

70th Anniversary Commemorative Issue

From the CEO

Much has happened since the last Newsletter, most notably the various **70th Anniversary** celebrations held last month. All the events passed off most successfully and were much enjoyed by all; a huge amount of effort went into their organisation and I am most grateful to all those involved. We also inaugurated the new office building on the Beta plot, which after much effort by the contractor, **K o m a l Construction**, was finished the



Group Chairman Alec Davis and his wife Christine being appointed Dayliff Maasai elders.

day before and is an excellent facility that will provide the space we need to continue growing. I must particularly thank **Dr Abbas Gullet**, Director General of the **Kenya Red Cross** who was our Guest of Honour at the Customer Day and inaugurated the office block and was most complimentary about Davis & Shirliff. I am also most appreciative of support from eight of our valued overseas suppliers as well as **Poul Mortensen**, a former Grundfos executive and old friend who joined us. It was also wonderful to see 23 'wazee' retirees, particularly the Company's longest serving employee **Kimari Gachanja**. Now 86, he loyally served for over 40 years and I him consider to be 'the Best Employee Ever'. He said some very perceptive words that gave present staff a glimpse of why D&S is where it is today and the

gratitude that we owe to our forebears. The event concluded with my retirement as CEO being marked and I was truly overwhelmed and humbled by everyone's affection and generosity in word, spirit and gifts.

There was no doubt during the celebration of everyone's pride in the considerable achievement of the anniversary and it was of course the focus, though of greater immediate importance is

sustaining the company's future and in this respect a most important evolution occurred in my retirement and the accession of **David Gatende** to the role of CEO. He has made a huge contribution in his 30 years of service and no one is more qualified to lead the Company into its next phase. He will be ably supported by **Dr MAS Waweru** as the new Chief Operating Officer as well as the rest of the highly experienced executives and I am delighted to the handing over to such an exceptional team. As the principal shareholder I will remain as Chairman though now working away from the Nairobi office; I have enjoyed the 40 years since I joined and am very proud of what D&S has become, though it is now time to move on and I look forward to the next phase of both my and D&S's journey!

Partner Focus - Pedrollo



Pedrollo is a long standing partner of D&S, the relationship being established for over 20 years and they are also are one of the company's two largest suppliers, the brand being a household name for reliable water pumps in the region. Based in the town of San Bonifacio in Northern Italy, Pedrollo's annual revenues were £160m in 2015 and they operate from a high-tech manufacturing complex of 120,000m² with a staff of over 600 people manufacturing over 2.5 million pumps per annum. The company is owned and managed by the Pedrollo family headed by **Silvano Pedrollo**, who also has been nationally honoured

as a Cavaliere de Lavoro, and is one of Europe's leading pump manufacturer as well as a great Italian success story. A complete range of the Pedrollo products led by the famous PKm60 pump though including water booster, submersible and borehole pumps is distributed throughout D&S's regional markets, a major recent initiative being the appointment of Product Specialist **Stephen Njorge** to assist Export Manager **Moustapha Tounkara** to grow the business. The two companies have established a close relationship in their long period of partnership and look forward to ever closer ties in the future.

New D&S Branch Openings



D&S Jinja branch manager Matovu Mbagatuzinde and assistant



D&S Ongata Rongai branch manager Winfred Rono and team



D&S Kitui branch manager Nicholas Odera and team

A particular focus for the D&S group has in recent years been to make its range of solutions more accessible to customers and partners and this has included the expansion of the branch network across the region. Since the beginning of the year 6 new D&S branches have been opened; in Kenya in **downtown Mombasa, Ongata Rongai, Kitui and Narok**, in Uganda in **Jinja** and in Zambia in **downtown Lusaka**. D&S **Kitui** and D&S **Narok** have been the most recent to open their doors, all branches greatly assisting the local communities by making available the wide product range that contributes to local County development. Each D&S branch is staffed by engineers who are fully trained in the D&S range of products and who offer consultancy on the solutions available. In addition to this full product availability is made available through each outlet and finally, and most importantly, each D&S branch offers service and support to customers to ensure optimum performance of their equipment. The branch network expansion program is due to continue into the next half of the year in line with corporate objectives for the region.

