



February 2009

PRESS RELEASE

David Sands Ltd puts its people in the spotlight

ONE of Scotland's leading independent convenience store chains, **David Sands Ltd**, has presented its 2008/09 Store of the Year award to its shop at St Andrews Street, Dunfermline.

The shop, managed by **Diane Greenough**, beat the Kinross-based company's 25 other stores across Fife and Perthshire to win a night out for the staff. Finalists were the stores at Kinross, Cardenden, Kelty and Wellesley Road, Methil. Stores were judged across a range of criteria during the year, including profit, effectiveness of promotions and mystery shopper visits.

And there was further cause for celebration at the store when Diane was presented with the company's Magnificent Management Achievement Award for achieving zero staff turnover from January 2008-January 2009.

Around 300 staff attended the recent awards dinner, held at Keavil House Hotel, Crossford. The evening was hosted by well-known Fifer and after-dinner speaker, Willie Allan.

In the Supervisor of the Year category, the top prize was shared by joint winners **Heather Letham** from the store in Abbeyview, Dunfermline and **Agnes Connelly** from the shop in North Street, Lochgelly. Both Heather and Agnes received £250 to be used towards a weekend break.

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Employee of the Year went to **Lisa Strang**, a part-time retail assistant at the company's store in Oakbank Road, Perth. She won £1000 towards the cost of a holiday plus two weeks' additional paid holiday on top of her annual entitlement of five weeks. The runners-up were **Donna Wallace** of the Cardenden store and Grace Smith of the Kennoway shop, who both won £200 towards a weekend break.

Other awards presented on the night included Food to Go Store of the Year. This award was collected by **Keith Fernie**, manager of the Kelty shop, on behalf of his staff who have shown commitment to developing the store's selection of hot and cold food to take away, including freshly-prepared sandwiches and baguettes, salads, tea and coffee, and bakery products.

The Stephens the Bakers Award, meanwhile, presented by the firm's sales director, **Rona Sarafilovic**, was won by Wellesley Road, Methil. The award was collected by manager **Mandy Laird**, who Rona praised for growing sales of Stephens' products in the store by up to 56% during the year.

Rona said: "A staggering 6.5 million Stephens products are sold in David Sands stores every year – that's two Stephens products every trading second!" Dunfermline-based Stephens the Bakers, famous for its steak bridies, has supplied David Sands for 12 years.

David Sands, chief executive of the convenience store chain, said: "We believe that our stores are among the best and most innovative convenience stores in the UK but without our dedicated team of over 600 full and part-time staff, we would not be the successful company we are today.

"It is very important to us that we motivate our staff and involve them fully in the running of our business. Our staff are our best and most important asset."

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Chairman **Lindsay Sands**, who presented service awards to over 30 staff for completing five, 10, 15 and 20 years with the company, said: “We believe that we are a caring and understanding employer and it is important to us that we look after our staff. The fact that so many people have remained with us for many years and developed their careers with us speaks volumes – they are the people at the sharp end of our business.”

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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
- 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
- David Sands Ltd is a member of the Nisa-Today’s group, the member-owned organisation that supports independent retailers and wholesalers in food and drink sector with a range of buying, marketing and distribution services. David Sands is chairman of the Nisa Retail Committee