

From the CEO

We're now well into 2014 and the first quarter has been one of solid progress for the D&S Group. Pump sales are running at record levels and also there have been many initiatives taken as the year's planned tasks start to be implemented. Of particular importance is development of the Kenya branch network both in terms of new branches and upgrades to existing ones. Already upgrade projects at **D&S Eldoret** and **D&S Kisumu** have been finished and a complete makeover of **D&S Westlands** is currently in progress, which will greatly enhance the customer experience. We have, of course just opened **D&S Garissa** and projects are in hand to establish new branches in **Naivasha, Machakos** and **Voi** with other branch initiatives planned for later in the year. These projects are good for D&S and also good for the towns where they are established, conveniently bringing the D&S product range to new customers and participating in regional development.



CEO Alec Davis, Technical Director Philip Holi and Production Manager Charles Kebaso are pictured together with staff at the newly expanded manufacturing facility.

Another important development has been continued investment in our **manufacturing facilities** as we convert recent premises additions. The latest initiative is establishment of **electric control panel assembly**, items that D&S uses extensively in its products. The team of Technical Director **Philip Holi**, Workshop Manager **Charles Kebaso** and Team Leader **Sammy**

Mwaniki have put considerable effort into establishing an efficient manufacturing process and a full range of panels are now being produced with cost and efficiency benefits. This is another excellent example of D&S's strategy to have better control of its core product requirements and our objective is to develop a significant business in this area.

Finally and with great pleasure I am delighted to mention my new role as grandfather. My eldest son Edward and his wife Lorna were blessed with a little baby boy in March that they've named Alexander so the next Davis generation has arrived!

Partner Focus - KenGen

KenGen is one of Kenya's best known companies as it provides 80% of the country's power through its only customer, Kenya Power & Lighting. The company's responsibility is to own and operate the country's power stations and distribution lines with electricity being generated from hydro, geothermal, thermal and wind sources with hydro accounting for around 60% of the country's installed capacity. Total installed capacity is now 1240mW, up from 870mW only ten years ago and there is continued investment in new generating capacity to meet the ever increasing needs of Kenya's growing economy. KenGen is a public company owned 70% by the government and the rest by NSE investors and it has



KenGen Engineers are pictured together with Business Development Manager Edward Davis during the handover of a 500kVA Dayliff Generator for Kamburu.

a staff of 1,600 spread throughout 20 sites located all over the country.

KenGen has been a major customer of D&S over the years and most of the Tana power stations use water treatment plants that were installed as they were built in the 1960's and 70's. The relationship continues to be

close with current dealings including a selection of standard products as well as a number of specialist items, some examples being a number of sludge pumps for geothermal projects, some large Grundfos waste water pumps and a 500kVA standby generator for the Kamburu power station. D&S is proud of the association and looks forward to continued close ties as KenGen develops its generating capacity.

Oxfam Visitors



CEO Alec Davis and NGO Manager Asenath Kiprono are pictured with the multi cultural group of Oxfam staff at Head office

Key D&S partner and leading global humanitarian organisation **Oxfam** recently sent a group of 20 WASH coordinators from not only Africa but other countries including Syria and Burma to D&S HO for a week long training program. The sessions were both theoretical and practical and focused on solar borehole pumping, water treatment and borehole maintenance. The program comprised of pumping theory taught at the D&S Training Centre followed by several days of practical experience in the field with borehole crews and technicians as well as time spent in the workshop repairing and rehabilitating equipment. The purpose of the training was to help better equip the Oxfam staff for the challenges they are likely to face on the ground when dealing with humanitarian crises. Many senior D&S staff participated and all participants found the experience

EBS Seminar



Participants of the EBS Training at pictured at the end of a successful session.

The **Emerging Business Segments** Training (EBS) is now a major and well established event on the D&S Group Training Calendar. The program focuses on what D&S defines as its emerging business segments which are **Solar, Power** and **Water Treatment** with the program lasting for 6 days. The 40 participants were selected from across the D&S group with representatives from Tanzania, Uganda, Zambia, Rwanda and Ethiopia. The training aims to improve staff awareness, knowledge and competency in the various technologies in these segments so they can be specified with more confidence. This investment in capacity allows staff to sell and support the products better which in turn translates into better solutions for the customer with better service and product support.

