter prior to order confirmation and shipment to assist in matters relating to obtaining import licenses or foreign exchange allocations, or simply to advise the value of a consignment so that letters of credit can be opened.

Pro Number Any progressive or serialized number applied for identification of freight bills, bills of lading, etc.

Proactive The strategy of understanding issues before they become apparent and presenting the solution as a benefit to the customer, etc.

Procedure Steps to be followed in order to comply with a formality, including the timing, format and transmission method for the submission of required information.

Process The flow of material in time and space. The accumulation of sub-processes, or operations that transform materials from raw materials to finished products.

Process A series of time-based activities linked to complete a specific output.

Process Benchmarking Benchmarking a process (such as the pick, pack, and ship process) against organizations known to be the best in class in this process. Process benchmarking is usually conducted on firms outside of the organization's industry. Also see: Benchmarking, Best in Class, Competitive Benchmarking.

Process Improvement A design or activity which improves quality or reduces costs, often through the elimination of waste on non-value-added tasks.

Process Manufacturing Production that adds value by mixing, separating, forming, and/or performing chemical reactions. It may be done in a batch, continuous, or mixed batch/continuous mode.

Process Mapping A diagrammatical breakdown of a supply chain.

Process Yield The resulting output from a process. An example would be a quantity of finished product output from manufacturing processes.

Procurement The activities which ensure the availability of the material and or services in the desired quantity, quality, place and time from the supplier.

PROCUREMENT - The procedures for obtaining goods or services, including all activities from the planning steps and preparation and processing of a requisition, through receipt and acceptance of delivery and processing of a final invoice for payment. The acts of preparing specifications, evaluating bids or proposals, making awards, and administering contracts are involved; in some contexts property management is implied.

Procurement The business functions of procurement planning, purchasing, inventory control, traffic, receiving, incoming inspection, and salvage operations. Synonym: Purchasing

PROCUREMENT (PURCHASE) The acquisition of goods or services in exchange for money.

Procurement Logistics Control of the flow of materials up to the manufacturing process.

Product A result, end item or output from a certain process.

Product Something that has been or is being produced.

Product and transportation analysis The study of the products characteristics which include size, weight and weight distribution, internal and external materials, susceptibility to abrasion and corruptions, the effect and characteristics of compression, vibration and shock, and its fragility. Also, the consideration of handling, distribution, mode of transportation, and origin and destination factors are used to develop product specific engineered packaging.

Product Chain All phases in the transformation- or production process of one product.

Product Characteristics All of the elements that define a product's character, such as size, shape, weight, etc.

Product Description The user's description of the product.

Product Family A group of products with similar characteristics often used in production planning (or sales and operations planning).

Product ID A method of identifying a product without using a full description. These can be different for each document type and must, therefore, be captured and related to the document in which they were used. They must then be related to each other in context (also known as SKU, Item Code or Number, or other such name).

Product Life Cycle The period of time between the introduction date and end date of a product in the market. Note: Phases are introduction, growth, maturity, saturation, decline & end.

Product Stewardship: Product stewardship is an approach to product and materials management designed to improve resource utilization efficiency and promoting waste minimization. Product stewardship programs seek to 1) establish responsibility for, and 2) to apportion the costs of waste management among the specific participants in the various stages of a product's life cycle. In this way, the full environmental costs of a product are internalized and end of life product management responsibility is clearly assigned to either the manufacturer, the retailer, or to other specific participants in the product life cycle, rather than being left to the consumer or the municipality.

Product tanker: Tanker vessel with coated tanks used to transport refined oil products.

Production The conversion of materials and or assembly of components to manufacture goods, products or services. The total quantity of goods manufactured or to be manufactured in a particular period of time expressed in quantitative or financial terms. (The term manufacturing is often used specifically for physical operations resulting in a product).

Production Capacity Measure of how much production volume may be experienced over a set period of time.

