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PRESS RELEASE

**DAVID SANDS SWEEPS THE BOARD AT PRESTIGIOUS
INDUSTRY AWARDS**

**Kinross-based c-store chain named Best Overall Retailer, Best
Community Retailer, Best Lottery Retailer and Best Managed
Retailer in Convenience Tracking Programme (CTP) Awards**

INDEPENDENT convenience store group, **David Sands Ltd**, based in Kinross, has been named Best Overall Retailer and Best Community Retailer in the high-profile Convenience Tracking Programme (CTP) Awards, organised by the widely respected London consultancy firm, Harris International Marketing (him!).

The £39m-turnover company, which operates 28 convenience stores across Fife, Perthshire and Kinross, also claimed the Best Lottery Retailer and Best Managed Retailer at the awards, held in London.

Each year him! speaks to 25,000 shoppers while they are entering and exiting convenience stores (including forecourts) throughout the UK, to understand why shoppers visit certain types of store, what they are buying and their experience of the stores.

The consultancy also speaks to 2,500 store staff and managers to fully understand the issues which affect sales in-store. Based on the feedback, him! awards the best-in-class retailers operating in the convenience industry across a number of fundamental categories.

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David Sands was competing against familiar UK convenience stores names including Spar, Scotmid, Costcutter, Booker Premier, Esso, Budgens and Landmark Lifestyle Express.

Ewen Chisholm, chief operating officer, said: “Being recognised in this way by the people who matter most – our customers – reaffirms that David Sands is exactly where we want it to be and that is right in the heart of the communities in which we operate.

“To win one CTP award is always a great achievement for any convenience store operator but to win four when we are up against such high-profile names in the industry is quite remarkable and we thank our fantastic staff for making our stores so special and valued in their local neighbourhoods. Without great people, our customers wouldn’t use our stores day in, day out.”

Already in 2010, David Sands has refurbished its flagship Kinross store and opened a new outlet in Kinglassie, Fife. As part of its ambitious growth plans, new stores are also scheduled to open in Glenrothes and Dunfermline, both Fife.

David Sands works with him! on an ongoing basis to identify areas for improvement within the business. Chief executive **David Sands** commented: “This is a tremendous achievement for our business. We continue to invest heavily in our stores and our staff and we spend a lot of time finding out what our customers think – that is what drives our business.”

All David Sands convenience stores are licensed, sell newspapers and magazines, have a strong fresh food offer, in-store bakery and services including PayPoint, an ATM and the National Lottery.

ENDS

For further information, contact **David Sands/Ewen Chisholm** on 01577 865141 or **Karen Peattie** on 0141 773 1801/07947 075 937

www.david-sands.co.uk

NOTES FOR EDITORS

- David Sands Ltd was founded in Kinross in 1812 and currently operates 28 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. All stores have a very strong fresh foods offer
- Stores open from 6am to 10pm, seven days a week
- All stores are licensed to sell alcohol and operate a 'Challenge 25' policy
- 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