Lorentz Training Tour



D&S Uganda staff with MD Ephraim Wainana and Lorentz Eng. Kai Reinecke outside D&S Kampala

With the emergence of solar pumping as an affordable and environmentally sustainable solution that is particularly suitable for D&S's markets, an initiative was recently taken to invest time in building the knowledge base of Sales Engineers from across the Group in this specialised area. D&S partner **Lorentz** provided **Kai Reinecke**, an experienced solar pumping engineer who conducted trainings at the D&S offices in **Kampala, Dar es Salaam, Addis Ababa, Lusaka** and **Nairobi** over a period of ten days. The trainings were accompanied by customer events and support staff trainings that will greatly enhance the capability and expertise of D&S staff in the field of solar pumping. In total, over 100 staff were trained.

Branch Premises Upgrade

The branch network has been a successful initiative for D&S and there are now 32 in the region with three more currently being established. All are growing strongly and in order to meet customer requirements a series of **premises upgrades** has recently been completed. **D&S Eldoret** has expanded into the adjacent premises that has doubled the available space and enabled a complete renovation with a particular focus on expanded showroom and improved customer facilities. At **D&S Kisumu** the layout has been changed to provide additional office space and at **D&S Westlands** work includes extension of the mezzanine floor to provide additional office space and a complete upgrade of the showroom, which will greatly improve display standards. All work is being done internally by the D&S building team headed by Amos Wambura and the improved ambience will certainly be appreciated by customers.



A view of the recently renovated D&S Eldoret showroom.

Staff News

Appointments



Henry Davis



Michael Mulanda



Jemimah Muli



Enock Ongondo



Amos Muriithi



Mercy Wairegi



Athman Salim



Abdul Mohamed



Faith Muthoni



Jean-Marie Ogeto



Wilson Mbutia



Vick Macharia

D&S is pleased to welcome **Henry Davis** (HO Sales), **Michael Mulanda** (D&S Eldoret), **Jemimah Muli** (HO Water Treatment), **Enock Owuondo** and **Amos Murethi** (HO Stores), **Mercy Wairegi** (HO Technical Workshop), **Athman Salim** and **Abdul Mohamed** (D&S Coast), **Faith Muthoni** (HO Pools), **Jean-Marie Ogeto** (D&S Nakuru), **Wilson Mbutia** (D&S Thika) and **Vick Macharia** (HO Solar). They are wished long and successful careers with the Company.

Departures

Samuel Ochieng (HO Accounts) and **David Mutua** (HO Field Service) have recently resigned to pursue other interests. They both made considerable contributions during their time at D&S and are wished every success in their future endeavours.

Commendations

Commendations were recently awarded to **Kynne Kituku** (HO Field Service), **Daniel Kamau** (HO Field Service), **Benjamin Ochelle** (D&S Thika) and **Andrew Madegwa** (D&S Mombasa) for making exceptional efforts in executing their duties. Their commitment is greatly appreciated.

Births

Congratulations to **Edward Davis** (HO Sales) and his wife Lorna on the arrival of their son Alexander, **Edwin Kiprotich** (HO Sales) and his wife Doreen on their arrival of their daughters Mandy and Manuela, **Paul Asikoyo** (HO Sales) and his wife Pamela on the arrival of their daughter Benita, **David Maingi** (HO Sales) and his wife Enid on the arrival of their daughter Precious and **Bupe Mwamba** (D&S Uganda) and her husband David on the arrival of their daughter Gabriella.

Staff Profile - Kennedy Ojunge



Kennedy Ojunge is one of D&S Kenya's most recently appointed Branch Managers, having in 2013 been given responsibility for establishing D&S Karen which he located premises for, refurbished, opened and now successfully manages. Prior to opening D&S Karen, Kennedy worked at D&S Westlands and at HO Commercial. He joined D&S in 2008 and had briefly worked before that at Chemelil Sugar.

