

## From the Chairman

It always surprises me how quickly Christmas passes and the new year then starts running away from us, it already being March! At D&S we start the year finalising the **Annual Plan** that is presented groupwide in a plenary meeting now made easier with virtual communication so those in the Group's farthest outposts can participate. There is much planned and as usual it will be a busy and hopefully successful year not constrained by the restrictions of Covid which thankfully now seems to be in retreat with the world moving on. However, its effects continue to be felt, especially economically and the world supply chain is yet to recover with ongoing delayed deliveries and increasing inflation that must feed through into higher prices. We do what we can to contain them but regrettably like everyone we have to pass them on.

One seminal event in the forthcoming year will be the retirement of long serving CEO **David Gatende** in May, who will be sorely missed but it will pre-empt a number of senior executive changes. The key appointment that I'm delighted to announce is the promotion of CFO **George Mbugua** to the role of **new CEO**. George has had an exemplary 26-year career with the Group and his financial, commercial and communication skills make him the ideal candidate



Group Chairman Alec Davis and CEO David Gatende are pictured with the newly appointed CEO George Mbugua, International Business Director Anthony Wangonde, Supply Director Henry Davis and CFO Michael Kanyugi.

to lead its continued evolution. I'm also very pleased to announce the promotion of **Michael Kanyugi**, the present Chief Accountant, to replace George as CFO. He has extensive experience with the Group and is well qualified for the role. Another major appointment is **Anthony Wangonde** to lead the new **International Business Division** with responsibility for all regional markets

outside Kenya. He also has had a long exemplary career with the Group, latterly as Supply Director and will focus on growing this important area of the Group's activities. Replacing Anthony will be **Henry Davis** who is already well established as the GM Supply responsible for the Tatu Distribution Centre.

Below is featured several new products that have recently been introduced, all **Dayliff branded** as we expand the portfolio, some, like the **mowers** and **DC solar fridges** being diversifications from our usual activities. These will be sold through our expanded branch network that now includes **Gikomba** in Nairobi, **Nyahururu** in Rift Valley and **Mkushi** in Zambia that were all opened in the last few months. These initiatives are indications of our growth intentions and I look forward to all making their contributions in the future.

## New Products from Dayliff



**Dayliff**, the brand of Davis & Shirtliff, has over the last decade established itself as the region's default choice for customers looking for quality assured products at attractive prices. With a wide and unique range of water and energy solutions encompassing **water pumps, solar equipment, water treatment products, swimming pool items, irrigation accessories** and **generators**, the Dayliff brand offers industry leading **warranties** and **digital support** with wide availability across the region via the

network of D&S branches and appointed stockists. New in 2022 are an innovative selection of solutions including **grid-tie inverters, solar fridge-freezers, heat pumps, smart pumps, solar pumps, lawn mowers, multi-function power units** and **drip irrigation kits**. Full product information and pricing is available via the **D&S FLO** and **Dayliff Apps** and on the **davisandshirtliff.com** website, as well as at the wide network of D&S branches.

## D&S Gikomba Opens



Branch Manager Nancy Taka with her staff Brenan Wanjala and Rose Saitoti are pictured in the new showroom at D&S Gikomba.

In line with the company's objective of bringing its range of water and energy products and solutions ever closer to those who will benefit from them, D&S Kenya in January unveiled its new branch in Gikomba, downtown Nairobi, its **tenth** in the city. Situated in one of the capital's most thriving and commercially active areas, the new branch has as its neighbours countless hardware and general supply stores as well as the famous and teeming Machakos Country Bus Terminus, which enjoys unparalleled footfall from commuters. An initiative of Executive **Margaret Kuchio's** Branch Management Office, the new branch implementation project was overseen to completion by newly appointed manager **Nancy Taka** who has already started operations at a brisk pace in the busy location.

## D&S Nyahururu Opens



Branch Manager Titus Maina with staff members Ann Nyawira, Samuel Waka and Obed Naftal pictured outside the newly open D&S branch in Nyahururu town.

Under D&S Branch Executive **Margaret Kuchio**, the Western cluster has recently opened its **12<sup>th</sup>** branch with the latest being in **Nyahururu town**, to the Northeast of Nakuru in Laikipia County. Famous for the picturesque and spectacular Thompsons Falls, Nyahururu is also a busy transport hub, commercial and agricultural centre and a renowned tourist destination. Newly appointed Branch Manager **Titus Maina** successfully oversaw the implementation of the Group's newest branch which is located on **Double N Plaza Off Gilgil-Nyahururu Road**, a main route into the town. Titus and his team are already contributing to the local community through provision of the D&S range of products and solutions not previously available.

