

From the Chairman

Unlike last year when Kenya was in the midst of drought caused by an exceptionally dry March, this year March was the wettest month on record with over 300mm falling in some parts of Nairobi. Though there has been some unfortunate damage, the rains have generally been of great benefit to the country filling dams, providing pasture and generating economic activity.



Grundfos Africa MD Henning Sandager, D&S Chairman Alec Davis, D&S Group CEO David Gatende and David Githendu GM Grundfos Kenya are pictured at D&S Head Office in Nairobi.

When times are good we tend to forget the bad, though the contrast between February and March has been stark and it clearly shows the vital importance of water in our lives. This of course is the focus of **World Water Day** held in March and I was pleased that D&S featured prominently in the various media events that were held with several executives including CEO **David Gatende** and COO **Dr Mas Waweru** been interviewed by the media and participation by several branches in local events. There is no doubt that D&S plays a pivotal role in the regional water industry and we are all proud of the positive impact the Company has on so many people's lives.

An important aspect of D&S's leadership in the industry is the many new and innovative products and suppliers that are regularly introduced. New products are a company's life blood and though

these new initiatives are important close relationships are what builds success and D&S has none closer than with **Grundfos**, which goes back over 50 years, apparently one of Grundfos's longest! As the market has evolved so has this relationship with Grundfos now locally established with a wide customer base, and D&S now offers alternative products.

However, the deep ties remain and I was pleased to meet the new Grundfos Africa MD, **Henning Sandager**, last month when agreement was reached to work even more closely together developing the considerable market potential. This is being managed by new D&S Grundfos co-ordinator **Michael Kanyara** who will work closely with the Grundfos team to strengthen our mutual market position.

Finally, I was pleased to note the findings of a recent survey carried out by **My Jobs Eye** that rated Kenya's best employers with D&S being positioned **#49**. Though there are 48 rated better, there are many thousands behind us and it was also gratifying to see that we were one of the leading locally incorporated organisations. There is a great spirit at D&S and we all take pride in the contribution we make to people's lives. Our target for this year is to improve even further!

Supplier Focus - Control Chemicals



Klorman - Online Chlorination

Buccaneer - Disinfection Systems

Water Maker - Purification Satchets

The innovative Klorman and Buccaneer range of water disinfection products from Control Chemicals.

Control Chemicals is a long standing partner of D&S and supplies the group with a range of innovative water treatment products including the **Klorman**, **Buccaneer** and **Water Maker** ranges as well as various chemicals and water testing accessories. Founded in Johannesburg in 1971, the company is led by **Peter Buchan** and has nearly 300 employees on multiple sites. As well as having affiliate companies in Europe, the US and Australia.

The Klorman and Buccaneer range of products focus on water

disinfection and offer a simple and cost effective method of treating raw water as it moves from source to the point of use. Utilizing compact chlorine cartridges, minimal moving parts and requiring no external power or trained operators, the units are robust and durable solutions for the continuous disinfection of water for household, community, agricultural or commercial use.

Due to their low cost and effective action, the products have already found widespread application throughout the region and are expected to become even more popular in the near future.

D&S Bungoma Opening



Group CEO David Gatende, GM Sales Margaret Kuchio, Guest of Honor Eng. John Situma, Chief Officer Ministry of Environment, Water & Natural resources and Branch Manager Wanjala Namukana are pictures as they officially open D&S Bungoma

Under General Manager Sales **Margaret Kuchio**, the Kenyan Western cluster of branches has recently officially opened its 10th branch, and the company's 57th, in Bungoma situated near the Ugandan border. The successful event was organized by Branch Manager **Wanjala Namukana** and hosted by Group CEO **David Gatende** and cluster executive Margaret and was attended by around 50 local partners including guest of honour and Chief Officer Ministry of Environment, Water & Natural resources, **Eng. John Situma** who cut the ceremonial ribbon and declared the branch open. The branch is situated in the very center of rapidly developing **Bungoma Town**, the administrative center for **Bungoma County** which is renowned for its agricultural sector particularly sugar, sorghum and dairy and the local D&S branch is expected to contribute to the local economy.

