

From the Chairman

Of course the big event since the last Newsletter is the Kenyan elections which, though still contested, is now peacefully behind us and after a quiet two weeks life has fortunately returned to normal. Certainly at present the country is on the right economic path with high levels of growth and enormous levels of infrastructure investment both happening and planned. Let us hope that the re-elected government maintains the momentum.



D&S Group Chairman Alec Davis with D&S Zambia MD Jonathan Mainga and Supply Manager Anna Siluwe proudly receive the ISO 9001:2015 certificate from Executive Director of the Zambia Bureau of standards, Mr Manuel Mutale.

D&S continues to be busy as usual with many activities throughout the Group. A most important recent achievement was certification of both **D&S Kenya** and **D&S Zambia** for the **ISO 9000:2015** quality standard, it being a significant external affirmation of our quest for quality. Of course D&S Kenya has been ISO certified for many years now, though the achievement is especially commendable for D&S Zambia with their fewer resources. Well done those involved, especially **Jonathan Mainga**, MD D&S Zambia, who championed the exercise and **Collins Otieno**, the ISO team leader in Kenya.

I visited **D&S Coast** recently and in spite of the flat local economy was impressed with their progress. Particularly impressive were

the new **Mtwapa** and **Nyali** branches, the former a new initiative and the latter a new location, and congratulations to GM **Mohamed Farook** and the two managers, **Christopher Muli** and **Abdallah Abdallah** for their efforts. D&S Coast now has eight branches from Lamu to Diani and is certainly the local industry leader! I also visited the most impressive **Sultan's Palace** project, a residential

development at Kikambala which features products from every D&S product segment. It is an excellent demonstration of D&S's capabilities and a real achievement for the D&S Mombasa team who executed it.

I conclude by mentioning two noteworthy magazine features on D&S staff. CEO **David Gatende** was profiled in **Management**, the KIM publication where he extolled the virtues of D&S's values and in the **CIO** magazine, the publication for IT professionals, IT Manager **Joab Mak'Ongul** was featured with a particular emphasis on the leading edge IT processes that he has developed for the Group. Both were well deserved and well-presented and are available to view on the D&S website. I thoroughly recommend the read!

Supplier Focus - Genesys International

Having established Dayliff Reverse Osmosis and Ultrafiltration plant assembly at D&S HO in 2012, a significant tripartite agreement with specialist membrane chemical manufacturer **Genesys International** has recently been made by Technical Director **Philip Holi**, between the D&S **Water Treatment** Division and local D&S affiliated partner **Pure Water Solutions**. Genesys is a world industry leader in the research, development and



Genesys International Chairman Ted Darton and Sales Director Ursula Annunziata at the company's factory near Manchester in the UK.

manufacture of membrane chemicals for Reverse Osmosis, Nanofiltration and Ultrafiltration systems and was established in 2001 in the UK. An innovator in its field, Genesys has also developed a fouling prediction software, Membrane Master 4, which can accurately predict dosage rates to optimise the operation of Dayliff plants as well as drive down costs of chemical

consumption in order to offer customers the best solutions so that they can achieve the water they want from the water they have.

D&S at Sultan's Palace



Dayliff Ultrasun Solar Water Heaters on the roof of the exclusive oceanfront villas at Sultan's Palace.

The **Sultan's Palace** development at Kikambala, 40km North of Mombasa, is one of the most impressive and ambitious real estate developments to have taken place at the Coast in recent years. Developer **China Jiangxi** has completed the first phase of the project, comprising of 200 luxury properties on a spectacular site that occupies 750 meters of beachfront facing the Indian Ocean South of Vipingo. **D&S MO** under GM **Mohamed Farook** and Commercial Manager **Yusuf Siraj** have supplied the full complement of D&S products including equipment for over 20 swimming pools, solar water heating for the entire development, a 40m³/hr Dayliff RO system with iDayliff, 2no Dayliff Perkins 350kVA synchronised generators, a 100m³/hr Dayliff Waste Water Recycling Plant and a series of intelligent on demand VFD pumping systems for water supply to the site. The project serves as a showcase for the booming Kenyan real estate sector as well as the comprehensive range of water and energy solutions that D&S can provide.