D&S Nakuru 10th Anniversary

D&S Nakuru recently celebrated the major milestone of its **10th Anniversary** during which time it has grown to be the major supplier of water and energy equipment in the town and surrounding areas. The event was hosted by the Managing Executive **Dr MAS Waweru** and Branch Manager **David Ngure** and was attended by over 60 customers including **Sammy Nganga**, the original manager who opened the branch, **Tom Armstrong** of J B Drilling, who is one of the branches longest established customers and Eng Mutai, CEO of the RVWSB, all of whom spoke and commended D&S on the achievement. David Ngure and his team are proud of D&S Nakuru contribution and look forward to further growth as the town continues to develop.



D&S COO Dr. MAS Waweru, Nakuru branch manager David Ngure, Fountain Vent Director Sammy Ng'ang'a and JB Drilling's Tom Armstrong cut a cake to mark the 10th Anniversary celebrations.

D&S Supplier Awards

An important recent initiative has been a meeting attended by 43 of D&S's local Kenya suppliers where the opportunity was taken to appraise them of D&S requirements and also appreciate their contributions. CEO **David Gatende**, Supply Director **Anthony Wangondu** and Supply Development Manager **Henry Davis** all spoke, the emphasis being on the importance of value, integrity and efficient service. Also awards were presented to **Metsec** as Supplier of the Year and **Nexpower** and **Priyann** as Commended Suppliers in appreciation of the exceptional support they give. The point was made that good suppliers are vital to the success of D&S and in response the company was commended for its fair and efficient supplier dealings.



CEO David Gatende and Supply Director Anthony Wangondu are pictured together with the supply conference participants at the newly inaugurated Dayliff building at D&S HO.

Staff News

Appointments



Esther Odhiambo



Titus Maina



Kennedy Owitchira

D&S is pleased to welcome **Esther Odhiambo** (D&S Nairobi Downtown), **Titus Maina** (D&S Nanyuki) **Kennedy Owitchira** (HO Control Instrumentation). They are all wished long and successful careers with the company.

Grundfos Fellowship Award

The Grundfos Friendship and Fellowship award was presented to **Brenda Muhati** (HO Logistics)

Service Awards

At the recently celebrated anniversary celebration 25 years long service award was presented to **Daniel Kamau** (HO Filed Service) and 10 year awards to **John Menza**, **Jeconia Olum** (D&S Malindi), **Tsuma Saro** and **Fred Wafula** (D&S Mombasa), **Martin Muraya** and **Asenath Ndegwa** (HO Sales), **Stephen Mbugua**, **Silas Muema** and **Anthony Karunguru** (HO Borehole Service), **Jared Asiago** (HO Transport), **Martin Kimwele** (HO Logistica), **Moses Munguti**, **Evelyn Wainaina** (HO Procurement), **Joseph Mutuma** (HO Stores), **Charles Kebaso** (HO Engineering), **Anthony Ndirangu** (D&S Eldoret), **Samuel Githinji** (D&S Nakuru), **Grace Namfukwe** (D&S Tanzania), **Thelma Silungwe** (D&S Zambia).



D&S long service award winners pictured together with Group chairman Alec Davis and CEO David Gatende.

Staff Profile - Dr MAS Waweru



Dr MAS Waweru, or 'Daktari' as he is affectionately known at D&S Head Office and around the Group, has the distinction of having recently been appointed the company's first ever Chief Operations Officer, a role he assumes having for many years been the Commercial

Director. Working alongside CEO David Gatende in the executive office, he will be a member of the company's top leadership and will no doubt continue to lend the benefit of his immense experience in the industry from his new position.

Dr MAS began his long association with academia at Nakuru Day Secondary School before moving to Cardinal Otunga High School in Kisii. After this he undertook a degree in Engineering from JKAUT, an MBA from USIU, a PhD in Strategic Management from the University of Nairobi and finally he was invited to be a fellow by the Kenya Institute of Management. Professionally, he began his career as a projects engineer in the Ministry of Water before joining another industry company where he rose to the position of Technical Manager. In 1992, he joined D&S sales and has played a pivotal role in the company since then.

