

## From the Chairman

This is now the third newsletter of the Covid era and as for everyone the impact on D&S has been massive. However, we have implemented strict protocols across the Group and I'm very grateful for the huge efforts made by all staff to adapt to the changes. I'm also very pleased that we have managed to avoid any redundancies. In fact the business has not suffered as much as some and our operations are now more or less back to normal with our suppliers being especially supportive. Our policy is very much to **adapt and progress** and I am pleased to mention some of the recent initiatives we have taken.

The first is an innovative partnership with **Standard Chartered Bank** who have introduced a world-wide policy to support **sustainable development** through special financing arrangements and have chosen D&S as one of their first partners, an honour for us. We will initially be offering domestic water treatment and water heating products but the range will grow. The scheme was launched at D&S with a team from SCB led by CEO **Kariuki Ngari** and we look forward to it making an important contribution in improving the accessibility of our products to our customers.

One obvious beneficiary of the SCB scheme will be a major new



Standard Chartered Kenya CEO Kariuki Ngari, Group Chairman Alec Davis, CEO David Gatende and Standard Chartered's Chris Kirigwa and Edith Chumba are pictured at the signing ceremony of the joint Sustainable Development initiative at D&S HO.

**SunTower** that also incorporates supports for the modules so a complete integrated system is now offered. There are many thousands of hand pump installations regionally and our objective is to transform the lives of the many people who rely on them by providing this highly effective solution that will also be available with finance. The impact will be quite extraordinary!

Finally, I am delighted to announce that the **Tatu Warehouse** construction project is now completed with the building handed over and now being fitted out for commissioning. Once operating this facility will be transformational as it will revolutionise our distribution efficiency and greatly improve the availability of our products to the benefit of the region. The building design has been praised by several professionals who have seen it and I must commend project coordinator **Henry Davis** for the good job he has done in delivering the building on time and on budget.

## Dayliff SunTower Launched

For water supplies generally though particularly for solar pumping installations, **water storage is an essential system component**. Cost effective roto moulded tanks have now become the norm though tank support structures are usually made on site and are of variable quality and strength. To address this D&S has now launched **SunTower**, a n



D&S staff including Nur Riday and Alvin Aywa pose with community members at the recent commissioning of a SunTower and SunFlo installation in Narok.

engineered structure fabricated from high tensile steel sections that has been designed with a particular focus on simplified erection that

will enable complete systems to be installed in a day. Available for tank sizes up to 3000 litres and heights up to four metres, SunTowers have many innovative features for such a traditional item including very light weight, a galvanised finish so no painting is required, high level support structure for solar module mounting and partial pre-assembly. These towers complete the component set for a hand pump conversion and are destined to become a very common sight across the region.

## Tatu Distribution Centre



A view of the façade of the newly completed D&S Distribution Complex at Tatu City

The Tatu Warehouse project is the largest investment ever undertaken by D&S and is set to revolutionise the Group's operations. Located at the expansive **Tatu City** development near Ruiru, some 25 kms from central Nairobi, the 10,000 m<sup>2</sup> building sits on a 5-acre site with room left for further development. The building, designed by international architects **Boogertman and Partners** and constructed to a high standard by **Ark Construction** with the portal frame provided by **Steel Structures**, has been generally praised for its efficacy and aesthetics. The large single-roofed warehouse area features widely spaced columns, effective ventilation and six loading bays with dock levelers and the integral office block includes excellent staff facilities. Efficient logistics and distribution are essential for a regional business operating nearly 80 branches in nine countries and this excellent facility will raise D&S service to a new level as it becomes operational over the next 2 months.

## D&S CSR Report



The CSR report, available in both hard copy and digital flipbook variants is available at [davisandshirliff.com](http://davisandshirliff.com) as well as the **D&S FLO** app.

The D&S CSR initiative under Commercial Director **Edward Davis** and Co-Ordinator **Nur Riday** has released its report for the first half of 2020 in a new magazine-style format available in digital as well as hard copy to a positive reception from stakeholders. The period marks the most active ever for D&S' CSR committee who report that 195,000 people benefitted from the 78 projects that were executed by D&S and its partners. The publication is designed to serve not only as a reference, but more importantly as an appeal for new partners to come forward and join together with D&S in this critical endeavor at a very difficult time for the region, but more specifically for the vulnerable and disadvantaged in society, especially children. The plan for H2 2020 is even more ambitious with many initiatives targeting the COVID-19 related issues that have arisen. All enquiries are welcomed and can be forwarded to [csr@dayliff.com](mailto:csr@dayliff.com).

