

## From the Chairman

As is always the case after the Festive season's holidays and celebrations, the new year seems to start sprinting and already we are in March! The first two months are particularly busy at D&S as we finalise the various new year routines and start executing the **Annual Plan**, an important tradition being its presentation to all staff to align them with Group



Group Chairman Alec Davis, MD Jonathan Mainga and Supply Director Henry Davis are pictured with D&S Zambia staff outside the new distribution complex on Luanshya Rd.

priorities. The year has begun well and one important development I would mention is completion of the new **D&S Zambia Warehouse and Administration centre** in Lusaka. It is a most impressive building with over 2000m<sup>2</sup> of racked storage and offices for the various support teams. I must commend MD **Jonathan Mainga** for initiating and driving the project and Group Supply Director **Henry Davis** for assisting with the design and operationalisation. It is an excellent facility that will transform the logistics efficiency of the Central African region.

Another important initiative is the opening of several new branches over the past few months. In Kenya, driven by Branch Executive **Margaret Kuchio** and her team, locations include **Mlolongo, Ruiru, Chuka** and **Kilifi** raising the country total to 59 while in Tanzania MD **Ben Munyao** has opened a new branch in Mbeya.

We are proud of the benefit these branches provide by bringing our essential products to the various markets as we apply our **Improving Lives** purpose.

Another initiative of note has been the launch of the new **Pool Tool** (pool management App). Developed in house by Digital Business Manager **Ken Muturi**, this is an excellent reference for both pool installers and

owners and we are very proud having created world-class support to our pool business.

One particular present concern for us all is the ongoing **drought** that is having a severe impact throughout the region. The lack of rains is almost unprecedented and the suffering in the rural areas is in some cases extreme. Through our Improving Lives initiative we are providing various communities with water and of course our products, especially the solar pumping solutions, are making a big contribution to alleviating the terrible conditions. There is no doubt that climate change is a significant contributory factor and we all in our ways must do what we can to contribute to the planet's sustainability. In the meantime we pray for rain and a better wet season!

## D&S Introduces Dayliff Outboard Engines

New product initiatives are what drive all businesses and D&S has been particularly successful in developing its product range over the years. The focus has been on water and energy related products and though a different market profile, D&S is now pleased to announce the launch of the Dayliff **DOB Outboard Engines** range, which are complementary to the company's internal engine expertise.

These new products are sourced from a large Far Eastern factory that



D&S Lamu staff pictured using the branch boat fitted with a new Dayliff outboard engine

has an excellent quality reputation and thorough testing has proved them to be reliable and suitable for local conditions. Initially the range is limited to 15, 25 of 40 HP Two-stroke models and the first consignment has proved popular selling out in a short period. With many D&S branches in both coastal and lakeside locations prospects are looking good for the new marine product initiative that will be progressively expanded as the usual Dayliff characteristics of Dependable Quality are demonstrated.

## D&S Zambia Luanshya Rd Facility



Group Chairman Alec Davis, MD Jonathan Mainga and Supply Director Henry Davis are pictured addressing D&S Zambia staff at the new distribution center complex on Luanshya Rd.

D&S Zambia MD **Jonathan Mainga** has taken the important step of operationalizing the new company head office and distribution center complex on **Luanshya road, Lusaka**. The large and impressively equipped facility is the Group's second purpose-built fulfillment center to be opened after Tatu City DC in Kenya's Kiambu County opened in 2021 and will serve the Southern cluster of D&S markets including **DRC, Zimbabwe, Malawi** and **Mozambique**. Featuring world class logistics software and equipment, the new facility is expected to greatly enhance product availability and delivery to its served areas and will be staffed by a team of supply specialists. Located adjacent to the company's former head office on Lumumba Rd, Jonathan and his team have already moved into the new premises which will be officially opened by the Group Chairman **Alec Davis** in March.

## Accredited Chemical Laboratory



Lab Analysts Rachael Kimani and Steve Onyango with the newly issued KENAS Accreditation certificate.

D&S Chemicals Segment Manager **John Waema** has succeeded in achieving full **KENAS accreditation** for the **D&S Laboratory** housed at Head Office, Dundori Road. The new facility is equipped with state-of-the-art Hach spectrophotometry processors and is capable of carrying out full physiochemical and bacteriological water analysis for D&S partners. Lab Analysts **Rachael Kimani** and **Steve Onyango** are already busy testing samples from across the D&S Group and are on track to complete over **3,000 analysis** within the year thereby adding a key service that can be accessed by all D&S stakeholders. Typical analysis have a 4 day turnaround time with an express 2 day service available on request.

