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# Newsletter

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Group Chairman Alec Davis marks December birthdays by cutting a cake with the celebrants at the year-end Christmas party at D&S Head Office.

## FROM THE CHAIRMAN



Another year ends which has had its challenges due to the difficult general economic environment and like many businesses for D&S it has been flat, though in the circumstances not unacceptable. As usual there has been good qualitative progress in a number of areas, of particular note being the opening of **D&S Tanzania's new distribution centre and offices**, the ongoing construction of the game changing **Tatu Engineering Centre** and continued **expansion of the branch network** with 6 established bringing the total in Kenya to 65, over 100 in the region. By any standards D&S is now a large organization!

There have also been several important product initiatives, notably establishment of a **chemical production facility**, expansion of the **Smart pump range** and launch of the **Paygo project** that is supported by several international funders and partners. The other activity I am particularly proud of is our **'Improving Lives'** initiative, the focus being to provide water, mostly solar powered, to underprivileged communities. This year in conjunction with several partners we have undertaken 120 projects benefiting over 170,000 people. I also mention two awards recently received, the first being at the recent Energy industry event where we won the

**'Women in Leadership'** category. Advancement of women is a priority Group policy and it was encouraging to receive this recognition. The initiative is led by Branch Management Executive **Margaret Kuchio** and well done to her and the team she works with for the achievement. The other was at the **Chief Information Officer Africa Awards** where we were recognized for the **D&S FLO app**. This has been developed primarily by **Ken Muturi** and congratulations to him on this world-class reference.

Looking ahead to the new year the prospects are encouraging. The Group is well resourced with many new and interesting initiatives in hand and the region's economic environment is more settled. Barring any unanticipated environmental developments, I look forward to a year of progress, particularly operationalising the Tatu Engineering Centre, as we focus on our theme **'Building on Strengths'**

To conclude I send everyone my **warmest Season's Greetings** and mention my deepest appreciation to all the Group'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 2025**.



## PRODUCT OF THE MONTH

### DAYLIFF DI-X/D PUMPS

The recently introduced ranges of **DI-X** and **DI-D** pumps from Dayliff bring with them several advantages that build on the success of the existing DI-N range, already the vertical multistage pump market leader in the region.

Powered by **IE5 motors** featuring **variable speed technology**, **DI-X** offers exceptional efficiency with smart demand driven operation as well as high levels of motor protection for enhanced life cycle and reliability. The innovative pump design features AISI 316 stainless steel components for all hydraulic parts and an integrated inverter controller suitable for a wide range of water supply, irrigation, liquid transfer and pressure boosting applications. The pumps are of heavy duty construction designed for continuous duty in commercial and industrial applications and are quiet in operation.

The **DI-D** range offers an affordable and well supported solution for pumping ultra-aggressive liquids at high pressure. Featuring heavy duty construction of 903L and Duplex SS2205 stainless steel, and capable of handling water with a TDS of up to 35,000ppm and chlorides of up to 20,000ppm, the DI-D range is ideal for Reverse Osmosis plant operation and other specialized applications.







## D&S TANZANIA CELEBRATES NEW OFFICES AND 25 YEARS!

**D**&S Tanzania, founded in 1999, has just had a double celebration- its Silver Jubilee as well as the opening of a state of the art new **Head Office** and **Distribution Centre** in **Mwenge**, Dar es Salaam. Under Managing Director **Ben Munyao**, the business has grown impressively over the years and now comprises 11 branches including D&S Zanzibar and has become market leader in the water and energy sectors.

To mark the occasion, a lavish party was held with Group Chairman **Alec Davis** officially opening the new facility. Speeches were given by the Chairman, TZ Chair **Edward Davis** and **Ben Munyao** to the assembled guests and dignitaries including prominent businessman Mr **Rostam Aziz** and Zanzibar MP Hon **Abdullah Mwinyi**.



## D&S ETHIOPIA OPEN NEW HEAD OFFICE



**D**&S Group associate company D&S Ethiopia recently celebrated its **15-year Anniversary** and the opening of **new premises** in Megenagna, Bole Ring Road, the event being hosted by D&S Ethiopia Directors **Dejene Woldemariam** and **Hailu Ephraim** and attended by Group Chairman **Alec Davis** and International Business Executive **Anthony Wangondy**. The well attended event brought together D&S stakeholders including customers, partners and suppliers all of whom have been part of D&S Ethiopia's successful journey to the market leading position it occupies today, particularly in the area of solar powered borehole pumping.

## HALF OLYMPIC HEATED POOL PROJECT

**D**&S HO have supplied and installed equipment for a **half Olympic heated pool** project for a leading school in Kenya. The installation features Dayliff **high flow filters** and **industrial pool pumps** coupled to a large inverter-driven heat pump system to keep the pool water warm and to competition standard of 25°-28°C. Also supplied were competition equipment including lane markers and starter boards.





## IMPROVING LIVES INITIATIVE

### D&S REACHES 10,000 TREES MILESTONE



As part of its **Environmental, Social and Governance (ESG)** goals, Davis & Shirtliff in 2024 set a target to plant 10,000 trees, a mission that united staff across the Group. This milestone was recently celebrated with the planting of the 10,000th tree at **St. Catherine's Primary School** in South B, Nairobi, marking a significant achievement in the company's sustainability efforts. The initiative highlights D&S's unwavering commitment to environmental sustainability, aiming to beautify surroundings, combat climate change, and promote a healthier planet. It also serves as a powerful reminder of the collective impact that can be achieved when organizations and individuals work together towards a common goal. Pictured are D&S staff, led by Group CEO **George Mbugua**, during the tree planting ceremony.

