

## From the Chairman

The big national issue as I write this month's message is the ongoing national drought - rainfall is well behind the norms and the long rains are yet to arrive by the middle of April. This is causing great suffering, especially in the arid areas, though D&S is making its contribution to alleviate this situation through the installation of economical solar pumps. Particularly I mention the recently completed project for **Meru County**

where 100 pumps have been installed in various community centres that have greatly improved the lives of the many beneficiaries and we commend the County government under Governor **Kiraitu Murungi** for this farsighted initiative. It's an example of what can be done by harnessing the resources of competent private sector companies with visionary governments that will hopefully be replicated in other counties. We pride ourselves as being market leaders in solar pumping with a wide selection of solutions from small domestic to large scale commercial. Building on this expertise we are particularly pleased to announce the introduction of a range of **Solar Pumping kits** that will provide reliable and economical



Chairman Alec Davis, CEO David Gatende, other Executives and some of the Supply team staff together with representatives of contractor Ark Construction celebrate ground-breaking for the new D&S Distribution Centre at Tatu City.

solutions for most water supply requirements – another important D&S initiative!

An important milestone this month has been ground breaking at the important new **Tatu Distribution Centre** development that will facilitate the centralisation of D&S Kenya's Supply and Logistics activities into one efficient site. The project is scheduled to be

completed mid-2020 and will be transformational for the Group by driving a quantum improvement in product distribution. As we grow it is a facility that can't be made available too soon!

D&S has always prided itself on its innovative culture and has introduced many new products and processes in its various markets over the years which have evolved into default market solutions. A particular example is the **fibreglass swimming pool** filter and I commend Production on achieving a major milestone of the **20,000<sup>th</sup>** unit manufactured. Quite an achievement of which we are all very proud.

## DAYLIFF Solar Pumping Kits

Davis & Shirtliff's participation in **solar pumping** dates back to the earliest installation some nearly 40 years ago and, based on this enormous experience, a new range of **solar pumping kits** has been launched that will provide simple installed solutions for all small scale solar water supply requirements. All kits include a **pump, PV modules, a controller, all wiring** and some **accessories** that only need widely available piping and fittings to complete the installation. Kits are available from 1 to over 12m<sup>3</sup>/day with outputs in sizes from 120watts to 1000watts at various heads and they are based on D&S's well



A typical Dayliff Solar Pumping Kit with Sunflo pump and accessories

established range of Sunflo and DSolar pump models.

Pricing is extremely competitive and in many cases considerably cheaper than the current common small scale supply hand pump based alternative, though will provide considerably more water. Eight kits are available in a wide range of specifications and, considering the large benefits in cost, reliability and output, it is expected that these will become the default solutions for all small solar water supplies. Details are available from all D&S branches.

## D&S Kitale Opens



Branch Manager Jacob Korir with his team in front of the smart new premises on Kitale's main street.

D&S' Western Cluster of branches under Branches Executive **Margaret Kuchio** has recently added its 12th, Kenya's 38th and the Group's 65th branch in **Kitale**, the well-known agricultural town in Kenya's Northern Rift Valley. The branch occupies a prime spot on the town's main street in the Executive Building and has been refurbished to D&S standards under the supervision of Branch Manager **Jacob Korir** who has experience at D&S Nakuru and D&S Mombasa. Kitale is a well-established agricultural centre and is famed for its forestry and fertile farm land. Now open to the public, the branch is already making a contribution to the local economy and is honouring the D&S commitment to bring its range of products and solutions to all 47 Kenyan Counties in the near future.

## 20,000<sup>th</sup> Dayliff DX/CX Filter



Group Chairman Alec Davis, CEO David Gatende and Technical Director Philip Holi pictured with Fibreglass factory staff together with filters no 1 and 20,000.

The original **Dayliff high-rate GRP** filter was introduced nearly 35 years ago, initially designated GP but for some time now **DX** and **CX** and in this time the familiar yellow tank has become the standard filter fitted to most swimming pools as well as water treatment plants in the region. Filter production recently achieved a major milestone when number 20,000 was made, the first 10,000 taking over 25 years to be produced, the second only 7 years! Available in five diameters and various configurations, the filters are manufactured in the company's Dundori Road facility. They remain very popular and number 30,000 is now the next target!