Production Line A series of pieces of equipment dedicated to the manufacture of a specific number of products or families.

Production Planning and Scheduling: The systems that enable creation of detailed, optimized plans and schedules, taking into account the resource, material, and dependency constraints to meet the deadlines.

Production run containers To build multiple amounts of a specific container typically done under contract or through a purchase order.

Production-Related Material Production-related material is an item classified as a material purchase and included in cost-of-goods sold as a raw material purchase.

Productivity Relative measure of output of labour hour or machine hour.

Productivity A measure of resource utilization efficiency defined as the sum of the outputs divided by the sum of the inputs.

PROFESSIONAL SERVICES - Infrequent, technical, and/or unique functions performed by independent contractors whose occupation is the rendering of such services. While not limited to licentiates, the services are considered "professional," and the contract may run to partnerships, firms, or corporations as well as individuals. Examples of professional services include medicine and the medical arts, architectural and engineering services, management and systems consultation, research, and the performing arts.

Profit Before Interest and Tax (PBIT): The financial profit generated prior to the deduction of taxes and interest due on loans. Also called operating profit.

Profit Centre An organizational unit which will be held responsible for its own profits and losses.

Profit Ratio The percentage of profit to sales--that is, profit divided by sales.

Profitability Analysis The analysis of profit derived from cost objects with the view to improve or optimize profitability. Multiple views may be analyzed, such as market segment, customer, distribution channel, product families, products, technologies, platforms, regions, manufacturing capacity, etc.

Profitable to Promise This is effectively a promise to deliver a certain order on agreed upon terms, including price and delivery. Profitable to Promise (PTP) is the logical evolution of Available to Promise (AtP) and Capable to Promise (CTP). While the first two are necessary for profitability, they aren't sufficient. For enterprises to survive in a competitive environment, profit optimization is a vital technology.

Pro-Forma Latin phrase meaning "in the form of". A pro-forma invoice based on a sales contract should be issued to help a buyer open a letter of credit. A pro-forma invoice is not a demand for payment of money, but a preliminary copy to aid documentation.

Pro-forma A type of quotation or offer that may be used when first negotiating the sales of goods or services. If the pro-forma is accepted, then the terms and conditions of the pro-forma may become the request.

PROJECT A record to define a unit of work that can be broken down into one or more tasks. A project is the unit of work for which you specify revenue and billing methods, invoice formats, a managing organization and project manager, and bill rate schedules. You can charge costs to a project.

Project Cargo Quantity of goods connected to the same project and often carried on different moments and from various places.

Project management The organization and management of resources to deliver all the work required to complete a temporary project within a defined scope, time and cost.

Project Management Managing a transport project, which involves the design and implementation of logistics solutions including resource planning, costing and profits.

Promotion The act of selling a product at a reduced price, or a buy one/get one free offer, for the purpose of increasing sales.

Proof of Delivery The receipt signed by the consignee upon delivery.

Proof of Delivery (POD) Information supplied by the carrier containing the name of the person who signed for the shipment, the time and date of delivery and other shipment delivery-related information. POD is also sometimes used to refer to the process of printing materials just prior to shipment (Print on Demand).

Proper Shipping Name A name to be used to describe particular goods on documents and notifications and, if appropriate, on the goods.

PROPERTY CONTROL SYSTEM An information system maintained by the State University of New York that provides a record of state-owned equipment and equipment purchased with Research Foundation administered funds at each campus.

Proportional Rate A rate lower than the regular rate for shipments that have prior or subsequent moves; used to overcome combination rates' competitive disadvantages.

PROPOSAL - The executed document submitted by an offeror in response to a Request for Proposal [and the basis for subsequent negotiation].

PROPOSAL EVALUATION CRITERIA - Factors, usually weighted, relating to management capability, technical capability, manner of meeting performance requirements, price and other importance considerations used to evaluate which proposer in a competitive negotiation has made the most advantageous offer.