Hailing from Homa Bay, Kennedy schooled at Sangla Primary where he achieved the highest marks in the district at KCPE and then went on to St Joseph's in Migori and JKUAT where he graduated with a BSc in Engineering. He is currently pursuing an MSc in Energy Technology at the same institution. Kennedy's path in life came about in an interesting way. When he was a young boy living on the lakeside, he would often accompany his uncle, a fisherman, on his boat at the expense of his studies. One day, overcome by curiosity, he asked his uncle how it was possible that such a small boat could bear the heavy load of fish and people. His uncle told him that in order to find the answer he should study very hard so that he might become an Engineer capable of understanding such things and so that he could himself one day build much larger boats. This encounter altered Kennedy's perspective on life and motivated him to become an Engineer.

Drawn to D&S due to its reputation for employing high-achievers, Kennedy enjoys working for a growing company with a bright future. Kennedy's parents passed on while he was at college but he is looking forward to becoming a parent soon and he also has two dogs. Of life in general, Kennedy notes that there is no failure until you give up and that the moment you give up is the moment you fail. He also notes that the path to success lies in positivity. True words indeed from the man from the lake.

Marriage



Newly weds Elinah Shunguh (D&S HO) and Apollo Kariuki pose with colleagues at their colourful wedding.

D&S Pictorial

D&S Meru Opening



An opening event was recently held at D&S Meru hosted by Deputy CEO David Gatende and GM Sales Margaret Kuchio that was well supported by local customers and dignitaries and served to officially launch the branch in the Meru region. Pictured is David Gatende and Margaret Kuchio with Branch Manager Martin Maina as they cut the ribbon.

Hotel Industry Seminar



D&S HO Commercial Sales under Manager Jaymit Patel recently took the initiative of hosting a seminar for Hotel industry engineers at D&S HO. The event focused on the many D&S products and solutions that are appropriate for the Hotel industry and provided a forum for discussion. Pictured are the group with GM Sales Margaret Kuchio.

D&S Nakuru Pump Installation



D&S Nakuru Branch Manager Sammy Nganga received national publicity when the branch installed a large Grundfos solar powered borehole for Rift Valley Water Board in Napuu location, Turkana. The installation is capable of delivering over 50m³/hr to Lodwar town and is powered by 64, 195W Dayliff panels. Pictured is the crew at the site during commissioning.

D&S Garissa Generator Installation



Newly appointed Manager of D&S Garissa, Leonard Njeru, has been successful in selling large Dayliff Yanan generators to customers in and around Garissa town to provide backup for the unreliable power supply. Pictured is Leonard delivering a generator to Northern Water Services Board Procurement Manager Benedict Kimwaki.

Certikin Visitor



Pool partner Certikin's representative Jon Maskell paid a visit to D&S in March. He visited D&S Mombasa, D&S TZ and D&S HO and at each location an event for consultants, engineers and pool specialists was held where the focus was new pool products. Pictured is the group at HO after one of the events with Dep CEO David Gatende.

D&S Uganda Solar Pump Installation



D&S UG under MD Ephraim Wainaina recently carried out the successful installation of a large Grundfos solar powered borehole pumping system for a Ministry of Water project at Panyamur, Nebbi District of North Western Uganda. The installation included 120, 120W solar modules and will bring approximately 14m³/hr of water to the local community.

China Supplier Visits



Deputy CEO David Gatende in March paid a visit to some of D&S's Far East suppliers where he was joined by D&S Zambia MD Jonathan Mainga. He paid visits to Yingli and Yanan among others to hold meetings with senior management and scout for new products and opportunities. He is pictured with D&S's China co-ordinator Zhang Yi and Yanan director Owen Lu and sales assistant Bella Zheng at Yanan HQ.

Homes Kenya Expo at KICC



The bi-annual Kenya Homes Expo is a unique one stop-shop for real estate stake holders presenting new products, innovative services and technology. D&S participated with a prominent stand, D&S Engineer Jaymit Patel being pictured as he engages with customers.