



COMMEMORATIVE ISSUE



Chairman Alec Davis and other Executives celebrating with Prize winners at the HO Christmas party, one of many held throughout the D&S Group.

FROM THE CHAIRMAN



Another year ends which has been challenging in many ways, especially as the region has faced various environmental headwinds including economic constraints, a drought and more recently heavy rains, all exacerbated by considerable world turbulence. The effect has been a subdued performance for D&S, though still some growth has been achieved, particularly in the various subsidiaries and I'm very grateful to all the teams that have worked so hard to achieve these results. There has also been much qualitative progress and I particularly mention opening of the new **D&S Zambia Distribution Centre**, the establishment of **8 new branches** and many innovative **Digital developments** – D&S never stands still!

A particular milestone of this Newsletter is that it is **Number 150**, the first one being released in May 1999 nearly 25 years ago! The rationale then was that a better means of communication was necessary with the more widely spread staff in the emerging branch network and it has been regularly published every two months since then, an achievement we are proud of! Reading the first Newsletter it is interesting to note mention of **Margaret Kuchio** and **Jonathan Mainga** being appointed to new positions, both being senior executives now! Mention of installation of the first computer system was also made, then a significant innovation! Over time the format has evolved and distribution expanded to other stakeholders and I must commend **Jos Musima** for the many years of work being the layout designer.

Times do, however, change and it has been decided to redesign and refocus the Newsletter for the wider stakeholder audience we now have and introduce another new Staff newsletter with more internal news. This is the first edition of the new look version and it is a special eight page issue celebrating the milestone and looking back over past highlights. We hope that readers find this new format an improvement.

One significant event I mention is the successful State Visit to Kenya of **HM King Charles III**. One of his activities included visiting an innovation centre where D&S exhibited our **Paygo Solar Pumping systems**. Engineer **Brian Nyagol** explained its workings and the King seemed impressed!

Looking ahead we have another busy year with much planned, a key priority being starting construction of the new **Tatu Engineering Centre**. There will also be a new **warehouse/office development** for D&S Tanzania in Dar-es-Salaam, operationalisation of the new **HO Service Centre**, several new branches and some innovative new products. There will be challenges of course though no doubt progress will be made as we pursue the year's theme of '**Finding New Ways**'.

To conclude I sent everyone **my warmest Season's greetings** and mention my deepest appreciation to all D&S stakeholders including customers, suppliers and most importantly staff for your great support over the past year as without you we would be unable to achieve what we have. I also pass everybody **my very best wishes for a healthy and successful 2024**.

PRODUCT OF THE MONTH

DAYLIFF PRESSURE WASHERS

Newly introduced Dayliff **DPW Pressure Washers** are the ideal solution for all wash down and cleaning applications particularly for vehicles, compounds, production lines, tanks and more. They are high quality units offering top performance and excellent value. Particular features are:-

- Options of engine and electric drive to suit requirements
- Supplied complete with trigger controlled spray head with interchangeable nozzles (except for DPWE 7A with adjustable nozzle), in-line water filter and high pressure hose all wheel mounted for easy manoeuvring
- Choice of commercial quality Triplex and residential quality Axial pressure pumps
- Engine powered models fitted with air-cooled OHV 4-stroke engines with low level oil cut out
- Electric models suitable for 240V 1 phase and supplied complete with 5m power cable



Available under an introductory offer from just **KES12,600/80USD**, the range is available to purchase via the D&S network of branches and via online platforms davisandshirliff.com and the **D&S FLO App**.



KING CHARLES VISITS DAYLIPA STAND

His Majesty King Charles III in October embarked on a state visit to Kenya, his first official visit outside of Europe since ascending the throne in September 2022. He was hosted by His Excellency President **Dr William Ruto** and toured various sites across the country as part of a busy program. A keen environmentalist and proponent of action against climate change, the King visited an exhibition focusing on green technology in Nairobi where the **D&S/4R Digital Daylipa** collaboration displayed its solar pumping technology. Clearly interested by the concept, the King engaged with D&S Engineer and Daylipa project lead **Brian Nyagol** who explained the innovative and recently launched platform to him. Principally aimed at small holder farmers, Daylipa offers flexible pay as you go financing options for the renowned range of Dayliff Sunflo solar pumping systems.



