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PRESS RELEASE

Lifetime Achievement Award for Kinross businessman

Lindsay Sands, chairman of leading Scottish convenience store chain David Sands, honoured by industry for second time in less than a year

LINDSAY Sands, chairman of leading Scottish convenience store group **David Sands Ltd**, has been honoured by the industry for the second time in less than a year, receiving the prestigious Lifetime Achievement Award from trade magazine *Scottish Local Retailer* (SLR) at the annual *SLR Awards* at Stirling Castle.

This most recent award follows a similar accolade bestowed on Sands – the Career Recognition Award – at the 2008 Neighbourhood Shop of the Year Awards, run by Robert Wiseman Dairies and presented at St Andrews last December.

The award was presented by Antony Begley, editor and publisher of *SLR*, celebrity chef Nick Nairn and Douglas Rae, managing director of sponsor Golden Casket, the Greenock-based confectionery company. Begley described Sands' contribution to the Scottish convenience store sector as "outstanding", praising his passion and commitment to improving and growing his business in an ever-changing and challenging marketplace.

"Not only is Lindsay Sands committed to delivering the highest possible standards in local retailing, he is also on top of all the new trends in our sector and places great emphasis on the training and development of his company's staff. This award recognises not only his own business achievements but his valuable contribution to the current health of the wider convenience retailing marketplace."

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Supported by a senior management team, Lindsay Sands runs the Kinross-based family business with his son, David Sands, the firm's managing director. Keeping it in the family, David himself was honoured with the Industry Achievement Award at the recent *Scottish Grocer Awards* in Glasgow.

Known throughout the trade for his larger than life personality and tough but fair business principles, Lindsay has been involved with David Sands for as long as he can remember and has witnessed a huge revolution in retailing over the years. A graduate of the University of Edinburgh, he worked in London with the former Safeway supermarket group and was later part of the management team that opened the group's first store in Scotland.

Sands rejoined the family business and took over from his father in 1964. As company chairman, he is currently responsible for overseeing group buying and, along with his son, has successfully implemented a policy of introducing more local and Scottish-produced lines into the firm's stores.

Speaking after receiving the award, he said: "I think it is the constant change in the industry that keeps me motivated – that and working with a fantastic bunch of people. Without great staff, we wouldn't have such great community stores so this award is as much for them as it is for me.

"As a company, we now operate 26 stores and are committed to further growing and developing our business. Finding new stores that fit our style of trading is not easy but we are delighted to have recently opened our newest store in Abbeyview, Dunfermline."

- The David Sands store at Kelty, managed by Keith Fernie, was runner-up in two categories at the *SLR Awards* – Milk Local Retailer of the Year, sponsored by Robert Wiseman Dairies; and Crisps Local Retailer of the Year, sponsored by United Biscuits.

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David Sands currently operates 26 stores in Fife, Perthshire and Kinross. In the last two years, 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 26 stores in Fife, Kinross and Perthshire: Auchtermuchty; Bridge of Earn; Cardenden; Cowdenbeath; Crossford; Dunfermline (2 stores); Perth (5 stores); Kelty; Kennoway; Kinross, Kirkcaldy (2 stores); Lochgelly (2 stores); Leven; Methilhill; Methil; Thornton; Strathmiglo; Burntisland; and Pettycur Bay Holiday Park (seasonal)
- 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 (the company operates a Challenge 25 policy) 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