Pilot sale with a distributor in another Member State · What if the procedure gets stuck?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

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Applicability: According to the profile and circumstances of the described case.

If it is not clear who is responsible to the consumer, align the contract before engaging the trader.

When a plan meets an obstacle

Before signing a major contract, arrange a small pilot covering the entire order and return policy.

Keep records of goods flows, stock levels and liability for claims.

Working example · Pilot sale with a distributor in another Member State

Calculate the profit after discounts, logistics and the tax or customs treatment.

Specific next steps

1. Before signing a major contract, arrange a small pilot covering the entire order and return policy.
2. Keep records of goods flows, stock levels and liability for claims.
3. Gradually expand the product range after the pilot phase and once market demand has been confirmed.

Limits of application

For the small business entities covered and the specific market.

Sources

Your Europe · VAT exemptions for SMEs

https://europa.eu/youreurope/business/finance-and-tax/vat/vat-exemptions/index_hr.htm

Original page

https://adriatrends.hr/poslovni-vodic/en/pitanja/praksa-eu-distributer-problem