

From the Chairman

We reach the end of another year and what a year it has been! Unprecedented is the word frequently used and certainly the **D&S Group** has been impacted, though I am pleased to report that our performance has been satisfactory in the circumstances and though like all organisations we have experienced some Covid cases they have been well managed and we've had no serious outcomes. There has also been good qualitative progress with various structural improvements made and I particularly mentioned our **ERP 2020** project that went live on December 1st. This is a major investment in both systems and infrastructure that will take the D&S Group to the next digital level and though there have been some predictable challenges I highly commend and appreciate the **ICT team** under CFO **George Mbugua** and led by **Joab MakOngul** and **Desmond Rao** who have worked tirelessly to execute the project.

The other major investment has been in the seminal **Tatu warehouse project** that will enable us to centralise and greatly improve management of the large stocks we now hold. Tatu is a world class resource that is unique in the region and will bring our range of products more efficiently to our customers and lift availability to another level. The project has been guided by the supply team under Supply Director **Anthony Wangondu** with **Henry Davis, Maina Mbatia** and **Evelyn Wainaina** making particular contributions. I'm very grateful to them all.

Another area of success this year has been our **CSR programme** that we now call **'Improving Lives'**. This is a well-established initiative though this year we increased resources to it and managed by Director



Chairman Alec Davis and Group CEO David Gatende are pictured at D&S Head Office with Business Unit of the Year Award winners from Group ICT and Industrial Area Service.

Edward Davis and ably assisted by coordinator **Nur Riday** activities have increased hugely. The focus is on providing water supplies to disadvantaged communities and we've completed **140 projects** throughout the region benefiting over **485,000 people**. We are proud of the contribution that we are making to our communities.

Due to Covid regrettably our usual Christmas activities were curtailed with no parties or special events. However, we have continued the tradition of **Business Unit Awards** and I congratulate the **IT Department** for being selected as the winner and **Industrial Area Service** under Industrial Area GM **David Bolo**, managed by **Charles Kebaso** as Commended, both having performed well and also taken many excellent new initiatives, especially in the digital space. We have also made **Business Unit Employee of the Year Awards**, which are selected by staff and are given elsewhere. Congratulations to all the winners. Another milestone we have not been able to appropriately mark is the retirements of **Penny Mwangi**, my former PA and **Aggrey Temoi**, long serving Manager of **D&S Malindi**. Both had exemplary careers with D&S and we wish them every success in the future.

To conclude, I offer everyone my warmest **Season's Greetings** and take this opportunity to express my deep appreciation to all D&S stakeholders including customers, suppliers and of course staff for your great support over the past year as without you we would not have been able to navigate the turbulence as well as we have. I also pass everyone my very best wishes for a healthy, successful and hopefully much better 2021!

New Partner - Rovatti Pumps

Davis and Shirtliff is pleased to announce an agreement to establish a new partnership with **Rovatti Pompe**, a well-respected Italian manufacturer of large capacity pumps suitable for **water supply, mining, commercial** and **agricultural applications**. Founded in 1952 by Mr Rovatti, the company is based in the Reggio Emilia region of Italy where it has several factories. Like D&S it is still owned and managed by the second and third family generations and employing 240 people is a good fit with similar values and aspirations. Rovatti has extensive manufacturing and R&D facilities and the wide product range includes specialised larger capacity borehole



Rovatti Pompe Head Quarters in Reggio Emilia, one of several sites the company occupies.

pumps, multistage centrifugal pumps, end-suction pumps and waste-water pumps for large flows up to over 1,000m³/hr and motor sizes over 400 kW. These pumps fill a big gap in the D&S range which will now enable the company to expand into public utility water supplies and larger scale industrial installations. D&S has extensive and longstanding links with various manufacturers in Italy who characteristically feature high levels of technology and quality and both organisations welcome this new arrangement that has the potential to generate considerable mutual benefit.



New ERP System Rollout



Group ICT led by Managers Joab MakOngul, Desmond Rao and Mohamed Athman are pictured with their Award winning team at their offices in the Dayliff Building.

D&S Group CEO **David Gatende** and CFO **George Mbugua**, who leads the Group ICT Division, have successfully overseen the roll-out of an all new ERP system in Kenya, with other countries to follow. The new system, **Microsoft Dynamics 365 Business Central**, is entirely cloud based and features superior capabilities including Warehouse Management, Document Management, Stock forecasting and a HR Management Information Systems that will allow the Group to achieve its ambitious growth targets whilst maintaining maximum efficiency and productivity through centralized control. Commended Business Unit of the Year Managers **Joab MakOngul**, **Desmond Rao** and **Mohamed Athman** delivered the project, which was over 2 years in its conception and planning, to budget and to schedule despite a cyber attack on the Group's systems only weeks earlier. The implementation of the specialized system will empower users to make more effective use of data in order to better serve D&S partners across the region.