GLEE HOTEL POOL PROJECT



D&S has successfully supplied and installed state-of-the-art pool filtration and heating equipment at **Glee Hotel**, a prestigious 5-star luxury establishment located in the serene suburb of Runda, in proximity to Nairobi's UN and Diplomatic enclaves. Situated in 8 acres of beautifully landscaped surroundings, this urban hotel seamlessly combines the sophistication of city living with the tranquil ambiance of a resort, offering guests a unique and elevated hospitality experience. The use of **Dayliff SP heat pumps** ensures optimal utilization of the hotel's pool, even during cloudy weather. The Dayliff heat pumps stand out for their exceptional efficiency, harnessing energy from both the ambient air and electric power. This innovative system operates a compressor in a reverse refrigeration cycle, guaranteeing consistent and reliable heating for an enhanced swimming experience.

D&S EQUIPMENT FOR GATHURA INVESTMENT'S APARTMENTS

D&S Westlands has completed the successful integration of essential systems in the equipping of a comprehensive project at **Gathura Investment's** prestigious apartment block in the Pangani area. This multifaceted project, spearheaded by D&S Westland's Branch Manager **David Ngari**, combines a **Dayliff** borehole pump, generator and a Solar Grid Tie system. The synchronized operation of these solutions ensure a reliable and continuous supply of water, auxiliary power and sustainable electricity for the entire apartment complex, highlighting the D&S commitment to providing comprehensive solutions for optimal functionality in residential developments.



#IMPROVING LIVES

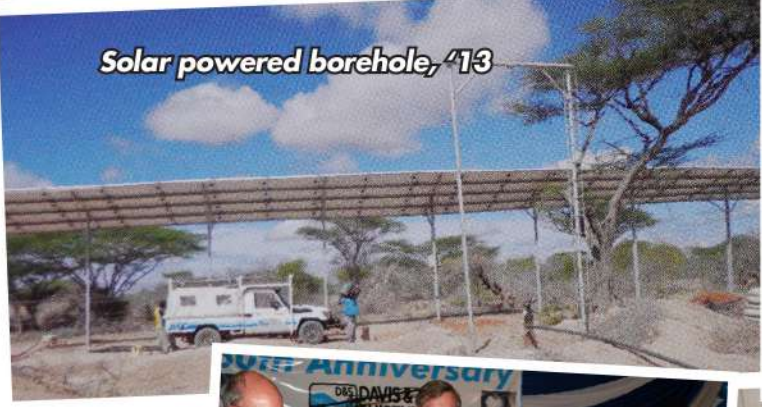
D&S's Community Activities have always been a corporate priority and over the years many projects have been completed, the focus being on providing water solutions to deprived communities, many in arid areas. The activity was expanded a few years ago with the establishment of a dedicated office tasked with finding and executing projects with partners and renamed '#Improving Lives'. Nearly 600 projects have been completed in the last five years benefiting many hundred thousands of people, this initiative having made a great impact on the beneficiaries lives and the company is very proud of the contribution it has made. The collage illustrates some of these successful humanitarian projects as well as some of the commercial projects undertaken.



NEWSLETTER HIGHLIGHTS

The D&S Newsletter has been regularly published bi-monthly for 25 years pictorially recording all the major events in the Group's long journey. Over this time the Group has grown from a staff of 150 and 6 Branches to over 1000 staff in nearly 100 Branches spread over 12 countries and has become a major contributor to the communities it serves. These are a sample selection of the many milestones over the period.

