

From the Chairman

We are now three months into the unprecedented Covid era and at least infection trends and managing of the virus behaviour are becoming better understood and the rigid constraints are being eased. Fortunately, in sub-Saharan Africa the dire infection predictions have proved to be exaggerated and we can only pray that this continues as the economic damage has been devastating and considerably greater than the health ones. At D&S we have managed the challenges effectively and though business levels have reduced we have neither furloughed nor made redundant any staff. Everyone has put in extra efforts to support the Company and I am very grateful for this.

Of course, D&S is active in important sectors, especially **water supply** which is a vital resource in fighting the virus as sanitisation is so important. There is increasing interest in our solar products as well, especially pumps and power generation and we have been busy in these areas. We have also been active in a number of **CSR initiatives** as we support the Covid fight, these being mentioned elsewhere.

May is D&S's mid-year and also when we celebrate **Founders Day** marking the Company's establishment back in 1946, 74 years ago,



D&S Group Chairman Alec Davis and Group CEO David Gatende are pictured presenting 10-year Service awards to D&S HO staff.

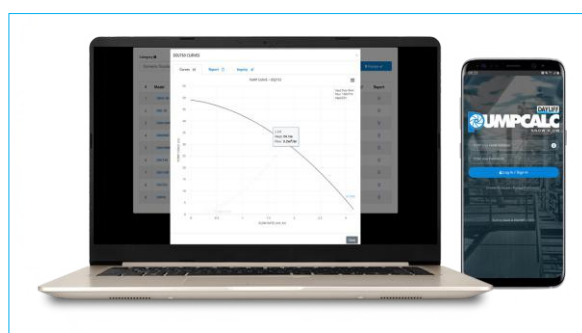
by my father **Eddie Davis** and his partner **Dick Shirliff**. We are now one of the region's oldest family firms still under the original family ownership and I am proud of this achievement. Traditionally this is marked by various activities throughout the Group though this year for the first time ever unfortunately all had to be cancelled. It is also the time when we make various **Service awards**, this year no fewer than 19 ten-year awards being presented, 2010 clearly being a year of great expansion! All recipients are now in senior roles in the Group and individually have made a great contribution. We had one retirement, **Innocent Ombati**, the long standing manager of D&S Diani who has loyally served D&S and before that Butech in total for 26 years. I'm very grateful to all for their enormous contributions.

Finally I mention some Group restructuring, particularly in Kenya, where we have created a **D&S Kenya division** under MD **Dr Mas Waweru** who will have reporting to him Industrial Area GM **David Bolo**, Kenya Branches GM **Margaret Kuchio** and Talent/HR GM **Lena Sumuni**, all long serving Executives who have proved themselves over many years' service. I'm sure that this new structure will result in greater effectiveness of the D&S Kenya operations and I welcome the appointments. I wish them all every success.

Dayliff PumpCalc

In line with the D&S Group's digital transformation objectives, the Digital Business team led by **Ken Muturi** is proud to announce the launch of its latest innovation, the **Dayliff PumpCalc** sizing and selection tool. The proprietary software was conceptualized, coded and programmed in house and replaces the outsourced **Dayliff Flow** program as a comprehensive pumping system design and specification resource for the wide range of **Dayliff pumps**, including an advanced **sizing function** for borehole and industrial solutions.

Developed in consultation with Dayliff Product Specialist **Timothy Kemboi**, the new program allows users to select the correct model of pump and generates projected system information with efficiency



A view of the Dayliff PumpCalc sizing and selection tool.

and suitability ratings as well as performance curves to aid system design. The data is then presented in a high-quality report format including friction Loss, NPSH and cable sizing simulations for the information of D&S engineers and partners.

Accessible at **davisandshirliff.com** and **dayliff.com** as well as the **D&S FLO** and **Dayliff Apps**, the resource is

designed primarily for integration on smart phones and will enable users to quickly and easily generate accurate simulations and reports even when in the field. **Dayliff PumpCalc** follows on from the successful launch in 2019 of **Dayliff SolarCalc**, the solar pumping and system sizing tool, other digital innovations being currently under development with the aim of enabling better utilization of D&S's wide range of pumping products and solutions.

D&S COVID-19 Community Response



In response to the ongoing global pandemic, **CSR activities** have been intensified throughout the D&S Group with the company's **disinfection solutions** including Chlorine 65 being used on the frontline in the battle to control the disease. Recent initiatives include;

1. **D&S HO** has partnered with Standard Media Group and donated 10 hand washing stations.
2. **D&S Uganda** have donated 1,000kg of Chlorine 65 to the Ministry of Health.
3. **D&S Zambia** in partnership with World Vision have installed a water chlorination system in Kitwe COVID-19 isolation centers.
4. **D&S Tanzania** have donated 10 hand washing stations to Comprehensive Community Based Rehabilitation (CCBRT).
5. **D&S Western** have donated 10 hand washing stations to Budalangi flood victims IDP camp.
6. **D&S Nairobi** have partnered with Ruaraka Business Community and donated 15 hand washing stations to police stations in Kasarani.
7. **D&S Nakuru** have donated 100kg of Chlorine 65 to the Nakuru County Government for urban fumigation and sanitization.
8. **D&S Juba** have donated 3 hand washing stations to Muriki Community Hall.



