

## From the Chairman

It is amazing how fast time goes and already the year is a third over! It has so far been successful for D&S and March was a record for the company in a number of ways, notably revenue. Pump sales have also been strong, particularly for our **Dayliff** branded products, which have been driven to an extent by the unfortunate drought that the country has been experiencing.



**Kenya Red Cross Director General Abbas Gullet and D&S Group Chairman Alec Davis in discussion about the D&S/Kenya Red Cross partnership.**

Clearly our products are what the market needs and we are proud to be able to play a part in alleviating the effects of the crippling drought. One particular initiative of note is a partnership with **Kenya Red Cross** in installing a number of both new and modified **solar borehole systems** throughout the country, already 9 projects having been completed with many more in hand. Solar powered pumps are particularly appropriate solutions in remote areas due to their very low maintenance and running costs and with the continued reduction in the cost of solar modules they are now very cost effective water supply solutions. D&S has been a pioneer of the technology installing the first system over 30 years ago and is now the industry leader

offering a wide range of equipment in all sizes from various manufacturers. Many hundreds of installations have been completed and there is no doubt that solar pumps will become increasingly widely used.

Another particularly successful strategy that D&S has followed for many years now has been the establishment of branches throughout the

region. The benefits to the local communities is considerable as we make accessible our products and expertise, and now the network is nearly 60 branches strong. We continue to expand and soon we will open in **Eastleigh** (Nairobi), **Mtwapa** (Coast) and **Dodoma** (Tanzania) with all being in the final stages of preparation. Look out for new branch in your area!

Finally, I conclude with deepest sympathies to the family and friends of our most valued D&S Westlands Engineer **Bosco Kahindi**. He very sadly died in a motor accident, a tragic and unnecessary loss of a young and promising life.

## Partner Focus - Bioliff

It is with great pleasure that Davis & Shirtliff announces a formal partnership with **Bioliff**, one of Kenya's leading companies in **Waste Water** management. Formerly known as Biobox, the company recently changed its name to reflect the new arrangement and is now working closely with D&S to grow its business. The former Biobox has been in existence for some years, though recently under the management of **Charles Mousley** and **Sam Muttai** it has considerably expanded its product range and now offers state-of-the-art waste water treatment solutions from small domestic to large institutional and commercial applications.



**The Bioliff Directors Sam Muttai, Philip Holi, Charles Mousely, Alec Davis and Edward Davis stand in front of a Bioliff System at the company's premises at Magana.**

Bioliff will now work closely with D&S both in developing its existing systems and also expanding its activities by offering established D&S products, especially in water treatment. D&S in turn will benefit from Bioliff's waste water expertise and expand its activities in these growing markets. To strengthen the team Chairman **Alec Davis**, Technical Director **Philip**

**Holi** and Business Development Director **Edward Davis** have joined the board of Bioliff and also additional investment has been made in stock and a large premises in Magana, off the Nakuru Rd. With the benefits of D&S's support and Bioliff's entrepreneurial energy the future for this partnership is bright!

## EBS Training



Participants of the latest edition of the EBS training week pose with Technical Director Philip Holi and other D&S trainers.

Known as EBS (Emerging Business Segments) the **Solar**, **Water Treatment** and **Power Product** segments are product areas where the D&S Group sees particular potential for future growth. Complementary to the Company's traditional segments of **Pumps**, **Borehole Equipment** and **Pool Equipment**, the emerging segments aim to take advantage of the newest technologies available in order to offer value and flexibility for partners. The EBS training week takes place twice per year at the D&S Training Centre at HO and is organized by Knowledge Manager **Zippy Midikira**. The program offers participants an in-depth insight into the various products and technologies with external trainers this year contributing from **Lorentz** (solar pumps), **Victron** (solar inverters), **Genesys** (Water Treatment) and **Kohler** (engines). Including a mix of practical and theory material, the event covers substantial ground over the 6 day schedule.

## D&S at Britam Towers



The impressive Britam Tower is set to become a landmark of the Nairobi skyline. All pumping equipment was supplied by D&S Westlands.

**D&S Westlands** under commended Senior Branch Manager of the year **Benedict Kutu** has recently successfully executed a large project at **Britam Towers**, in Nairobi's Upper Hill area. Working closely with major partner, **Volcanic Plumbing** and major supplier **Grundfos**, the scope of works included variable speed pump sets for water supply, listed fire sets for the fire protection system, sewage pumps, borehole pumps and other associated equipment. The 32 story building, with its distinctive prism design includes three helical windmills that are fitted to the large mast. With over 30,000 m<sup>2</sup> of space and parking for 1,000 cars, the building will house the headquarters of Britam in East and Central Africa. Rising 200 meters up into the Nairobi skyline, it is the tallest building in Kenya and the second tallest building in Africa.