Solar powered borehole, '13



Tribute to Najumdin Ramji
Butech Founder, '00



Opening of D&S Zambia, '01



60th Anniversary Celebrations, '06



25,000th Dayliff filter milestone, '22



David Gatende promotion
to MD, '01



New D&S Mombasa, '16

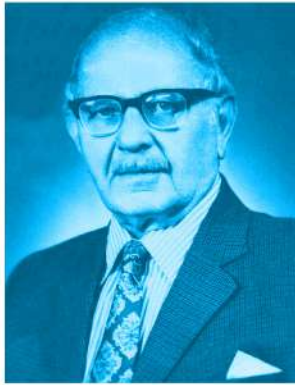


Launch of the Dayliff Solar
Water Heater, '07



From Newsletter No. 28

I am sitting down to write this message on 14th August, which by an extreme co-incidence is the centenary of my father and D&S Founder Eddie Davis's birth on 14th August 1903! Enormous change has occurred in the world since then, though in Kenya the changes have been extraordinary; from an undeveloped country of about 3m people to a bustling and often chaotic place of 50m! There have also been huge political and social changes in the period and I often wonder what he would think if he could come back and see how things have developed. Whatever his thoughts would be on Kenya I'm sure he would be pleased with Davis & Shirliff which also has changed enormously since his death in 1982.



D&S staff celebrate head office
renovation, '10



D&S Zambia Warehouse Opens, '23



ARD retires as CEO, '16



ARD with
Henry, '16



D&S Tatu Warehouse Ground breaking,
'19



ARD with Marketing team review
50th Newsletter



CEO David Gatende retires, handing
baton to George Mbugua, '22





D&S Uganda new head Office, '17



New D&S Tatu distribution centre, '21



D&S Mombasa solar installation, '20



D&S HO Manufacturing Facility Expansion, '14



D&S company conference, '06



Dayliff UF Plant production, '19



Pedrollo celebrates 40th Anniversary, '14



New Dayliff building, '16



Executives and ex-colleagues bid UG MD Ephraim Wainaina farewell, '20



5Y-DNS D&S aircraft on branch visit, '17



ARD greets Grundfos chairman Niels Due Jensen, '13



D&S Borehole Fleet, '11



New D&S Downtown branch, '20



Dayliff product display, '21



Management Conference, '14



sons Edward and '14



Founders day celebration at Tatu, '22



New D&S board, '02



Solar support structure, '20



The last D&S pool, '03



Solar pumping commissioning, '06



D&S management conference, '11

ADVERTISING THROUGH THE YEARS

D&S is renowned for its creative advertising that has made a big contribution to the Group's success today. Some of the more memorable copy is shown.

Water
We help you to use it.

40 YEARS

DAVIS & SHIRTLIFF LTD

You Can't Name a Better Pump

DAVIS & SHIRTLIFF LTD

Davis & Shirliff's water treatment plant.

Crystal clear water

DAVIS & SHIRTLIFF LTD

ONCE OUR CUSTOMERS BUY A PUMP FROM US, THEY USUALLY NEVER SPEAK TO US AGAIN.

Because they usually never have to. That's the benefit of buying from Kenya's biggest and best water pump specialist, Davis & Shirliff. With over 150 of the world's finest pumps in stock and 50 years of experience, we are in the best position to supply the exact pump you need, for borehole, borehole, irrigation, borehole or industrial applications. And once you buy the right pump from the right manufacturer through the right dealer, the chances are there won't be any need to contact us again. Of course, in the rare event that you do need to contact us, you'll find that our customer service is second to none. For your nearest Pump Centre, call Nairobi 540670.

DAVIS & SHIRTLIFF

NOBODY KNOWS MORE ABOUT PUMPS

We at Davis & Shirliff believe that water flows just as easily up hill as it does down.

