

NEWSLETTER

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See our Award Winning products and the beautiful Island where they are made



DISTILLERY

Welcome to the distillery, the birth-place of the award-winning Arran Single Malt whisky. Below is a brief look at the history of our distillery, and why we chose the beautiful Island of Arran to be the home of the True Spirit of Nature. I hope that you enjoy your visit, and look forward to welcoming you to Arran!

I MacLennan

History of Arran's Only Malt Whisky Distillery

A dynamic new force in the scotch whisky industry, Isle of Arran Distillers is one of the few remaining independent distilleries in Scotland. Based at Lochranza on the Isle of Arran, one of the most beautiful and famous in Scotland which lies off the West Coast between Ayrshire and Kintyre.

Arran is a unique island known as 'Scotland in Miniature', for it has all of the scenery of Scotland, with mountains and lowlands, glens, lochs and royal castles (including one at Lochranza). Early in the 19th century there were more than 50 whisky distilleries on Arran, most of them illegal and carefully hidden from the eyes of the taxmen. The malt from Arran was shipped to the mainland and enjoyed by the gentry who regularly "took the Arran waters". It was acclaimed at the time as the best in Scotland, only rivalled by those from the 'Glen of Livet'.



Following a survey by the Geology Department of Glasgow University, the owner was advised to open his new Distillery on



Background

- New Distillery founded in 1995,
- One of a few independent Distilleries still in existence,
- Distillery built in Lochranza on the Island of Arran, off the West Coast of Scotland,
- 85% of business is Export,
- 30,000 cases per annum,
- Core business is not Logistics,
- Distribution Centre in Stirling.

Logistics and Distribution

- Extensive network of European Distributors,
 - France, Germany, Belgium, Ireland, Italy, Netherlands, Spain Switzerland plus other countries in Easter Europe,
- Outsourced bottling and warehousing,
- All finished product bottled in Scotland,
- Product is sold ex-works,
- Distributors organise own transport at their own expense from agreed collection point,
- Deliver to inland container point or port,
- Key issue is Sales Terms or Inco Terms and the point at which title changes from producer to distributor,
 - Ex Works, buyer collects at own expense from distribution centre,
 - FOB, goods are delivered to agreed shipping point,
 - CIF, goods are delivered including carriage, insurance and freight,

Lessons Learned

1. Simple and elegant solution for low volume shipments to key markets,
2. Identify Distributors who can work flexibly and are motivated enough to manage logistics,
3. Focus on core business, product and brand.



Welcome

Established in 1887, family-owned William Grant & Sons is a premium spirits company with a portfolio of award-winning brands that are enjoyed worldwide.



Global Network

- Network of offices around the World and active in 180 different markets,
- Owns, part owns or controls the majority of its distribution network,
- Wholly owned distribution in key markets through,
 - First Drinks based in Southampton, for the UK,
 - William Grant & Sons USA,
 - William Grant & Sons Shanghai,
 - William Grant & Sons Taipei,
- Joint Venture companies in other markets,
 - Lixir in France (a JV with Remy Cointreau),
 - Prime Drinks in Portugal,
 - Peter Mielzynski Agencies in Canada,
 - International Marques in the Netherlands,
 - BLK in South Korea,
- Third Parties,
 - Distribution arrangements with third parties across the rest of the World.