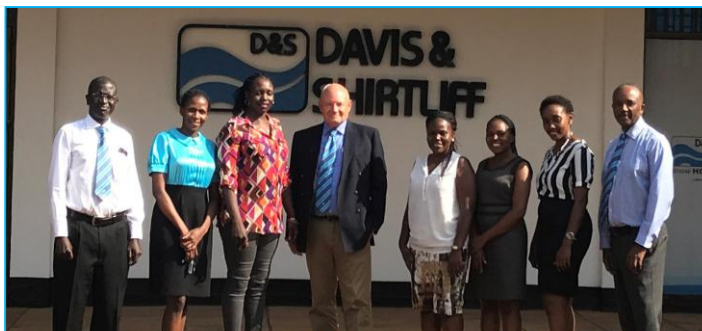


## From the Chairman

The year has started well for the D&S Group with high levels of activity across all markets. It is particularly encouraging to see Kenya business levels improving after last year's election slow down that has been exacerbated by the dry weather water demand. We have also completed the onerous Planning cycle and all business units are now busy executing. Already two new branches have opened, one in **Nyeri** in Central Kenya and another in **Downtown Kigali** and there are plans for several others during the year. Of particular note have been activities at **D&S Uganda** where much is happening. Their new expansive Head Office complex was occupied in December which has improved both the Company's profile and its working environment. It was also decided to convert the old **Kitgum House** premises to a branch, notably it being entirely staffed by ladies, a first for D&S and unusual for any technical business anywhere! Under Manager **Milly Kure** it is D&S Uganda's seventh site and is proving to be most successful.

Also of note in Uganda is the excellent work being done in installing solar pumping systems in remote areas for both NGO's and the Ministry of Water. Several projects are in hand and the



Chairman Alec Davis, D&S UG MD Ephraim Mbugua and Operations Director Simon Batte with new D&S Kitgum Branch Manager Milly Kure and her all lady staff pictured in front of the well-known Kitgum House premises in Kampala.

company has developed a highly efficient implementation approach that blitzes sites and completes complex installations in a very short time benefiting both the client and the company. This approach has been overseen by MD **Ephraim Wainaina** and driven by Operations Director **Simon Batte** and Technical Manager **Philip Walusimbi** and I am very grateful to the entire team

for the extraordinary job they are doing. We are also proud of the contribution we are making bringing reliable solar water supplies to deprived communities in remote areas who have never before had access to regular and clean water. These installation are certainly changing people's lives!

This years' theme is "Resourcing for the Future" and I am very pleased to announce a major project that will transform D&S, the purchase of a parcel of land at **Tatu City** where a new warehousing and logistic centre will be built. Efficient distribution is essential for the growth of the D&S Group and the existing Industrial Area facilities are now completely overwhelmed by the ever expanding volumes and markets. The project will take a year or two to reach fruition, though it is a development that cannot happen too soon!

## Supplier Focus - Futurepump

**Futurepump** was founded in 2013 by **Toby Hammond** and **Quentin Baynes**, with a vision to manufacture solar-powered pumping solutions for off-grid markets in Africa and Asia. The current model, the **SF2**, is a portable, shallow water irrigation pump which can deliver up to 1 l/sec of water using the power of the sun. It is offered with a spare parts kit, suction hose, a five year warranty and remote monitoring.

Futurepump has 35 employees spread across its factory in India, its support team in Kenya and the UK head office.

It is D&S' commitment to offer its partners innovative, sustainable and economically viable solutions and so it shares with Futurepump its technology-based approach to overcoming challenges in



Futurepump Managing Director Toby Hammond and Sales Manager Brian Marsh present the newly released SF2 solar irrigation pump to Business Development Director Edward Davis and Supply General Manager Henry Davis at D&S HO.

difficult environments. Futurepump say they are delighted to be working with Davis and Shirliff: "It's rare to find such a well-run and long-established partner", said MD Toby Hammond, "and we are excited to see the success D&S is having with the product so far". The SF2 offers various improvements on its predecessor, the SF1, including higher flow rates, a lighter and more compact design as well as improved

durability and life cycle.

This innovative product brings well-documented environmental, social and economic benefits to customers, and Futurepump, in partnership with D&S, has ambitions to develop other renewably-powered, productive devices in future

## D&S Eastleigh Opening



CEO David Gatende, COO Dr MAS Waweru, Branch Manager Samuel Kibet and Guest of Honour Abdirahman Gullet of Aaran Drilling are photographed during the Eastleigh branch's opening ceremony

Eastleigh is a thriving and high energy district of Nairobi that is notable for its vibrant and enterprising Somali ethnic community. The initiative was taken to open a branch there last year by Business Development Director **Edward Davis** who was at that time responsible for the Nairobi cluster of D&S branches. In order to mark the official opening of the smart and large new premises on 1st Avenue Eastleigh, the area's most prime location and business district Branch Manager **Samuel Kibet** recently organized a lunchtime cocktail for partners hosted by CEO **David Gatende** and COO **Dr MAS Waweru**, the current responsible executive for the branch. Guest of Honour and proprietor of Aaran Drilling Mr **Abdirahman Gullet** graced the event and also cut the ceremonial ribbon while declaring the branch open. The ceremony was well attended and generated much interest from the general public whose requirements for the D&S range of products and solutions are now better catered for by the new branch.

