

From the Chairman

I write this as we conclude the first half of our financial year and I'm pleased to report a satisfactory outcome with continued growth in all markets and also some good qualitative progress. Particularly we have continued to open new branches in **Kericho, Wajir** and the seminal **Tatu Distribution Centre** project has started with the site now levelled and construction about to start. The site was used as the location for the recently celebrated Head Office and Nairobi Branches Founders Day event, which gave staff an opportunity to see for themselves the scale and ambition of the project that will certainly transform D&S's operations.

Founders Day is the most important company celebration that marks the company's founding in 1946, now 73 years ago and there are very few companies anywhere that can boast such continuity under the ownership of the same family. Celebrations were held throughout the Group and I must mention special 25 years' service awards presented to four exceptional staff - **Rose**



Chairman Alec Davis, Group CEO David Gatende together with Grundfos Africa MD Henning Sandager and D&S executives pose with award winners on the levelled site of the new Tatu Distribution complex outside Nairobi.

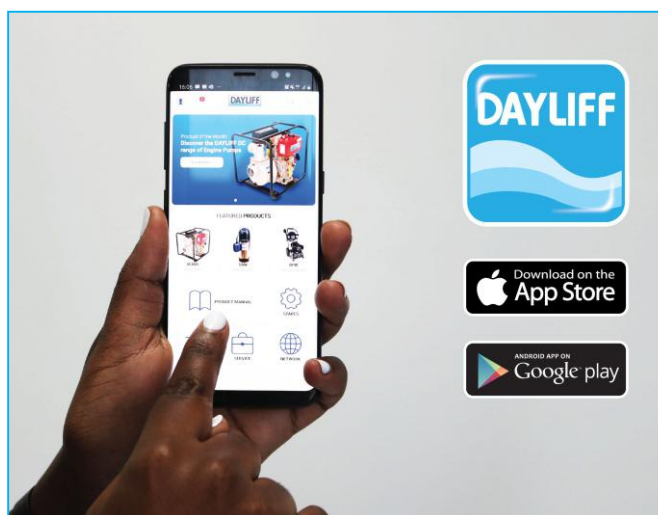
Ndirangu, Boniface Kimani, David Amolo and **James Ngurimu**. I am very grateful for their exemplary service. Another tradition is the presentation of the **Grundfos Fellowship Awards** that recognises staff who have made a wider contribution in the workplace as selected by their peers. This is another long tradition sponsored by partner Grundfos and we were honoured to have in attendance

Grundfos Africa MD **Henning Sandager** and Grundfos Kenya GM **David Githendu** who presented the awards and also announced a special bonus to be shared amongst staff as a reward for growing the Grundfos business. It was much appreciated!

The other important event that occurred in the month was the **Mid-Year Executive Review** where all the Group's senior executives gather to set priorities for the coming year. The event always generates healthy debate and this year we were fortunate to be addressed by **Martin Oduor-Otieno**, ex-KCB CEO and now a director of several NSE companies to provide valuable external input that was much appreciated.

Dayliff App Launches

D&S HO Digital Marketing under Manager **Ken Muturi** and Commercial Director **Edward Davis** have recently announced the launch of the Dayliff App which is available at no cost on both **Android Google Play store** and **iOS App Store** formats. The new app serves as a support tool for the **Dayliff range of pumps** and includes functionalities enabling **sizing, spare parts, engineering tools, technical reference, data sheets, how to videos** and **service information**.



A view of the recently launched Dayliff App which is universally available on Android's Google Play Store and the iOS Store App Store.

Key innovations include the **MyDayliff feature** which reads from the QR code of a newly purchased product and adds it to the owner's account for easy reference and access to support information such as instruction manuals and user guides. It also allows feedback to be given to a live chat forum and can direct customers to the nearest D&S outlet for assistance and advice. The Dayliff App is the company's second publically available application, the first being **D&S FLO** which was launched in 2018 and is now available in version 2.0.

Founders Day 2019 Celebrations



HO & Nairobi Branches



D&S Zambia



D&S Coast



D&S Uganda

Founders Day 2019 has been celebrated around the Group with various activities principal among which was the **Head Office and Nairobi Branches** event held at the upcoming D&S Distribution Center at **Tatu City**. The vast levelled site provided a memorable location for sports and games before the traditional Chairman's and Group CEO's addresses and awards which took place in front of the 300 participants.