## Service Providers Conference



Participants of the Service Providers Conference after the successful event with GM Service David Bolo.

The annual **D&S Service Providers** Conference was recently held at the new Conference room at D&S HO and was hosted by GM Service **David Bolo** and his team. With over 100 participants, the successful event focused on the opportunities of digitalization and also the recently introduced D&S products which are important aspects in maintaining the highest possible service standards.

The Service Provider initiative was introduced in 2007 with the aim of reducing cost and enhancing flexibility of service requirements for D&S customers and stakeholders. It has been a great success that has been replicated both across the country and in other markets. Participants in the scheme have prospered and now run successful businesses of their own with their teams of service technicians trained to support and add value to the D&S range of products and solutions across the region and beyond.

## D&S Observes World Water Day

**World Water Day** is observed annually on the **22<sup>nd</sup> March** and is an initiative started in 1993 by the United Nations to highlight the importance of freshwater and to advocate for its sustainability. This year the theme was **'Leaving No One Behind'**, an appropriate theme for Africa which encourages the inclusion of marginalized people with a limited access to fresh water. Due to D&S' unique position in the water industry in its markets, senior staff are often interviewed by the media and this year CEO **David Gatende**, COO **Dr MAS Waweru** and Technical Director **Philip Holi** were all interviewed on the major TV channels. In Kenya celebrations centered on Kakamega where Branch Manager **Loise Mutua** made a donation of an irrigation system for a local school on behalf of D&S in order to mark the occasion.



D&S Kakamega Branch Manager Loise Mutua as she is thanked for the donation by Cabinet Secretary for Water Simon Chegei as His Excellency the Governor of Kakamega Wycliffe Oparanya looks on.

## Staff News

### Appointments



**Veronica Mugwanja**



**Agnes Wambui**



**Mohamed Abdi**



**Milton Otieno**



**Ryan Okoth**



**Micheal Mwangi**



**Fredrick Chege**



**Emelda Odhiambo**



**Lydia Auma**

D&S is pleased to welcome **Veronica Mugwanja** (HO Communications), **Agnes Wambui** (D&S Kakamega), **Mohamed Abdi** (D&S Mombasa), **Milton Otieno** (D&S Kiambu), **Ryan Okoth** (HO Sales), **Michael Mwangi** (D&S Muranga), **Fredrick Chege** (D&S Kitengela), **Emelda Odhiambo** (HO IT) and **Lydia Auma** (D&S Karen). They are all wished long and successful careers with the Group.

### Commendations

Commendations were recently awarded to **Dr. MAS Waweru** (HO Executive), **Peter Munyoki**, **Dorothy Mose** and **Dennis Miranyi** (HO Projects), **Tabby Bolo** (HO Logistics) and **Carlos Makau** (D&S Ongata Rongai). Their special efforts are greatly appreciated.

### Births

Congratulations to **Lucy Kinyanjui** (HO Supply) and her husband Ochieng on the arrival of their daughter Tess, **Kevin Gitimu** (HO Field Service) and his wife Caroline on the arrival of their daughter Isabelle and **Julius Nakhungu** (HO IT) and his wife Annah on the arrival of their son Kabelo.

## Staff Profile - Miriam Kahiga



**Miriam Kahiga**, Branch Manager of **D&S Kiambu**, has the unique distinction of having won the coveted 'Branch Manager of the Year' award twice in succession for the exceptional performance of the branch under her administration. It is perhaps serendipitous that she now works for D&S having been born a stone's throw away from Head Office at the Mater Hospital. She schooled initially at Umoja Primary and then moved on to the prestigious Pangani Girls' School which she commends for being a fine institution. Finally she obtained her BSc in Mechanical Engineering from Jomo Kenyatta University of Agriculture and Technology.

Although Miriam always excelled at her studies, she initially found it difficult to make friends although those who know her might find this surprising considering how positive, passionate and full of energy she is!