## D&S Branch Expansion

Branch expansion continues apace at D&S with 2 new branches in Kenya, **D&S Utawala** and **D&S Embu** being officially opened in March of this year. The practice of opening branches has been ongoing for several years as the range of D&S products and solutions are made more accessible to customers throughout the region. D&S Utawala is situated in Nairobi on the Eastern Bypass, a new road which has brought with it much rapid development to this previously overlooked area. Newly appointed Branch Manager **Victor Mutinda**, previously of D&S Kisumu, recently hosted a cocktail to mark the occasion, the guest of honour being, Coca Cola Sub Co-Group Manufacturing Director **Duncan**

**Kimani**, Director of long established D&S partner Nairobi Bottlers.

D&S Embu also celebrated the opening of its large and impressive new premises in Embu town with a cocktail where Branch Manager **Benjamin Ochelle** welcomed Embu Deputy County Governor **Dorothy Muchungu** to cut the ribbon and declare the branch open. Both events were officiated by Group CEO **David Gatende** along with respective Cluster Executives **Edward Davis** and **Margaret Kuchio**. This now brings the tally of branches to 30 in Kenya and 54 in the group with several more scheduled to open in the next few months.



Pictured cutting the ribbon at the opening of D&S Utawala is D&S CEO David Gatende, Branch Manager Victor Mutinda, Coca Cola Executive Duncan Kimani and D&S Business Development Director Edward Davis.



Pictured at the D&S Embu opening is D&S GM Sales Margaret Kuchio, Deputy County Governor Dorothy Muchungu, D&S Embu Branch Manager Benjamin Ochelle and CEO David Gatende.



## Staff News

### Appointments



**Olive Muasya**



**Mary Wachira**



**Peter Muiruri**



**Bradley Mbukane**



**Evans Ongoro**



**Kelvin Nganyi**



**Justus Letting**



**Louis Nyamweya**



**Patrick Haro**



**Nicholas Kibet**



**Mike Mwanthi**



**Martin Kirinya**

D&S is pleased to welcome **Olive Muasya** (HO Legal), **Mary Wachira** (HO Training), **Peter Muiruri** (HO Finance), **Bradley Mbukane** (D&S Voi), **Evans Ongoro** (HO Sales), **Kelvin Nganyi** (HO Technical), **Justus Letting** (HO Sales), **Louis Nyamweya** (HO Business Development), **Patrick Haro** (D&S Mombasa), **Nicholas Kibet** (D&S Downtown), **Mike Mwanthi** (HO IT), **Martin Kirinya** (D&S Kiambu). They are all wished long and successful careers in the company.

### Commendations

Commendations were recently awarded to **John Karimi** and **Simon Munga** (HO Technical), **Edward Mwakio** (D&S DRC), **Timothy Musembi** (HO Logistics), **Joseph Njuguna** (HO Technical), **Stephen Angila** (HO HR), **Annette Wairoma** (HO Sales), **Collins Otieno** (HO Finance) and **Thomas Ochieng** (D&S Mombasa) for making exceptional efforts in executing their duties. Everyone's commitment is greatly appreciated.

### Births

Congratulations to **Wilfred Sisa** (HO Field Service) and his wife Mary on the arrival of their son Samuel. **David Ngari** (HO Sales) and his wife Martha on the arrival of their son Liam.

### Deaths



It is with great sadness the passing of **Bosco Kahindi** through a tragic road accident is announced. He was an assistant sales engineer at D&S Westlands. Deepest sympathies are passed to his family and friends. May God rest his soul in peace.

## Staff Profile - George Ndege



**George Ndege**, the Branch Manager of D&S Meru, has done an excellent job in building his branch into a sizeable business in his region. D&S Meru was one of the first branches to open in the devolution era and has certainly taken advantage of the opportunities that this new system of government has brought with it.

Originally hailing from Kirinyaga County, George was schooled there and at Kerugoya Boys High School before graduating in Agricultural Engineering from Egerton University. He joined D&S in 2008 directly from college and was posted to D&S Rwanda where he served for several years. He was first exposed to D&S during an industrial visit as a student and was impressed by the staff he met as well as the general standards, it was then that he knew he belonged at D&S where he particularly appreciates the professionalism as well as the caliber of his colleagues.

A family man of faith, George is married to banker Damaris and they are blessed with son Regis. He also mentors the young in his spare time and one day plans on venturing into real estate. His most memorable moment at D&S was during his formative years at D&S Rwanda where he was installing pool equipment in Goma, Eastern DRC. Fighting broke out in the town and George and his colleagues were forced to pass the night in the pump room as they waited for the fracas to subside. Despite this traumatic episode, they finished the job in the morning and traveled safely back to the branch.

His outlook on life is that planning, hard work and opportunism are the ingredients of success and that what can be conceived can be achieved. Sound counsel indeed from the man that gets the job done!

## D&S HO Community Activity



D&S HO Accounts have donated food stuffs to Illuanat primary school in Kajiado county. The event was showcased by media as it demonstrated how drought has caused the students to miss school as they look for pasture for cattle. Pictured are D&S staff handing over emergency supplies to the grateful students.



# D&S Pictorial

## D&S Uganda Bidibidi Solar Project



D&S Uganda under MD Ephraim Wainaina have supplied and installed several hybrid solar/diesel pumping systems at Bidi Bidi camp in Northern Uganda which is now home to over 160,000 IDPs and is one of the four largest camps of its kind in the world. The successful project ensures safe water supply to the camp and is vital for the wellbeing of its inhabitants.