D&S Coast cluster passed the day with their families at Pride Inn Beach Resort, the **Eastern cluster** organized some tree planting at Masinga dam and the **Western cluster** had lunch in the scenic Kerio Valley. Meanwhile at **D&S Uganda** and **D&S Tanzania**, CSR activities were carried out at the Nican Resort Seguku, and White Sands Hotel respectively. At **D&S Zambia** staff celebrated at the Barn Motel and **D&S Rwanda** enjoyed some sporting activities and lunch at Kingfisher Beach Resort. Younger subsidiary **D&S DRC** visited Confident Children's Home as the day was marked around the Group.



Eastern Cluster



D&S Tanzania



D&S DRC

D&S Zimbabwe Established



D&S Zambia MD Jonathan Mainga is pictured with D&S staffers Ishmael Mashonganyika, Simbarashe Mugwanda, Tina Banda and Sam Anyembe.

The D&S Group's latest subsidiary has recently begun operations in **Graniteside, Harare** under Zambia MD **Jonathan Mainga** and Distribution Sales Manager **Tina Banda**. D&S Zimbabwe staffers **Ishmael Mashonganyika** assisted by **Simbarashe Mugwanda** and they are already processing orders. Zimbabwe as a country has had a torrid recent history with many economic and political challenges although despite this, there remains an essentially sound infrastructure with abundant natural resources and a highly educated and peaceful population making economic rehabilitation likely in the near future. Initial indications have shown that the D&S range of products and solutions has much to offer the local market and early results have been encouraging as the sales team make inroads towards establishing the business which is expected to make a positive contribution to the economy.

Dayliff Packaging

Dayliff as a brand can trace its origins back to the 1970s when it was used to label various engineered systems produced by D&S and since then has steadily developed into the company's comprehensive own-brand range of products. Supported by its own website, www.dayliff.com and now its own **App**, mentioned elsewhere, the Dayliff range of products has become a household name in the region associated with quality and value. A recent exercise to update the range's packaging was carried out by D&S HO Marketing and is being progressively introduced in 2019. Featuring **QR codes** that connect customer's products to the **Dayliff support App**, as well as a clearly displayed **specifications and details**, the new packaging initiative has been well received by partners and staff.



A view of the new look Dayliff packaging.

Staff News

Appointments



Timothy Oeba



Anthony Mugwima



Wilson Kutwa



George Odiwour



Thomas Galgallo



Marion Nyaga

D&S is pleased to welcome **Timothy Oeba** (D&S Kakamega) **Anthony Mugwima** (D&S Rongai), **Wilson Kutwa** and **George Odiwour** (D&S Githurai), **Thomas Galgallo** (D&S Marsabit) and **Marion Nyaga** (HO Finance). They are all wished long and successful careers with the Group.

Commendations

Commendations were recently given to **George Kioko** (D&S Nakuru) and **Simon Munga** (HO Water Treatment). Their special efforts are greatly appreciated.

10 Year Awards

Congratulations to **Abdallah Abdallah** (D&S Nyali), **Samuel Kibet** (D&S Eastleigh), **Gladys Ndung'u** (D&S Githurai), **Simon Munga** (HO Water Treatment), **Lilian Esharanda** (D&S Mombasa), **Wanjala Namukana** (D&S Naivasha), **Wilfred Karisa** (D&S Lamu), **Charles Mchawia** (D&S Diani), **Joab Mak'ongul** (HO IT), **Jacqueline Chelang'at** (HO Finance), **Justus Gikoyo** (D&S Kisii), **Boniface Terer** (D&S Kericho), **Bellah Abong** (D&S Marsabit), **Mwango Chipasha** and **Anna Siluwe** (D&S Zambia) on achieving Ten Year service awards.

25 Year Awards

Congratulations to **Rose Ndirangu**, **David Amolo**, **Boniface Kimani** & **James Ngurimu** (Kenya) on achieving Twenty Five Year service awards.

Grundfos Fellowship Award Winners

Head Office	Muthee Maina
Nairobi Cluster	Abdikadir Diriye
Eastern Cluster	Paul Muchiri
Western Cluster	Guyton Kijuba
Coast Cluster	Michael Wajwang'a
Tanzania	Donald Milinde
Zambia	Lweendo Hanyanga
Uganda	Richard Okot
Rwanda	Emily Umugwaneza
Ethiopia	Ephrem Hailu

Births

Congratulations to **Lydia Sikinyi** (HO Borehole) and her husband James on the arrival of her son Romeo, **Agnes Bwonya** (D&S Narok) and her husband Muiga on the arrival of their daughter Karleen and to **George Kinyanjui** (HO Projects) and his wife Dorcas on the arrival of their son Jeff.