D&S Downtown Relocates



A view of the new D&S Downtown branch on River Road at Tea Room.

D&S Kenya's original **Downtown branch** opened in 2010 on Nairobi's famous River Road in the capital city's colourful CBD. Now one of over forty branches in Kenya, D&S Downtown has continued to thrive despite various setbacks over the years including a terrorist attack, riots, break-ins and, most recently, the COVID-19 pandemic. Under dynamic Branch Manager **Sylvester Angira**, formerly of D&S Narok, the branch recently successfully relocated from the former constrained space to a new and more spacious premises situated close by on the busy **junction of River Road and Accra Road**, known locally as **'Tea Room'**. The new premises, which occupies an entire building frontage, is instantly recognizable as a D&S property from its smart branding and D&S colours and has already become a landmark on the street. Internally, the spacious and air-conditioned showroom provides a much-improved environment for customers with an impressive and well-lit array of D&S equipment displayed as well as more social-distance compliant seating. In addition to this, a full testing facility and workshop has also been installed in order to improve customer service levels and offer more effective support to D&S supplied equipment and solutions.

ISO Re-Certification



The D&S ISO team led by Chairman Alec Davis and CEO David Gatende are presented with the latest certificate by SGS Manager Kioko Ndolo.

The **D&S Group** has now been a continuous certificate holder of the **ISO9001** Quality Management Standard since 2004 with the objective of maintaining world class standards in every aspect of operations. In the sixteen years since its first accreditation, the company has been re-certified in 2008, 2015, 2017 and now, in 2020, has been awarded the coveted and stringent **ISO9001:2015** standard which requires organizations to understand and plan to meet the needs and expectations of all stakeholders whilst addressing risks and opportunities in their operating environment. The latest certificate was recently presented in person by **SGS's** ISO Kenya Certification Manager **Kioko Ndolo** to Chairman **Alec Davis** and CEO **David Gatende** and provides externally audited evidence that D&S is an organization that is continuously improving and aiming for the highest standards to consistently deliver stakeholder expectations. The D&S ISO initiative is led by Group Internal Auditors **Benard Karimi** and **Collins Otieno** who lead a team of ISO champions responsible for applying standards in their respective areas.

Staff News

Appointments



Glorice Mwalimo



Eric Gitonga



Duncan Karingithi



Brian Ziro



Edwin Erima



Denise Atsiaya

D&S is pleased to welcome **Glorice Mwalimo** (D&S Nanyuki), **Eric Gitonga** (D&S Naivasha), **Duncan Karingithi** (D&S Meru), **Brian Ziro** (D&S Malindi), **Edwin Erima** and **Denise Atsiaya** (D&S Thika). They are wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Johnson Kimari** (HO Service), **Lee Bundi** (HO Finance), **Patrick Mufwoya** (Business Development), **Kenneth Muturi** (Digital Marketing), **Anthony Waweru**, **Julius Nakhungu**, **Robert Simiyu**, **Emelda Odhiambo** (HO ICT), **Nicholas Oduor** (D&S Kisumu) and **Exaviour Kokonya** (D&S Bungoma). Their special contributions are greatly appreciated.

10 Years

Congratulations to **Edward Davis** (HO Business Development), **Sammy Mwaniki** (HO Service), **Amos Wambura** (HO Technical), **Stephen Njoroge** (HO Business Development), **John Mwangi** (HO ICT), **Victor Mumo** (D&S Utawala), **Grace Riitho** (D&S Nanyuki), **Dorothy Mose** (HO Projects), **Adam Abdalla** (D&S MSA Downtown), **Jonah Sum** (HO Communication Centre), **Leonard Njiru** (D&S Narok), **Benson Kanyuru** (D&S Karen), **Loise Mutua** (D&S Kakamega), **Peter Ashiemi** (D&S Bungoma), **George Kinyanjui** (D&S Meru), **Brenda Muhati** (HO Supply), **Benjamin Obonyo** (HO Service), **Prilona Kitavi** (HO Finance), **Nicholas Odera** (HO Sales), **Winfred Rono** (D&S Ongata Rongai), **Fausta Kwesigabo** (D&S Tanzania), **Irene Bihanda** (D&S Tanzania), **Salome Kiyangi** (D&S Uganda), **Betty Nalwadda** (D&S Uganda), **Paul Nyeko** (D&S Uganda), **Thacien Niyonsaba** (D&S Rwanda) and **Edward Mwakio** (D&S DRC).

