

GROUP "C" AS A COMMERCIAL LEADER OF INCOTERMS 2010

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International transport of goods - is a very complex and multi-step process, the success of which depends on the level logisticians proficiency, freight forwarders. However, for their successful work on the market the use of generic terminology of language is required. For tackling this task ICC (International Chamber of Commerce), established in the form of the basic conditions, which has been named - Rules Incoterms. In practice, the great interest represent four terms of group "C", as all these conditions are characterized and distinguished from other terms of Incoterms by the fact, that according to them, the seller is responsible for shipping of cargo, but he is not responsible for the loss or damage of the cargo. What should be emphasized is the duality of group "C". Here we should pay attention to the fact that two key points - risk allocation and distribution costs - do not coincide: the risk of loss or damage to the goods passes when the goods are on board, but the costs and freight are paid by a seller up to the named port of destination.

The only terms, made the buyer responsible for the insurance of goods, are CIF and CIP. As a rule, the term CIF is used for the sale and re-sale of goods in transit. According to his interpretation responsibilities for the implementation of insurance is put on the seller. In the sale of goods under the terms of the term CIF, when the buyer may wish to sell goods in transit to a subsequent buyer who in turn may decide to resell the goods again, it is impossible to know whether the insurance cover suitable to such subsequent buyers and, thus, have traditionally chosen the minimum cover is (the price stipulated in the contract purchase - sale +10%), which can help the buyer to request from the seller additional insurance, or give him an opportunity to provide additional insurance in the right volume.

Here we are going to conclude that the use of the terms of the "C" is characterized by a number of features that are necessary for proper and competent making the contract of international transportation.