

From the Chairman

After a very wet few months it is encouraging to see regional business picking up and certainly this has been reflected in D&S's activities. I'm pleased to report that July was a record month for the Group with many records broken, especially revenue and pump sales and prospects for the rest of the year are encouraging. An important aspect of our activities is the **Engineering Division** with

the vision being to create a world class indigenous engineering capacity in areas where at present there is over reliance on overseas expertise, particularly water treatment and electronic control and I have been most impressed with recent initiatives that have been taken. Of note have been several Reverse Osmosis and Ultra Filtration plants, which are totally designed and assembled in-house and also some very complex control equipment has been installed. **Philip Holi** leads the Division assisted by engineers **Charles Kebaso, Gilbert Baraza** and **Alex Mucheru** and I commend them and their teams on the excellent job being done - their work is certainly internationally comparable!



Long serving non-executive director **Stuart Eastwood** receives a thank you moment from Group Chairman **Alec Davis** on the occasion of his retirement from the board.

Another major event this month has been celebration of **D&S Tanzania's 20th Anniversary**. The subsidiary was established by former MD **Tony Mwangi** with two staff in a small premises and has grown to be the country's leading industry player with a staff of 55 operating from six sites. Though the market has its challenges current MD **Ben Munyao** has done an excellent job in moving

the business forward and the company has excellent prospects for the future as the country continues to develop.

I conclude with the recent announcement that long serving non-executive director **Stuart Eastwood** retired as from the Mid-year Review meeting. Stuart has been an enthusiastic and challenging Board Member since joining in 2002, having served for 16 years! In the period the D&S Group has changed out of all recognition with revenue growth of many multiples and huge operational expansion, through advice and participation Stuart making a significant contribution to this. We all at D&S are very grateful for this long association.

New Products - Irrigation Solutions



Drip Line



Hunter Landscape Irrigation

Drip Fittings and Filters



Rainguns and Sprinklers

The new and comprehensive range of Irrigation equipment and accessories now available across the D&S Group.

Irrigation is the most recent addition to the D&S range of water related product solutions and its seventh product segment being a natural fit with the Company's existing product portfolio and adding value to customers who wish to add an irrigation component to their existing infrastructure. The comprehensive portfolio includes a complete range of **Dayliff drip irrigation** components including drip line, accessories and connectors, **sprinklers and rain guns** for agricultural and horticultural applications and the renowned **Hunter** range of efficient pop up sprinklers, sprays and controllers for automated residential, municipal and golf course applications. Irrigation

industry expert **Stephen Wambua** leads the team of irrigation specialists now based at D&S HO in Nairobi who offer full support to the D&S Group including consultancy, system design, drawings and project delivery expertise.

The irrigation segment offers a full range of irrigation options that can be combined with existing D&S technologies including solar powered pumping, water treatment and waste water recycling so that partners can maximize the benefit of their water resource. All products are held in stock for distribution throughout the Group and several large projects have already been successfully completed.

St Francis Nanofiltration System



Group Chairman Alec Davis and Group CEO David Gatende are pictured as they hand over the completed plant to Sisters Alice Wanjiku and Esther Waithera at St. Francis Kasarani during a courtesy call.

D&S HO Water Treatment Division has in July successfully commissioned a large de-flouridation system at **Little Sisters of St. Francis Learning and Hospital Community Centre** at Kasarani in Nairobi. The plant was financed by D&S partner **DOW Chemicals** in conjunction with **KIWASH-USAID** as a CSR initiative for the institution. The water treatment system comprises of a 15m³/hr Ultrafiltration pretreatment process before Nanofiltration to remove the fluoride.

Nanofiltration is a recent technological advance that demineralizes water of undesirable elements without the high energy input and water rejection rate normally associated with reverse osmosis (RO) processes. Thought to be the first Nanofiltration system ever installed in Kenya, the plant was commissioned by U.S Undersecretary of Commerce **Gilbert Kaplan** with D&S Technical Director **Eng. Philip Holi** also in attendance along with representatives from DOW chemicals.

D&S Muranga Branch Opens



Newly appointed Branch Manager Peter Ashiemi with staff Karen Ngai and Michael Mwangi stand in front of the smart new premises in Muranga Town.

D&S **Eastern Cluster**, under Marketing and Business Development Director **Edward Davis**, has recently opened its 10th branch in Muranga Town, the administrative center of Muranga County which is situated between Nairobi and the Mount Kenya region. Newly appointed Branch Manager **Peter Ashiemi** has successfully set up premises for the branch at the busy junction on the Muranga-Kenol Road, an ideal location, and overseen the refurbishment project to D&S standards.

Muranga is a fast-growing and dynamic town that attracts traders and farmers from the neighboring districts and the D&S branch is expected to offer much needed products and solutions to the local community. This latest branch represents the next step towards D&S' stated objective of opening a branch in all of the 47 Counties in Kenya.