## Dayliff/DOW Ultrafiltration Event

A high level Water Treatment seminar recently took place at the Davis Residence in Muthaiga, Nairobi where key players as well as representatives from Government, the food and beverage, horticulture and pharmaceutical industries spent the day focusing on **Ultrafiltration** and **Reverse Osmosis technologies**. D&S supplier and global industry leader DOW sent a delegation including Commercial Manager **Don Foran** and Country Manager **Leonard Kareko** who informed participants on the latest technologies on offer from DOW. D&S Technical Director Philip Holi presented the D&S range of Water Treatment products and solutions and the event culminated in a live Ultrafiltration demonstration where raw river water was processed into safe, clean drinking water by a Dayliff DUF1 plant using Dow membranes and then drunk by CEO **David Gatende** with all contaminants removed. UF is certainly an effective technology with participants being impressed with the results achieved.



CEO David Gatende and Dow Africa Commercial Manager Don Foran are pictured as they drink the purified river water from the Dayliff DUF1 plant with Dow membranes (visible behind) as a sign of their confidence in the technology.

## D&S Uganda DRC Project

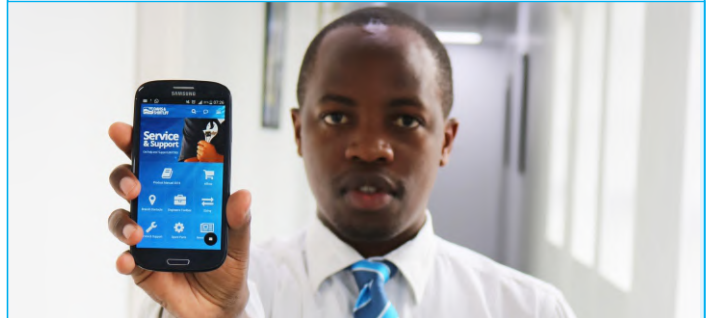


The D&S Uganda site team with their equipment ready for a hard day's work installing one of the solar water systems for DRC in the Arua region.

**D&S Uganda** has developed a unique expertise in the supply and installation of large solar pumping projects and has successfully installed a number of installations. It has a full pipeline of projects in hand and is currently engaged in the installation at seven sites in the Arua region of NW Uganda for the **Danish Refugee Council** in support of the massive influx of refugees from South Sudan and DRC in that area. The installations involve pumps, solar arrays, water distribution and infrastructure to provide complete water supplies and the team have a unique military style work ethic applying a large workforce plus extensive mechanisation to complete complex installations in a few weeks. The success of this approach has greatly impressed the clients and also proved the effectiveness of solar pumping in remote areas. It is expected to be a source of regular business for some time to come!

## D&S FLO App Launched

**D&S FLO** is the new D&S App that has recently been launched to assist customers select and apply D&S products. Available on both **IOS** and **Android** platforms, the App is offered by **Google Play** and the **App Store** as D&S' smart phone interface and can be easily downloaded. Features include a full and up to date D&S Product Manual complete with datasheets, access to the e-shop, branch contacts with live chat, the engineer's toolbox, equipment sizing software, service and support advice, the spare parts directory and news and updates. Designed in house by Digital Business Manager **Ken Muturi** with support from the D&S **ICT team**, D&S FLO offers users a digital gateway to the D&S range of products and solutions from the convenience of their device. As a company D&S is committed to taking advantage of technology to enhance service provision to partners and the D&S FLO App represents an important development in achieving this.



Digital Business Manager Ken Muturi poses with his creation, the **D&S FLO App**, which is now available to select partners.



## Staff News

### Appointments



**Patrick Gakono**



**Grace Wambui**



**Belinda Okech**



**John Njoroge**



**Michael Owinga**



**Aisha Omar**



**Peter Ombaba**



**Velima Obino**



**Brian Mmbuka**

D&S is pleased to welcome **Patrick Gakono** and **Grace Wambui** (HO Finance), **Belinda Okech** and **John Njoroge** (HO Sales), **Michael Owinga** (D&S Mtwapa), **Aisha Omar** (D&S Malindi), **Peter Ombaba** (D&S Bungoma), **Velima Obino** (D&S Karen) and **Brian Mmbuka** (D&S Machakos). They are all wished long and successful careers with the company.

### Commendations

Commendations were recently awarded to **Ken Chomba** (HO Accounts) and **Doreen Mbaka** (HO Office ) for exceptional contributions. Their efforts are greatly appreciated.

