

From the Chairman

It always surprises me how quickly the holiday season comes and goes and once back to work the year seems to sprint ahead! January is a busy time at D&S with a number of annual tasks actioned that set us up for the year including finalisation and communication of the Annual Plan and scheduling the year's activities. These are now done, and we look forward to another one of progress, albeit dampened in the last four months by record rain levels!

One notable recent event was a

lunch held in Nairobi to mark the retirement of **Ephraim Mbugua**, the long serving D&S Uganda MD with the Group's Senior Executives. Ephraim also invited several D&S alumni who had been his colleagues from his early years at D&S Nairobi, all of whom were now in their 60's and there were many reminisces from the past! It was good to see them in good health and spirits and it was also a good opportunity to catch up with old friends, all of whom made a great contribution to the evolution of D&S in its earlier days.

Due to its relative size, being about 65% of D&S Group business, there tends to be a natural focus on D&S Kenya and its activities, though we are proud of our network and activities in eight regional countries, many of which are big businesses in themselves. Particularly D&S **Tanzania**, **Zambia** and **Uganda** are all local



The D&S HO executive management team including Chairman Alec Davis and CEO David Gatende pictured with outgoing D&S UG MD Ephraim Mbugua and some of his D&S former contemporaries and friends at an event held in Nairobi to mark his retirement from the Group.

market leaders with their own branch networks. All are doing major projects and I particularly mention **D&S Uganda** who have completed many large scale solar pumping installations, **D&S Tanzania** with several recent **RO Plant installations** in Arusha, **D&S Rwanda** who supplied most equipment for the new **Goma Serena Hotel** and **D&S Ethiopia** who are carrying out many **solar pumping installations** throughout the

country. D&S Tanzania and D&S Rwanda have also successfully installed large waste-water plants in partnership with D&S associate company **Bioliff**. All are major contributors to their local economies providing employment, expertise and tax revenues and D&S certainly is a positive influence where we are established.

I conclude by mentioning my concern about the corona virus epidemic that is disrupting life in China and will have an impact on the world supply chain. As large suppliers of a wide range of quality Chinese products we are monitoring the situation closely and pray that the situation will soon improve and factory production returns to normal. If not we can expect major shortages of a wide range of items that we take for granted, not only from D&S but also in the wider market.

D&S Solar Panel Support Structures

D&S has recently introduced a revolutionary new **light gauge support structure** system for PV modules and water tanks that has been developed in house by the Technical division. The innovative and economic new design has the advantage of being available off the shelf in knock-down kit form at much reduced cost compared to conventional mild steel or aluminum alternatives. Other advantages of the new kits include simple installation arrangements and the material is substantially lighter and therefore easier and cheaper to transport to the remote off grid locations where they will be installed. These structures are suitable for all PV module



installations for both on-ground and elevated applications in all solar installations including **power generation** and **solar pumping** where the range of **Dayliff Sunflo solar pumping systems** has become very popular in the region since its introduction last year, recently being expanded to include **eight pre-assembled kits** which are now presented in compact and robust timber boxes for efficient transfer to site. The systems feature

all accessories and plug-and-play electrical connections to ensure correct and effective installation as well as full online support from the **Dayliff App** and D&S' own **Solarcalc v1.0** sizing software.

Grundfos Domestic Launch



Commercial Director Edward Davis and various D&S and Grundfos staff are pictured with participants at the recent launch of Grundfos domestic products at the D&S Conference Centre.

The D&S Group's relationship with **Grundfos** goes back over 50 years with seminal products such as the **SP stainless steel submersible pump**, the **CR and CH booster pumps** and the **SQF solar pumping ranges** all having been successfully introduced to the region by D&S. In recent years the relationship has evolved further with D&S' wide distribution network offering a strong platform for Grundfos' world leading pumping technology and product leadership. A recent event held at the D&S Conference Centre at HO and hosted by Commercial Director **Edward Davis** and Grundfos Kenya General Manager **David Githendu**, highlighted Grundfos' new range of domestic products that are available exclusively from D&S in the region. Featured new products include the innovative **Scala2** smart booster pump, the twin-head **STR** shower pump, the automatic submersible booster **SBA** and several others. The focus of Grundfos' technology is efficiency and sustainability with smart control and demand driven pumping solutions offering unequalled performance to customers who also benefit from the D&S network's service and support capacity.