ABM Factory Project



D&S Technicians on site as they install monitoring and control equipment for the factory's automated cooling system.

Innovative engineering is a corporate priority at D&S and the Head Office based **Engineering Division** under Technical Director **Philip Holi** has recently been busy executing some complex projects for industrial partners with specific customized requirements. Foremost amongst these is an **automated cooling system** for battery manufacturer **ABM** utilizing a number of pressure, flow and temperature sensors to operate a series of solenoid valves that automatically regulate and direct water for cooling from variable speed drive pumps. The system helps the factory achieve optimal conditions for its manufacturing process.

The system is monitored and controlled by a proprietary **Dayliff advanced PLC/HMI touch screen control panel** with components supplied by **Siemens** and **Scheinder**. System design and programming was carried out by R&D Manager **Gilbert Barasa** and his team at HO who oversaw the successful project from inception to commissioning.

D&S Mwanza 10th Anniversary

D&S Mwanza, situated in the Tanzanian lakeside town, has recently had cause for a double celebration, the first being its **10th anniversary** since inception back in 2008, and the second being the move to smart **new premises** on Nkurumah Road. Both milestones were marked with a customer event organized by Branch Manager **Maurus Lyamuya** and hosted by Group CEO **David Gatende** with D&S TZ Managing Director **Ben Munyao**.

The event was well supported by over 80 partners with the Guest of Honour being the Chief Executive of Mwanza Water (MUWASA) **Eng. Anthony Sanga** who commended D&S for achieving the double milestone as he also commented on the strong partnership between the two organizations over the years.



D&S TZ MD Ben Munyao, Branch Manager Maurus Lyamuya, Guest of Honour Eng. Sanga and Group CEO David Gatende celebrate as they open the new premises in Mwanza.

Staff News

Appointments



Ali Awadh



Khalid Hussein



Ahmed Abdullahi



Mercelline Olala



Vincent Oloo



Rebecca Mwende

D&S is pleased to welcome **Ali Awadh** (Lamu), **Khalid Hussein** (Mombasa), **Ahmed Abdullahi** (Karen), **Mercelline Olala** (HO Sales), **Vincent Oloo** (HO, Sales) and **Rebecca Mwende** (HO, Service).

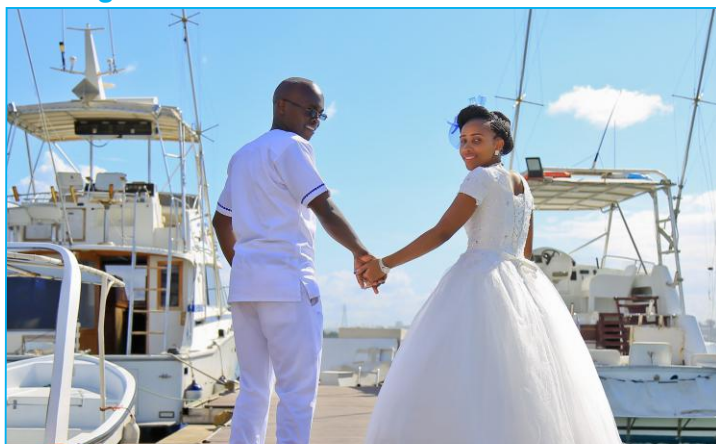
Commendations

Commendations were recently awarded to **Stephen Wambua** (HO, Irrigation), **Simon Munga**, **Lazarus Omolo**, **Mark Odhiambo** and **Ephantus Gitari** (HO, Service), **Bernard Rono** (HO, Water Treatment), **Jared Nganyi** (HO, Technical), **Richard Opondo** (HO, Stores), **Dennis Miranyi** and **Dorothy Mose** (HO, Projects), **Paul Muigai** and **Elizabeth Nyambura** (Westlands), **Rose Mwangi** (Kiambu), **Arthur Kioni** (Naivasha), **Nicholas Kibet** (Karen), **Aggrey Temoi** and **John Menza** (Malindi) and **Abdurehman Mohamed** (Mombasa HQ) for exceptional contributions. Their efforts are greatly appreciated.

Births

Congratulations to **Matthew Ndongu** (HO, Finance) and his wife Margaret on the arrival of their daughter Maby, **Simeon Kirwa** (HO, Supply) and his wife Mercy on the arrival of their son Asher, **Jacqueline Chelangat** (HO, Finance) and her husband Brian on the arrival of their son Hawi, **Rose Chemiat** (HO, Commercial) and her husband Emmanuale on the arrival of their twin boys Ethan and Hinzano, **Sammy Muiruri** (HO, Supply) and her wife Grace on the arrival of their son Blessed and **Keziah Khalinditsa** (Westlands) and her husband Evan on the arrival of their son Liam.