## Dayliff Pool Tool Launches



A view of the home screen of the new Dayliff Pool Tool smartphone App, available now for free download.

The **D&S Group** is pleased to announce its latest digital innovation, the **Dayliff Pool Tool**, a free for download smartphone app available from the **Google Play Store** and **iOS App Store**. Designed as a comprehensive support solution for all swimming pool owners and operators, the Dayliff Pool Tool offers a unique interface through which users can access a wide range of services including **advice on pool design and maintenance, troubleshooting, e-shop, how to videos and chat support**. Particularly innovative features are **automated water diagnosis with chemical dosage calculator, live weather information and reminders for dosage and maintenance**. Integrated into the D&S digital network, the App allows users to plug into real time product and service support to ensure that every pool remains in sparkling condition always.

## D&S Farmer Partnership



Group CEO David Gatende, farming influencer Caleb Karuga and Managing Director Edward Davis are pictured as they examine a Dayliff drip irrigation kit at D&S Head Office.

The D&S Irrigation division under Segment Manager **Stephen Wambua** has joined forces with renowned farming expert and social media celebrity **Caleb Karuga**, also known as the FarmerCist to his thousands of followers. Announced at D&S HO by Group CEO **David Gatende** and MD **Edward Davis**, the partnership received widespread media attention with much interest at the prospect of combining D&S innovation with expert farming practices. At an introductory event, Caleb hosted members of the farming community, D&S Engineers and the media at his model farm in Kikuyu to demonstrate Dayliff drip irrigation kits in action. As the partnership progresses, additional D&S solutions applicable to agriculture will be featured such as the Dayliff range of **solar pumping solutions** including **Sunverter, SunFlo and SunFlex products**, the **SunTower** water storage solution and **Dirrijet sprinklers**.

## Staff News

### Appointments



**Athman Shee**



**Kevin Maina**



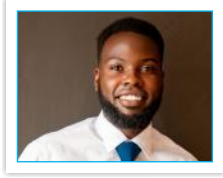
**Delix Kebaso**



**Gideon Kangangi**



**Kennedy Kinengeni**



**Hillary Ndeda**

D&S is pleased to welcome **Athman Shee** (D&S Voi), **Kevin Maina** (D&S Kitengela), **Delix Kebaso** (D&S Githurai), **Gideon Kangangi** (D&S Lodwar), **Kennedy Kinengeni** (D&S Downtown) and **Hillary Ndeda** (HO Research & Development). They are wished long and successful careers in the company.

### Commendations

Commendations were recently awarded to **Simon Munga**, **Alfred Ochieng**, **Peter Ndungu**, **Erick Adoyo**, **Isaiah Kibet**, **Lawrence Chege** (all HO Field Service), **Bernard Rono** (HO Water Treatment), **Lydia Onditi** (HO Projects), **Emmanuel Mushira** (HO Stores), **Alex Githui** (HO ICT), **Rahab Wainaina** (HO Human Resource), **Patrick Odesi** (D&S Lodwar) and **Ronald Nyanganga** (D&S Embu). Their special efforts are greatly appreciated.

### Births

Congratulations to **Richard Opondo** (D&S Tatu) and his wife Cystry on the arrival of their daughter Jewel, **Henid Kiritu** (HO Finance) and her husband Francis on the arrival of their daughter Thandiwe, **Jobstill Denga** (HO Distribution) and his wife Jackline on the arrival of their son Loir and **Bashir Duale** (D&S Garissa) and his wife Halima on the arrival of their daughter Hanifa.

### Marriages



**D&S Zambia Torstern Bulaya** is pictured together with his bride **Bupe Lungu** as they celebrate together on the occasion of their joyful wedding.

## Staff Profile - Nancy Macharia



D&S HO staffer **Nancy Macharia** is well known as the friendly Retail Sales Manager in charge of a team of five sales engineers at D&S Dundori Road, the company's home since 1955. Hailing from Naivasha, Nancy schooled at Bongo Primary, South Kinangop and Loreto High Matunda before attending college

at JKUAT where she qualified with a BSc Mechanical Engineering. Multi-talented, she also has a diploma in ICT from Jodan College of Technology in Thika. She attributes her academic success to studying hard to avoid having to work on the farm!

