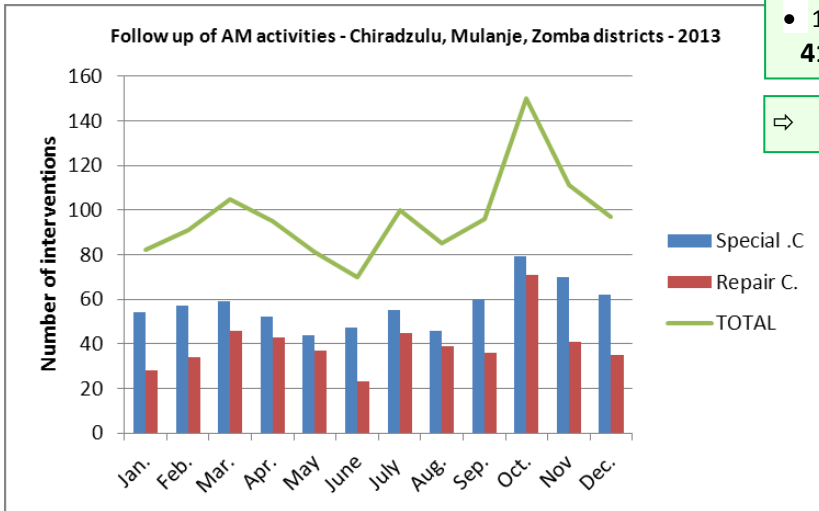


Progression of the work of the Area Mechanics

TIMMS
Year 2013

TIMMS so far does not encourage Area Mechanics to propose maintenance contract but instead, special contracts for major repairs that required to retrieve pipes.

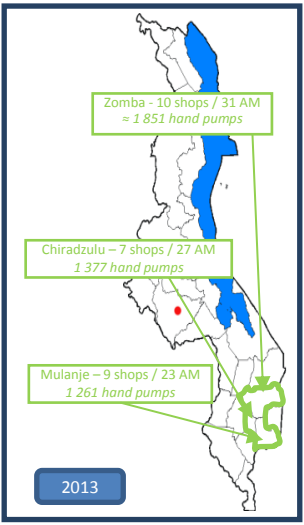


• 1 163 interventions in total in 2013
41% repairs / 59% special contracts

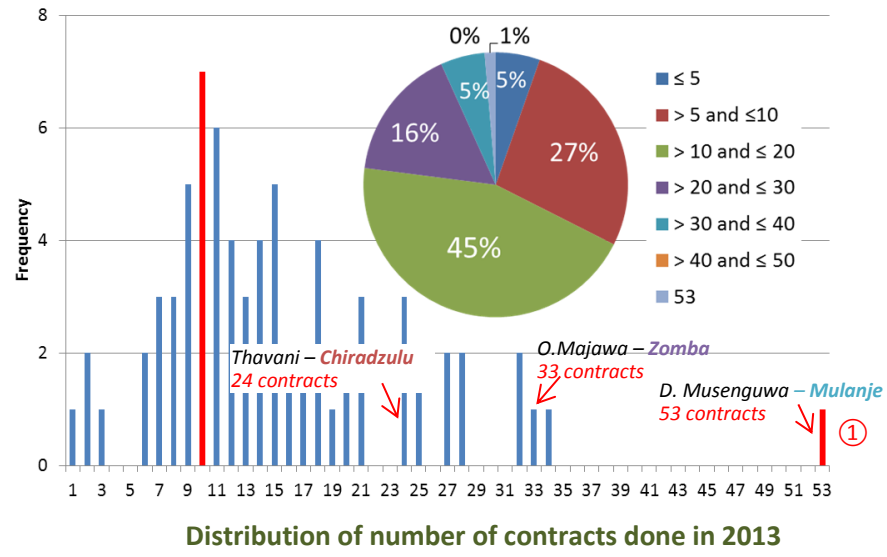
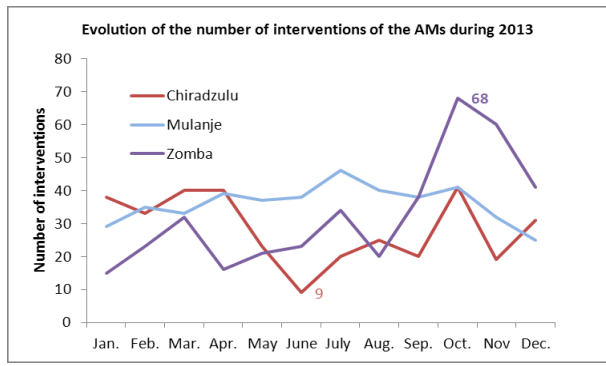
• 81 AM are potentially covering nearly 4 500 hand pumps.