D&S Water Lab Facilities



Analytical scientists at work in the new D&S HO water testing laboratory at D&S HO.

In order to better respond to concerns from partners over water conditions and quality, a major investment has been made at D&S HO to provide professional grade water analyses with a best in market turnaround time and competitive pricing. Under chief analytical chemist **Rachael Kimani**, the new laboratory can provide comprehensive tests for **reverse osmosis (RO)**, **boiler and cooling tower** requirements. In addition to this a **standard drinking water** test is offered in accordance with World Health Organization parameters on potable water safety. Already the new facility is busy and new capacity is due to come online soon to cater for the high demand being experienced. The laboratory's services offer a complementary and value enhancing addition to D&S existing range of water and energy products and solutions and are expected to become a popular option for D&S partners in the region.

New Advertising Campaigns



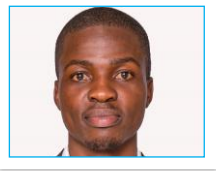
Over the years, **D&S' advertising campaigns** have been visible across the region's billboards and newspaper column inches with various themes and slogans, some memorable ones being **'The Professionals'**, **'Think Pumps, Think Dayliff'** and **'The Leader in Water and Energy Solutions'**. In the recent months, two new campaigns have been launched in the region for both the D&S Group and the Dayliff range of products. The D&S corporate campaign has opted for a bold, striking and



simple new look focusing on D&S' famous **KnowH₂O** byline which is part of its registered logo, **'Know H₂O through experience'**. The new Dayliff campaign features for the first time a vernacular theme based on **'I Choose'** or, in Swahili **'Nimechagua'**, with the language varying from market to market. The new campaigns have been well received so far and are now being rolled out on billboards, roadside signs, D&S branches, vehicles and digital platforms across the Group.

Staff News

Appointments



Acadius Ambutu



Rachael Irungu



Ruth Kerubo



Ronald Nyangaga



Joseph Mugure



Isaac Mungiri

D&S is pleased to welcome **Acadius Ambutu** (HO Solar), **Rachael Irungu** (HO Supply), **Ruth Kerubo** (HO Finance), **Ronald Nyangaga** (D&S Embu), **Joseph Mugure** (D&S Machakos) and **Isaac Mungiri** (D&S Utawala). They are wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Veronica Kamau** (HO Supply) and **Joseph Okal** (DSR Coast). Their special contributions are greatly appreciated.

Births

Congratulations to **Judis Onchari** (HO HR) and her husband Brian on the arrival daughter Zawadi, **Mike Njiru** and **Marion Kariuki** (both HO Manufacturing) on the arrival of their son Davian, **Benjamin Ochelle** (D&S Embu) and his wife **Emma Kukubo** (HO Finance) on the arrival of their son Samora, **Joshua Mokaya** (HO Logistics) and his wife Valentine on the arrival of their son Emery.

Marriages



D&S DRC Sales Engineer Joëlle Ntambwe and her husband Magloire Nday are pictured during the joyous wedding.

Staff Profile - Christopher Muli



Chris Muli, the Manager of D&S Mtwapa, a lively town on the Kenyan Coast, is the newly crowned **Branch Manager of the Year**, having claimed victory in a highly competitive field of seventy other branches across the D&S Group. He is well known in Kenya for to his positive attitude and sunny disposition and is a worthy winner of the coveted award.