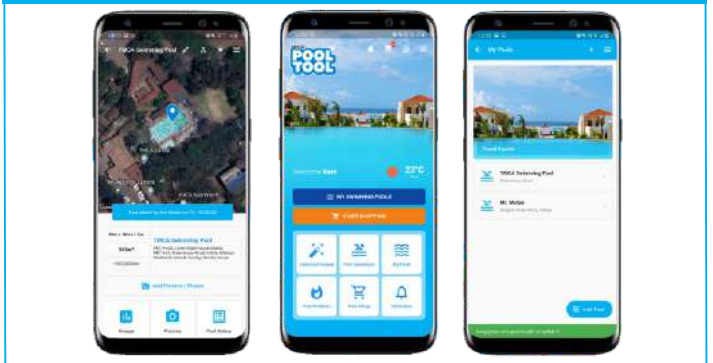
## D&S Opens 3 New Branches



D&S Kenya Branches under Executive **Margaret Kuchio** and Premises and Construction Manager **Timothy Kemboi** have worked together to successfully deliver three new D&S branches since the beginning of the year. The new locations, in **Ruiru**, Kiambu County, **Kilifi**, County capital, and **Mlolongo**, a satellite city of Nairobi in Machakos County, will bring the full range of D&S products and solutions closer to residents and local businesses. With 59 branches now operational in Kenya covering 35 of the 47 counties, representation in all counties is planned in the near future. The newly appointed Managers who oversaw the branch opening process are **Rebecca Mwendu** (Ruiru), **Michael Owinga** (Kilifi) and **Nancy Maranga** (Mlolongo).

Branch teams are pictured outside their new branches.

## Dayliff Pool Tool



Screen shots of the recently launched Pool Tool.

The **Dayliff Pool Tool**, recently launched by D&S' **Digital Division**, is a smartphone application that provides comprehensive support for swimming pool owners and operators. Offering users the opportunity to open an account for their pools, the App provides a data logging function that allows users to keep their swimming pools in optimal condition throughout the year as well as quick access to the D&S e-shop where the full range of pool-related products and solutions can be ordered and delivered at the click of a button. Additional innovative features include a **chemical dosage calculator, troubleshooting information** and **links to 'how to' videos** covering every aspect of swimming pool equipment installation and operation. Created internally by Digital Business Manager **Ken Muturi** and Digital team, the App is available for free download via Google play and the App Store.



# Staff News

## Appointments



**Agnese Mwende**



**Daisy Makerer**



**Maryline Wambundo**



**Benson Kiswa**



**Elvy Sitiabayi**



**Charles Ngethe**

D&S is pleased to welcome **Agnese Mwende** (HO Sales), **Daisy Makerer** (HO Internet Sales), **Maryline Wambundo** (HO Field Service), **Benson Kiswa** (D&S Kamakis), **Elvy Sitiabayi** (D&S Downtown) and **Charles Ngethe** (D&S Lavington). They are wished long and successful careers in the company.

## Commendations

Commendations were recently awarded to **Jacky Chelangat** and **Ken Muturi** (Digital Division), **Nelly Nyutu**, **Josephine Njuru**, **Prilona Kitavi**, **Henid Kiritu** and **Peter Muiruri** (HO Management Accounts), **Rahab Wainaina** (HO Human Resource), **Charles Ngatia** and **Maggie Kamotho** (Distribution). Their special efforts are greatly appreciated.

## Births

Congratulations to **Isaac Adinda** (HO Pools) and his wife Judith on the arrival of their daughter Rachael, **Kenneth Otieno** (HO Service) and his wife Clara on the arrival of their daughter Braelyn, and **Christopher Mutale** (D&S Zambia ) and his wife Memory on the arrival of their son Chebo.

## Marriages



D&S HO Digital Division **Robert Simiyu** is pictured together with his bride **Neema** as they celebrate together on the occasion of their wedding.

# Staff Profile - Gladys Ndungu



Githurai Branch Manager **Gladys Ndungu** is a seasoned D&S staffer having joined the company in 2009 as her first job direct from college. Having initially served in the Field Service department, she moved on to the Borehole department before being selected to open a new branch in Nairobi's bustling Githurai area.