## M-pesa Academy Irrigation Project



The newly installed smart irrigation system is pictured in action at the state of the art facility near Thika.

The **M-pesa Foundation Academy** is a ground-breaking world-class co-educational residential high school in Thika, Kenya offering free education to talented but economically disadvantaged students from all over the country. Under Principal **Les Baillie**, who was one of the founding executives of Safaricom, the Academy has invested in extensive infrastructure including sports facilities comprising 7 playing fields on a 10-acre area. D&S Irrigation division under **Stephen Wambua** has been commissioned to design a sustainable irrigation solution to keep the fields in peak condition throughout the year and recently installed an automated 120-piece **Hunter pop-up sprinkler system** which is powered by a series of Dayliff pumps via 21 smart control stations. One of the many innovative features of the system is that it can use water from recycled sources and so keeps operating expense as well as ecological impact to a minimum.

## Stanchart/D&S Sustainability Initiative



The range of sustainable Dayliff products including domestic water treatment and solar water heating solutions now available on special offer from all D&S outlets for Standard Chartered customers.

In order to meet their ambitious sustainability commitments over the next five years, global banking group **Standard Chartered** have taken the initiative of partnering with D&S to offer **flexible financing** and **attractive rates** on selected Dayliff solutions that align with this broader objective. Focusing initially on energy saving solar water heaters and domestic water treatment products which remove the need for plastic (PET) bottles, the initiative was driven by Standard Chartered CEO **Kariuki Ngari** and D&S Group CEO **David Gatende** and capitalizes on the shared values of the two organisations. A launch event was recently held at the D&S Conference facility in compliance with social distancing protocols which received significant media interest. The initiative showcases an innovative new business model which offers a win-win scenario for all stakeholders and has much potential for future development and roll out for other D&S solutions.



## Staff News

### Appointments



**Kambole Sinyangwe**



**Lawrence Mwape**



**Brenda Nyakundi**



**Mohamed Dagol**



**Caleb Nyause**



**Bosch Muema**

D&S is pleased to welcome **Kambole Sinyangwe** (D&S Solwezi), **Lawrence Mwape** (D&S Lusaka), **Brenda Nyakundi** (Ongata Rongai), **Mohamed Dagol** (D&S Wajir), **Caleb Nyause** (D&S Kisii) and **Bosch Muema** (D&S Kiambu) They are wished long and successful careers in the company.

### Commendations

Commendations were recently awarded to **Jacob Korir** (D&S Kitale), **Nur Riday** (HO CSR), **Victor Mokoro** (HO Solar), **Julius Waithaka** (D&S Westlands), **Maxwell Lweya** (D&S Nakuru), **Nickerson Alumera** (HO Logistics), **Merceline Olala** and **Muthee Maina** (HO Retail), **Joseph Kimutai** and **Michael Chola** (D&S Mombasa) and **Simon Munga** (HO Water Treatment), **Manaal Shariff** (D&S Mombasa Downtown), **Ronald Nyangaga** (D&S Embu), **Kennedy Owitchra** (D&S Engineering), **Joab MakOngul** (HO ICT) and **Milly Kure** (D&S Uganda). Their special contributions are greatly appreciated.

### Births

Congratulations to **Theodore Kalumba** and **Pamela Chifuwe** (D&S Zambia) and on the arrival of their son Theodore Junior, **Stephen Njoroge** (D&S Embu) and his wife Lydia on the arrival of their daughter Hansel, **Brian Mmbuka** (D&S Machakos) and his wife Cynthia on the arrival of their daughter Tabitha, **Hiram Kuria** (D&S Westlands) and his wife Ann on the arrival of their daughter Taellyn and **Sharon Muyera** (HO Borehole) and her husband Nicholas on the arrival their daughter Zolani.

### Marriage



**David Gatende** (Group CEO) and his new wife **Laimani** celebrate together on the occasion of their joyous wedding in Nairobi.

## Staff Profile - Moses Kitheka



**Moses Kitheka**, the Commercial Sales Manager at D&S Dundori Road Branch (Head Office) is a well-known and popular staffer having joined the company back in 2008. Hailing from Kangundo, Machakos County, Moses schooled at Syanamu Primary before proceeding to Tala

Secondary and then the prestigious Jomo Kenyatta University of Agriculture and Technology (JKUAT) where he attained his BSc. in Agricultural Engineering.

Interestingly Moses started his career at a competing firm but was aware of D&S from his college days and mentions that the company was famed for its industrial attachments.

