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PRESS RELEASE

More retail awards for David Sands

CONVENIENCE store group **David Sands Ltd** picked up five prestigious awards – including the Career Recognition Award for its chairman Lindsay Sands – at the 2008 Neighbourhood Shop of the Year Awards, run by Robert Wiseman Dairies, at St Andrews last week.

The Kinross-based company's store at Ralston Drive, Kirkcaldy, competing against convenience stores and local shops from all over the UK, won awards for Commitment to Local Sourcing and Excellence in Milk Marketing as well as a HealthyLiving Initiative Award and a Fresh Produce Quality Award.

Lindsay Sands, the company chairman, was presented with the Career Recognition Award to mark his contribution to his own business and the wider convenience retailing marketplace.

Sandy Wilkie, sales and marketing director at East Kilbride-based Robert Wiseman Dairies, said: "The standards set in the convenience retail sector never cease to amaze me. The Neighbourhood Shop of the Year Awards provides an opportunity for the local communities which these stores serve to thank them with a nomination.

"We are delighted at the success of the event, now in its 12th year, and the opportunity to recognise the importance of the convenience sector and all the other winning stores."

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After being nominated by their customers, shortlisted stores underwent a rigorous judging process. This included visits by mystery shoppers, who judged the stores against a strict criteria including friendliness of staff, merchandising and product range before being visited by Sandy Wilkie and the national judge Gillian Kynoch, formerly head of Scotland's healthy living campaign.

Lindsay Sands said: "I am absolutely delighted to have been presented with the Career Recognition Award but point to the fact that it is the people who work so hard for David Sands Ltd that are the real winners. Our store at Ralston Drive has done particularly well and I congratulate all the staff there for their sterling efforts."

David Sands has won a raft of prestigious awards this year, including the Social Responsibility Award, Health Initiative of the Year and Beers, Wines & Spirits Retailer of the Year in the 2007 Scottish Grocer Awards.

In June, the company's store at Tulloch Square, Perth was named Bread Local Retailer of the Year in the Scottish Local Retailer Awards and, more recently, has been recognised for its commitment to responsible retailing in the Responsible Drinks Retailing Awards 2007 in London, coming top in the off-trade chain category and fending off tough competition from retailers all over the UK.

This year has also seen David Sands 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.

David Sands was also 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.

These awards 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.

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David Sands currently operates 24 stores in Fife, Perthshire and Kinross. In the last 18 months, the £24.8 million-turnover company has invested heavily in expanding and strengthening its portfolio via an aggressive acquisition strategy, ongoing store refurbishment programme and further investment at its £1.5 million warehouse and head office in Kinross.

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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
- The company is an original member and major driver of the Scottish Government-supported SGF Healthy Living Programme, an initiative designed to introduce healthier food ranges to local convenience stores