Improving Lives Report



The recently published #ImprovingLives Report now available in hard and soft copies.

The D&S Group has for many years prioritized participation in many community-based initiatives involving the donation of water and energy equipment for the benefit of the disadvantaged in society, particularly children. 2020, a difficult year for so many people across the region due to the debilitating effects of the global pandemic, presented an opportunity for the Corporate Social Responsibility (CSR) Team under Director **Edward Davis** and Co-ordinator **Nur Riday**, to upscale their efforts significantly to meet the rising call for assistance from disadvantaged groups. Over the course of the year, a record **140 projects** were executed for the benefit of over **485,000 people** by the company and its partners marking an all-time high level of activity in this vital area. In recognition of this achievement, CSR activities at the Group have now been re-launched as The **Improving Lives Initiative** and are catalogued in more detail in the recently published **#ImprovingLives Report H2 2020** now available to view at davisandshirtiliff.com and the **D&S FLO app**.

PumpCalc Recognised at CIO Awards



Digital Business Manager Ken Muturi is pictured as he collects his award from Josephine Kanini at the annual CIO East Africa Awards.

The D&S Digital Business team under Manager **Ken Muturi** has recently been honoured with an accolade for innovation at the Kenyan **Chief Information Officer (CIO)** awards held in Naivasha. The winning digital product, Dayliff Pumpcalc, is a proprietary sizing and selection tool for the comprehensive range of Dayliff pumps and associated products and was developed entirely inhouse by Ken and his team under Director **Edward Davis**. **PumpCalc**, launched in early 2020, follows on from the success of **SolarCalc**, a selection tool for Dayliff solar pumping equipment, which made its debut in 2019. The unique sizing tool, which is available for download at dayliff.com and the **Dayliff App**, allows users to size pumping systems and generate and share accurate performance simulations using their smartphones while on site.

D&S DRC Tearfund Project



A secured solar pumping system installed by D&S DRC in Tanganyika Province in the Eastern DRC.

D&S DRC Commended Manager of the Year Edward Mwakio has successfully executed an ambitious turnkey project in **Tanganyika Province**, Eastern DRC. The project scope involved the supply and installation of six 30m³/day solar pumping systems each with 50m³ pressed steel tanks elevated on 6m high towers. Each installation supplies critical water resources to remote villages whose inhabitants formerly were forced to harvest water from streams and other contaminated sources, exposing them to regular out-breaks of cholera and other water borne diseases. The equipment specified by the client included Dayliff DS submersible pumps coupled to Sunverter 2 smart solar pumping inverters with appropriately sized solar arrays. The project was particularly challenging to execute due to its remote location over 800kms away from the nearest D&S branch in Lubumbashi but was nevertheless completed to schedule in six weeks.

Staff News

Commendations

Commendations were recently awarded to **Ken Muturi** (HO Digital Business), **Jared Nganyi** (HO Control and Instrumentation), **Paul Ogillo** (HO Stores) **Joseph Okal** (Coast DSR) and **Moses Lodu** (D&S Juba). Their special contributions are greatly appreciated.

Births

Congratulations to **Edward Davis** (Commercial Director) and his wife Lorna on the arrival of their daughter Claudia Perdita Hero, **Michael Kanyugi** (D&S Finance) and his wife Veronica on the arrival of their daughters Tahan & Tahel, **Lilian Ogero** (D&S Supply) and her husband Javan on the arrival of their daughter Pearlsifa and **Jackson Mwema** (D&S Downtown) and **Rita Mwaniki** (HO Supply) on the arrival of their daughter Ellena.

Business Unit of the Year Commended Business Unit of the Year

IT Department
Industrial Area Service

Employee of the Year Awards

HO Commercial
HO Finance
HO Engineering
HO Office
HO Supply
HO Service
Nairobi Branches
Eastern Branches
Western Branches
Coast Branches
D&S Zambia
D&S Tanzania
D&S Uganda
D&S Rwanda

Ryan Okoth
Rose Musau
Patrick Njagi
Sarah Omayo
Mercy Kirui
Calvince Ouko
Samuel Mwaniki
Francis Njoroge
Agnes Wambui
Japheth Karisa
Lewis Kale
Perice Chiduo
Sarah Namugambe
Faustin Mudaheranwa

Marriages



Isaac Omondi (D&S Internal Audit) and his wife Susan celebrate together on the occasion of their joyous wedding.



