

From the Chairman

February is always the end of the intensive year preparation cycle and as usual the process of plans and budgets as well as statutory and policy reviews have been completed and we now face the new year with confidence. It has started well for the D&S Group with satisfactory growth on last year and a number of new initiatives implemented. A notable one is opening of another branch, **D&S Embu**, implemented by energetic GM Sales **Margaret Wangui**, assisted by new Manager **Benjamin Ochelle** and already three more are in hand. The target this year is eight new branches and it will certainly be achieved.

An important development at D&S has been the recent focus on technology that has emanated from the 2015 year theme '**Leadership through Technology**'. One example of an initiative that has been introduced is the new **D&S GO App**, a unique tool for pump selection and product referencing that was entirely developed in-house by E specialist **Ken Muturi**. Others include **iDayliff** which remotely monitors and controls pumps and now other equipment like generators and water treatment plants, a revamped interactive **website** that includes an **e-Shop**, **advanced electronic control functionality** for various products including booster sets and water treatment plants, '**Synchroteam**', an advanced service control process that entirely removes all hard copy documents and a large investment in our IT infrastructure that has greatly increased



Newly-weds Henry & Heather Davis pictured with Chairman Alec Davis, Executives and Staff at a reception held at HO to celebrate their recent marriage.

efficiency. There is a huge amount of indigenous technology talent in Kenya and D&S is proud that we are fully taking advantage of it to create **world class technological capacity**. Compared to imported alternatives the products and systems that are being developed are cheaper, more serviceable and designed for the local environment and in many ways create optimal solutions for our customers.

I must also mention our great concern about the terrible drought the country has recently experienced, though hopefully it is breaking with the onset of the seasonal rains. It has caused great deprivation in the rural areas and in our small way we have been pleased to help alleviate the suffering through installation of pumps, mainly solar powered. **Solar pumping** is now an established, **affordable** and **reliable** technology and the installation of solar pumps throughout the country will certainly transform peoples' lives. D&S now has the widest range of solar pumping equipment available in the market and we look forward to continuing to contribute through the wider adoption of these solutions.

I conclude by mentioning the important event that occurred in February, the marriage of younger son Henry, who works at HO in the Supply function to Heather Cuthbert. This was a joyous event for the family and I wish them a long and happy life together.

Supplier Focus - Midas

Midas is a long established D&S supplier, the relationship being established over twenty years ago as the supplier of valves for the DX and CX filter ranges, over 15,000 having now been produced. The company was then owned by **Otger Dulkeith** who was a great lover of Kenya spending many holidays here, though in 2007 he sold it to a colleague, **Elena Jakobson** and since then it has grown enormously. Elena moved the company to smart new premises in Eichengell in central Germany and has greatly expanded the



A view of the impressive Midas premises in Germany. Inset Elena Jakobson and her team.

products offered, D&S now sourcing various specialised pool items from them including cleaning equipment, pumps and lights. Midas is now a company of 45 employees with revenue of €6m and are great supporters of D&S, Elena and her colleague Marco Schneider visiting for last year's 70th Anniversary. As an

important player in the European pool industry Midas are a source of new technology pool products and D&S looks forward to continued growth of the relationship in the future.

D&S Rongai Opening



Pictured cutting the ribbon and declaring the branch open is Joshua Majakusi with Branch Manager Winfred Rono, CEO David Gatende, GM Sales Margaret Kuchio and Edward Davis.

As part of the ongoing drive to bring the D&S range of products and solutions closer to the customer, the latest D&S branch has been officially opened in **Ongata Rongai**, a satellite town to Nairobi. The branch is the sixth to join the Nairobi cluster under Business Development and Marketing Director **Edward Davis** and was opened by Branch Manager **Winfred Rono**. Interestingly the new branch is located in a development that appropriately also houses a semi Olympic swimming pool! The opening cocktail was well supported by over 90 guests' principal among whom was Kajiado County Water Minister **Joshua Majakusi** who also officiated at the opening of D&S **Kitengela** in 2015. The second D&S branch to be opened in Kajiado county, D&S Ongata Rongai is expected to serve the local community whose main activities are agriculture, tourism and property development.