Service Providers Conference



D&S Service Providers celebrate with D&S staffers after the successful conference held in April at D&S HO.

The D&S **Service Providers Initiative** was launched in 2006 as a means of enhancing service provision by offering a faster and cheaper response to D&S partner requirements. This was achieved by providing free and comprehensive training on the D&S range of products and solutions to local technicians who, once qualified, would then work with D&S in a symbiotic relationship focused on serving the market more effectively and efficiently. The initiative has been hugely successful and today there are over **240** independent Service Providers in Kenya alone who have all benefitted from the mutually satisfactory arrangement. A recent event hosted by GM Service **David Bolo** saw 100 active members congregate at the D&S Training Center for further product and system training as well as prize giving with **James Mwangi** from **Suntouch Ltd** being crowned D&S Service Provider of the Year 2018.

D&S Uganda New Head Office

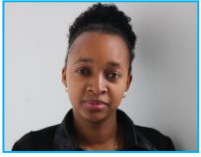
D&S Uganda is the Group's longest established subsidiary having opened doors in 1996 and it has operated from the same Kitgum complex since then. Originally a small space was taken and as the company grew it expanded to occupy most of the compound. However, as growth continued this space became inadequate and earlier this year the company was very fortunate to obtain the entire **JR Complex** building on Jinja Road only about 2kms from Kitgum. With three floors of offices it is at present too large for requirements, though the way the business is growing this won't be for long!



Also the compound has extensive storage facilities and a large new warehouse has been taken to accommodate the expanded stockholding. Now prominently branded, D&S Uganda has become a landmark and the new facilities will enable the company to provide a much improved working environment and enhanced customer service. Meanwhile a reduced Kitgum premises has been retained as a showroom to service the long standing customer base. Congratulations MD **Ephraim Wainaina** and his team on this important initiative!

Staff News

Appointments



Rita Mwaniki



Timothy Musembi



Veronica Kamau



Jeremiah Kimani



Elizabeth Chacha



Nelson Njuki



Michael Owinga



Hosea Karanja



Joshua Chumbin

D&S is pleased to welcome **Rita Mwaniki, Timothy Musembi, Veronica Kamau** and **Jeremiah Kimani** (HO Sales), **Elizabeth Chacha** and **Nelson Njuki** (D&S Meru), **Michael Owinga** (D&S Mtwapa), **Hosea Karanja** (D&S Mombasa) and **Joshua Chumbin** (D&S Malindi). They are wished long and successful careers with the company.

Commendations

Commendations were recently awarded to **Evans Ongoro** (HO Sales), **Bernard Rono** (HO Water Treatment), **Simon Munga** and **Duncan Kimathi** (HO Service). Their exceptional efforts are much appreciated.

Births

Congratulations to **Patrick Mufwoya** (HO Business Development) and his wife Esther on the arrival of their son Meir. **Edwin Nyaanga** (HO Finance) and his wife Faith on the arrival of their daughter Hailey. **Gideon Korir** (D&S Downtown) and his wife Hellen on the arrival of their daughter Giana. **George Ndege** (D&S Meru) and his wife Damaris on the arrival of their son Jensen.

Marriages



Gideon Mwangi of D&S HO Service and his new bride **Esther Wanjiku** are pictured on the jubilant occasion of their wedding.

Staff Profile - Fausta Kwesigabo



Fausta Kwesigabo is a well-known and well liked team member from D&S Tanzania HO in Dar es Salaam where she heads up the vital Supply function. Hailing from Dar itself, Fausta schooled at Muhimbili Primary and Loyola High School before graduating from the University of Dar es Salaam with

a BComm in Accounting. She initially worked in the banking sector before joining D&S in 2010 having heard of the company from a friend and being attracted by the high levels of professionalism and distinct company culture.