Marriages



James Maina of D&S Mombasa and his new bride Bahati Mawondo are pictured at the joyous occasion of their wedding held at Tudor Water Sports in Mombasa.

Staff Profile - Stuart Eastwood



Long serving non-Executive director **Stuart Eastwood** recently retired from the D&S Board during which time he made a considerable contribution to the Group's development. Stuart is Kenyan-born, his father being a Standard Bank executive and after primary school in Nairobi went to the UK

for his secondary education before qualifying as a lawyer. He then returned to Kenya to join leading law firm Daly & Figgis before being recruited by The Coca-Cola Company as its Africa-Middle East legal council in 1980. Moving into the business arena, Stuart served Coca-Cola for 23 years in various capacities, lastly as President of the company's East and West Africa business and was one of the company's most senior executives in what, at the time, was one of the world's biggest corporations.

Stuart's international and commercial experience was very valuable in providing advice to the Group as it has expanded and regionalised. He is a real doer and his mantra 'Execute, Execute, Execute' has become a slogan at D&S! During his contributions to board meetings and management conferences over the years Stuart's excellent presentation and communication skills have certainly helped to raise general standards. He also wisely reminded managers that the single biggest threat to a business could actually be success and the complacency that can follow it. Stuart was also a champion of regional expansion which is now a strategic priority of D&S.

Stuart lives mainly in Watamu and his great passion is golf having played many of the world's most famous courses. He is also captain of the Malindi Golf Club and often badgers D&S Malindi Manager Aggrey Temoi for support with his projects. His other passion is Chelsea Football Club which has often been used as an example, good and bad, at D&S meetings! He is blessed with his wife Jann, two daughters and two grandchildren and will no doubt be keeping in touch when he passes through Nairobi.

D&S TZ Community Activity



D&S TZ Branches in Dar es Salaam, Kariakoo and Zanzibar have joined forces to make a CSR contribution to Nyantira Mennonite Primary School which shelters 270 underprivileged students. They donated stationery, food stuffs, desks and planted 60 trees in the school grounds. Pictured is MD Ben Munyao handing over the donations to Father Kisare.

D&S Pictorial

D&S Tanzania Saba Saba Exhibition



D&S Dar es Salaam under Commercial Manager John Lubango in July participated in the popular Saba Saba Trade Exhibition. D&S took a large stand for the duration of the 10 day exhibition which included live demos and dynamic displays of the D&S range of products and solutions. Pictured is the impressive stand with D&S Staffer Felister Assenga and a customer.

D&S Executive Strategy Review



The D&S Board including non-executive Directors Mike Eldon and Stuart Eastwood and the Management Team in July held an offsite mid-year review and strategic planning session over two days at the new Movenpick Hotel in Westlands, Nairobi. Pictured are the group in front of the impressive swimming pool with equipment supplied by D&S.

D&S Mombasa Record RO Plant



The D&S Mombasa team has successfully delivered and installed one of the largest RO plants ever manufactured by D&S to a local water supply company. The 30m³/hr Dayliff unit is notable for its 10m long vessels and advanced touch screen interface with iDayliff control system. Pictured is the plant during installation with D&S engineers Gilbert Barasa, John Waema and Reuben Masoo.

D&S Administrators Conference



D&S HO Training Centre under Knowledge Manager Zippy Midikira in August conducted the now annual Branch Administrators Conference, a two-day event that focuses on branch skills and processes. 85 Administrators from across the Group attended the training which was also conference screened to regional D&S Offices. Pictured are the group with the CEO and Chairman after a session.

D&S HO Technicians Training



Over 30 D&S Technicians have recently completed a comprehensive week long training course focusing on the Emerging Business Segments (EBS) at the Training Centre at Head office. Sessions were divided between the Water Treatment, Solar and Power Generation technologies offered by D&S. Pictured are the participants with trainers after the event.

D&S Zambia Product Application Seminar



D&S Zambia under MD Jonathan Mainga has carried out its own Products Application Course (PAC) at the Lusaka Head Office training facility. The course is open to both D&S and partner staff and forms an introduction to the D&S range of products and solutions. Pictured are the team of participants while under instruction from trainer Hopson Mwamahonje .

D&S Nakuru Governor's Visit



D&S HO General Manager Sales Margaret Kuchio and D&S Nakuru Manager David Ngure recently paid a courtesy call to the Nakuru Governor Lee Kinyanjui. Also in attendance was D&S alumni and now Nakuru Water Minister Eng. Festus Ngeno. The group are pictured in the Governor's office in Nakuru Town after discussions about how D&S can support the county in developing its water resources.

D&S Supply Division Breakfast



D&S Supply Division hosted a breakfast seminar for major local suppliers to share thoughts and ideas and communicate D&S's supplier expectations. Awards were presented to General Industries, Cable Connect and Super Manufacturers whose performance was rated the highest. The event was generously sponsored by D&S bankers CBA and was well supported by over 40 participants.