D&S at Two Rivers



A view of the Two Rivers development water feature. All pumps, filters and controls were supplied by D&S.

D&S Westlands under dynamic Senior Branch Manager **Benedict Kutu** has executed a large project for the recently opened **Two Rivers Shopping Mall** in Ruaka. The mall is the largest ever built in East Africa and comprises a blend of retail, residential, office and recreation space on a large site on the outskirts of Nairobi. As the name suggests, rivers are a key theme of the development whose centre piece includes a waterfall, fountains and lakes. **D&S' equipment and engineering solutions** were specified for the water pumping and water treatment requirements in addition to all the **instrumentation and control panels** which are fully integrated with the mall's building management system (BMS). The project showcases D&S technical and engineering strength and its ability to deliver large and complex projects on time and within budget.

iDayliff in Action

Forward thinking customers are increasingly embracing new D&S innovations such as iDayliff and the e-shop as they take advantage of technology to make life easier. One such customer is Mrs Nancy Baraza who purchased her borehole equipment complete with iDayliff and arranged installation entirely online through the Davis and Shirtliff e-shop and with the support of online resources including **comprehensive product literature** and **sizing tools**. Her reason for opting for **iDayliff** with a **service contract** was that not only could she check her pumping status and switch the pump on and off from wherever she was in the world using the iDayliff app on her smart phone, she also appreciated the D&S service plan which includes monitoring and planned maintenance to ensure the system's optimum performance at all times.



A view of the iDayliff App's smart phone interface and D&S Ongata Rongai customer Nancy Baraza who is taking advantage of the new technology.

D&S Lubumbashi Opens

As well as opening additional branches in existing markets, D&S is committed to increasing its footprint in Africa and to opening subsidiaries in new markets with the latest example being in **Lubumbashi, DRC**. Under Director **Edward Davis**, D&S HO Business Development is responsible for making the D&S range of solutions available across the continent and for taking initiatives to achieve this objective. DRC Country Manager **Edward Mwakio** has supervised the renovation of the new premises which have been executed to a world class standard and has put together a strong team who will support him in building the business. Lubumbashi is famous as a mining hub but is a major center in its own right with over 4m inhabitants who will certainly benefit from the range of D&S products and solutions now available there.



Business Development and Marketing Director Edward Davis is pictured together with D&S DRC Country Manager Edward Mwakio and his team in the new showroom.

Staff News

Appointments



Sarah Omaya



Dickson Marangu



Isaac Amukhoye



Lilian Mukoya



Brian Kibiwot



Maurine Etarukot

D&S is pleased to welcome **Sarah Omaya** (HO Human Resource), **Dickson Marangu** (HO Technical), **Isaac Amukhoye** (D&S Kisii), **Lilian Mukoya** (D&S Kakamega), **Brian Kibiwot** (D&S Narok) and **Maurine Etarukot** (D&S Kitui). They are all wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Mohamed Athman** and **Catherine Ndavi** (HO ICT), **Michael Kanyugi** and **Josephine Mwikali** (HO Finance), **Haji Harunani**, **Simon Munga**, **Kevin Gitimu** and **Kennedy Owitchira** (HO Technical), **Tabby Bolo** (HO Logistics), **Samuel Kibet** (HO Sales) and **Louis Nyamwaya** (HO Business Development) for making exceptional efforts in executing their duties. Everyone's commitment is greatly appreciated.

Births

Congratulations to **Michael Njeru** (HO Sales) and his wife Joyce on the arrival of their daughter Noella. **Benson Karimba** (D&S Meru) and his wife Esther on the arrival of their daughter Chanelle, **Juma Waithaka** (D&S Kitui) and his wife Emma on the arrival of their son Ethan and **Angela Monda** (D&S Kisumu) and her husband Michael on the arrival of their son Ethan.

Weddings

Henry Davis (HO Supply) recently married Heather Cuthbert and afterwards celebrated at a lavish reception in Karen that was attended by many of the couple's overseas friends. The event was also marked at HO when the couple were congratulated and given presents. They are wished a long and happy life together.



Staff Profile - Penny Mwangi



Penny Mwangi is extremely well known throughout the D&S Group as the former CEO and current Chairman's PA, a position she held for over 20 years until his retirement last year. Since then her role has evolved to include CSR, HR and administration duties in the office of Dr MAS

Waweru, Chief Operations Officer.

