

INDEPENDENT AFTERMARKET ALLIANCE FOR THE RIGHT TO REPAIR IN INDUSTRIAL B2B MARKETS

THE ISSUE

Over the past years, it has become increasingly **difficult for independent manufacturers, suppliers, traders and service providers in the marine engine markets to sell their parts and service** to customers due to the integration of original manufacturers into the aftermarket. The current situation (in legal and practical terms) allows original manufacturers to exclude independent operators from the aftermarket and to “lock in” their customers, taking away their choice as to where they repair their equipment. The Right to Repair for consumer goods (e.g. mobile phones, home appliances, cars, etc.) is already being established and the same should happen for industrial machines.

Now, more than ever, with the introduction of digitalisation, **the opportunities for equipment manufacturers to foreclose the aftermarket have increased significantly** (see Appendix 1 for detailed examples) not only in the marine industry, but also in other industries that deal with industrial machinery with a long life-span.

We strongly believe **this issue is urgent** as the very existence and independence of companies in the aftermarket depends on their ability to access the equipment for which they provide parts and services.

THE SOLUTION

We aim to create an **Alliance of organisations representing independent companies that recognise the importance of the initiative**. This Alliance should encompass representatives from different industries that suffer from the same issue, ensuring a stronger voice. The end goal is to approach the European Union (and its Directorate Generals) with the matter and **establish a Right to Repair for industrial equipment in B2B markets**. The key factor is approaching the EU with facts and experiences from different industries, highlighting the scale and urgency of the matter.

EMISA members have already contributed a sum to help start the Alliance. As the initiative progresses to include contributing parties from other industries we plan to register an entity with its own strategy, budget and management.

Member organisations should be:

- representing the interests of **Independent aftermarket operators** (not representing OEMs);
- active in **Industrial machines/markets**, related to products with a long lifespan;
- active in **B2B relations**, which includes businesses as end-users, but excludes consumers.

A STRONGER VOICE

We call on independent companies and the organisations representing them to join the Right to Repair Alliance, work together to establish the Right to Repair, and secure their future and independence in the aftermarket.

If you want to learn more, please contact us at info@emisa.eu.