She joined D&S early in her career having heard of its reputation as a good employer and initially worked in the Retail department. She appreciates the opportunities for growth that the company offers and she enjoys the challenges thrown up on a daily basis. Her most memorable experience at D&S was her promotion to Branch Manager when she was given the opportunity to lead a team.

Miriam describes herself as a lady of faith, family and friends who is aggressive, sociable and easy with people. She enjoys church music, reading and has two pet cats. Her friends characterize her as straight forward and always happy which certainly fits in with her philosophy of life - to refuse to submit to the doom and gloom, be passionate about the things you believe in, have hope and fight for a better future. An impressive lady indeed who has clearly inspired her team in Kiambu on to great things!

## Community Activities



As part of the company's wider CSR commitment, D&S Nakuru under Branch Manager Sylvester Angira has donated and installed a Dayliff solar powered borehole installation for OIkiarane Primary and Secondary schools in the Mara. The installation will supply both schools as well as a clinic in the area and the wider community. Pictured is the team at site during the handover ceremony.



D&S Nakuru Branch Manager David Ngure has overseen the donation and installation of a Pedrollo well pumping system at Home of the Good Shepherd, Nyahururu. The facility is home for 77 orphans and the pump will alleviate water supply issues that has been a problem in the past. Pictured is the D&S Nakuru team as they commission the equipment and handover to the grateful recipients.

# D&S Pictorial

## D&S Participates in Homes Expo



D&S has participated as usual in the 2019 Homes Expo at the Kenyatta International Convention Center in Nairobi. The D&S stand was well supported and showcased the company's most recent offering of products and solutions including several dynamic working displays. Pictured are D&S engineers Vickrogers, Timothy and Loise at the impressive display stand.

## New HO Conference Facility



A new conference facility has been added to the D&S Training Center in order to cater for the increasing requirement for large scale events at D&S HO. The new facility is situated in the Dayliff building and can seat 200 delegates in comfort with enhanced audio visual equipment installed.

## KRA Recognition



D&S has been honoured with an award from the Kenya Revenue Authority (KRA) for outstanding import and export compliance following a recent audit. The company, classified as a very large taxpayer by the KRA, was represented by Supply Director Anthony Wangendu as he received a plaque from KRA's Nairobi Export Manager Tabitha Mwangi at D&S HO premises.

## D&S Uganda Water Dispenser Project



D&S Uganda have successfully executed a large humanitarian project for the Ministry of Environment involving the installation of 200 Grundfos smart water dispensers with the accompanying infrastructure at various sites in central Uganda. The project was implemented by Commercial Director Simon Batte and Project Manager Philip Walusimbi. Pictured is Chairman Alec Davis with the D&S Ug team when he visited one of the sites.

## Nairobi Customer Events



D&S HO Commercial have staged a series of dinner events attended by CEO David Gatende, COO Dr MAS Waweru and hosted by Commercial Director Edward Davis for various customer segments including Drillers, Consultants and NGOs. Pictured are the team of Drillers at Panari Sky Center after a successful evening.

## D&S Rwanda Singita Project



D&S Rwanda under GM Joseph Wanene has recently supplied and installed equipment at Singita Lodge, an exclusive hotel at the foot of the 5 Volcanos in Rwanda. The project includes water supply pumps, swimming pool and spa equipment and a waste water treatment plant. Pictured is Joseph Wanene and technicians during the installation of the project.

## D&S Zambia Participates in Expo



D&S Zambia recently participated in Agritech Expo Zambia, the country's foremost exhibition for the agricultural industry which attracts over 20,000 farming professionals. D&S had a large stand that generated considerable interest, Wapatwa Sichilongo and Mark Chitambala being pictured explaining some of the products on display to interested visitors.

## Burundi Booster Pump Installation



D&S BD under Manager Patrick Mufwoya and Burundi Sales Engineer Mercy Njeri have successfully supplied a large water boosting system to partner Think East Africa as part of a wider project to enhance water supply in the country. Pictured is Mercy as she hands over the equipment with Consultant Engineers John Riches and Johnny Harris from TEA.