Nairobi born and bred, Penny attended Visa Oshwal Primary before heading to Shauri Moyo Baptist College where she attained her Diploma in Secretarial and Admin Duties. She then worked in Nairobi before joining D&S in 1995, having heard about the firm through a colleague.

Penny is blessed with one son, Hari Mwangi and both her parents and siblings now all reside in North America. She is passionate about cars, gardening and animals of which she has quite a menagerie including 2 Japanese Spitzes called Fupi and Coco, 2 rescue cats called Whisky and Gypsy and 7 chickens. A unique personality, Penny is also the only person who has ever been able to decipher the former CEO's handwriting.

She recounts her most memorable moment at D&S being a dramatic occasion when the authorities had tried to unreasonably arraign a member of staff, Kahiga, and Mr Davis came down to confront them, rolling up his sleeves and uttering in Swahili 'mimi nasema weka Kahiga Chini' (I am telling you to put Kahiga down). The rest is history.

Friends describe Penny as fun loving but with a 'kali' side and of life in general she notes that it is for living but that one should always be mindful of others and take each day at a time which is advice all of us would do well to heed.

D&S HO Participates in Bikathon



D&S HO have participated in the Rotary Club of Nairobi - Lavington bikathon cycle at Karura forest. The proceeds from the event will go towards polio eradication, funding libraries in Waithaka and Dagoretti areas of Nairobi and provision of water in Kawangware. Pictured is D&S' energetic team after the race.

D&S Pictorial

D&S Coast Pride Inn Project



D&S Coast has successfully contributed to the impressive new development of Pride Inn Paradise Hotel in Mombasa by supplying pumping and water treatment equipment used in the impressive themed water park and pool complex. Pictured is D&S technician Thomas Ochieng after commissioning one of the features.

D&S Lubumbashi Solar Lighting Project



The newest D&S subsidiary, D&S DRC under Country Manager Edward Mwakio, has recently completed a large solar lighting installation for a fuel and LPG distribution business in Lubumbashi. The 50 intelligent solar powered LED lights will illuminate the impressive new facility while reducing operating costs. Pictured is the site under construction.

D&S HO Drought Relief



D&S HO Borehole has supplied 54 Koshin engine pumps to the National Irrigation for use in Malindi-Kilifi County. The equipment will be used by Lango Bayo farmers to counter drought through irrigation. Pictured is CS Water & Irrigation, Eugene Wamalwa and CS Mining, Dan Kazungu handing over the water pumps to the community.

D&S Nakuru Drillers Dinner



D&S Nakuru under Senior Branch Manager David Ngure recently hosted a dinner for the company's drilling customers at Water Buck Hotel. The event provided a useful forum for partners to share experiences and an introduction to new D&S innovations such as iDayliff. Pictured is the group after the successful event.

D&S Arusha Solar Water Heating



D&S Arusha under Branch Manager Rugobe Mswahili recently supplied and installed several Ultrason Solar Water Heaters to the College of African Wildlife Management in Mweka. The solar water heaters were installed at the students' hostels and will ensure that they have hot water for bathing throughout the year.

D&S HO PAC Training



The D&S training calendar's twice yearly Product Appreciation Course (PAC) has been held at the HO training centre organized by Knowledge Manager Zippy Midikira. This edition of the course was attended by over 40 new D&S staff who spent 3 days on a basic orientation of the D&S product range. Pictured is the group with the CEO at the D&S fountain.

D&S HO Drillers Dinner



The annual tradition of the D&S Driller's dinner recently took place at the Panari Hotel with over 25 in attendance. This year's program included a presentation on exciting new products being offered by D&S including iDayliff. The successful event was hosted by CEO David Gatende, COO Dr MAS Waweru and GM Sales Margaret Wangui who are pictured with guests after the event.

D&S Embu Solar Project



Newly-opened branch D&S Embu have wasted no time in getting down to business and have installed a large solar powered borehole pump at Kanyariri. The pump yields over 70,000 litres of water per day for both domestic and farming uses. Pictured is happy customer Peninah Njagi as she throws open the valve during commissioning.