Administrators Conference

The D&S **Administrators Conference 2017** has taken place at the **Training Centre** at D&S HO for the second time with Supply Director **Anthony Wangonde** organising a comprehensive package for the 40 participants assembled from across the D&S group. The programme focused on the various disciplines within the supply chain function including with contributions made by **Anne Nyambura, Henry Davis, Maina Mbatia, Lilian Maigo** and **Edward Davis** with keynote talks given by **Anthony Wangonde** along with Group Finance Director **George Mbugua** and CEO **David Gatende**. The successful event culminated with a gala dinner held at the Panari Hotel where an award was presented to Group Administrator of the year **Boniface Terer**.



Administrators from across the D&S group assemble after the successful conference on the roof top of the Dayliff building.

Dembe Project Uganda



D&S HO Water Treatment Specialist Haji Harunani and D&S Uganda Sales Engineer Issah Ssegwa pose in front of the innovative new DAF plant installed at Dembe Industries.

D&S Uganda under MD **Ephraim Mbugua** have installed a large scale industrial effluent treatment plant at the Dembe Industries site outside Kampala. The facility caters for the waste by-products from four factories on the estate that produce ice cream, candles, potato crisps and dairy products and employs **Dissolved Air Floatation (DAF)** technology in conjunction with a waste water recycling plant from D&S group partner company **Bioliff** (formerly Biobox). The intensive process, the first of its kind in the region, involves injecting pressurized air into the effluent which is then mixed with incoming waste water causing the formation of micron-sized bubbles that attach to the contaminants which then float to the surface and form a floating bed of material that is removed by a motorized surface skimmer. Finally the effluent is treated with chlorine where it can be safely re-introduced into the environment with tests showing that the water meets or exceeds **NEMA** quality discharge standards.

D&S ISO Certification

ISO, or the **International Organisation of Standards**, shares a birth year with D&S having also been founded in 1946 with the task of co-ordinating and unifying various industrial standards from across the globe. The organisation that exists today has published over 21,000 International Standards covering almost all aspects of technology and manufacturing and has members from 162 countries and 786 technical bodies to take care of standards development. The main aim of ISO is to ensure that products and services are safe, reliable and of good quality. For business, they are strategic tools that reduce costs by minimizing waste and errors and increasing productivity. These values are shared by D&S which has recently been awarded the coveted **ISO 9000:2015**, where it is among the first of 10 companies in Kenya to achieve the standard, and in Zambia where it is the first. Certification for D&S TZ and D&S UG is currently underway.



D&S Group CEO David Gatende, D&S Finance Director George Mbugua, ISO Team Leader Collins Otieno and ISO champions proudly receive the ISO 9001:2015 certification from officials at D&S HO.

Staff News

Appointments



Reuben Masoo



Lilian Sudi



Eunice Kitavi



Gideon Jalle



Nickson Kipkirui



Keziah Khalinditsa

D&S is pleased to welcome **Reuben Masoo** (HO Research & Development), **Lilian Sudi** (HO Sales), **Eunice Kitavi** (HO Sales), **Gideon Jalle** (HO Borehole), **Nickson Kipkirui** (HO Water Treatment) and **Keziah Khalinditsa** (D&S Westlands). They are all wished long and successful careers in the company.

Commendations

Commendations were recently awarded to **Abel Kweyu, Marion Kariuki, Grace Ochieng, Nicholas Kituu, Simon Njoka, Sylvester Omondi, Reuben Ndoori** and **Guy Muiruri** (HO Technical), **Edna Wekesa** (HO Logistics), **George Kinyanjui** and **Arnold Rotich** (D&S Sudan) for making exceptional efforts in executing their duties. Everyone's commitment is greatly appreciated.

Births

Congratulations to **Faith Atieno** (D&S Kitengela) and her husband Levi on the arrival of their daughter Shantelle. **Grace Ochieng** (HO Technical) and her husband Alphonse on the arrival of their daughter Neema. **Annette Wairoma** (HO Sales) and her husband Douglas on the arrival of their son Leo. **Jeconia Anyama** (HO Sales) and his wife Angelica on the arrival of their daughter Abigael. **Sarah Omayo** (HO HR) and her husband Josiah on the arrival of their son Jowi. **Sylvester Angira** (D&S Narok) and his wife Emily on the arrival of their son Stephen.

Marriage



Simeon Kirwa (HO Supply) and his bride **Mercy** pose with colleagues on the joyous occasion of their recent wedding.

Staff Profile - Anne Nyambura



Anne Nyambura is well known at D&S as the Group Procurement Manager who is based at D&S HO and is responsible for overseeing the company's significant importation activities. This year Anne is celebrating her 10th anniversary at D&S, having joined the Supply Division in 2007 under Supply Director Anthony Wangondeu.