## D&S Rwanda Water Treatment Training



D&S Rwanda GM Joseph Wanene recently took the initiative of conducting a training program on waste water recycling with new D&S partner Bioliff. The sessions were held by Bioliff Director Charles Mousley who introduced the products and principles behind waste water treatment to industry professionals. Pictured is the group after the event.

## D&S HO Participates in Homes Expo



D&S HO under Commercial Sales Manager Moses Kitheka has again participated in the annual Homes Expo at the Kenyatta International Conference Centre. The event is the largest of its kind in the region and showcases the vibrant real estate sector of which D&S through its products is an important stakeholder. Pictured are D&S staff on the dynamic stand.

## D&S Lodwar Borehole Installation



D&S Lodwar Branch Shadrack Langat together with the Turkana Pastoralists Development Organisation has supplied and installed three solarized boreholes for three far-flung villages in Lokichoggio, Oropoi and Lokove. The boreholes supply 70m<sup>3</sup> of water daily to the community and are fitted with the revolutionary iDayliff remote monitoring system.

## Egerton University Manuals Donation



With over 40,000 copies thought to be in circulation, the D&S Product Manual is the region's accepted reference to the water and energy solutions industry and Chief Operations Officer Dr MAS Waweru recently made a donation of the manuals to the Egerton University College Library to bolster the learning resources for young Engineers.

## D&S Tanzania Victron Training



D&S Tanzania's MD Ben Munyao recently joined forces with world renowned manufacturer Victron for a solar inverter training seminar for industry professionals. The sessions, which focused on the technology and benefits of inverters, were conducted by Victron representative David Alsina at the New Africa Hotel in Dar Es Salaam. Pictured is the group.

## D&S Mombasa Stockists Awards



Energetic D&S MO Downtown Manager Adam Abdallah recently organized a well-attended luncheon with prize giving for D&S Mombasa stockists. The Guest of honour was Pedrollo Export Manager Dr Moustapha Tounkhara who hosted the event with GM Mohamed Farook and Edward Davis. Pictured are the award winners.

## D&S Zambia Builders Warehouse



D&S Zambia under MD Jonathan Mainga participated in an exhibition hosted by Builders Warehouse, one of D&S Zambia's partners. The four day exhibition gave participants the opportunity to interact with the D&S range of water and energy products and solutions. Pictured is D&S's Inonge Muyobe and Wapatwa Sichilongo at the impressive display stand.



# D&S Pictorial

## D&S HO Plumbers Seminar



D&S HO Commercial under GM Margaret Kuchio organised a well attended Plumbers Seminar where participants were updated and trained on the new range of water and energy products available. Pictured is the team after a successful event

## D&S Tanzania Olasiti Project



D&S Arusha under Manager Rugobe Mswahili recently executed a solar pumping and power generation project at Olasiti Lodge. The system is capable of supplying 4m<sup>3</sup>/hr. D&S staffer Chilewa Mwaluko is pictured handing over the successful project to Gary Strand of Wildlife explorer East Africa Ltd.

## D&S HO Kohler Visit



D&S enjoys great partnerships with overseas suppliers and one such partnership is with Kohler renowned engine manufacturers whose Engine EMEA Director Pierino Fabrizio recently visited HO to discuss future business. He is pictured together with D&S CEO David Gatende, Technical director Philip Holi and Power Products Manager Martin Gwada during the visit.

## D&S Garissa Islamic Relief Project



D&S Garissa under branch manager Leonard Njiru successfully completed a borehole installation complete with a 20kVA Perkins generator at Irreskinto, Mandera county. The borehole delivers 40m<sup>3</sup> of water daily to the community. Pictured during the commissioning are D&S Technician Lenson Riona together with Islamic Relief officials and community leaders.

## D&S Kitengela Contractors Seminar



D&S Kitengela under Branch Manager Amos Mutunga organised a contractors Seminar at Kaputei Safariland hotel, Kitengela. The over 30 participants were trained on the various Solar, Borehole and Water Treatment products available. Pictured is the team after the training session.

## D&S HO Pedrollo Visit



D&S HO had the pleasure of hosting Pedrollo's Area Manager Africa Sub-Saharan Mustapha Tounkara at the Nairobi headquarters. D&S is the largest distributor of Pedrollo products in the region. Mustapha also conducted a training at the D&S Coast on the various product development. Pictured is Mustapha with D&S Pedrollo Product Manager Stephen Njoroge.

## D&S Rongai Participates in Maji Week



D&S Ongata Rongai's team with Branch Manager Winfred Rono has participated in the Kajiado County Maji Awards and Exhibition fair where they exhibited the wide range of D&S solutions and services. Pictured is D&S staff Winfred Rono and Anthony Wachira as they discuss products with a customer.

## D&S Nakuru Stockist Luncheon



Stockists are an important arm of the D&S distribution network and empowering them with information on new products and developments is vital for the successful running of their business. As such D&S Nakuru under Branch Manager David Ngure held a stockists luncheon at waterbuck hotel. Pictured is the team after the successful training.