Of what brought him to D&S, Dr MAS curiously mentions stock holding as when he worked for the competition, he was frequently driven to buy from the company and mentions the satisfaction that being able to service his customers' needs gave him. He concluded that 'if you can't beat them join them'. A family man and a man of faith, he describes his colleagues as fabulous and appreciates the team oriented atmosphere at D&S. of life in general, he notes that each life has a purpose which we must seek to realize through our talents. Inspiring and supporting others to achieve success in that purpose is a virtue that we all must work towards. Wise words indeed from the wise man of D&S!

70th Anniversary Community Activities



D&S engineer Samuel Kibet handing over a borehole installation at St. Marys's Kinyambu.



Group chairman Alec Davis and Guest of Honour Abbas Gullet congratulate beneficiaries of Kibera Kids Centre.

Giving back to the community is integral to the D&S culture and as part of the 70th celebrations D&S partnered with key suppliers on various activities that were held across the group. Beneficiaries included **Karen Technical School for the**

Deaf, Longido Community in Namanga and **Kibera Kids Centre**, where borehole pumps and accessories worth nearly KShs2m were supplied and installed. Representatives from all the institutions attended the anniversary celebrations and expressed their gratitude to D&S

citing that the donations will go a long way in improving the lives of the beneficiaries, the pupils of Karen Technical School entertaining guests with a song.



D&S Celebrates 70th Anniversary

By any standard achieving a **70th Anniversary** is a major milestone and in the usual D&S way it was marked in great style. Celebrations took place over two days in mid-May and included various events for all D&S staff, partners and friends, supplements in the local press, various radio and TV mentions and a special commemoration Newsletter was also published to promote the achievement. The celebrations were graced by a number of overseas suppliers who had specially visited including representatives from **Grundfos, Pedrollo, Davey, Dab, Lorentz, Yanan, Midas** and also D&S's China market co-ordinator **Zhang Yi**. Former Grundfos executive **Poul Mortensen**, who did so much to develop the Grundfos/D&S relationship also joined us and was especially welcomed.



Customer Open Day

The main external event was an **Open Day** attended by many customers and suppliers when the Anniversary was formally marked. On arrival guests were shown round the premises where the capabilities of the company were demonstrated and also all products segments put on special displays of their latest products and technologies. There was also a display of memorabilia and photos tracing D&S's long journey to where it is today. The event was graced by Dr **Abbas Gullet** Director General of the **Kenya Red Cross** as Guest of Honour who in his speech was most complimentary about D&S's achievements and then assisted in cutting the celebratory cake as well as performed a ceremony inaugurating the new Dayliff office building. As part of the anniversary celebrations several charitable donations of pumps and water equipment have been made to deserving institutions including and the event concluded with a presentation from Kibera Kids Centre whose pupils entertained guests with a poem and song.





Anniversary Walk

As a fitting recognition of the long journey D&S has made an **Anniversary Walk** was organised from the site of the Company's original 1946 premises in **Westlands** to the present Head Office, a distance of about 6kms. Organised by executives Dr MAS Waweru and George Mbugua about 150 staff participated and the procession created a carnival atmosphere on its route along Uhuru Highway being led by the **Police Band** and accompanied by police outriders. The walk was flagged off by special guest **Pool Mortensen** and ended in the HO yard with everyone dancing to the Band's rousing tunes.





Staff Party

After the walk participants moved to the large marquee that had been erected on the Beta site for the **Staff Party**. Over 350 staff from Head Office and the Nairobi branches attended as well as the visiting overseas guests and 23 'wazee', all of whom had served at least 25 years and had 796 years' service between them! After an excellent lunch provided by the staff canteen formalities included the traditional CEO speech by Alec Davis and presentation of 10 year Long Service awards to 19 staff. This was followed by presentation of the prestigious **Grundfos Friendship and Fellowship Award** to deserved winner **Brenda Muhati** by special guest **Poul Mortensen**, who had inaugurated it 17 years ago, gift exchanges with the overseas visitors and special gift presentations and speeches marking **Alec Davis's retirement** by various HO departments and subsidiaries. The event concluded with an amusing staff revue charting the D&S journey followed by dancing to the Dan Chizi Aceda band and much merry making, the last reveller leaving at midnight.



