

From the Chairman

I write this in my new capacity as Chairman of the D&S Group having successfully handed over the role of CEO to long serving colleague **David Gatende**, who is now settled in my previous office with responsibility for management of Group operations. In my new role I will of course stay involved and will for the time being continue to contribute to the Newsletter. It is an important communication medium and we have a number of plans to develop the format.



Chairman Alec Davis, CEO David Gatende and Business Development and Marketing director Edward Davis pictured outside the newly inaugurated Dayliff Building.

As usual much continues to happen throughout the Group, many of the activities being reported elsewhere, though I must mention some important initiatives. Firstly I must congratulate all those involved with the Branch expansion programmed with new branches being opened in **Ongata Rongai, Kitui, Narok, Mombasa Downtown, Jinja** and **Lusaka Downtown** in the last six months. All are operating successfully and we are always most encouraged by the comments of appreciation we receive for the improved access to our products and expertise, which are so important to local development. The latest branch openings brings the total to 48 across the region and we are proud of the contribution they have made.

Another important initiative recently taken is a focus on **e-business** and communication through the internet and social

networks. For example this Newsletter is now widely distributed both directly through e-mails and through access from our website and its distribution is in excess of 30,000 readers! There have also been considerable developments in terms of e-business, product information and social media and the Group is committed to the initiative as we believe that leadership in the e-world is now

essential for success. The initiative is being driven by Business Development Director **Edward Davis** and our new digital manager **Kenneth Muturi**. Well done to them both on the good job being done - I recommend readers to check our updated website www.davisandshirliff.com to see what is happening here!

In the rush to finish the new D&S HO **Dayliff Building** before May's 70th Anniversary celebrations its significance was rather overlooked. It is now in full use and the new Logistics office has enabled a complete re-arrangement of the Supply function, the canteen is producing higher quality meals and is now much better patronised and the Training/HR floor has added greatly to our training capacity. It really is a clear example of the importance of good physical facilities and certainly the investment has been money very well spent!

Supplier Focus - Improchem

Improchem is a more recent D&S partner, dealings beginning in 2012 when it took over former partner **GE Water's** sub-Sahara chemical business, which were added to its own strong water chemical activities. Improchem was already well established in the industry and is now the leading specialist water chemical supplier in Africa operating in 40 countries. A subsidiary of SA listed company **AECI**, it is Johannesburg based and is a large company with a staff of over



Supply Development Manager Henry Davis pictured with Improchem's Sales Manager Corporate Sales and Indian Ocean Islands and Sales Manager E.A John Jack visiting Improchem S.A Headquarters

800 and revenues of more than \$130m.

All manufacturing is carried out at the Durban factory and the business with D&S is now well established with the range of specialised Reverse Osmosis, water clarification and boiler chemicals. An important link with Improchem is that their EA regional Manager is **Rodgers Obare**, a former D&S employee and with his support the mutual business is set to grow strongly.

D&S Kitui Opening Cocktail



Pictured at the official opening are CEO David Gatende, GM Sales Margaret Kuchio, Branch Manager Nicholas Odera and his team.

D&S Kitui is the latest branch to officially celebrate its opening with a cocktail for partners and stakeholders in its smart new showroom in the center of Kitui town. The branch is the seventh to join the Eastern Cluster of branches under GM Sales **Margaret Kuchio** and is the Group's 48th. The cocktail was exceptionally well attended by over 60 guests who were hosted by CEO **David Gatende**, **Margaret Kuchio** and newly appointed Branch Manager **Nicholas Odera** all of whom said a few words before the ribbon and cake were cut by special guests Chief Officer Agriculture, Water & Irrigation **Jacob Mutua** and Deputy Director Water Resource and Services **Kennedy Mutati**. D&S Kitui is one of several branches to be opened by the Group this year as part of the wider strategy of bringing products and solutions closer to customers.

WASPA Conference



WASPA officials and D&S staff pose outside the new training centre at D&S HO.

D&S HO **Water Treatment division** recently partnered with the **Water Services Providers Association (WASPA)** to provide training on emerging water & energy technologies to water utility heads who face a myriad of challenges in their operations. With an excellent turnout of over 50 water utility officials, the training focused on new purification technologies such as ultrafiltration, explored the application of monitoring and technologies such as iDayliff and the optimization of chemical usage in conventional water purification. This comes at a time when water utilities in Kenya are grappling with high operational overheads as a result of rising costs of energy and chemicals as they seek to maximize their water quality and output. Pictured are the Group with CEO **David Gatende** and Chief Operations Officer **Dr MAS Waweru**.

