Pilot sale with a distributor in another Member State · How to verify this using an example?

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

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

Checking by example

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

Keep records of goods flows, stock levels and liability for claims. If it is not clear who is responsible to the consumer, amend the contract before engaging the retailer.

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

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-provjera