D&S Coast



D&S Zambia



D&S Uganda



Group Celebrations

Founder's day celebrations were held across the group with **D&S Coast** enjoying a family get together at Pride Inn Paradise in Shanzu. **D&S Eastern** Cluster carried out a CSR event at Community of Hope Centre in Kilimambogo, a 19km walk and lunch thereafter. **D&S Western** cluster held a team building activity at Ol Moran Camp, Masaa Mara. **D&S Tanzania** enjoyed lunch and team building at the Landmark Hotel together with Pedrollo and Grundfos representatives Moustapha Tounkara and Reuben Kogi. D&S Uganda carried out a CSR event at Sure Prospects School and then lunched at the Imperial Beach Hotel. **D&S Zambia** marked the day with a walk and lunch at Twangale Park while **D&S Rwanda** held a CSR activity at Iramiro Children home in Busanza and thereafter lunch and team building at Nobleza Hotel.

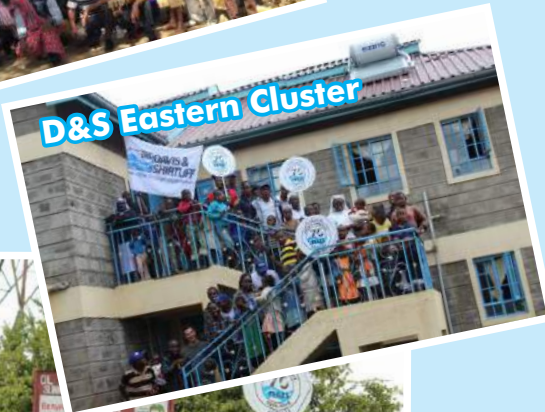
D&S Rwanda



D&S Western Cluster



D&S Eastern Cluster



D&S Tanzania



D&S Pictorial

D&S Garissa Solar Pump Installation



D&S Garissa under branch manager Leonard Njiru partnered with UNHCR to supply and install a solar powered borehole pump at the Dagahaley refugee camp in Dadaab. The installation is providing the camp of 83,000 people with about 1300m³ of water per day. Pictured are D&S technicians during the commissioning of the installation.

D&S Pumps used in Ivory Inferno



A combination of the Dayliff and Davey fire pumps have been used for an unusual purpose - to incinerate over \$100m of ivory at KWS HQ in Nairobi's National Park. The engine pumps pumped fuel onto the pyres of ivory and succeeded in destroying it all despite torrential rain! Pictured is technician Chege at site.

D&S Ethiopia Consultants Training



D&S Ethiopia has collaborated with Grundfos Kenya on a training aimed at consultants in Addis Ababa at Capital Hotel. The training focused on the Grundfos range of products and was well attended by over 28 guests. Pictured are the team with D&S Ethiopia General Manager Samuel Mitiku at the venue.

D&S HO Improchem Visit



D&S HO recently hosted chemical supplier Improchem Africa Director Kamal Waghmaree, EA Operations Manager John Jack and Regional Director Rogers Obare to discuss more areas of collaboration and partnerships. They are pictured together with D&S CEO David Gatende, Technical Director Philip Holi and Water Treatment Manager Festus Ngeno.

D&S Rwanda Takaoka Project



D&S Rwanda and its enterprising Manager Joseph Wanene have successfully executed a large and complex project for Goma district irrigation scheme in Rwanda. The control panels were fabricated at D&S HO and are pictured being inspected by Yu Onodeara who passed them as fit for purpose by even the highest international standards.

D&S Voi Solar Pumping Project



D&S Voi recently carried out a successful installation of a solar powered borehole pumping system to Ngulia Rhino Sanctuary, Tsavo West National Park. The installation included 72no 150W solar modules and will bring approximately 13m³/hr of water to the sanctuary. Pictured is branch manager Peter Makokha during the handover.

D&S Zambia Energy Conference



D&S Zambia under MD Jonathan Mainga took the initiative to participate in the Zambia International Energy Conference in Mulungushi. The conference focused on diversifying the energy mix in Zambia and D&S being a major player in the energy solutions sector displayed its wide product range. Pictured is Kelvin Kabwe explaining the products to energy and water minister Hon. Dora Siliya.

D&S Naivasha Hotel Managers Training



Arthur Kioni, Branch Manager of the successful D&S Naivasha branch, has taken the initiative of holding a training event for the many Hotel Managers in the Naivasha region in order to raise awareness of the range of D&S solutions that could improve services at their establishments. Pictured are the team after the successful event.