D&S HO-Dayliff Building now Fully Operational

As part of the recently concluded **70th Anniversary** celebrations for the D&S group, the **Dayliff building**, a new 4 storey multi-purpose block at D&S HO, was officially opened by Kenya Red Cross Director-General **Abbas Gullet** amid much fanfare and celebration. Although just completed, the building was yet to be commissioned and put to its intended use as a **Logistics Office**, **Canteen** and **Training Center**. Now, 3 months later, the building has opened its doors to the public and staff and is fully operational with over 200 meals being served in the canteen daily, training events for up to 60 participants happening several times a week at the training center, and the heart of Supply function now working out of the new ground floor office. In addition to this, future expansion has been catered for with an entire floor of extra space yet to be allocated. As would be expected from a D&S building, many of the company's green technologies are in daily use in the building such as **solar hot water**, **solar power**, **demand driven pumping** and **water treatment**.



Logistics



Training Centre



Canteen



Staff News

Appointments



Kenneth Muturi



Jaffer Ahmed



Harriet Mariaria



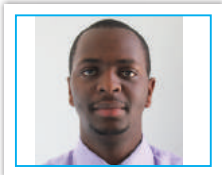
Sharon Muyera



Daisy Adhiambo



Stephen Angila



Martin Kanyote



Muthee Maina



Benedict Ngula



Josephine Wanjiku



Carlos Makau



Anthony Wachira

D&S is pleased to welcome **Kenneth Muturi** (HO Digital), **Jaffer Ahmed** and **Harriet Mariaria** (D&S Mombasa), **Sharon Muyera** and **Daisy Adhiambo** (HO Internet Sales), **Stephen Angila** (HO HR), **Martin Kanyote** and **Muthee Maina** (HO Sales), **Benedict Ngula** (D&S Kitui), **Josephine Wanjiku** (D&S Lodwar), **Carlos Makau** and **Anthony Wachira** (D&S Rongai). They are all wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Timothy Musembi** (HO Logistics) and **Benjamin Ochelle** (Thika) for exceptional contributions. Their efforts are greatly appreciated.

Births

Congratulations to **Rose Chemiat** (HO Sales) and her husband Emmanuel on the arrival of their son Ryan, **Joseph Muiruri** (HO Stores) and his wife Serah on the arrival of their daughter Chloe, **Edwine Nyatuoro** (HO Technical) and his wife Virginia on the arrival of their son Ian, **Jemimah Muli** (HO Technical) and her husband Clifford on the arrival of their daughter Zahra, **Esther Adhiambo** (Downtown) and her husband Alex on the arrival of their son Raymond, **Lena Sumuni** (HO HR) and her husband Thomas on the arrival of their daughter Ella, **Martin Muraya** (HO GTS) and his wife Joyce on the arrival of their daughter Ranelle and **Mercy Waihera** (Mombasa) and her husband Sammy on the arrival of their daughter Jasmine.

Staff Profile - George Kinyanjui



George Kinyanjui, Country Manager for South Sudan, is perhaps the D&S manager who operates in the toughest D&S market of all. Originally a sales rep in BD, George opened up the South Sudan market and has in the space of 4 years established a successful D&S subsidiary with the help of

fellow Kenyan expat and Assistant Manager **Arnold Rotich**. Despite the deteriorating conditions in this, the world's newest state, D&S South Sudan has endured by providing essential services to NGOs, government institutions and companies.

Born in Nakuru and having schooled in Kikuyu and in Thika, George has a degree in Civil Engineering from the University of Nairobi, an MBA from USIU and, like most other staff in BD, is fluent in French. Indeed it was his ability to speak French that landed him a job at D&S as he applied to a job vacancy in the newspaper for French speaking engineers. On what drew him to the company George notes that he was attracted by the professionalism.

Married to Dorcas with one young daughter, Agnes, George is a book collector and especially likes books on economics although it's not all work for him as he likes to unwind listening to Justin Bieber and Taylor Swift among others. In future he plans to play golf and teach business studies at college. Of his colleagues at D&S, George describes them as 'challenging, brilliant and dynamic' and picks as his most memorable moment the time he had to hire dilapidated Antonov planes to airlift solar lights to a remote camp in a war torn area. The effort was worth it however, as the lights improved the lives of thousands of women and children in the camp.

George's philosophy of life is follow your heart, explore and think outside the box and clearly these are the skills needed to thrive in the harshest of environments.

D&S HO Community Activity



Nairobi Branch Managers **Benedict Kutu** (D&S WL) and **Kennedy Ojunge** (D&S KR) with their respective staff recently took the initiative of carrying out a CSR Project at Ufanisi School in Dandora where they installed a solar system to light the school's classrooms during the day and provide power for phone charging and computers. Pictured are the D&S team with students and teachers at the school.

D&S Pictorial

D&S Tanzania Saba Saba Exhibition



D&S TZ under dynamic MD Ben Munyao recently scooped the top prize for the Best Engineering Products at the prestigious Saba Saba awards in Dar es Salaam. Pictured with Ben as he collected the trophy are HE John Magafuli President of Tanzania, HE Paul Kagame Prime Minister of Rwanda and Minister of Trade & Industry Hon Charle Mwijage.

