



**18 August 2008**

**PRESS RELEASE**

**Management restructure at David Sands Ltd**

**LEADING** independent convenience store chain, **David Sands Ltd**, has restructured its senior management team as part of a new strategy being implemented to fuel future growth and drive the business forward.

In what is a radical move for David Sands, the company has appointed a chief operating officer (COO) to oversee the day-to-day running of the business. **Ewen Chisholm**, currently client director at the London-based market research consultancy, Harris International Marketing (him!), will join the company on September 1<sup>st</sup>.

**David Sands**, managing director, will take on the broader role of chief executive officer (CEO). With Chisholm assuming responsibility for store operations, Sands will be in a position to invest more time and energy in seeking new business acquisitions as well as developing and exploring strategies that will put David Sands Ltd in a position of strength moving forward.

Director Stephen Brown takes on a new role as development and distribution director, responsible for areas including warehouse and distribution, maintenance and store development, reporting into Chisholm. Lindsay Sands remains as company chairman.

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Sands commented: “We have experienced rapid growth since we brought our new head office and distribution depot in Kinross on stream three years ago. This investment – and additional investment since then – has enabled us to expand and we are now successfully trading with 26 stores but are committed to ramping up our existing acquisition and store refurbishment programme.

“Finding good, viable sites that fit in with our style of trading – that is, offering a friendly, professional service in well-maintained stores operating right in the heart of local communities – remains challenging but we are ideally placed to cope with additional stores. Growth is dependent on suitable stores becoming available or purchasing land to build brand new stores but I expect our portfolio to reach 30 in the not too distant future.

“We also envisage capitalising on the decision by some independents to potentially leave the industry as new licensing legislation, along with recent proposals that could see stores having to sell cigarettes from under the counter, places additional time and financial restraints on the resources of small businesses.”

After 16 years with Spar Scotland retailer/delivered wholesaler CJ Lang & Son during which time he held a series of senior positions, Chisholm took up a challenging position as client director with him!, working with a broad mix of supply and retail clients, including David Sands, Spar, Warburton’s, BP, the Co-op/Scotmid, Budgens and Müller.

“In the last 12 months, I’ve got to know the David Sands business well and can see scope for further growth,” he said. “My knowledge of the Scottish convenience store marketplace will help me identify these future opportunities and I very much look forward to working with David, Lindsay and the management team to explore and exploit new ideas.

“Having worked with convenience chains and groups across the UK in the last year and closely examined best practice, I would hope to look at ways of incorporating some of those ‘best in class’ ideas into the David Sands business. A look at these other retail operations, however, confirms that David Sands is definitely punching well above its weight – and the business enjoys an excellent reputation among its peers.”

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With projected sales this year of £32m and over 600 staff, David Sands is a major employer in Fife and Perthshire.

Said Sands: “New store openings will continue to fuel our future growth and, with Ewen joining the business, we will be able to further develop opportunities in key growth areas such as food to go and fresh foods in general. We have already implemented a policy and put distribution systems in place to enable us to work more closely with local suppliers of fresh and chilled foods and this is the type of innovation that we are aspiring to.”

Commenting on Chisholm’s decision to leave him!, chief executive Mike Greene expressed disappointment at losing someone of such a “high calibre” but said: “This is an exciting opportunity for both Ewen and the David Sands business which we have got to know well as a result of his close working relationship with the team there over the last year.

“However, we are absolutely delighted that his experience with him! has led to this new challenge. Ewen is a talented individual who will add value to the Sands business and help further drive it forward. We will, of course, continue to work with David Sands on various projects and it will be mutually beneficial to have an ambassador on the inside of one of the most dynamic and progressive convenience store chains in the UK.”

**ENDS**

For further information, contact **David Sands** on 01577 865141 or **Karen Peattie** on 0141 773 1801/07947 075 937

[www.david-sands.co.uk](http://www.david-sands.co.uk)

## **NOTES FOR EDITORS**

- David Sands Ltd was founded in Kinross in 1812
- The company currently operates 26 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.
- Stores open from 6am to 10pm, seven days a week.
- All stores are licensed to sell alcohol and operate a 'Challenge 25' policy
- All stores have a very strong fresh foods offer
- David Sands is a former president of the Scottish Grocers' Federation and a director of the Nisa-Today's group's Central Distribution Services operation