A Nairobiian by birth, Gladys attended Juja Road Primary and Our Lady of Mercy South B Secondary before studying Mechanical Engineering at Kenyatta University. She first heard of D&S when a classmate she was travelling with in a Matatu (public bus) informed her that D&S was recruiting with the deadline falling on that very day. She therefore rushed to submit her application, which in those days comprised of a handwritten letter that needed to be physically delivered to D&S Head Office.

Married to Maina and blessed with children Victoria and Mark, Gladys loves reading, farming, swimming and listening to Gospel rock. She jokingly mentions that she doesn't have any pets because when she was a child her mother kept a wild clowder of cats who terrorized her and she is still traumatized by the experience! Appropriately, her future plans revolve around sustainable farming using renewable energy sources.

Of D&S Gladys likes the fact that every day is different and there is always something new to learn. She describes her colleagues as passionate about what they do, assertive and each other's cheerleaders and her friends say she is resilient, loyal and calm under fire. Her advice to others is that one's choices today will shape your future and you must plan what to do when you grow old, while not forgetting to enjoy the present. Her personal philosophy is to encourage others and try to bring out the best in them. Sage advice indeed from the rocker farmer from Githurai.

## #Improving Lives



Davis & Shirliff Zambia #ImprovingLives donated several drums of Granular Chlorine to World Vision Zambia towards the flood and cholera appeal. Pictured during the handover ceremony are the D&S team led by MD Jonathan Mainga and the World Vision team led by John Hasse.



# D&S Pictorial

## Baringo County Governor Visit



A D&S delegation led by Nakuru Branch Manager Joseph Ng'ang'a visited Baringo County Governor H.E Benjamin Cheboi where they explored partnership in the provision of sustainable irrigation and borehole pumping solutions for Baringo County whose citizens have suffered the adverse effects of ongoing drought in the region. Pictured are the team with the Governor.

## Marsabit Borehole Project



D&S Marsabit under manager Samuel Ilmothi have supplied and installed an extra deep (500m) solar powered borehole pump to a community in Karare, Marsabit, a record for D&S in terms of depth. The installation will ensure constant water supply to the community. Pictured is D&S technician Bakal Munene and community members during lowering of the pump.

## D&S Zambia CSR Award



D&S Zambia has received a CSR Excellence Award in Health, Safe Drinking Water, Sanitation and Hygiene (safe Wash) - Solar Pumping Solutions Category at the 4th Zambia National Responsible Business and CSR Awards. Pictured are D&S's Charity Mwendwa, Thelma Silungwe and Anna Siluwe receiving the award from the Minister of Green Economy & Environment Hon Collins Nzovu.

## Pool Traders Dinner



D&S HO have hosted a pool trader dinner at the Panari Hotel in Nairobi where participants were introduced the new range of Dayliff products and solutions, new marketing innovations as well the new Pool Tool App, which offers traders extranet access to the D&S supply chain. Pictured are participants and D&S staff led by Group CEO George Mbugua.

## D&S Coast Mzuri Project



D&S Mombasa under Yusuf Siraj have installed a large UF and RO plant for Mzuri Sweets at their impressive new production facility at Kikambala. The Dayliff plant will provide pure water for the production process. Pictured are D&S team during commissioning and handover of the plant to Mzuri sweets officials Dhava Patel and Ahmed Salim.

## D&S HO Irrigation Project



D&S HO Irrigation Sales under manager Scholastica Githua have supplied and installed a large, automated pop up sprinkler system featuring Hunter equipment at a prominent Government Residence in Nairobi. Pictured is D&S Field Service technician Isaac Chege on site testing the system.

## D&S Tanzania Ruwasa Solar Project



D&S Tanzania under Managing Director Ben Munyao have successfully installed several large solar pumping projects in Handeni, Tanga. Featuring Dayliff DS submersible pumps and motors powered by Dayliff Sunverter inverters, the large installations will provide municipal water supply to the local community. Picture are D&S Raphael Babu, Selemani Kirumbi and Service Provider Abraham Mahali on site.

## D&S HO PAC Training



The D&S Training Center recently held a successful 3-day Products Appreciation Course where participants from around the Group trained on existing and recently introduced products and solutions across the business segments over a program of theoretical and practical sessions. Pictured is MD Edward Davis with participants after the successful event.