Protection and Indemnity Club (Abbreviation: P & I club) A mutual association of shipowners who provide protection against liabilities by means of contributions.

Protest U.S. Customs Form 19 allows for a refund of an overpayment of duty if filed within 90 days of liquidation.

Protocol A statement drawn up to attest certain events.

Protocol Communication standards that determine message content and format, enabling uniformity of transmissions.

PSD Pre-shipment document

PSI Pre-shipment Inspection

PSS Peak Season Surcharge (PSS) Freight

PSV: Platform Supply Vessel. Offshore vessel serving the offshore oil installations.

PTAEO Project, Task, Award, Expenditure Category, Organization. In Oracle, these components identify the sponsored program. Any expense on a sponsored program must include PTAEO information.

PTI Pre-Trip Inspection. (Typically the shipping line's inspection of reefer containers prior to release to the shipper for stuffing/loading).

PTT Permit to Transfer

PU&D PU&D is the acronym for pick up and delivery relating to the transportation industry.

Public Authorities The agencies or officials in a state responsible for the application and enforcement of the laws and regulations of that state. Source: IMO.

PUBLIC BID OPENING - The process of opening and reading bids, conducted at the time and place specified in the Invitation for Bids and/or the advertisement, and in the presence of anyone who wishes to attend.

Public Company A corporation that issues stock that may be purchased by anyone and as listed on one of the stock exchanges and is controlled by the SEC as compared with private company where stock is only available to certain individuals.

Public Warehouse A warehouse which is available to all companies and persons who wish to make use of the services offered.

Public Warehouse The warehouse space that is rented or leased by an independent business providing a variety of services for a fee or on a contract basis.

Public Warehouse receipt The basic document a public warehouse manager issues as a receipt for the goods a company gives to the warehouse manager. The receipt can be either negotiable or nonnegotiable.

Public Warehousing The storage of goods by a firm that offers storage service for a fee to the public.

Published Charge A charge, the amount of which is specifically set forth in the carrier's rates tariff.

Published Rate See Published Charge

Pull Distribution System A system to provide warehouses with new stock on request of the warehouse management.

Pull or Pull-Through Distribution Supply chain action initiated by the customer. Traditionally, the supply chain was pushed; manufacturers produced goods and pushed them through the supply chain and the customer had no control. In a pull environment, a customer's purchase sends replenishment information back through the supply chain from retailer to distributor to manufacturer so goods are pulled through the supply chain.

Pull Ordering System A system in which each warehouse controls its own shipping requirements by placing individual orders for inventory with the central distribution center. A replenishment system where inventory is "pulled" into the supply chain (or "demand chain" by POS systems, or ECR programs). Associated with "build to order" systems.

Pull Signal A signal from a using operation that triggers the issue of raw material.

Pup 28-foot trailer, used mostly in less-than-truckload business

Purchase An acquisition of commodities or services obtained by contract, whether by rent, lease, installment or lease purchase or outright purchase. The following are not purchases: Transfer, sale or exchange of personal property or services between governmental agencies; Commodities purchased for resale to the general public as outlined in Section 287.012, except Class B printing; Utilities; or, Public communications, i.e., telephone, telegraph, but not including private communications systems for internal institutional use.

PURCHASE INSTRUMENT A document that formalizes the terms and conditions mutually agreeable to the Research Foundation, as the buyer, and the vendor or individual, as the seller,

to furnish materials or render services being purchased. Types of purchasing instruments are purchase orders, contracts, subcontracts, and maintenance and lease agreements.

Purchase Order Common grouping of orders for goods/services. Several SKU categories may be listed on one purchase order. Most customers group their orders in a particular way to facilitate distribution at the other end. For example, one purchase order for an apparel importer might encompass 2 dozen green sweaters and 2 dozen red sweaters. If those P.O.s originated from the same store, it is simple for the store to put all items under that P.O. onto the right truck.

