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PRESS RELEASE

David Sands lifts three prestigious awards in London

Kinross-based c-store chain named Best Impulse Convenience Retailer, Best Lottery Convenience Retailer and Best Managed Retailer (under 50 stores) in Convenience Tracking Programme (CTP) Awards

INDEPENDENT convenience store group, **David Sands Ltd**, based in Kinross, has won three awards in the high-profile Convenience Tracking Programme (CTP) Awards, organised by the widely respected London consultancy firm, Harris International Marketing (him!).

The £41m-turnover company, which operates 29 convenience stores across Fife, Perthshire and Kinross, claimed the Best Impulse Convenience Retailer, Best Lottery Convenience Retailer and Best Managed Retailer (under 50 stores) at the awards, held in London.

Each year him! speaks to 25,000 shoppers while they are entering and exiting convenience stores (including forecourts) throughout the UK, to understand why shoppers visit certain types of store, what they are buying and their experience of the stores.

The consultancy also speaks to 2,500 store staff and managers to fully understand the issues which affect sales in-store. Based on the feedback, him! awards the best-in-class retailers operating in the convenience industry across a number of fundamental categories.

David Sands was competing against familiar UK convenience stores names including Spar, Scotmid, The Co-operative, Costcutter, Booker Premier, Esso, Budgens, BP, Midlands Co-operative and Landmark Lifestyle Express.

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Ewen Chisholm, chief operating officer, said: “We’re absolutely delighted to have come back from this event with not just one, but three prestigious awards. It is testament to the efforts of our hard-working staff that David Sands has performed so well against much bigger convenience operators.

“Our awards reaffirm that David Sands is doing exactly what we want it to be doing – and that’s providing a first-class service across the board to local people who live and work in the many local communities where we have stores.”

David Sands, which works closely with him! on an ongoing basis to identify areas of improvement within the business, hopes to open its new store in Glenrothes this autumn while construction of a newbuild store in Kirkcaldy is expected to start in early 2012. The Kelty store, meanwhile, is being extended to accommodate the relocation of the local Post Office.

All David Sands convenience stores are licensed, sell newspapers and magazines, have a strong fresh food offer, in-store bakery and services including PayPoint, an ATM and the National Lottery. Food to go is also a major feature.

David Sands, chief executive, added: “Winning awards gives our staff a real boost – they are the ones at the sharp end of our business – and they deserve this type of recognition. But entering awards isn’t just about winning; it keeps all of us alert to the importance of constantly striving to do things better, and helps us focus our attention on areas of the business where we need to improve.”

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NOTES FOR EDITORS

- David Sands Ltd was founded in Kinross in 1812 and currently operates 29 stores in Fife, Kinross and Perthshire
- Most David Sands stores sell newspapers and magazines and many outlets offer a Post Office, in-store bakery, ATM, PayPoint and the National Lottery. All stores have a very strong fresh foods offer and a growing food to go service
- Stores open from 6am to 10pm, seven days a week
- All stores are licensed to sell alcohol and operate a ‘Challenge 25’ policy
- David Sands Ltd is a member of the Nisa-Today’s group, the member-owned organisation that supports independent retailers and wholesalers in the food and drink sector with a range of buying, marketing and distribution services.