### IMPROVING LIVES AT TUSHIKAMANE ELDERLY HOME



Davis & Shirtliff Tanzania recently launched a CSR initiative to address water scarcity at the **Tushikamane Pamoja Elderly Home** in the Pwani region. The home, which cares for 18 elderly residents, struggled with frequent water rationing that disrupted daily activities. To provide a sustainable solution, D&S installed a **2.2kW solar-powered borehole pump**, energised by 11 high-efficiency solar panels, ensuring a consistent and reliable water supply. This initiative not only addresses a critical need but also empowers the home to focus on caring for its residents, reinforcing D&S's commitment to sustainability and community welfare. Pictured are D&S staff led by MD **Benjamin Munyao** together with residents from the home.

## TECHNICAL FOCUS

### DAYLIFF

#### SEA WATER DESALINATION PLANT



D&S Engineering has completed the assembly of a 5,000 litres per hour **Reverse Osmosis (RO)** Water Treatment Plant for a real estate development at the Kenyan Coast. The value-engineered RO plant features the newly launched range of Dayliff DID Duplex Stainless Steel pumps, specially designed to resist corrosion from high chloride levels that would typically damage standard Stainless-Steel pumps. It is designed to treat seawater with Total Dissolved Solids (TDS) of up to 35,000ppm, ensuring a consistent supply of clean water to safe drinking water standards.

### DAYLIFF

#### INDUSTRIAL WATER DESALINATION PLANT



D&S Engineering has completed the assembly of a 2,000 liters per hour **Reverse Osmosis (RO)** Water Treatment Plant for an FMCG customer in Nairobi Kenya. The best-in-class industrial grade RO complies with process industry standards, featuring an all-Stainless-Steel construction. It is equipped with advanced controls, including an intuitive touch screen display and automated clean-in-process (CIP) ensuring superior water quality, efficiency and reliability.



## Did You Know?

The science behind solar energy was discovered almost 200 years ago by the French physicist, Edmond Becquerel. His discovery was made during an experiment about photography at only 19 years old!





## D&S ZANZIBAR WINS BEST EXHIBITOR AWARD



D&S Zanzibar wins the Best Exhibitor Award at the 2024 **Zanzibar Tourism and Investment Show**, highlighting its innovative and sustainable water and energy solutions. The event attracted numerous inquiries and further established D&S's commitment to sustainable development in Zanzibar. Pictured is D&S Ally **Mtungambande** receiving the award from Minister of Tourism and Heritage Hon. **Mudrick Soraga**.

## D&S HO HOSTS ANNUAL DRILLER DINNER



Davis & Shirliff Head Office has hosted the **annual Drillers Dinner** at **Panari Hotel**, bringing together industry leaders and staff for an evening of networking and collaboration. The event highlighted the importance of fostering strong relationships within the drilling sector to drive innovation and growth. Pictured are guests with D&S GMs **Margaret Kuchio** and **David Bolo**, who hosted the event.

## D&S HONORS STOCKISTS AT SAROVA PANAFRIC DINNER



Davis & Shirliff recognizes **stockists** as vital partners in ensuring customers access products conveniently. To appreciate their efforts, Head Office hosted a dinner at **Sarova Panafric** to thank and award outstanding stockists. The **Stockist of the Year** award was presented to **Brurero Enterprises**, celebrating their exceptional partnership and commitment. Pictured is MD **Edward Davis** with guests during the event.

## D&S UGANDA AWARDED GRANT UNDER RBF PROGRAM



D&S Uganda has received a grant under the **Results-Based Financing (RBF)** program of the **Uganda Energy Credit Capitalization Company (UECCC)**. The grant allows customers to enjoy a **60% subsidy** on select products, highlighting the impact of public-private partnerships (PPP) in enhancing access to sustainable solutions. Pictured is MD **Patrick Mufwoya** receiving the grant at a ceremony held at **Protea Hotel**.

## D&S WINS AT 2024 AFSIA SOLAR AWARDS



D&S was recognized at the **2024 AFSIA Solar Awards**, held at **Movenpick Hotel**, Nairobi, winning in the Productive Use Application category for their innovative Solar Batteryless RO System. This accolade underscores D&S's leadership in delivering sustainable and cutting-edge solar solutions. Pictured is the D&S team, led by Group Solar Manager **Norman Chege**, at the award ceremony.

## D&S AWARDED AT CIO AFRICA EVENT



D&S was honored with an Ivory Award at the **CIO Africa Awards** for its innovative **D&S FLO App solution**. This recognition highlights D&S's ongoing commitment to integrating advanced technology into key services, streamlining processes, and delivering seamless, efficient solutions that improve consumer experience and meet evolving customer needs. Pictured is the app developer **Ken Muturi** receiving the award.

## D&S MANDERA OPENS



Under Branches Executive **Margaret Kuchio**, a branch has been opened in far flung **Mandera Town**, Northeastern Kenya. Kenya's 65th and the Group's 109th. The new outlet will bring the D&S range of products and solutions closer to local people in this arid but dynamic region. Pictured is newly appointed Branch Manager **Abdikadir Diriye** and **John Sadera**

## D&S UGANDA HOSTS CONSULTANTS AND CONTRACTORS



D&S UG has hosted an event to recognize the crucial role **consultants** and **contractors** play in connecting the industry with innovative solutions by organizing a gathering at **Hotel Africana**. Discussions focused on the various solutions and collaboration opportunities and emphasized the importance of partnerships in advancing the water and energy sectors. Pictured is CEO **George Mbugua** and MD **Patrick Mufwoya** with the group.