

From the Chairman

July and August are the quiet season at D&S with many staff on holiday and activity generally at a low level before the heightened activities of the 'new term' in September when we prepare for the forthcoming year. This lull has been compounded by reduced national economic activity that has resulted from recent fiscal changes but nevertheless several important initiatives have taken place throughout the D&S Group. A most important one, held a few months ago, was the **Strategy Review** attended by all senior management staff and our valued non-Executive Directors and advisors when future Group priorities are debated and agreed. It is always a stimulating forum and I appreciate the contributions that everyone makes.

Another I would mention is activities by the recently established **International Business Division** under Executive **Anthony Wangondu** that is boldly expanding the Group's regional footprint. Various market reces have been carried out, several in Francophone West Africa that has involved translation of the Product Manual, and some good export orders received from **Malawi, Burundi, DRC, Kinshasa, Djibouti, Mauritius** and **Comoros**. There is great potential regional demand for the various products in the D&S



The D&S Executive team lead by Group Chairman Alec Davis after the successful strategy meeting.

portfolio and this is an important new business stream and now a focus. I much appreciate the IB team for their efforts.

Another important development I must mention is agreement with the international corporate giant **Huawei** to act as regional distributor for their solar inverter and power backup business. The arrangement was negotiated by

Supply Director **Henry Davis** and we look forward to working closely with them as we develop this new opportunity.

Finally, an update on the ever-expanding **D&S Branch network**, now at 93 locations regionally. This has been a most successful initiative and we are proud taking the D&S product range to previously underserved areas where its availability at national pricing levels supported by D&S expertise really is **Improving Lives**. Ten new branches have been opened in the past year, most recently in **Chuka** and **Busia** in Kenya. There is a great deal of work involved in establishing a new branch and I am very grateful to Branch Executive **Margaret Kuchio** and her team and Premises Manager **Timothy Kemboi**, who arranges conversion of the premises, for their great efforts.

Dayliff Econo Lines Launch



DDP60E Booster Pump

DDC158E Booster Pump

DDC80E Engine Pump

In response to challenging economic circumstances in the Region, a new range of reduced specification super value products under the **Dayliff Econo brand** (known as Dayliff E-lines) has been introduced Groupwide. The plus specification standard models remain available for those who prefer the more robust product.

Aimed at customers with limited budgets but who still value quality, performance, warranty and aftersales support, the new and expanding range of products includes the **DDP60E 0.5hp** and the **DDC158E**

1hp booster pumps, the **DC50/80E engine pumps** and the **DG3000E portable generator**. Widely available through the D&S network of **branches** and **Stockists**, and fully supported by the **Dayliff App**, the new lines have already proved a popular choice in a market where product quality can be variable and genuine warranty rarely offered. In addition, all models have been thoroughly tested and are guaranteed to perform to the standard indicated on the packaging and product literature.

D&S Busia Opens



Pictured are Harriet Ochieng, Alfred Obala and Carlos Mwarongo in front of their new showroom.

D&S Kenya executive **Margaret Kuchio** and her team have recently opened their 58th Kenyan Branch in Busia Town, in the West of the country. A famous border town that straddles the Kenya/Uganda frontier, Busia has become a thriving business hub and is the Capital City of Busia County which is known for its sugar plantations, tourism and shoreline onto Lake Victoria. Premises Manager **Timothy Kemboi** and newly-appointed Branch Manager **Harriet Ochieng** worked together to deliver the smart new branch in record time, which is now open for business as it brings the wide range of D&S products and solutions closer to local customers.

D&S Kisii Relocates



Pictured are the Kisii team Collins Onyango, Ivy Ayeko, Dennis Miranyi and Caleb Nyause in front of the new Branch.