Purchase Order Order placed with a supplier by Procurement at the request of department by purchase requisition because policy and procedure or supplier requires it. Typically used for transactions over \$2,000.

Purchase Order The form that documents the purchase agreement or contract.

Purchase Order A definite order for one or more deliveries by the supplier to the customer of a specific quantity of goods, materials, services or products under agreed terms of delivery and prices.

PURCHASE ORDER - A purchaser's document to formalize a purchase transaction with a vendor. The purchase order should contain statements as to the quantity, description, and price of the goods or services orders; applicable terms as to payment; discounts, date of performance, and transportation; and other factors or suitable references pertinent to the purchase and its execution by the vendor. Acceptance of a purchase order constitutes a contract.

Purchase Order (PO) The purchaser's authorization used to formalize a purchase transaction with a supplier. The physical form or electronic transaction a buyer uses when placing an order for merchandise.

Purchase Order Management Supply chain management to purchase order article level.

Purchase Price Discount A pricing structure in which the seller offers a lower price if the buyer purchases a larger quantity.

PURCHASE REQUEST - (1) Information transmitted by a using agency requesting the central purchasing office to effect a contract for a particular need or group of needs. The request may include, but is not limited to, a performance or technical description of the requested item, delivery schedule, transportation mode, criteria for evaluation, suggested sources of supply, and information related to the making of any written determination required by policy or procedure. (2) That document whereby a Using Agency requests that a contract be entered into for a specified need, and may include, but is not limited to, the technical description of the requested item, delivery, criteria for evaluation, suggested sources.

Purchase Requisition A departmental request for a standard purchase order required by policy and procedure or vendor. Typically used for transactions over \$2,000. Purchase requisitions created in IBIS.

PURCHASE REQUISITION A request to the purchasing department, authorized by the project director, to obtain specific materials or services. Requisitions will indicate a suggested supplier, quantities of material needed, a clear description of services to be performed or goods to be provided, and required delivery date.

Purchasing Agent The person authorized to make purchase agreements for the organization.

PURCHASING AGENT - An administrator vested by law to review appropriateness of purchase requests, prepare solicitations, obtain bids or proposals, evaluate and award. However, in some jurisdictions this administrator is the Secretary of Administration, Secretary of General Services, or similar appointee who, while vested by law with the responsibility/accountability for the purchasing program, delegates the operational responsibility/authority to a designee.

Purchasing Card ("Pcard") A Visa card issued by PNC Bank assigned to an employee in a Penn State department for business purposes. Used when transactions are low dollar and low-risk and a purchase order is not required. Often a preferred method of payment for Internet and point-of-sale purchases.

PURCHASING CYCLE - The full cycle of activities carried out by a purchasing department in the acquisition of goods and services.

PURCHASING ETHICS - Moral Concepts And Practices Based On The Principle That The public interest is paramount, applicable to the personnel of the purchasing department and all other persons involved in the purchasing process, particularly with respect to the expenditure of government funds and relationships between public employees and sellers.

Purchasing: The functions associated with buying the goods and services the firm requires.

Pure Raw Material A raw material that does not lose weight in processing.

Push Distribution The process of building product and pushing it into the distribution channel without receiving any information regarding requirements. Also see: Pull or Pull-Through Distribution.

Push Distribution System A system to provide warehouses with new stock upon decision of the supplier of the goods.

Push Ordering System A situation in which a firm makes inventory deployment decisions at the central distribution center and ships to its individual warehouses accordingly.

Push Technology Web casting (push technology) is the prearranged updating of news, weather, or other selected information on a computer user's desktop interface through periodic and generally unobtrusive transmission over the World Wide Web (including the use of the web protocol on intranet). Web casting uses so-called push technology in which the web server ostensibly pushes information to the user rather than waiting until the user specifically requests it.

Put Away Removing the material from the dock (or other location of receipt), transporting the material to a storage area, placing that material in a staging area, and then moving it to a specific location and recording the movement and identification of the location where the material has been placed.