Married to wife Pauline Lema and blessed with young boys Nathan and Jeremy, Moses is a man of faith and cites the Bible as well as 'Alexander the Great - the Biography' as his favourite books. He is also an ultra-fit cycling enthusiast and has a pet dog called Kamuku.

Of D&S he says he was drawn to the company by its 'great brand and great purpose' and states that he wishes to develop the commercial building solutions (CBS) business unit prior to later retiring into Agri business. He mentions that his memorable experiences at the company are too many to count but that he particularly appreciates the focus on continuous improvement, team work and the big picture.

His colleagues describe him as energetic, friendly, jolly and positive and anyone who has met Moses would certainly agree. His philosophies of life are that there is more pleasure to be had in giving than receiving and that one should always treat others as one would like to be treated. Sound advice indeed that has served him well in his highly successful D&S career!

## Community Activity



D&S Machakos under Manager Robert Mwanza has successfully donated and commissioned 3 Dayliff DS borehole pumps to the county that will improve access to water for a total of 4,200 residents. Present at the handing over ceremony were county leaders led by HE the Deputy Governor Eng. Francis Maliti.



# D&S Pictorial

## D&S Partners with Sidian Bank



In the ongoing fight to counter the COVID-19 pandemic, Davis & Shirliff has partnered with Aqua for All and Sidian Bank to empower small scale Water Service Providers in the Water, Sanitation And Hygiene (WASH) sector through enhanced financing options. Pictured is D&S GM Industrial Area Branch David Bolo, Sidian Bank Chief Commercial Officer Timothy Gitonga and Aqua for All Country Representative Joshua Kibet as they sign the tri-partite agreement.

## D&S Arusha Solar Installation



D&S Arusha under Branch Manager Maimuna Kirumbi has recently installed a 11kW solar borehole pumping system in the centre of Ngorongoro National Park. The borehole will ensure consistent water supply to the wildlife and livestock belonging to the Maasai community. Pictured are residents admiring the new installation.

## D&S Victory Church RO Installation



D&S HO Humanitarian Dept under Nicholas Odera has recently supplied and commissioned a 5m<sup>3</sup>/hr Dayliff Reverse Osmosis system complete with aeration pre-treatment for Iron(Fe) removal for Victory Church in Kenya. Pictured is D&S HO Engineer Sylvia Wairimu training on plant best practice operation and maintenance with technicians from the Church during the handover ceremony.

## D&S Upper Hill Chambers Booster Pumps



D&S Dundori Road Sales under Commercial Manager Moses Kithaka have supplied various pumps to Upper Hill Chambers, a 28-storey skyscraper in Nairobi's Upper Hill area. The suite of equipment included assorted drainage and booster pumps, fire suppression equipment and smart variable speed booster pump sets. Pictured is D&S Service Provider Edwin Otieno at site.

## D&S UG Solar Pumping Project



D&S Kampala under MD Simon Batte have recently supplied and installed a number of Solarised borehole systems for water supply schemes in Buyende, Bukuya, Kasanda, Kamuzinda, Masaka and Kabarole districts in Uganda. Through utilization of renewable sources, the Dayliff systems will improve the reliability of regional water supply for the benefit of stakeholders. Pictured is Technical Manager Philip Walusimbi on site and in discussion with clients.

## D&S Burundi Filtration Project



D&S HO Business Development under Manager Patrick Mufwoya has supplied a 4m<sup>3</sup>/hr trailer mounted Dayliff Ultra Filtration (UF) plant to UNICER. The unit was custom designed by D&S Engineering to allow for easy movement over rough terrain when treating water in various informal settlements in Burundi. Pictured is Patrick, assistant Mercy Njeri and technicians Kelvin Aloo and Nicholas Kituu with the equipment.

## D&S Lamu RO Project



D&S Lamu under newly appointed Branch Manager John Kioko has supplied a 10m<sup>3</sup>/hr Dayliff Reverse Osmosis (DRO) plant to Lamu County Government. The system will treat the brackish and saline water sources on the island to provide the community with clean and safe drinking water, thus substantially improving living conditions. Pictured is equipment on site.

## D&S CSR Kibera Town Centre Donation



D&S Head Office CSR committee members including Director Edward Davis and Coordinator Nur Riday are pictured with Kibera Town Center Director Nzuki Waita on the occasion of handing over 25 mobile hand washing stations and assorted Dayliff DB pumps for critical use on the water treatment plant at the community center in Kibera, Nairobi.