Grundfos Fellowship Award Winners

Head Office	Kenneth Agunda
Nairobi Cluster	Ambrose Muhu
Coast Cluster	Thomas Osoo
Eastern Cluster	Eunice Mwendu
Western Cluster	Anthony Ndirangu

Births

Congratulations to **Debora Somp** (D&S Ndola) and her husband Francis on the arrival of their daughter Camilla and **Andrew Mwanza** (D&S Lusaka) and his wife Prisca on the arrival of their twins Hope and Faith.

Staff Profile - Thacien Niyonsaba



Thacien Niyonsaba is the longest serving staffer at D&S Rwanda where he is now the Manager of the Rubavu Branch, on the border with the Eastern DRC. Originally hailing from Western Rwanda, he schooled at Swhemu Primary School before taking his secondary education at College Inyemeramihigo and G.S Rabura Garcons before attaining his BSc in Mechanical Engineering from the Kigali Institute of Science and Technology.

D&S was his first employer and he is looking forward to celebrating 10 years with the company in September of this year. Having been fascinated by water pumps at University, Thacien decided to apply for an internship and has been a valued member of the team ever since.

A family man and a man of faith, Thacien and wife Nadege Basana are blessed with two young boys, Lael and Israel, although he himself is one of ten siblings born to parents Athanase and Esperance. In his spare time he is a Bible reading guitarist and also an animal lover with pair of German Shepherds and a pair of Maltese dogs who provide companionship as well as security!

Of D&S he appreciates the strong focus on training and remembers fondly his first conference, a Basic Pump Course at Head Office in 2011 where he met and interacted with his colleagues from around the region who he says welcomed, entertained and amused him. His many friends describe him as respectful and a team player while he lists his top values as persistence and honesty. His philosophy of life is that if one is humble and treats everyone with dignity then all aspirations become possible, sage advice indeed from D&S' spiritual musician of Rubavu!

Marriage



Kakompe Lutangu (D&S Kitwe) and his wife **Dr Pauline Mukandila** celebrate together on the occasion of their joyous wedding in Kitwe supported by friends and several D&S colleagues.

D&S Pictorial

Mundika Water Project



D&S HO Projects has successfully commissioned a 132kW solar system to supplement grid power for a water treatment plant for Mundika Water Supply in Busia town. The 65,000 nearby residents will now have access to a more cost effective and uninterrupted supply. Pictured is an overhead shot of the impressive solar PV array.

D&S goes Cashless



D&S Kenya has, for the safety and convenience of all stakeholders, introduced a cashless payment policy throughout its network of branches. Taking advantage of digital money technology that has gained high acceptance in the country, the new system will improve the customer experience by providing a safer and more efficient environment for transactions.

D&S Zimbabwe Solarisation Project



D&S Zimbabwe under Manager Ishmael Mashonganyika has solarised an existing borehole pump at Chinhoi High School using a Dayliff Sunverter. The school suffered poor water supply due to constant power outages but will now enjoy consistent supply. Pictured is Ishmael handing over the project to the school Deputy Head, Mrs Nyevedzanayi.

D&S Kitale Solar Pumping System



D&S Kitale under Branch Manager Jacob Korir recently undertook a major project to solarize 9 hand pump stations in remote North, Central and South Pokot Sub Counties. The project was executed for NGO Action Against Hunger and will ensure consistent water supply to the local communities. Pictured are D&S staff and stakeholders at the commissioning.

D&S Tanzania RUWASA Project



D&S TZ under MD Benjamin Munyao was recently awarded a major water supply project comprising of multiple borehole installations and sites. D&S Dodoma Branch Manager Eric Koko is pictured together with Ministry of Water representatives led by Deputy Minister Juma Aweso and Director General RUWASA project Eng. Clement Kivegalo during the signing ceremony.

D&S DRC Solar Project



D&S DRC under Edward Mwakio has successfully completed supply and installation of a 200m³/day solar pumping system in Kabalo, Tanganyika Province. The project was executed for NGO Oxfam and will supply over 15,000 IDPs in the conflict hit region with clean and safe drinking water which was previously not available. Pictured is the array.

D&S New Telephony System



D&S ICT under Manager Desmond Rao, has introduced a new state of the art internet-based Avaya telephony system through Telkom Kenya that will significantly enhance phone connectivity between D&S business units and facilitate improved customer contact from four regional call centers. Pictured is a newly installed handset at D&S Head Office.

D&S Tanzania Drip Irrigation Project



D&S Dar-es-Salaam under MD Ben Munyao has recently installed an innovative solar powered irrigation system for customer Majiji Nyasa in Tanga. The system includes a Dayliff Sunflo Solar Pumping system coupled to a network of Dayliff drip lines to economically irrigate the 3-acre area. Pictured is the newly installed system.