



# Amazon Seller Acronyms

ASIN = Amazon standard identification number

ASP = average sales price

ATOP = at time of posting

AZ = Amazon

B&M = brick-and-mortar store

BAM = Books-A-Million

BF = Black Friday

BL = Big Lots

BMVD = books, music, video, and DVD

BN = Barnes & Noble

BOGO = buy one get one

BOLO = be on the lookout

BSR = best seller rank

BTS = back to school

CC = credit card

CCC = CamelCamelCamel

COGS = cost of goods sold

DS = dropshipping

EAN = European article number

EIN = employment identification number

FBA = Fulfillment by Amazon

FBM = Fulfillment by Merchant

FNSKU = fulfillment network SKU (stock keeping unit)

FTFBA = Full-Time FBA

GC = gift card

GL = Gated List

GTIN = global trade item number

HBA = health and beauty aids

HTF = hard to find

IL = Inventory Lab

ISBN = international standard book number

LTH = long-term hold

LTSF = long-term storage fees

MAP = minimum advertised price

MF = Merchant Fulfilled

MFN = Merchant Fulfilled Network

MSKU = merchant stock keeping unit

MSRP = manufacturer's suggested retail price

OA = online arbitrage

OAX = OAXray

OOS = out of stock

OTC = over the counter

PB = Profit Bandit

PL = private label

PM = profit margin

Q1 = first quarter of the year

Q2 = second quarter of the year

Q3 = third quarter of the year

Q4 = fourth quarter of the year

RA = retail arbitrage

ROI = return on investment

SC = Seller Central

SKU = stock keeping unit

SM = Scanner Monkey

SP = Scan Power

TA = Tactical Arbitrage

TG = Target

TJM = TJ Maxx

TM = Tuesday Morning

TRU = ToysRUs

UPC = universal product code

VA = virtual assistant

WAG or Wags = Walgreens

WS = wholesale

WM = WalMart

YMMV = your mileage may vary