

## Westlake Tyres makes a deal with Spain's Grupo Driver

- Westlake will sell part of its truck and bus range through Grupo Driver España
- Grupo Driver España is Spain's 4<sup>th</sup> largest tyre shop and garage network
- Grupo Driver will receive their first shipment in early February

**London, 7 February, 2012.**– Westlake Tyres, manufactured by ZC Rubber –the world's 10<sup>th</sup> largest tyre maker and China's biggest producer of rubber products– has recently signed a contract with Grupo Driver España, the select tyre specialist shop and automotive maintenance garage network to sell and distribute part of Westlake's bus and truck tyres. The deal struck between Eskay Tyres -part of the Al Dobowi Group and distributor of the brand in Spain- and the tyre specialist ensures that Westlake's truck and bus tyres will be sold through Driver throughout their network in the Spanish market as of February 2012.

Grupo Driver España, which is 51% owned by Pirelli and 49% by dealer partners, announced the truck and bus tyre deal with Westlake during their Annual Partners Convention which this year was held in Seville. Mr. Miguel Delgado, Grupo Driver's General Director, said that the deal struck with Westlake "is not exclusive and we will start receiving our first shipment of tyres in early February".

Mr. Delgado said that the reason why Grupo Driver España chose to work with Westlake to expand their truck tyre range among its dealer partner shops is that "Westlake is a first class quality brand, made by a serious manufacturer, and that was the first factor. In second place, I would point out the competitive and reasonable price offered by Westlake. Thirdly, it was because the brand is not present in the Spanish market yet and here at Driver we are convinced that there is room for it and that it has great growth potential".





For his part Mr. Jorge Crespo, European Sales Manager of Eskay Tyres, said that Grupo Driver “really is the best dealer to help market Westlake in Spain. Their level of expertise will also ensure that Westlake in Spain will be well looked after and will grow as a brand”.

The Westlake truck and bus tyre range which Grupo Driver will sell includes among others, models: Westlake CR960, available in 12 sizes, Westlake CR960A, available in 18 sizes, and the Westlake CR976A, available in 28 sizes, which are destined for the steering and trailer axles.

For the drive axle, Westlake offers the CM986 in 12 sizes and for mixed service, the Westlake CR926B radial tyre.

Grupo Driver, which is also present in Italy, Germany, Poland and Greece, is Spain’s fourth largest tyre shop network with 190 garages all over the peninsula, as well as the Balearic and the Canary Islands.

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