DAVIS & SHIRTLIFF LTD

Leaders in Water Technology

DAVIS & SHIRTLIFF LTD

PUMPS PUMPS PUMPS PUMPS

Borehole, Booster, Pressure, Drainage, Fountain, Sewage, Circulator, Irrigation

Petrol, Diesel, Electric, Solar

Grundfos, Flygt, Doves, Airt, Litz

NOBODY KNOWS MORE ABOUT PUMPS

DAVIS & SHIRTLIFF LTD

You should have bought a pump from D&S DAVIS & SHIRTLIFF

know HOW through experience

DAVIS & SHIRTLIFF LTD

They should have bought a pump from D&S DAVIS & SHIRTLIFF

know HOW through experience

DAVIS & SHIRTLIFF LTD

THE Professionals

Water Pumps • Water Treatment Solar Equipment • Borehole Services Swimming Pools • Generators

DAVIS & SHIRTLIFF LTD

know H₂Ow

progressive > reliable

DAVIS & SHIRTLIFF LTD

HOUSEPOOLS

boreH₂oles

KNOWHOW

WHO'S WHO?

DAVIS & SHIRTLIFF LTD

WATER IS JUST A PUMP AWAY!

KENYA | UGANDA | TANZANIA | ZAMBIA

DAVIS & SHIRTLIFF LTD

WATER IS LIFE

With over 50 years experience

NOBODY KNOWS MORE ABOUT WATER.

DAVIS & SHIRTLIFF LTD

Nimechagua DAYLIFF

Great Pumps, Great Value!

DAVIS & SHIRTLIFF LTD

know H₂Ow

KENYA | UGANDA | TANZANIA | ZAMBIA | RWANDA

DAVIS & SHIRTLIFF LTD

WATER IS JUST A PUMP AWAY!

KENYA | UGANDA | TANZANIA | ZAMBIA

DAVIS & SHIRTLIFF LTD

know -HOW

DAVIS & SHIRTLIFF LTD

THE LEADER in Water & Energy Solutions

Improving People's Lives throughout Eight Countries in the East and Central Africa region.

DAVIS & SHIRTLIFF LTD

WATER IS JUST A PUMP AWAY!

DAVIS & SHIRTLIFF LTD

NAIROBI-NOMBASA-KISUMU-ELDORET-KAMPALA-DAR ES SALAAM-LUSAKA

DAYLIFF Dependable Quality

WATER PUMPS | BOREHOLE SERVICE | POOLS SOLAR | WATER TREATMENT | CHEMICALS GENERATORS | IRRIGATION

DAVIS & SHIRTLIFF LTD

Think Pumps... think DAYLIFF

Great Pumps, Great Value!

DAVIS & SHIRTLIFF LTD

DAYLIFF Dependable Quality PUMPS

NOBODY Knows More about Pumps!

DAVIS & SHIRTLIFF LTD

D&S SUPPORTS MARY IMMACULATE RESCUE CENTER



Mary Immaculate Rescue Center in Suguta Mar-Mar is a sanctuary for girls fleeing societal problems including child marriage, F.G.M., and child labour. The local community grapples with severe water scarcity relying on neighboring villages for water supply with women trekking six kilometers daily.

In a collaborative effort, **With My Own 2 Hands Foundation, Davis & Shirliff, and Amerisolar** have donated and installed a solar powered borehole pumping system bringing the much-needed resource to the Centre and making a substantial enhancement to the living conditions of residents. Pictured are D&S staff and beneficiaries at the Rescue Centre.

DROUGHT RESPONSE MOU SIGNING



D&S has taken a leading role in the effort to combat effects of drought in the region including the recent initiatives taken in Kenya by HE President **Dr William Ruto** and Deputy President **Rigathi Gachagua** who have engaged the company directly. Group CEO **George Mbugua** and Branch Network Executive **Margaret Kuchio** recently signed an MoU with Nation Steering Committee on Drought Response leads **Murage Murimi** and **Patricia Mugambi**. Pictured are the four at D&S HO having agreed on the project scope which involves provision of multiple sustainable pumping systems across the country.