D&S Kisii is a relatively early D&S branch, having originally been opened by Branch Manager **Eng.Festus Ngeno** in 2008 on Hospital Road. Since that time, the local demand for D&S products and solutions has increased substantially and the decision was taken by the Branch Management Office (BMO) to upscale and relocate the branch to a larger purpose-built premises in a new location. The new facility enjoys a central location at **Stage Plaza** opposite the main the Bus Stage. Overseen by Branch Manager **Dennis Miranyi**, the new showroom offers a better environment for customers and the inclusion of a pump testing rig and workshop will enhance service levels.

Engineering Project Portfolio Published



A view of the new Engineering Projects Portfolio

The D&S **Technical Division** under Director **Philip Holi** has in recent months completed an impressive array of large scale and complex engineering projects that have provided customized solutions for customers in a wide variety of applications. To raise awareness and concisely document a selection of projects spanning the various product segments, an **Engineering Project Portfolio** document has been published and is available in both hard and soft versions via the D&S Group **website** and **FLO App**. Featuring project case studies as well as site photos, drawings, schematics and examples of control interfaces, the portfolio places a particular emphasis on D&S' **Digital Engineering Solutions**, with most if not all projects now benefitting from elements of digital monitoring and control.

In addition to completed projects, a section aimed at consulting engineers and trade professionals has been included that demonstrates the various **Digital Engineering tools** that have been developed by the company to add value to partner activities. These include sizing Apps **Solarcalc**, **Pumpcalc** and the **Pool Tool** and **iDayliff** remote monitoring.

Z-cards



The new range of segment specific Z-cards

D&S Marketing under Manager **Jos Musima** and Graphic Designer **Fred Katulu** have released an impressive range of **Z-cards** (mini leaflets) covering the various product segments within the Group's range of solutions. Each Z-card features outline details of key products with QR-enabled functionality that connects customers to the D&S suite of digital support platforms. Available at D&S branches and stockists throughout the D&S network, the initiative will help customers access the wide range of options that D&S can provide.

Staff News

Appointments



Anne Cheloti



Bernard Akoko



Celline Achungo



Phineas Mwilaria



Jeremiah Saigulu



Donald Alata

D&S is pleased to welcome **Anne Cheloti** (D&S Downtown), **Bernard Akoko** (D&S Kamakis), **Celline Achungo** (D&S Mlolongo), **Phineas Mwilaria** (D&S Utawala), **Jeremiah Saigulu** (D&S Lodwar) and **Donald Alata** (D&S Ruiru). They are wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Simon Munga**, **Wycliff Karanja** (HO Field Service), **Sarah Omwoyo** (HO Water Treatment), **Grace Njuguna** (HO Solar), **Moses Okwaro**, **Gideon Achoki**, **Brenda Muhati**, **Paul Ogillo** (All HO Supply), **Stanley Obaga** (HO Technical), **Centrine Wekesa** (HO Distribution), **John Kioko** (D&S Lamu), **Benson Maina** (D&S Embu) and **Jemimah Njenga**, **Samuel Muchai** (D&S Westlands). Their special efforts are greatly appreciated.

Births

Congratulations to **Edward Kariuki** (HO Water Treatment) and his wife Sarah on the arrival of their son Nate, **Thomas Kagai** (HO Finance) and his wife Wanjiru on the arrival of their son Patrick, **Harieth Mariara** (HO Projects) and her husband Lameck on the arrival of their son Theo, **Japheth Karisa** (D&S MO) and his wife Mesheal on arrival of their son Amal, **Wilson Mbutia** (D&S Garissa) and his wife Judy on arrival of their daughter Gift and **Fredrick Chege** (D&S Kitengela) and his wife Risper on arrival of their daughter Amani.

Marriages



D&S Rwanda Phanie Joyeuse is pictured together with her husband Murekezi Hazard as they celebrate together on the occasion of their joyful wedding.

Staff Profile - Simeon Kirwa



Having started his career at D&S in the Supply division almost 12 years back, **Simeon Kirwa** is well known around the Group as the Dayliff Manager, a role he took up in 2020.