### Births

Congratulations to **Michael Kanyugi** (HO Accounts) and his wife Veronica on the arrival of their daughter Leelah and to **Alfred Ochieng** (HO Solar) and his wife Cecilia on the arrival of their son Andrew.

### Marriages



**Arnold Rotich** of D&S South Sudan and his new bride **Violah** are pictured on the joyous occasion of their wedding at Holy Trinity Church in Kericho.

## Staff Profile - Philip Walusimbi



**Philip Walusimbi**, in his capacity as Technical Manager at D&S Uganda is currently overseeing the execution of some of the largest and most ambitious projects in the history of D&S. Hailing from Nakaseke in Luwero district, Philip had a challenging start to life as his family was caught up in a guerilla war that meant he had to attend five primary schools as his family was forced to periodically move homes. Nevertheless his persistence and talent prevailed and he later attended the prestigious Busoga College (whose alumni include one Dr. Milton Obote) and then Makerere University where he obtained a BSc in Electrical Engineering and subsequently an MBA.

Philip has had a varied career spanning ICT companies, solar energy providers and the UN before finally joining D&S in 2014 in his current capacity. He notes that he first heard of D&S whilst executing solar projects for the UN as they sourced equipment from D&S. Philip is a man of faith married to Juliet and they are blessed with 4 children. He himself is one of 40 siblings 5 of which, like him, are Engineers.

Of D&S, he appreciates the driven culture and describes his colleagues as hard working people who move without being pushed. His most memorable experience was the day his project team was forced by instability to decamp from Omiya Anyima to Potika under cover of darkness, in the pouring rain and with only roaming militias and wild animals for company. Thankfully the journey passed off without incident. Philip's philosophy of life can be summarized by firstly always putting one's family first and secondly by accepting that the only constant in life is change and that to succeed one must accept and embrace that change. Sound advice indeed from the master of project management!

## D&S Community Activity



**D&S Machakos Branch Manager Robert Mwanza** and his team have carried out a CSR donation of a complete 300l Dayliff Ultrason solar hot water system to the Terry Childs Support Center in Kathiani Sub-County, Machakos. Pictured are the team with the center's children and staff at the commissioning.



# D&S Pictorial

## Dayliff FC Success



Dayliff FC has made solid progress over the last season to clinch 3rd position in the Left Foot football league, a league primarily comprising of corporate teams and in aid of charity. Pictured is D&S's team members led by Nicholas Odera and Ken Chomba as they accept the coveted trophy.

## D&S Sponsors Rift Valley Marathon



D&S has agreed to take on sponsorship of the Rift Valley Marathon, an event that takes place annually in Eldoret. Pictured with Hon Joshua Kiptoo, Nandi County Assembly Speaker, HE The Canadian High Commissioner Sara Hradecky and COO Dr MAS Waweru as the sponsorship is announced at a promotional cocktail held at the Canadian High Commission.

## D&S Nyalı Open Day



D&S Nyalı under Branch Manager Abdallah Ibrahim has recently taken the initiative of holding an open day at its smart new premises on Links Road in the heart of Nyalı. Pictured are Nyalı staff led by Abdallah with MP Nyalı constituency Hon. Mohamed Ali as they cut the ribbon to officially open the event.

## D&S Kakamega Agribusiness Forum



D&S Kakamega under Branch Manager Loise Mutua participated in an Agribusiness show in Bukura Agricultural College, Kakamega, where participants had an opportunity to interact with staff and view products. Pictured is D&S's Guyton Kijuba explaining the future pump to Chief Guest Dr. Noah Wekesa.

## D&S HO Consultants Seminar



D&S HO Commercial Sales department under Manager Moses Kitheka held a successful Consultants seminar where the participants were updated on the newest technologies in Water Treatment, Irrigation and Solar. The team is pictured with COO Dr. MAS Waweru after the event at D&S HO Training centre.

## D&S Zambia World Vision



D&S Zambia has been partnering with World Vision on a series of projects across the country mainly focused on the solarization of boreholes in remote areas. An example of one such installation is at Mudenda Village in Choma, Southern Zambia where D&S Technician Ronald Mwasa is pictured commissioning the Grundfos SQF solar pumping system.

## D&S Rwanda Customer Training



D&S Rwanda GM Joseph Wanene has carried out a partner event for institutional clients in Kigali at the Ubumwe Grand Hotel in Kigali. The 30 participants were introduced to the D&S range of solutions with an emphasis on projects. The event was hosted by CEO David Gatende who gave partners an overview of D&S' activities in the region.

## D&S HO Pool Builders Event



D&S HO Pools has held an industry training seminar for pool builders and contractors. The event was organized by Group Pools Manager Stephen Muhia and took place at the D&S Training Centre. The 35 participants were introduced to the new Dayliff DPL pool pump range, the new chlorinator range, new LED lighting among other innovative products.