

From the Chairman

I begin by congratulating **Dr William Ruto** on his election as Kenya's fifth President. The vote was very close but that it was generally seen to be fair and also accepted not just by the contestants but also the population is a huge endorsement for Kenya and of course that it was so peaceful is a great blessing. President Ruto certainly has a full in-tray both economic and social

that will bring many challenges, though I look forward to the country continuing to develop on the trajectory established by his predecessor **President Uhuru Kenyatta**, who has led the country to another level during his tenure. Kenya is now in a strong position to secure its position as the region's major economy and D&S looks forward to supporting the new government.

As Africa develops **regional trade** is a key economic driver and there are several positive developments at present including the proposed **expansion of the EAC** to include **DRC** and **South Sudan**, the **AfCFTA regional trading bloc** and **improved internal EAC relations**, all of which will enhance the regional trading environment. Simplified cross-border transaction processes and conducive customs



Group Chairman Alec Davis is pictured with contractor Jeff Wainaina and team at the new Head Office store, replacing the previous building destroyed by fire last year.

regulations are now most important and I hope to see good progress in these areas. As a regional trading business these issues have considerable implication on the D&S Group and we hope the new government will lead the way to prioritise growth in cross-border trade.

Physical resources are a vital component to all businesses and with growth there is a

continuous challenge to maintain adequate capacity. At D&S we are always building and two important projects are in the final stages of completion, a **new warehouse** in Lusaka for **D&S Zambia** which will be the region's central distribution hub and a **new store at the Dundori Rd Head Office** to replace the one fire damaged last year. I commend D&S Zambia MD **Jonathan Mainga** and Supply Director **Henry Davis** for leading the Zambia project which should be completed by the end of October and premises manager **Timothy Kemboi** and the building team under **Jeff Wainaina** for the successful HO project. The upgrade of the Dundori Rd premises is now an ongoing priority with ambitious plans to remodel the whole site. Watch this space as the project progresses!

25,000th Dayliff DX/CX GRP Filter Produced!

A major milestone was recently achieved by the **D&S Fibreglass Department**, the production of the **25,000th Dayliff DX/CX filter!** In Kenyan terms this is quite an achievement and given that there are probably less than 10,000 pools in the country most are fitted with these distinctive yellow filters. It's been a long journey, the first filter being made in 1985 with initially low production numbers that have grown over the years. Now available in five sizes and two configurations, Dayliff filters have proved their durability over years



Technical Director Philip Holi, Group CEO George Mbugua, Chairman Alec Davis and Engineering Manager Amos Wambura with his team pictured with the 25,000th Dayliff filter at D&S Head Office, Dundori Road.

of service, many twenty year-old ones still being in daily use.

Dayliff filters are a real Kenya success story being widely exported throughout the region and though always hidden in plant rooms they are responsible for the clean water in the majority of Kenya's swimming pools. Everyone in the fibreglass team is very proud of this unheralded contribution to Kenya's

swimming facilities in private homes, institutions including schools and the hospitality industry, production today continuing at record levels from D&S's Dundori Rd factory!

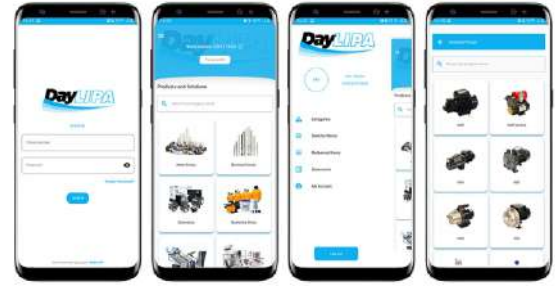
75th Anniversary Stockist Prize



75th Anniversary Stockist Competition Award winner Ragsons Kenya MD Gopal Raghvani is pictured receiving award from CEO George Mbugua as MD Kenya Edward Davis, Group Distribution Manager Louis Nyamweya and D&S Downtown Manager Miriam Kahiga look on.

The **Stockists Competition** launched as part of the D&S **75th Anniversary** celebrations has recently concluded with the winner, **Ragsons Hardware**, receiving a Toyota Probox as first prize. An award ceremony was held at D&S Tatu City Distribution where the winners' prize was presented with runners up **Buildmart Tiles Hardware** and **Abokor Supplies Ltd** also receiving gifts. **Ragsons Kenya** Director **Mr Gopal** was presented with the keys to the vehicle by Group CEO **George Mbugua** and in attendance was Kenya MD **Edward Davis** and Groups Distribution Manager **Louis Nyamweya**. Facilitating product flow to D&S distributors across the county and region, the Tatu Distribution Centre has significantly improved the speed and efficiency of deliveries to key partners including the D&S network of branches.

