

From the CEO

As usual at D&S the New Year has had a fast start with a large number of customer and staff activities. Two key events have also taken place, the **inauguration of D&S Coast HQ** in Mombasa and celebrations of **D&S Zambia's 15th Anniversary**. Both are reported overleaf, though of particular significance is the new Mombasa HQ, which has been the brainchild and special project of GM **Mohamed Farook**. The building will greatly enhance capacity and efficiency and I am enormously grateful for the efforts he has made. **Edward Davis** has also been deeply involved in the project management and he has also made a great contribution to its success. The D&S Zambia Anniversary is another huge achievement as in that time the business has become industry market leaders and D&S's largest Business Unit. I am hugely grateful to the committed Zambian team, though particularly to MD **Jonathan Mainga** who arrived with a suitcase and through extreme competence and hard work has directed and built this fine business.

One of the great truisms is that there are three inevitabilities in



CEO Alec Davis and Christine Davis are pictured with D&S Coast staff at the inauguration of D&S Coast HQ

life - death, taxes and change and D&S has always been driven by the latter. That is how the Group has survived and thrived for so long and of course 2016 is the Company's **70th Anniversary**, which will be celebrated in some style in May. There are not many companies around today who can celebrate such a milestone and I am very proud that today D&S is so modern and progressive yet has such long traditions. And the change process must continue so I am particularly pleased to announce another important development and that is the re-alignment of senior executive roles, particularly with me moving to become Executive Chairman and the present Deputy CEO **David Gatende** moving into the Group CEO position. This is a significant move for us both as I will be able to concentrate more on Group Strategy and other projects while David will assume the mantle of running the D&S Group. David now has 30 years exemplary service with D&S and no one is better qualified to lead what is becoming an ever more complex organisation to new heights in its eighth decade. These changes will be effected as from 31st May and after 40 years I very much look forward to my new disengaged role!

New Products



Dayliff DI Industrial Pumps



Dayliff Vispra Inverters



Dayliff Solar Street Lights

New products are the life blood of any organization and the beginning of the year has been particularly busy at D&S in this regard with innovative new equipment being offered across the segments. New introductions include the competitively priced pure sine wave **Dayliff Vispra** range of back up inverters available in 1, 2 and 3 kW sizes. They have a number of innovative features and are specially designed for power back-up systems. Another important addition is the expansion of the **Dayliff DI** range of vertical multistage pumps with a low cost

cast iron-ended variant now available for pumping non-aggressive water. These are fitted with high-efficiency IE3 motors and now compare with best in class alternatives. Also introduced is the innovative all-in-one **solar street lighting system** that includes the LED lamp, PV module and lithium ion battery all integrated into one compact and sleek unit for faster and easier installation and improved serviceability. These products are in stock and available now and are expected to become popular additions to the D&S product range.

D&S Mombasa New Building



For the past eighteen months D&S Mombasa has been undertaking the major project of building a new premises which was completed in December and is now occupied. This was certainly an achievement to celebrate so an opening ceremony was recently held to inaugurate the building and also invite customers to see the excellent new facilities. Guest of Honour was **Christine Davis** wife of CEO **Alec Davis** and the event was attended by about 130 guests, all who were most impressed with the result.

The four story building has showroom, office, workshop, training, storage and canteen facilities and has been particularly designed with a comfortable environment for both customers and staff. It is also a showcase of modern technology

with solar electricity generation, fully integrated power backup systems, wireless IT network and 'soft' phones using a Windows system without handsets, full air conditioning and a pressurised water supply. The building is an excellent facility that will certainly greatly enhance efficiency and also improve the customer experience. The completion of this successful project has been a collaboration with many partners, though particularly **Jyoti Construction**, **Electrox Electrical Contractors** and **Shankar** air conditioning suppliers should be mentioned. Also the project was initiated and managed by GM **Mohamed Farook** and assisted with the project management by Business Development Director **Edward Davis**. Both are commended for the excellent outcome.