HUAWEI POWER SUPPLY SYSTEMS



D&S Technical Division under Director **Philip Holi** have collaborated with key partner **Huawei** to host an event at D&S Tatu for the solar EPC Industry (Engineering, Procurement and Construction). Featuring Huawei's world leading digital power and energy storage systems, the D&S/Huawei partnership is expected to drive adoption of the technology across the region. Key products include:-

Huawei Sun Series Smart String Grid Connect Inverters are of transformerless design for the management of hybrid solar powered PV/AC mains power supply installations. The inverters convert the PV generated DC power to either single or three phase AC depending on model, and feed to the applied load prioritizing the PV output, supplementing with AC mains power if there is insufficient PV generated output.



Huawei Power-M is an intelligent integrated power supply system with a back-up facility. It includes a power module with inverter and a high-capacity lithium-iron phosphate battery and is compatible with either or both off-grid PV Solar or on-grid mains power supply all fitted in a compact IP65 enclosure suitable for indoor or outdoor installations. In hybrid PV/mains supply mode power input is principally provided from the PV source supplemented by the battery which is charged from the mains and during periods of non PV output the system automatically switches to mains power.



D&S PARTNERS ROTARY



D&S has partnered with **Rotary District 9212** to offer technical support and equipment supply for the implementation of sustainable WASH projects with service maintenance contracts. Pictured is District Governor **Leonard Ithau** and D&S Group CEO **George Mbugua** at the MOU signing ceremony.

STANDARD CHARTERED MARATHON



D&S partner **Standard Chartered** has been the sponsor of the Nairobi **"Seeing is Believing" Marathon** for 20 years now and it is an event on the world marathon calendar. D&S has participated since its inception, this year 45 staff entering in the 6 race categories with Group CEO **George Mbugua** emerging the fastest staffer in the 21km race. Pictured is some of the runners after the event.

D&S UGANDA POOL SEMINAR



D&S Uganda held a pool builders' seminar at JR Complex where participants were trained on the new products and solutions available. Pictured are participants with MD **Patrick Mufwoya** after the successful event.

D&S UGANDA 'TUKTUK'



D&S Uganda have invested in a **Tuktuk** to provide deliveries around Kampala, the compact vehicle enabling easy passage through congested city streets, providing stockists and other customers with a rapid delivery option. Pictured is Group Chairman **Alec Davis**, Director **Edward Davis** and D&S UG MD **Patrick Mufwoya** inspecting the new vehicle.

D&S TANZANIA FIRE SET HANDOVER



D&S Tanzania have supplied and installed a large fire set for **Motison Builders**. The insurance compliant equipment provides early warning detection and fire suppression. Pictured during the handover ceremony are D&S's **Johnson Mugomba**, **Kalimunda Mwaiteleke** and **Salum Rashid** and Motison representative **Kundan Kumar Singh**.

D&S UGANDA TRAINING OF UNHCR ENGINEERS



D&S Uganda had the privilege of training **UNHCR graduate trainees** at Entebbe Water Resource Institute. The trainees were taken through the various D&S Water treatment solutions, pumping options and solar solutions.

MOU SIGNED WITH FOUNDATIONS FOR HOPE



D&S Projects led by **Joseph Wanene** have signed an MOU with **Foundations for Hope**, a faith organization in Western. D&S will be providing technical support for WASH projects. Pictured is with the D&S team are the Foundation's Kenya National Director **Peter Mugodo** and **Randy Treglown**.

REVERSE OSMOSIS PLANT FOR SERENA HOTEL



D&S Tanzania under MD **Benjamin Munyao** have supplied and installed a **30m³ Reverse Osmosis Plant** for Dar-es-Salaam Serena Hotel. Pictured are D&S HO Technicians **Sylvester Omondi**, **Lilian Sudi** and **William Osala** in the plant room during commissioning.