DAYLIPA Launch



The Daylipa App now available from Google Play store.

The D&S Group's digital division has recently launched its latest innovation, save-to-purchase module **DAYLIPA** that allows customers to purchase D&S solutions by making flexible deposits into their account over a period of time. Available as a smart phone app of the same name, DAYLIPA was successfully developed by a cross-divisional team led by ICT GM **Desmond Rao**, Branch Management Office Manger **Titus Njenga**, Digital Marketing Manager **Ken Muturi** and **Anthony Waweru**. Integrated into the **D&S e-shop**, customers can pre-select the solution of their choice and once payment has been made over a flexible time period, the item is redeemed for collection or delivery as preferred. Prices are fixed for a six-month period, allowing ample time for customers to complete their purchase without fear of price increases and allowing for more predictable financial planning. Fully administered, maintained and assured by D&S Group ICT and Finance, the flexible payment option is expected to become a popular choice for customers around the region.

New D&S Branches at Lavington & Kamakis Open



Managers of D&S branches at Lavington and Kamakis, Martin Kanyote and Rose Mwangi, are pictured with their teams outside the newly opened premises.

D&S Lavington & Kamakis Open D&S Kenya MD **Edward Davis** and Branch Network Executive **Margaret Kuchio** have in the last quarter embarked on a program of opening several new branches in Nairobi and surrounding areas including latest locations **D&S Lavington** in Legend Valley Business Park on Gitanga Road and **D&S Kamakis**, situated near the Eastern Bypass/Thika Superhighway intersection. With the aim of bringing the range of its products and solutions closer and more accessible to customers everywhere, the D&S branch network in Kenya now stands at 55 and at 87 groupwide.

D&S Lavington under newly appointed Branch Manager **Martin Kanyote**, offers customers a large and impressive showroom in a prime town location that will offer services to the many high-end residential and



office developments in the prestigious Lavington, Kileleshwa and Kilimani estates. With ample free parking and enhanced facilities for D&S service providers, the branch is expected to quickly gain momentum and add value to the local neighbourhoods.

D&S Kamakis has been opened by experienced Branch Manager **Rose Mwangi** and is located near junction 10 of the Thika Superhighway from the direction of Jomo Kenyatta International Airport. The new branch is predicted to contribute to the dynamic and rapidly developing local area that until a few years ago was a quiet backwater. The major infrastructure projects that have transformed the country in the last few years have resulted in the emergence of multiple new and thriving business hubs in the various counties, of which this is certainly one.

Staff News

Appointments



Ann Nyawira



Samuel Waka



Zillah Sabuni



Linda Okiki



Shukri Isaac



Eileen Kwiponya

D&S is pleased to welcome **Ann Nyawira** and **Samuel Waka** (D&S Nyahururu), **Zillah Sabuni** (D&S Nakuru), **Linda Okiki** (D&S Downtown), **Shukri Isaac** (D&S Wajir) and **Eileen Kwiponya** (D&S Kitengela). They are wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Alfred Ochieng**, **Boniventure Masalu** and **Nicholas Sang** (HO Field Service), **Maureen Nabawagga**, **Faith Nakalembe**, **Linda Tata** (D&S Uganda), **Wilson Kutwa** (D&S Githurai), **Nancy Maranga** (HO Sales Borehole), **Merceline Olala** (HO Sales Retails) and **Kinoti Kerera** (HO Legal). Their special efforts are greatly appreciated.

Births

Congratulations to **Duncan Karingithi** (D&S Thika) and his wife Susan on the arrival of their son Nathan, **Patrick Maina** (D&S Kitengela) and his wife Janet on the arrival of their son Elvis, **Henry Halkano** (D&S Marsabit) and his wife Hellen on the arrival of their son Ibrae and **Abdikadir Diriye** (D&S Somalia) and his wife Saadia on the arrival of their daughter Umulkheir.

Marriages



D&S Zambia Miriam Nalungwe is pictured with her husband Mwazwe Silutongwe as they celebrate the occasion of their joyous wedding.

Staff Profile - Desmond Rao



Desmond Tutu Rao, like his late illustrious namesake, is a well-known and well-liked team player and member of the D&S Head Office Executive committee, which he joined earlier this year and where he serves as GM ICT. Having initially joined as a Sales Engineer in 2011, Desmond is one of a small but growing club of D&S staffers

who have 'joined twice' because he left and then returned to the company as an ICT Manager in 2015 and has steadily risen through successive promotions to his current position in charge of Group ICT.