D&S Zambia 15th Anniversary

D&S Zambia recently celebrated an important milestone – its **15th Anniversary** during which time it has grown to become the leading industry player with a staff of 70 working in five branches. The event was attended by about 150 guests and graced by HE the Kenya HC to Zambia Ms Sophy Kombe, who spoke glowingly about the company and also about the importance of developing Kenya/Zambia links. Also attending was Mr Chiwala, one of the company's earliest customers and CEO **Alec Davis** who particularly thanked and commended MD **Jonathan Mainga** on his enormous achievement in creating the business. The opportunity was also taken to present the expanded **Dayliff pump range**, which is already firmly established as a leading Zambian brand.



Kenyan High Commissioner HE Sophy Kombe cuts the celebratory cake while CEO Alec Davis and MD Jonathon Mainga look on.

D&S Nanyuki Opening

2016's first D&S branch opening has taken place in **Nanyuki**, the latest branch to join the Eastern cluster under executive **Margaret Kuchio**. The colourful event was extremely well attended with 55 guests invited but over 70 attending on the day! Branch Manager **Grace Riitho** started by welcoming guests after which Deputy CEO **David Gatende** and Margaret spoke. The guests of honour were Laikipia County Water Minister **Hon. Akaale** and **Mr Kuldip** of Modsan Trading both of whom gave short speeches recommending the company before cutting the ribbon and officially declaring the branch open. The ongoing exercise of opening branches across the region is part of a wider strategy to improve service levels to stakeholders and participate more effectively in local markets.



Deputy CEO David Gatende, Kuldip Hunjan of Modsan Hardware, Branch Manager Grace Riitho, County Water Minister Hon. Akaale and General Manager Sales Margaret Kuchio cut the ribbon to officially open D&S Nanyuki.

Staff News

Appointments



Rashid Juma



Judy Kiragu



George Ogega



Frederick Katulu



Faith Atieno



Daniel Mutua

D&S is pleased to welcome **Rashid Juma** (D&S Mombasa), **Judy Kiragu** (HO Audit), **George Ogega** (HO Technical Workshop), **Frederick Katulu** (HO Marketing), **Faith Atieno** (D&S Kitengela) and **Daniel Mutua** (HO Sales). They are all wished long and successful careers with the company.

Commendations

Commendations were recently awarded to **Martin Gwada** (HO Power Products), **Kevin Gitimu**, **Thomas Osoo** and **Lazarus Omollo** (HO Field Service), **Micah Rop** and **Andrew Madegwa** (D&S Mombasa) and **Wilson Nderitu** (HO IT). Everyone's commitment is greatly appreciated.

Births

Congratulations to **Stephen Njoroge** (HO Sales) and his wife Lydia on the arrival of their daughter Blessing, **Chris Oduoy** (HO Sales) and his wife Sophia on the arrival of their daughter Levine, **Arthur Kioni** (D&S Naivasha) and his wife Teresia on the arrival of their son Gaudric, **Nancy Maranga** (D&S Kisii) and her husband Victor on the arrival of their daughter Arianna, **Charles Wambua** (HO Manufacturing) and his wife Sally on the arrival of their daughter Virginia, **Daniel Barno** and his wife Winnie on the arrival of their son Darwin and **Josfrider Musima** (HO Marketing) and her husband Byron on the arrival of their son Ethan.

Weddings



Newlyweds **Edward Mwanzia** and his bride **Paskalia** pictured during their wedding.

Staff Profile - Martin Muraya



Martin Muraya, a well-known face at HO, is D&S' first Group Technical Services Manager, a challenging and important role that includes leading the company's large projects division as well as handling complex and non-traditional assignments.

Martin originally hails from Nyeri where he attended Nyeri Primary before heading to the famous Nairobi School where he was a house captain. His first degree, in agricultural engineering was from Egerton University and he now also holds an MBA from University of Nairobi, A CPA (I) from Dedan Kimathi and even a qualification in Chinese language from Kenyatta University. Along with his many qualifications, he is also a chess master.

