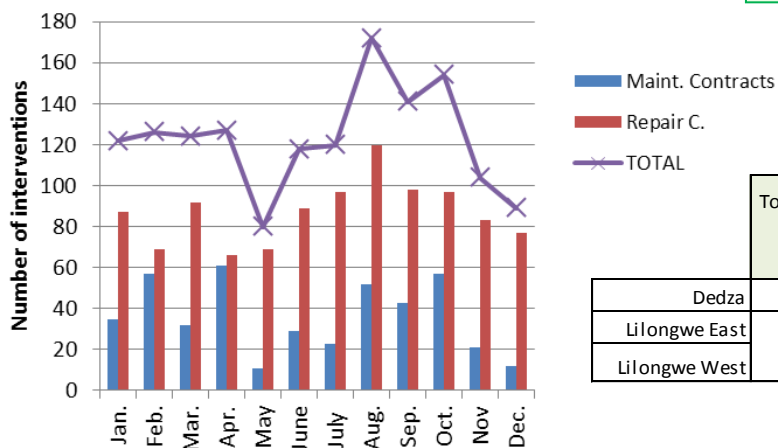


Progression of the work of the Area Mechanics

**BASEDA
Year 2013**

Follow up of AM activities - all districts -2013

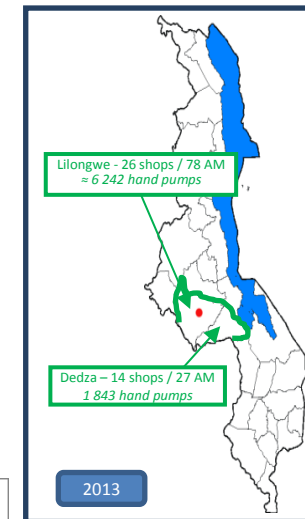


• 1 473 interventions in total in 2013
31% maintenance / 69% repairs

• **105 AM** are potentially covering more than 8 000 hand pumps.

⇒ Approximately **18%** of the pumps have been covered by an intervention.
⇒ **5.5 %** are under a regular maintenance contract.

	Total number of Hand Pumps	Total number of interventions	Approximative ratio of HP covered by interventions	Maintenance Contracts	Repair Contracts	Number of AM
Dedza	1843	251	14%	24%	76%	27
Lilongwe East	6242	821	20%	42%	58%	78
Lilongwe West		405		8%	92%	

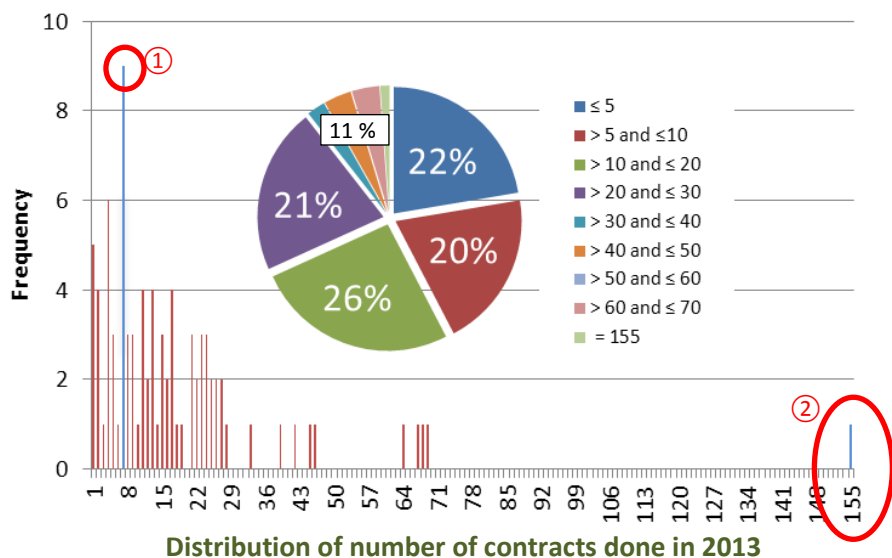
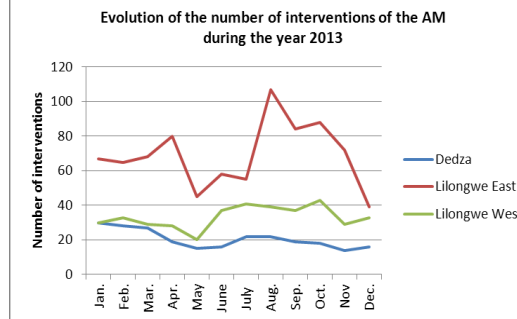


89% of the 105 pumps mechanics are doing less than 30 contracts a year, 68% less than 20 contracts a year.

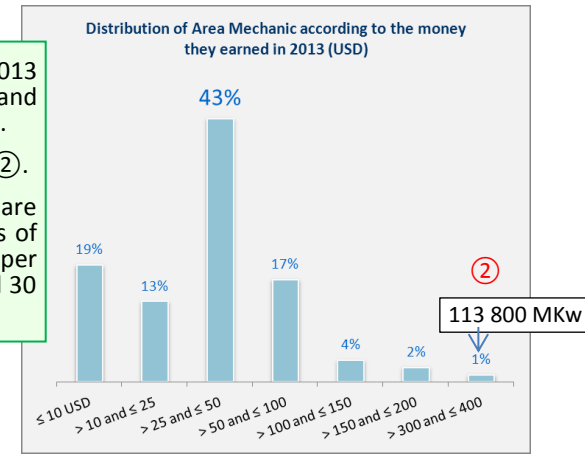
The most frequent case is 7 contracts a year - ①.