A lady of faith, Fausta is married to Marcus Muga, a civil works contractor, and in her down time she enjoys swimming, comedy movies and reading inspirational literature, a favorite being the Fred Factor by Mark Sanborn. In future she has academic aspirations and hopes to pursue a doctorate in Supply Chain Management- a complex subject she is already well versed in!

Of D&S, Fausta appreciates the culture of team work and the supportive leadership of her boss, the D&S TZ Managing Director Ben Munyao. She notes that her colleagues are hardworking and hungry for knowledge but also flexible and accommodating. Her most memorable period at D&S was when she went on exchange to D&S HO Supply division and focused on the tricky challenge of exporting goods from Kenya to Tanzania.

Her philosophy of life is to believe in yourself and have confidence in your own abilities, abilities which her colleagues at D&S also subscribe to and describe her as jovial and loyal but humble. Her secret of success is to listen, analyze, be disciplined but flexible and, above all, to work hard and never give up until you prevail. A methodical approach indeed that clearly works in the challenging field of Supply!

D&S Community Activity



D&S Nyali Branch Manager **Abdallah Abdallah** and his team have carried out a CSR community donation of a Dayliff DSD pump at Shariani Primary School. The equipment will benefit the community and over 1,300 children who previously had no access to clean water. Pictured are the children at the joyful commissioning.

D&S Pictorial

D&S sponsors Rift Valley Marathon



As part of its CSR commitment, D&S recently helped to sponsor the Rift Valley Marathon, a charitable event held annually in Eldoret that supports local community initiatives. Fit Group CEO David participated in the event himself and is pictured with Run for Life Program Director John Carson as he hands over a cheque on behalf of the company for USD 18, 000.

D&S HO Drillers Dinner



The Drillers Dinner has become an annual tradition at D&S HO and was recently held at the EKA hotel with 30 partners from the drilling industry in attendance. The program included presentations on the latest innovations by D&S Specialists and a briefing from Group CEO David Gatende. Pictured is the group after a session.

D&S HO Githunguri Dairy UF Plant



D&S HO has upgraded a water treatment plant for milk producer Githunguri Dairy by increasing the output of their Dayliff Ultrafiltration plant (DUF) from 20m³/hr to 30m³/hr of clean water for hygienic use in the dairy process. Pictured is D&S Engineer Bernard Rono and Githunguri Dairy official Albert Njuguna during commissioning.

D&S Thika Technicians Seminar



D&S Thika under Senior Branch Manager Titus Njenga recently took the initiative of hosting a training seminar at Coconut Grill Hotel for local technicians. The well attended event attracted around 50 participants and focused on relevant Solar and Water treatment technologies. Pictured is Titus with D&S staffers after the successful event.

D&S Nakuru Flower Farms Training



Nakuru is famous for its horticulture industry and Senior Branch Manager David Ngure recently took the opportunity of inviting industry professionals to a training event at Hotel Water Buck. Topics of discussion included Solar pumping, chemical dosing and Water Treatment. The event was well patronized by over 30 partners who are pictured with D&S Nakuru staff.

D&S HO Young Programmers Event



D&S HO R&D Manager Gilbert Baraza in March participated in an event to encourage interest in electronic programming at Peponi House Preparatory. The event involved logic challenges, 3D printing and code challenges. Pictured is Gilbert with the interested students as they examine the electronic components as part of the exercise.

D&S Exhibits at the 26th Homes Expo



D&S HO Commercial has again mounted a stand at the popular and busy Homes Expo staged at the Kenyatta International Conference Center (KICC). The D&S stand was shared with water recycling partner company Bioliff and attracted much interest. Pictured are Anthony Buenostro, Muthee Maina and Nickson Kipkirui.

D&S HO NGO Seminar



D&S HO NGO Sales Manager Nicholas Odera in April organized a training seminar for NGO partners at the Training Center. Participants learned about the Grundfos Aqtap, solar pumping and water treatment as well as other solutions suitable for community use. Pictured are the group with COO Dr. MAS Waweru after the successful event.