As the company looks forward to celebrating its 70th anniversary, Martin is looking forward to celebrating his 10th with the company this year. Having previously had internships with Finlays and Mount Kenya Bottlers, Martin heard of D&S while on an Engineering field trip at University and was attracted by the company's ethos of teamwork as well as its innovative range of solutions. His most memorable moment was the Christmas Party of '12 when attended in disguise as a Reggae musician and no one recognized him!

Martin is married to Joy and is blessed with a daughter Shantelle. Interestingly, Martin's wife also speaks Chinese, as well as Japanese and French so theirs is indeed a multi-lingual family.

In the future Martin looks forward to mentoring young engineers as well as travelling and setting up his own farm operation. Of life in general, he notes that it is what you make of it and that time is precious but that accuracy and attention to detail are also of critical importance. It is good to know that D&S' large projects are therefore in good hands!

D&S Thika Community Activity



D&S Thika under Branch Manager **Titus Njenga** donated and installed a **Dayliff pump** and water treatment items at **Joytown Special School** to purify water for consumption from a previously installed borehole. Pictured is the team and the children during the commissioning.

D&S Pictorial

Davey Visit



In December D&S HO, MO and TZ welcomed and hosted Davey Area Manager Mushtaq Ahmed to their respective markets. Trainings and customer visits were carried out along with newly appointed Davey Product Specialist Faith Kamau. Pictured are the pair with CEO Alec Davis, Dep. CEO David Gatende and Pools Division Manager Stephen Muhia.

D&S Alumni Dinner



It has always been in the D&S culture to work closely with former staff who have moved on to start their own businesses and so in the spirit of co-operation, a networking dinner was recently held at Panafric Hotel. The group pictured with Dep. CEO David Gatende and General Manager Sales Margaret Kuchio.

D&S HO Power KPC Project



D&S HO Power under Group Segment Manager Martin Gwada recently installed a 750kW Dayliff Cummins genset for the Kenya Pipeline company at Kisumu. The unit will provide automated power backup for KPC operations at the depot. Pictured at the commissioning are D&S Technician Kevin Gitimu and KPC officials.

AFWA Exhibition



AFWA, the Africa Water Association recently hosted a major conference in Nairobi themed on the sustainable access to clean water and sanitation. D&S was one of the few local companies to participate with a stand at this prestigious event which was endorsed and attended by HE President Kenyatta. Pictured is the D&S stand with customers.

Dayliff FC Wins League



Dayliff FC have recently achieved success by being crowned champions of the Left Foot Corporate League Division 4 with an unprecedented 19 wins in the season and can now truly be considered the Real Madrid of the division! Ably led by Head Coach George Wekesa (D&S HO Fibreglass), the team is looking forward to next season when they will compete with the big boys of Division 3.

Aga Khan Solar Project



The Aga Khan Foundation has funded solar powered lighting kits for over 100 schools in deprived areas of Nairobi and Mombasa. D&S Solar Dept under Norman Chege has been selected to install these 1-2kW kits and already over 20 have been successfully commissioned. Pictured is one such installation on a school roof in Kibera.

D&S Product Appreciation Course



A bi-annual fixture in the D&S training calendar is the Products Appreciation Course (PAC) held at the HO training centre and organized by Knowledge Manager Zippy Midikira. This edition of the course was attended by over 40 D&S staff who spent 3 days on a basic orientation of the D&S product range. Pictured are the group after the event.

Wrigley East Africa Installation



D&S HO Water Treatment and Technical have produced for Wrigley East Africa an intelligent filtration unit for process water treatment. The unit is fully automated and can sense pressure, turbidity and low level as it processes up to 20m³/hr. The entire unit including the control panel was built at D&S HO under Alex Mucheru.