Having graduated as a Bachelor of Science in both Mechanical Engineering and ICT, Desmond's educational journey began back at Nguriunditu Primary before he attended Utafiti Academy, Maseno School, and finally Jomo Kenyatta University and the University of Nairobi respectively, where he obtained his multiple degrees. In addition, Desmond has recently added a master's in finance from UON and an MBA in Strategic Management from Strathmore Business School to his other tertiary certificates, as he completes a PhD in Psychology. He considers himself to be a lifelong learner and certainly he is well qualified!

Hailing from Nairobi, Desmond's Father was a senior official at the Ministry of Water and he remembers first becoming aware of D&S from a corporate calendar that had been brought home. He initially worked as a software developer before his career at D&S began and appreciates the challenging but enriching environment, referring to the company as 'the greatest school he has ever been to'.

Blessed with wife Janet, a children's pastor who he calls his 'best support system', and daughters Berakah Milan and Selah Nur, Desmond is a man of deep faith who, despite his rapid rise through the ranks of D&S, warns that there are no short cuts or magic and that only perseverance, dedication and integrity will lead you to the summit. Known affectionately to his colleagues as 'Papa Dez' for his wise and friendly counsel, Desmond describes his peers as a brilliant and objective lot all pulling in the same direction. He looks forward to serving into the future and few could argue that such an extraordinary person has much to give.

Improving Lives



The D&S HO Borehole team under Manager Martin Muraya have donated and installed a borehole pumping system at the Nest Children's home in Nairobi. The system will ensure consistent water to the home. Pictured is GM Service David Bolo with other D&S staffers and the home's resident children and carers.

D&S Pictorial

D&S Lamu RO Installation



Davis & Shirliff Lamu under Branch Manager John Kioko have supplied and installed a large Dayliff Reverse Osmosis plant (DRO) at Faza village on Pate Island which will enable the residents to enjoy clean drinking water. Pictured is HE The Governor of Lamu, Fahim Twaha, D&S Coast GM Mohamed Farook, D&S Lamu Manager John Kioko and other staff, technicians and officials at its commissioning.

D&S Eldoret Swimming Gala



D&S Eldoret Senior Branch Manager David Ngure has recently taken the initiative of sponsoring the Uasin Gishu swimming gala organized by Testimony Faith Homes that brought together children from different schools in Kakamega, Kitale, Kisumu and Uasin Gishu for a two day program. The event was held at Testimony Faith homes in Eldoret. Pictured are participants at the start of a race.

D&S HO Service Providers Event



D&S Service division under GM David Bolo and Manager Charles Kebaso have hosted the annual Service Providers event at the D&S Conference Center. Participants were trained on the new range of D&S products and solutions as well as recent digital innovations. The successful session included over 110 active members who are pictured with their certificates.

D&S HO Sustainable Farming Training



D&S Influencer Caleb Karuga 'The Farmerist' and the National Bank of Kenya have collaborated to host a farm visit at Wendy Farm in Gikambura. Over 60 attendees came together to learn more about sustainable farming in the context of climate change with D&S Irrigation Manager Stephen Wambua facilitating audience interaction with Dayliff Irrigation and Solar products as pictured.

D&S Uganda Customer Workshop



Newly appointed D&S Uganda MD Patrick Mufwoya recently hosted a Property Developers, Consultants and Contractors event at the JR Complex in Kampala. The event was organized by the Sales Commercial department headed by Richard Okot and over 55 participants from various partner groups attended. Pictured is Patrick Mufwoya with Commercial Director Joseph Luyima and the participants.

D&S Zambia Stockist Dinner



Davis & Shirliff Zambia have recently held a Stockist Appreciation Dinner at the Sarovar Premiere Hotel in Lusaka and hosted by MD Jonathan Mainga accompanied by General Manager Patrick Daka and Distribution Manager Tina Banda. The interactive session included orientation on the latest Dayliff solutions with various prizes being won via an instant online competition. Pictured is the group after the successful event.

D&S Uganda Exhibits at Homes Expo



D&S Uganda has participated in and was recognized as a premium exhibitor at this year's edition of the country's leading real estate event, the Homes Expo and Backyard Gardeners Show 2022. Focusing on sustainable housing and held at the Sheraton Hotel gardens, the D&S team was led by Sales Manager Milly Kure and showcased D&S's wide range of water and energy solutions.

Kenya Geothermal Event Participation



D&S together with partner Kurita Water Industries recently participated in the Kenya Geothermal Congress at Emara Ole Sereni Hotel in Nairobi. Pictured at the D&S stand is Chemicals Manager John Waema together with Kurita representatives Ferdi Hartzenberg, Paul Reulen and Stephanie Fritz. D&S and Kurita are supplying a range of chemicals to Geothermal sites in Naivasha.