Hailing from Changamwe in Mombasa, Chris attended various local primary schools before moving to Makueni where he attended Kitondo Secondary despite having been selected for Lenana School in Nairobi which he was unable attend due to financial constraints. Despite this setback however, he prevailed in the end and graduated from the University of Nairobi with an upper second degree in Biosystems Engineering. To date Chris has kept up with his studies and is currently midway through a Masters in Project Management Science from JKUAT, an appropriate qualification indeed for a D&S Manager. He heard about D&S through a friend and joined the company as it gave him an opportunity to work in the water sector which had been a long held ambition for him.

A family man and a man of faith, Chris is married to wife Mary and is blessed with children Patience and Henry. His colleagues at D&S applaud his resilience and persistence and he turns to the bible for his favourite quotation, which states that with strongly held beliefs, anything is possible. He also believes that one should treat others fairly, as you would yourself wish to be treated. As to the secret of his success, Chris points to self-motivation and enthusiasm and judging from the result he has achieved at D&S Mtwapa so far, this certainly advice that we should all heed.

Longido Community Activity



D&S in partnership with Grundfos Kenya and Well Aware has drilled a borehole and installed a solar powered borehole pump at Longido in Namanga. The community of over 2,500 people previously had to endure a 7Km walk to source water. Pictured are representatives from the donor organisations together with the happy community members during the handover ceremony.

D&S Pictorial

D&S Rwanda Serena Goma Project



D&S Rwanda under energetic General Manager Joseph Wanene has recently successfully supplied and various equipment at the prestigious and newly open Serena Goma hotel including a Bioliff sewerage treatment plant, pump sets, a Dayliff RO plant and a Dayliff firefighting set. Pictured is Joseph at site with Serena Chief Engineer Mr. Sandhu and various contractors.

D&S Machakos Exhibition



D&S Machakos under Manager Robert Mwanza has participated in an exhibition organized by Governor Alfred Mutua at Machakos Peoples Park and focusing on youth empowerment. The innovative range of D&S solar pumping and water purification products generated interest from participants interested in low cost quality solutions. Pictured is Robert engaging with customers on the stand.

D&S Sponsors Swimming Gala



D&S has a long history of sponsoring swimming galas and D&S HO and Nanyuki recently sponsored the Private International Preps Schools Sports Association (PIPPSA) swimming championships held at the Nanyuki Mixed School. D&S Nanyuki Branch manager Grace Riitho is pictured awarding prizes to an event champion.

Wajir MP Visits D&S HO



Wajir MP the Honourable Fatuma Gedi recently visited D&S HO to promote her constituents' agenda and discuss potential water and energy partnerships for projects in arid Wajir. Pictured is Chief Operating Officer Dr. MAS Waweru with the MP at D&S HO having held constructive discussions on how to improve conditions for local citizens.

Grundfos Delegation Visit to D&S UG



A high level delegation from Grundfos including Chief Sales Officer and grandson of the founder, Poul Due Jensen, also called Poul, recently visited D&S Kampala to discuss future mutual opportunities in the region. Pictured are the team from Grundfos with Chairman Alec Davis, CEO David Gatende and D&S UG MD Simon Batte at the Kampala Head Office.

D&S Mtwapa Solar Pumping Project



D&S Mtwapa under Branch Manager of the year Chris Muli has recently supplied and installed a 30kW solar grid tie system at VTTI Kenya Ltd. The project was handed over in the presence of Coast GM Mohamed Farook, VTTI Kenya's Benedict Namwamba and Ronald Odongo at the well executed installation.

D&S HO JKUAT Visit



D&S HO Training Centre under Knowledge Manager Zippy Midikira has hosted 30 students from Jomo Kenyatta University who were given an overview of the D&S Group's processes and operations. They were also appraised and guided over possible career paths at D&S. Pictured are the students as they undergo technical training in a workshop.

D&S Rwanda Kimironko Open Day



D&S Rwanda has staged an open day in the busy Kimironko hardware zone in capital city Kigali. A wide selection of the of D&S range of products and solutions were displayed and the event attracted a large number of visitors who showed specific interest in solar, irrigation and water treatment. Pictured are D&S staff as they engage with partners at the event.