



AUTOMOTIVE PASSION



metelligroup

Press Release

## INTERNATIONALIZATION OF THE METELLI GROUP CONTINUES: NEW AGREEMENTS WITH IMPORTANT DISTRIBUTION NETWORKS THROUGHOUT EUROPE

**Thanks to supply contracts awarded by the AD, ATR, and Temot groups, the company has strengthened its presence in the UK, Spain, and Northern Europe.**

*Cologne (Italy), 29 July 2013* – After the recent opening of its United Kingdom branch, Metelli further intensifies its presence on the international markets by signing new supply contracts with important distribution networks in the UK, Spain, and the nations of Northern Europe, thereby reinforcing and consolidating its share of the market and enhancing its brand's recognisability.

In the United Kingdom, Metelli has successfully negotiated a two-year contract whereby it will supply its entire line of hydraulic parts to the IFA (**Independent Motor Trade Factors Association**), part of **AD International**. The products will be distributed by Metelli UK, the company's recently established commercial branch, which will replace Global Braking System a few months after the supply contract takes effect. The **IFA, which was founded in 1977, has 35 partner companies and a national network of approximately 200 branches in England, Scotland, Wales, and Northern Ireland**. Negotiations are currently underway to extend the agreement to other Metelli product lines.

In **Spain, the national buying group CGA, part of ATR, is Metelli's new partner for the distribution of Metelli water pumps**. The products will be distributed to all CGA partners through a logistics platform that Metelli has at its disposal in Madrid, which contains a full stock of all Metelli products that is continuously replenished by the HQ in Italy. With **over 70 partners, CGA boasts almost full coverage of the Spanish market**. The various warehouses in all parts of the Iberian Peninsula will be supplied within 24 hours, timing that is mandatory for satisfying the service demands of the market.

Recently, an international supply agreement has also been signed with the **Atoy Group, a member of Temot International**. Thanks to the Atoy Supplier Collaboration Agreement (ASCA), the Atoy group, whose associates are present in **Finland, Sweden, Estonia, and Latvia**, aims to strengthen its relations with the most highly qualified suppliers, companies that can furnish products that are equivalent to the originals and satisfy specific service requisites. Metelli, which is already an active partner in this group, will thus be able to extend its supply [agreement] to new lines of products and to develop new forms of synergy aimed at implementing its relation with the various partners.

In this manner, the **Metelli Group confirms its commitment to international development with the aim of increasing its role as a qualified reference point in the world's automotive aftermarket**. Additional contacts and negotiations are underway with other international markets to reach new agreements with first-level distribution networks in individual countries.

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