



New rules for the online sales of goods

Toward the end of 2015 the EC launched a proposal for a Directive on certain aspects concerning contracts for the online and other distance sales of goods. The announced Directive's aim is to eliminate the legal barriers that currently hinder the full development of e-commerce through the EU. More precisely the proposed new rules aim at increasing the level of consumer's trust toward e-commerce operators.

In principle CECRA fully shares this goal, especially if we think of the constantly rising role that e-commerce is playing within the automotive sector. In the future this new sales channel will be key for the profitability of car dealers and repairers.

However it is important to underline the hoped result should not and cannot be obtained by shifting the whole risk for a defective good on the retailer side. A fair distribution of that risk between the seller and the buyer is far more advisable.