Hailing from the Kipkaren Salient in Nandi County, Simeon schooled at Sarora Primary and Terige High before graduating from Jomo Kenyatta University of Agriculture and Technology (JKUAT) with a Bachelors in Soil, Water and Environment. He joined D&S direct from University having spotted a well branded vehicle passing by, which piqued his interest in the company and led to him applying for a job.

A family man blessed with wife Mercy and son Asher, Simeon is a keen swimmer, lawn tennis player and, appropriately for his training, a farmer. His future plans, aside from making Dayliff the default brand in the region, include developing his leadership skills, building a strong network and contributing meaningfully to society.

Of D&S Simeon cites its values and professionalism as well as the spirit of teamwork and appreciates his colleagues who he describes as dependable, supportive and passionate about what they do. They describe him as calm and compassionate.

Of life, Simeon has learnt that it is a journey beset with challenges but that if one is focused, disciplined and God-fearing, then all difficulties can be overcome. Certainly the efforts and perseverance of this farmer from Nandi have helped to make Dayliff the success it is today!

#ImprovingLives



D&S under the #ImprovingLives initiative have supplied and installed a solar powered borehole pump at Don Orione community, Kandasi village. The pump will ensure constant water supply to over 400 members of the community. Pictured is GM David Bolo with Don Orione members during the handover ceremony.

D&S Pictorial

Juja Prep School Genset



D&S Thika under Branch Manager Benson Kanyuru have supplied and installed a 250kVA genset at Juja Preparatory School Thika. The unit will provide reliable back up power during power cuts enabling students to continue with their studies. Pictured is D&S Sales Engineer Edwin Erima and school representatives Johnson Kemboi and Frederick Omondi.

D&S Uganda Service Providers Seminar



D&S Uganda MD Patrick Mufwoya has hosted a successful Service Providers Seminar where participants were introduced to recent product innovations within the Dayliff range including Solar grid-tie and smart pumping solutions. Pictured is the team led by Patrick after the event.

D&S Sponsors Manyatta Polo



The D&S Naivasha team led by Branch Manager Michael Njeru have sponsored a Polo Tournament at the Manyatta Club in Gilgil where they displayed the D&S range of products. Pictured is the Dayliff Polo team with D&S's Anne Kerubo and Derrick Mukula after the game.

D&S Kisii Solar Pumping Project



D&S Kisii under Dennis Miranyi have successfully solarized several pumpsets in Kakrao, Migori County for an engineering client. The project scope included installation of Dayliff pumps, motors, solar structures, panels and inverters. Pictured is the installation which will enable the client to reduce their energy bills significantly.

Drillers and Rig Owners Dinner



D&S HO Borehole Department under Martin Muraya have hosted the annual Drillers and Rig Owners dinner at Panari Hotel. New products were featured and a discussion was led by CEO George Mbugua and GM David Bolo where D&S's long industry support was appreciated. Pictured are the assembled guests after the event.

D&S Eldoret Product Training



D&S Eldoret Manager David Ngure has held a training for Uasin Gishu, Elgeyo Marakwet and Nandi County Engineers and contractors at Noble Hotel in Eldoret town. Pictured is the group with D&S's David Ngure, Solar Segment Manager Norman Chege and Chemical Segment Manager John Waema after the event.

D&S Signs MoU with Millenium Water



Davis & Shirriff Group CEO George Mbugua and Millennium Water Alliance Country Director Styvers Kathuni have signed a Memorandum of Understanding to help small scale farmers in ASAL regions have greater accessibility to D&S products. Looking on is D&S Technical Director Philip Holli and MWA Water Intervention Manager June Samo.

Pool Installation at Kanjeru Girls School



D&S Rongai under Amos Mutunga have supplied and installed Pool pumps, filters, Pool care items and chemicals to the PCEA Kanjeru Girls High School. Pictured is the D&S team led by Group Pools Manager Stephen Muhia as he hands over the commissioning certificate Principal Jane Ngari.