Prior to joining D&S, which she heard about from a friend, she worked in road construction and is looking forward to celebrating her 10th anniversary at D&S later this year. A lady of faith, The Bible is her favourite book and she describes herself as a Reggae loving traveler who also hits the gym hard and gives guidance to the Girl Aid Foundation.

Blessed with young daughters Lisa and Elsa, Nancy is the 10th of 11 siblings- enough, as she notes, to field a full football team and her siblings include several teachers and a Loreto Nun.

Appropriately for a Retail Sales Manager, Nancy is passionate about customer service and her future plans include developing ICT systems to enhance the customer experience. Of D&S she appreciates the structured environment and describes her work colleagues as family. Her most memorable experience was when she returned from her first maternity leave to find that a Mothers Room had been installed and that she was the first mum to use it. Her philosophy of life is that respect and hard work always pay and that seemingly impossible tasks are achievable, but only if you have the courage to take the first step. She also prizes loyalty and does her best to be there for her friends. With values like these, it is not hard to see how this tech-savvy and driven lady from Naivasha has achieved what she has!

## Improving Lives



**D&S Field Service Manager Lewis Njeru** is pictured with members of the Suiyan community where D&S, under the Improving Lives initiative in partnership with Child Fund, supplied and installed a solar powered borehole pump which will benefit over 5,500 members of the community.

# D&S Pictorial

## D&S HO Kisaju Borehole Project



D&S Water Treatment Department under Manager Bernard Rono have supplied and installed a solar pumping system for a large pharmaceutical company. The system will enable the firm to reduce its dependency on electricity, reduce running costs and increase operations up-time. Pictured is D&S Sales Engineer Christine Muchemi with the firm's Operations Manager Levi.

## D&S HO Riverbank Pool Project



D&S HO Sales Commercial under Manager Annette Wairoma have supplied various pool pumps and equipment to Riverbank apartments, a flagship project by Centum Real Estate at Two Rivers Social City. The stunning pool will provide residents with an improved environment. Pictured is D&S Sales Engineer Evans Ongoro at the site with Quantity Surveyor Gerald Mbaabu and Seyani Brothers main contractor Kanti.

## D&S Mombasa KWS RO Plant



D&S Mtwapa under Branch Manager Abdereheman Mohamed have successfully supplied and installed a Dayliff DRO water desalination plant to Wildlife Club of Kenya, Mombasa. The plant, now operational, is supplying over 4m<sup>3</sup>/hr to the well-respected club. Pictured at site are club representatives Roselyn Katunge and Tsfoa Mweni with D&S's Abdereheman and Water Treatment engineer Mohammed Omar.

## D&S Lodwar Solar Project



D&S Lodwar under manager Shadrack Langat have installed solar off grid systems at 6 sites in Kakuma at Turkana West Campus. The systems are specified with remote monitoring systems that will reduce reliance on diesel generators, predict equipment downtime and minimize environmental impact. Pictured are staff and students from the campus with D&S technician Denis Lungule.

## D&S Garissa Borehole Projects



D&S Garissa Manager Wilson Mbuthia and his team have installed Dayliff equipment for the solarization of 22 community boreholes in Garissa and Wajir counties each with an output of approximately 15m<sup>3</sup>/hr. The remote communities, who are mainly pastoralists will now be able to access water for their animals and irrigation needs from the renewable and sustainable distribution points.

## D&S HO Water Treatment Project



D&S HO Water Treatment Department under Bernard Rono have successfully implemented, tested and commissioned a large Dayliff Ultrafiltration plant complete with pumping units for Dawat-E-Hadiyah (Saifee Park). The plant is serving AlJamea-Tus-Saifiyah Educational Institute and community. Pictured is D&S team lead by Bernard together with Saifee Park project managers led by Waliije Waliije.

## D&S Tanzania Stockist Training



D&S Tanzania under MD Benjamin Munyao recently held a stockist training in Arusha branch. The event focused on the many newly introduced Dayliff products and solutions that are of interest to industry resellers and distributors and provided a forum for discussion. Pictured are some of the guests with D&S Arusha sales engineers Celina Manyonyi and Yussuf Hajji.

## D&S HO Pool Attendants Seminar



D&S Group Pools division led by Stephen Muhia recently took the initiative of arranging a seminar for members of the pool building industry. Hosted by executives Edward Davis and David Bolo, the event introduced the newly updated range of pool equipment, pool care accessories and innovative chemicals now being offered by D&S. Pictured are the group at the successful event.