D&S Sudan Solar Project



D&S Juba, under Country Manager George Kinyanjui, operates under the harshest of conditions but has never the less successfully completed 7No large solar powered borehole installations in remote parts of the country. These installations will now provide water to upwards of 60,000 people affected by insecurity. Pictured is Samaritn Purse rep. at one of the sites.

D&S Eldoret Uasin Ngishu County Visit



Chief Operations Officer DR MAS Waweru and D&S Eldoret Branch Manager Joseph Nganga recently paid a courtesy call to HE Governor Daniel Chemno of Uasin Ngishu County. The group held discussions around the possibilities of taking advantage of new technologies in the water sector in order to enhance public service delivery.

D&S Karen Pool Attendants Training



In order to add value to customers using the D&S range of swimming pool products, D&S Karen under award winning Manager Kennedy Ojunge has organized a training event for pool attendants focused on getting the best results from D&S chemicals and pool maintenance equipment. Pictured is the group with D&S staff at Royale Hotel.

D&S Mombasa Plant Operators Training



D&S MO under GM Mohamed Farook has held a large training for RO plant operators at the D&S building in Mombasa. The event was attended by a record 116 trainees and was hosted by D&S Partner Brandon Barbour of Purewater Africa, Alex Mucheru and Sales Manager Yusuf Siraj. Pictured is the group during the practical session in the workshop.

Executive Strategy Session



The Executive team recently held an off-site strategic session at the Villa Rosa Kempinsky in Nairobi. The annual event allows executives to share experiences and discuss future strategies as they also present their business performance results. Pictured is the team with non-executive directors Mike Eldon and Stuart Eastwood on the hotel balcony.

D&S HO/Zambia Business Forum



The Zambian High Commissioner to Kenya, Ms Brenda Muntamba, did D&S HO the honour of inviting them to exhibit at the Zambia Business Forum and Prayers for Peaceful Elections at the Zambian High Commission in Nairobi. Dayliff Specialist Timothy Kemboi mounted an impressive display at the event which attracted many dignitaries and prominent people.

EBS Technicians Training



The annual EBS Technicians Training is designed to provide in depth product support expertise to D&S technical staff from across the group. EBS includes solar, generator and water treatment technologies which form an ever increasing percentage of the total D&S business. Pictured are the group of 45 with Technical Director Philip Holi at D&S HO.

D&S Pictorial

D&S Nanyuki Laikipia County Seminar



Davis & Shirliff Nanyuki, under Branch Manager Grace Riitho has hosted a well-attended customer event at Lions Court Inn for Laikipia County Engineers. The Training focused attention on Borehole, Water Treatment, Generators and Solar Pumping technologies. Pictured is the group after the successful event.

D&S HO KQ RO Plant



D&S HO Water Treatment has successfully installed and commissioned a commercial RO plant at Kenya Airways Headquarters in Embakasi. The plant is capable of producing pure, de-mineralized water for use on board the company's fleet of aircraft. Pictured are KQ Plumbing Manager Hellen Bakari and WT Engineer Bernard Rono during commissioning.

D&S Machakos Musingini Project



Davis & Shirliff Machakos branch recently completed a significant borehole installation at Musingini Primary School in Machakos County that delivers 125,000 litres of water per day. The pumping solution will provide water for hundreds of families in the area. Pictured are the members of the community making use of the new facility.

D&S Garissa Wajir Stockist Seminar



Davis & Shirliff Garissa branch, under Branch Manager Leonard Njiru held a large customer seminar in July in Wajir at Wajir Guest House where participants were introduced and trained on the range of D&S products and solutions on offer and of use in this semi-arid region. Pictured are the group with the trainers after the successful event.

D&S Lodwar Customer event



Davis & Shirliff Lodwar Branch, under Branch Manager Shadrack Langat held a technology-focused partner training session at KEFRI Farmers Resource Centre where participants focused on new Water Treatment and Solar Pumping solutions. Pictured are the group with Shadrack Langat after the training sessions.

D&S HO Baringo Enterprise Project



D&S HO recently supplied and installed 10 solar hybrid borehole pumping systems to Migori County with the aim of providing improved water services to the community. This is the first of several phases being rolled out by the county. Pictured from an aerial position is a D&S installation vehicle with members of the community awaiting the arrival of water.

D&S Zanzibar Solar Project



D&S Zanzibar branch, under Branch Manager Maurus Lyamuya recently executed a successful solar pumping project for the St Francis Maria Liberman School. The installation will greatly improve water supply to the school while minimizing costs. Pictured is D&S staffer Maurus Lyamuya with the sisters and children at the school.

D&S Arusha Stockist Seminar



D&S Arusha recently held a special partner Seminar hosted by CEO David Gatende, D&S Arusha Manager Rugobe Mswahili and Pedrollo Product specialist Stephen Njoroge. The event included trainings on the range of D&S products and solutions and was held at the Kibo Palace Hotel. Pictured is the group with the CEO after the successful event.