Henid Kiritu (D&S HO Finance) and her husband Francis celebrate together on the occasion of their joyous wedding.

Staff Profile - Henry Davis



Henry Davis, General Manager, Supply, has been busy over the last 2 years overseeing the implementation of the seminal **Tatu Distribution Centre** outside Nairobi which is now operational and poised to revolutionize the Group's operations, and for which he was commended earlier in the year.

Hailing from Nairobi, Henry schooled locally at Kenton College before heading off to complete his education in the UK firstly at Ampleforth College and then at Newcastle University where he studied Environmental Sciences. He completed his Post-Graduate MSc in Business Management at BPP in London and then embarked on a brief career in advertising sales before enrolling at D&S in the Supply Division under Director Anthony Wangondu. As to how Henry managed to obtain his position at D&S, he mentions that he 'knew the owner' and the rest is history.

Blessed with wife Heather and son Remy, as well as two dogs and four giant tortoises which were a gift from his elder brother Edward, Henry is looking forward to the imminent arrival of another child and is hoping for a daughter! A fan of The Outdoors, Henry is a keen fisherman, motorcyclist, camper, game-watcher and aviator, being himself a pilot and having been instrumental in the selection of the company aircraft, 5Y-DNS.

Of D&S he is proud of the wide positive impact the company makes and mentions his most memorable experience as the first baraza he attended. He compliments his colleagues for being a great team, hardworking and smart and describes himself as honest, outgoing, and adventurous. His outlook, which comes as no surprise to those who know him, is that 'everyday could be your last, live your life to the full, smile and be kind'.

Community Activity



D&S HO donated and installed a solar pumping solution to Namanga Parish located at the border of Kenya and Tanzania. The team led by GM David Bolo are pictured together with members of the Parish during the hand over.

D&S Pictorial

City Mall Nyali Fire Set



D&S Dundori Road Commercial Sales under Manager Moses Kitheka and the D&S Nyali Branch Manager Abdallah Abdallah have successfully supplied and commissioned a large Grundfos fire suppression pumping set through Jaysham Ltd at City Mall in up market Nyali area of Mombasa. Pictured is Abdallah Abdallah and Jaysham's Ndungu Nderitu with the equipment on site.

Loiyangalani Solar Project



The D&S Improving Lives initiative in partnership with Winds of Change Foundation have supplied and installed solar batteries to Buri-amia dispensary, a maternity center in Loiyangalani, Turkana County. Pictured is D&S Marsabit Branch Manager Bella Along with ladies from the community during the joyful handover ceremony.

Tarangire Water Treatment Plant



D&S Arusha under Branch Manager Maimuna Kirumba have successfully installed a water treatment system for Swala camp in Tarangire. Pictured on site is the advanced Dayliff DRO4 reverse osmosis plant which can deliver 4m³/hr of pure and safe water for consumption by staff and guests at the prestigious camp.

Dodoma Municipal Water Supply



D&S Dodoma under Branch Manager Erick Koko have supplied and installed some large Grundfos LS200-150 pumps to Dodoma Water Utility for use in municipal water supply. Pictured are the sets during installation with D&S technicians and water company engineers in attendance.

MP Shah Hydrotherapy Pool



Leading Hospital MP Shah in Nairobi has built a state-of-the-art new hydrotherapy suite at its main Westlands site. The temperature controlled pool and filtration equipment with ambient lighting was supplied and commissioned by Commercial Sales under Manager Moses Kitheka. Pictured is the impressive facility.

Lodwar Solar De-salination



D&S Lodwar under Branch Manager Shadrack Langat have successfully solarized a desalination plant in Lomelo, Turkana, the first project of its kind in the region. The innovative installation was commissioned by Turkana County Government and will provide clean and safe water from a sustainable source to over 6,000 people and 10,000 livestock in the community.

Homa Bay Solar Pumping Project



D&S Kisumu has worked closely with Lake Victoria South Water Services Board in the installation and commissioning of large solar pumping systems at two locations in Busia including the one pictured, at Rodi Market, Homa Bay County. The sustainable pumping systems can produce over 15m³/hr and will greatly improve conditions for the local community.

The Three D&S Kimaris



Mzee Kimari Gachanja, who joined D&S in 1948 and retired in 1996 after 48 years of exemplary service, is pictured with his son Johnson Kimari, a technician in HO, and his grandson Peter Mukururo, a technician at D&S Nyeri in his leafy home in Nyeri, Central Kenya. Although now retired, Mzee Kimari is very active as a farmer and serves as an inspiration to all D&S staffers past, present and future.