# Amazon Seller Acronyms & Abbreviations

**Full-Time FBA**
Turn part-time hours into a full-time income via Amazon FBA

**1P** = First Party

**3P** = Third Party

**ASIN** = Amazon Standard Identification Number

**ASP** = Average Sales Price

**ATOP** = At Time of Posting

**AZ** = Amazon

**B&M** = Brick-and-Mortar Store

**BB** = Buy Box

**BF** = Black Friday

**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

**COGS** = Cost of Goods Sold

**DOTD** = Deal of the Day

**DS** = Dropshipping

**EAN** = European article number

**EIN** = Employment Identification Number

**FBA** = Fulfillment by Amazon

**FBM** = Fulfillment by Merchant

**FC** = Fulfillment Center

**FFP** = Frustration Free Packaging

**FNSKU** = Fulfillment Network SKU (Stock Keeping Unit)

**FTFBA** = Full-Time FBA

**GC** = Gift Card

**GTIN** = Global Trade Item Number

**HazMat** = Hazardous Materials

**HBA** = Health & Beauty Aids

**HTF** = Hard to Find

**IL** = Inventory Lab

**IP** = Intellectual Property

**ISBN** = International Standard Book Number

**LD** = Lightning Deal

**LTH** = Long-Term Hold

**LTSF** = Long-Term Storage Fees

**MAP** = Minimum Advertised Price

**MCF** = Multi-Channel Fulfillment

**MF** = Merchant Fulfilled

**MFN** = Merchant Fulfilled Network

**MOQ** = Minimum Order Quantity

**MSKU** = Merchant Stock Keeping Unit

**MSRP** = Manufacturer's Suggested Retail Price

**OA** = Online Arbitrage

**OOS** = Out of Stock

**ODR** = Order Defect Rate

**POD** = Proof of Delivery

**P & L** = Profit and Loss

**PL** = Private Label

**PM** = Profit Margin

**Q1** = 1st Quarter of the Year

**Q2** = 2nd Quarter of the Year

**Q3** = 3rd Quarter of the Year

**Q4** = 4th Quarter of the Year

**RA** = Retail Arbitrage

**Replens** = Replenishable

**ROI** = Return on Investment

**SC** = Seller Central

**SFP** = Seller Fulfilled Prime

**SKU** = Stock Keeping Unit

**S & L** = Small and Light

**SNS** = Subscribe and Save

**TA** = Tactical Arbitrage

**TG** = Target

**TJM** = TJ Maxx

**TOS** = Terms of Service

**UPC** = Universal Product Code

**VA** = Virtual Assistant

**VAT** = Value Added Tax