



National Drink Distributors Ltd.

Our Printable List of Members is currently being updated and will be available shortly.

NDD are a consortium of Independent Licensed Trade Distributors who have grouped together to form a strong cohesive National Organisation. NDD represent these carefully selected Wholesalers and Brewers in Selling, Buying and Marketing.

Proud of the Independent nature of the Members, NDD boasts Quality of Service as its biggest asset, and investment in Customer Care is paramount to the aims of the group. Some members have been in business for over 100 years.

FACTS

Turnover	Over £288 million	
Membership	27 Member Companies	
Depots	44 Individual Depots covering 90% of the population of England and Wales.	
Buying	Recognised by virtually all the Licensed Trade.	
Selling	Capable of National deliveries to individual outlets or chains of multiple retailers.	
Salesforce	A combined sales force of circa 183	
Telesales	A combined telesales of circa 124	
Delivery Vehicles	Fleet of circa 320 delivery vehicles	
Account Base Circa	21,106 Licensed Accounts serviced on a weekly basis	
	12,000 Additional Accounts, Seasonal, Infrequent Purchaser etc	
	Pubs	43% 9,050
	Clubs	20% 4,233
	Restaurants	18% 3,967
	Hotels	9% 1,861
	Off Trade	3% 718
	Late Licence / Bars	4% 720
	Other	3% 557

Marketing - The group promotes product to the retailer through a group brochure produced six times per annum as well as the use by individual members companies, "extra pages", leaflets and flyers.

Beer - Keg Beers, Lagers, Cask Ales and Cider

55% of NDD Member's turnover is in this category and is well over £158.6 million. Cask Ale is promoted via an annual Calendar and this sector grew by 15% in 2007.

Wine - The group is currently redefining its Wine Strategy, 10 members are members of the Society of Vintners, previously known as the N.W.B.G.

Wine accounts for 16% of turnover which is over £46m and is seen as an expanding market within the group.

Soft Drinks - 14% of the group's turnover, over £40m, is in Soft Drinks and Water. It is intended to further develop this category with supplier support.

Spirits - 13% of the group's turnover, £37.5m, is in the Spirit, PPS, Shots etc category. Again NDD are keen to increase this part of the business and are planning to extend the range currently stocked by the majority of members.

The Future - By driving the groups Strategic Goals NDD will continue to expand to represent the cream of Independent Distributors throughout England and Wales

Mission Statement

"To create a viable Independent Group of like minded Drink Distributors who strive through their professionalism to open up new National Markets by developing the synergy between suppliers and customers".