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PRESS RELEASE

**David Sands makes commitment to support local and Scottish suppliers by joining forces with Scotland Food & Drink**

**LEADING** independent convenience store chain, **David Sands Ltd**, has joined forces with **Scotland Food & Drink** in an attempt to support local and Scottish suppliers – and give customers easier access to products that are grown or produced on their own doorstep.

Representatives from 40 companies from all over Scotland this week attended an event to introduce them to the Kinross-based convenience store chain with the view to learning more about the business and how they might be able to trade with the fast-growing company.

The event took place at Alligin House, David Sands' head office and distribution facility at Kinross, and was organised by Scotland Food & Drink with support from Highlands & Islands Enterprise and Scottish Enterprise.

Scotland Food & Drink is the new industry-led body which aims to harness the collective resources of one of Scotland's most successful sectors to create an industry worth £10 billion by 2017.

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**2/**

**David Sands**, managing director of the convenience store chain, said: “As a company, we have made a commitment to introduce more local foods into our stores and this summer we launched a new chilled distribution division to enable us to develop this aspect of our business.

“We are keen to discuss possible partnerships with local and Scottish suppliers and I am delighted that we have been able to work with Scotland Food & Drink to help us reach such a broad-ranging group of innovate food and drink suppliers.

“It is important that we offer our customers quality products that are appealing – this enables us to provide a point of difference over our competitors and gives customers another reason to shop at David Sands.”

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.

“Our 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,” said Sands.

Delegates attending the event will be shown a company video before embarking on a fact-finding tour of some of the David Sands stores in Fife. This will be followed by a tour of the warehouse and distribution facilities then a question and answer session.

This week’s event will be followed up with a ‘Meet the Buyer’ session, again at Alligin House, on Wednesday, November 14.

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**3/**

Allan Burns, chairman of Scotland Food & Drink, commented: “It is hugely encouraging that a business like David Sands, with convenience stores in the heart of many local communities, is so committed to sourcing from Scottish suppliers.

“Scotland Food & Drink, in partnership with Highlands & Islands Enterprise and Scottish Enterprise, has grasped the opportunity to work with this growing and dynamic retailer. With 40 food and drink companies attending, there is clearly a hunger within the industry to develop this type of relationship and I think David Sands, in particular, is displaying particular innovation in this instance.

“We want to grow our industry and when you have a retailer willing to invest both time and money in this way, it sends out a strong message to our food and drink companies – many of them very small businesses – that buyers are approachable and prepared to give new products a chance.”

**ENDS**

For further information, contact **David Sands/Lindsay Sands** 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 24 stores in Fife, Kinross and Perthshire: Auchtermuchty; Bridge of Earn; Cardenden; Cowdenbeath; Crossford; Dunfermline; Perth (5 stores); 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