



**July 2007**

**PRESS RELEASE**

## **David Sands launches new chilled distribution division**

**LEADING** independent convenience store chain, **David Sands Ltd**, has launched a new chilled distribution division and is keen to discuss possible partnerships with local and Scottish suppliers.

The Kinross-based company already stocks numerous local brands and products in its 23 stores across Fife, Kinross and Perthshire. However, the introduction of this new facility, based at its existing distribution centre, will enable David Sands to nurture further relationships with local suppliers in the future.

This ambitious development represents a substantial five-figure investment for David Sands and comes less than two years after the firm opened its £1.5 million purpose-built warehouse and head office facility in Kinross.

**David Sands**, managing director of the convenience store chain, said: "We're very excited about this latest investment in our business because it gives us the opportunity to offer our customers a much wider range of products.

"We remain committed to Nisa but see our new chilled distribution facility as complimentary to NisaChill, enabling us to source fresh produce and other chilled lines – many of them from companies operating in our own area – which we would not otherwise be able to handle.

"Another key benefit is that it gives us yet another point of difference over our competitors."

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Local firms currently supplying David Sands via the new chilled distribution arm include: Puddledub Pork & Fifeshire Bacon Company, Auchtertool; Fife Fruits, Cupar; Rowan Glen, Newton Stewart; Broxburn Browns, Newbridge; and McLeish's, Dundee.

Sands added: "We want to attract new suppliers, particularly local and Scottish suppliers who can provide us with quality products that will appeal to our customers and give them another reason to shop at David Sands.

"The new facility will also act as a hub to make it easier for smaller producers to reach a wider audience with their products. It means that the more local suppliers we work with, the more economically viable the service becomes – and it cuts down on 'food miles', something that our own customers have told us they are concerned about.

"If any local or Scottish supplier is interested, please get in touch with us – we would be delighted to speak to you."

David Sands was recently presented with the award for Best Retailer Voted by Suppliers at the high-profile Convenience Tracking Programme (CTP) Awards, organised by the London consultancy firm, Harris International Marketing.

In addition, the convenience store group was voted Best Impulse Retailer Voted by Customers in the CTP initiative which identifies sales and profit improvement opportunities for retailers, suppliers, distributors and service providers within the convenience store industry.

The awards, this year presented at the Natural History Museum in London, are based on feedback from 30,000 convenience store shoppers and 3,500 store staff and managers, plus suppliers who rate retailers and vice-versa.

- Contact David Sands or Laura O'Brien on 01577 865141.

**ENDS**

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

## **NOTES FOR EDITORS**

- David Sands Ltd was founded in Kinross in 1812
- The company currently operates 23 stores in Fife, Kinross and Perthshire: Auchtermuchty; Bridge of Earn; Cardenden; Cowdenbeath; Crossford; Dunfermline; Perth (Darnhall Drive, Muirton, Oakbank and Tulloch); Kelty; Kennoway; Kinross, Kirkcaldy (2 stores); Lochgelly (2 stores); Leven; Methilhill; Methil; Thornton; Strathmiglo; and Burntisland
- 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 are licensed to sell alcohol and 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