Staff Profile - Edward Mwakio



Edward Mwakio, Country Manager of D&S DRC, has the rare distinction of being one of very few D&S managers to have opened a subsidiary which he did in Lubumbashi, Southern DRC, in 2017. Prior to his appointment he worked with D&S HO Business Development where he was responsible for Burundi and Eastern Congo.

Hailing from Wundanyi in Kenya, Edward attended Moi University in Eldoret where he took a Bachelor of Technology Degree in Chemical & Process Engineering and graduated with First Class Honours. His first job was in the sugar industry where he worked as a Production Engineer until a chance meeting with Coast GM Mohamed Farook at D&S Mombasa served as an introduction to the company which he decided to join in 2011 having been attracted to the wide range of engineering technologies that the company features.

As a child Edward was an exceptional singer and once toured the East Coast of the USA giving concerts in 14 states. He is also a gifted linguist who currently speaks 5 languages although he is working on his 6th which, appropriately for where he lives, is Lingala. His favourite meal is chapati and beef stew which, according to him 'seems to be a genetic predisposition amongst people of my tribe'.

Of D&S Edward says he particularly enjoys travelling, his most memorable experience being the 100km journey he undertook with a rider and colleague Benson Kanyuru, all three on the back of a boda boda, to visit a client in a remote town in Eastern Congo. When they arrived, they were forced to wash in a river in order to make themselves presentable. His philosophy of life he borrows from the military; 'train hard fight easy' which for him equates to a better tomorrow only being assured by today's preparations. He notes that every experience whether good or bad has value as it can be learned from, and for the future he plans to develop D&S DRC into a sizeable company with branches throughout the huge country whilst making a contribution to improving African lives. Noble aspirations indeed from D&S' master linguist!

Community Activities



D&S Mombasa under GM Mohamed Farook have made a donation of equipment and foodstuffs to Qubaa Children's home in Jomvu which hosts orphaned children. Pictured are Mohamed and D&S Nyali Branch Manager Abdallah Ibrahim handing over the food to the children.

D&S Pictorial

PAC Training



D&S HO Knowledge Manager Zippy Midikira recently arranged another of the popular Products and Applications Course at the Training Center D&S HO. The event was well supported by over 30 staff and partners who were introduced to the D&S range of solutions by the team of in house specialist trainers. Pictured are the group after the successful event.

WASPA Exhibition



D&S HO Commercial under Manager Moses Kitheka has participated in the WASPA exhibition at the KICC in Nairobi. Themed 'Unlocking Potential for the water secure world', the event attracted much attention as exemplified by the attendance of the Deputy President William Ruto who is pictured greeting D&S Engineers Stacey Nyandiko and Sylvia Wairimu at the D&S stand.

D&S Arusha Kili Exhibition



D&S Arusha under Branch Manager Maimuna Kirumbi has recently taken the initiative of exhibiting the D&S range of products and solution at the Kili Fair at Friedkin Recreation Center. The event was well organized and attended and the D&S stand attracted positive feedback from visitors. Pictured is Maimuna as she engages with a client at the event.

D&S Sponsors Rhino Charge



D&S HO Technical under Director Philip Holi have sponsored the famous Rhino Charge event through the donation of a mobile water treatment plant that was used during the event by organizers and competitors as an alternative to bottled water. Pictured is event organizer Jason Levitan with Philip Holi, Lena Muturi and David Mugo as they hand over the plant.

D&S Executive Summit



The Group's senior executives recently met for a 2 day strategy session and review at the Hemingway Hotel in Nairobi's Karen area. The meeting was attended by non-executive director Mike Eldon and included guest contributor Martin Oduor-Otieno. Pictured are the group during a break.

D&S Zambia Booster Set Installation



D&S Zambia has supplied a large pumping system to East Park Mall in Lusaka. The equipment includes a Grundfos Hydroflo VGR assembled at D&S HO and will enhance water supply to the smart new facility. Pictured is Jessy Daka and Torsten Bulaya as they hand the equipment over to the representative of Graduare Properties.

D&S HO Grundfos Visit



D&S GM Service David Bolo was recently visited by Grundfos specialist managers Jan Heegaard and Zafer Temizkan to discuss ideas on innovation and the possibility of recycling pumps and pump parts in line with both Grundfos and D&S' long term commitment to sustainability. Pictured are the group at D&S HO with D&S Grundfos specialist Michael Kanyara and Felix Omondi from Grundfos Kenya.

Property Developers Dinner



Chief Operating Officer Dr MAS Waweru and Commercial Director Edward Davis have hosted a dinner for the real estate industry in Nairobi at the Golden Tulip Hotel. The interactive session included presentations on iDayliff and the D&S FLO app as well as a summary of relevant products for property developers. Pictured are the participants after the event.