Out of the 105 AM, one has done 155 contracts in 2013 (*Milward Kamchipala - Lil. East*) - ② ;

4 AM around 65-70 contracts; 4 AM around 40-45 contracts*.



The average amount of money earned in 2013 by an AM was **15 150 MKw (44 USD in 2013)** and the median value was **11 100 MKw (32 USD)***.
But M. Kamchipala earned almost 330 USD - ②.
The tendencies show that in general AM are doing 1 contract per month (2 in the months of Aug., Sept., Oct.) ; the more active around 5 per month, to 10 in the peak of the season ; until 30 a month for the most active.



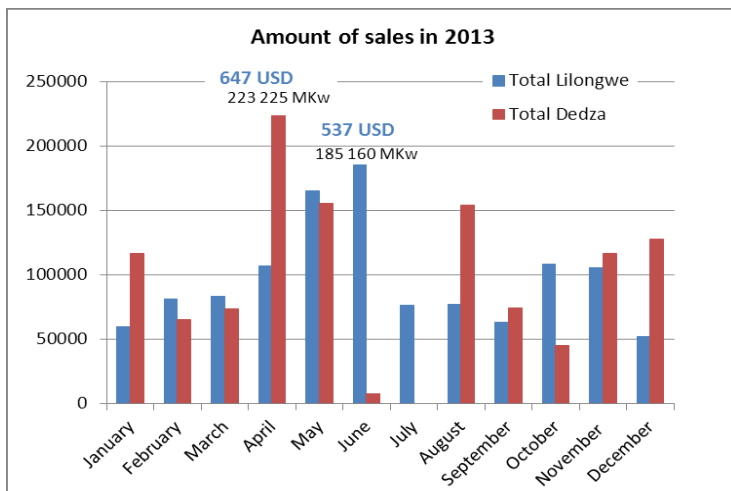
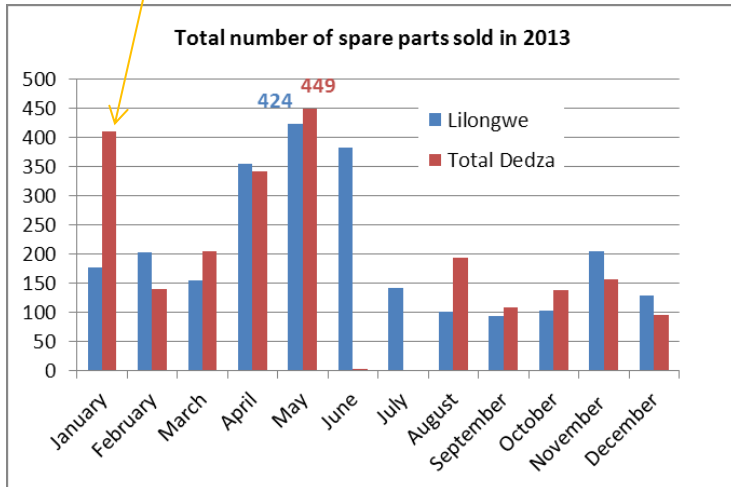
*17 Area Mechanics have done no contract; they have not been included in this comparison.

*Gross National Income per capita: 270 \$ (World Bank - 2013)

Evolution of sales of spare parts by the partners' shops

**BASEDA
Year 2013**

It seems that in Dedza some shops made a stock of U-Seal and bought big quantities at the beginning of the year



	Lilongwe	Dedza
Quantity of hand pumps	6 242	1 843
Number of shops	26	14
Total quantity of spares sold	2 470	2 241
Total amount sold in MKw	1 163 790	1 287 885
Total amount sold in USD	\$3 373	\$3 733

Quantity of U-Seal sold	786	755
Estimated ratio of Hand Pumps that followed an annual maintenance	13%	41%

The prices of spare parts have been determined so that a profit of approximately 25% can be made by the partners' shops.

The average profit made by sellers has been around 16 000 MKw in 2013 – 46 USD.

The maximum annual profit has been of 48 310 Mkw – **140 USD.**

*Gross National Income per capita: 270 \$ ([World Bank – 2013](#))

Comparing the results between Lilongwe and Dedza, it seems that fewer communities in Lilongwe replaced the U-Seal of their pump as it is recommended to do annually by manufacturer. It has to be considered that the density of shops according to the number of pump is less in Lilongwe and there are also some shops that are buying spare parts directly to the main supplier and for those we did not have the data of parts sold in 2013.

It can be observed almost 2 to 3 months lag between the time parts are bought and the interventions of the Area Mechanics. That might be due to the fact that shops and maybe water committees are doing some provisions as most of the incomes of the farmers start after harvesting in May, June and that dry season – Sept.- Oct. – is the period when the pumps are intensively used and need interventions.

The average quantity of spare parts a shop is selling is around **200** a year, representing nearly 63 000 MKw (**180 USD** in 2013).

Best seller bought nearly **450** parts in 2013 for 193 000 MKw (**560 USD**).

Best sales a shop made in a month correspond to 140 parts sold, 45 000 MKw (**130 USD**) – May has been the best month.