Hailing from Thika, Anne attended Mataara Primary and Kabare Girls High before attaining a BSc in Mathematics from the prestigious University of Nairobi. A serial learner, Anne has since added an MBA from the same institution to her list of achievements and started her career working for a shipping company that used to prospect for business at D&S. Impressed by the quality of the working environment at D&S, Anne decided to apply for a job and the rest is history.

An independent spirit and a lady of action, Anne, like CEO David Gatende, is a committed racquet sports player and lists tennis and squash as her hobbies along with movies and soft rock. She is unequivocal about her favorite food; 'Cake, Cake, Cake', and is also a fan of author Richard Carlson and his book, 'Don't Sweat the Small Stuff'.

Of D&S, Anne particularly enjoys the challenge provided by the culture of continuous improvement and growth although she does add that flexi-time would be much appreciated! She describes her colleagues as friendly and team players and they in turn describe her as honest, kind, hardworking and resilient but impatient and prone to boredom if things are not lively enough.

Her philosophy of life is that one must always be positive and not become fixated on the minutiae and she attributes her success to being highly organised, which anybody who has worked with her agrees she undoubtedly is!

D&S HO Community Activity



D&S Thika under Branch Manager Titus Njenga has taken the initiative of donating a Dayliiff 150L Solar Water Heater with DDP60 booster pump and pressure vessel to St. Monica's Children's home in Juja which cares for 47 vulnerable children up to the age of 18 years. The home is affiliated to St. Augustine's Catholic Church in Juja.

D&S Pictorial

D&S Zambia Solar Project



D&S Lusaka has supplied and installed 6 solar pumping systems to St. Luke Mpashya Hospital. The project was funded by the Millennium Development Goals joint programme with the Government of Zambia, UNICEF and the EU. Pictured is D&S staffer Kelvin Kabwe handing over the project to representatives from the Hospital and the Government.

D&S Executive Strategy Seminar



The mid-year Executive Strategy Review recently took place at the Radisson Blu Hotel. The productive meeting, led by CEO David Gatende, concluded that resource development and investment in future growth should be prioritised and the 2018 annual theme, 'Resourcing for the Future' was agreed on. Pictured are the team after the event.

D&S Arusha EBS Training



D&S Arusha under energetic Branch Manager Rugobe Mswahili has hosted a successful EBS training at the SG Resort Hotel. The well attended training covered new products and services available at D&S with a key focus on water treatment and solar. The team is pictured after the event with Rugobe and staffers Maimuna Kirumbi, Simon Nelson and Mwaluko Chilewa.

D&S HO Technicians EBS Training



D&S HO has hosted a successful EBS (Emerging Business Segments) training specifically for technical staff at the Training Centre in order to enhance capacity on new products within the Water Treatment, Solar, Pool, and Power Product segments. The team is pictured after the event with General Manager Service David Bolo.

D&S KTDA Training



D&S HO hosted an in-depth training session for KTDA in the Training Centre at D&S HO. Hosted by Group Water Treatment Manager Eng. Festus Ngeno and Water Treatment Chemical specialist Haji Harunani, the seminar focused on Water Treatment Filtration products and chemicals. Pictured is the group after the training.

D&S Mtwapa Opening



D&S Coast under GM Mohamed Farook and newly appointed Mtwapa Branch Manager Chris Muli in August hosted an opening cocktail CEO David Gatende and Director Edward Davis gave speeches and Professor James Kahindi was the guest of honour. Pictured are the D&S staff with the Professor as he cuts the ribbon.

D&S Mwanza Solar Event



D&S Mwanza hosted a solar technology seminar at the Gold Crest Hotel for industry professionals and stakeholders. The event focused on the various solar innovations including solar pumping and grid connect systems currently on offer at D&S. The participants are pictured after the event with Solar Group Manager Norman Chege and Branch Manager Ellison Malyi.

D&S HO Athi Water Project



D&S HO has supplied a borehole pumping installation with Water Treatment Plant to AWSB for Kibra Primary School which provides over 48,000 litres of water per day to the school's 1,800 pupils as well as the community. Present at the commissioning were Eng Festus Ngeno (D&S), Prof Fred Segor (PS Water), Mr. Wachira W. Keen (Chairman, AWSB) and Eng Michael Thuita (Ag. CEO, AWSB)