⇒ Approximately 27% of the pumps have been covered by interventions.

	Total number of Hand Pumps	Total number of interventions	Approximative ratio of HP covered by interventions	Number of AM
Chiradzulu	1377	339	25%	27
Mulanje	1261	433	34%	23
Zomba	1851	391	21%	31
Total			27%	

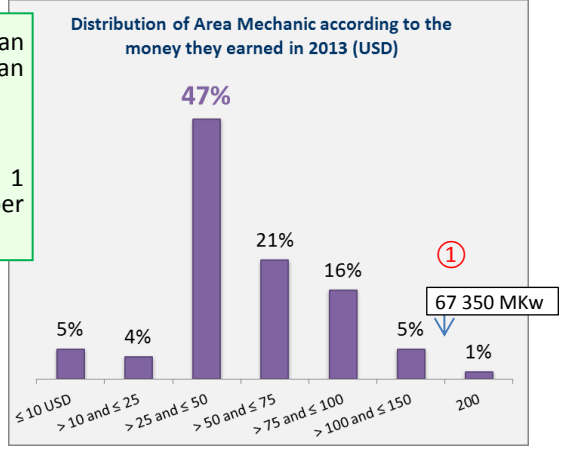


77% of the 81 pumps mechanics are doing less than 20 contracts a year, 45% are doing between 10 and 20 contracts a year. The average number of contracts done in a year is 14. One AM has done 53 contracts in 2013 (D Musenguwa – Mulanje).



The average amount of money earned in 2013 by an AM was 18 700 MKw (54 USD in 2013) and the median value is 15 750 MKw (46 USD in 2013)*.
 But M. Musenguwa earned almost 200 USD - ①.
 The tendencies show that in general AM are doing 1 contract per month ; the more active around 4 per month, to 9 in the peak of the season.

	Average number of contracts	Average amount of money earned in 2013	
		MKw	USD
Chiradzulu	12	13 902	40
Mulanje	19	23 309	68
Zomba	16	19 888	58

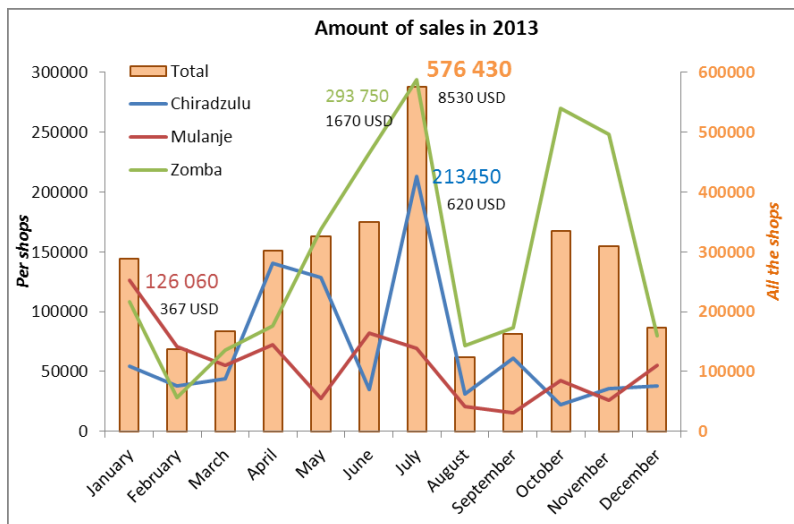
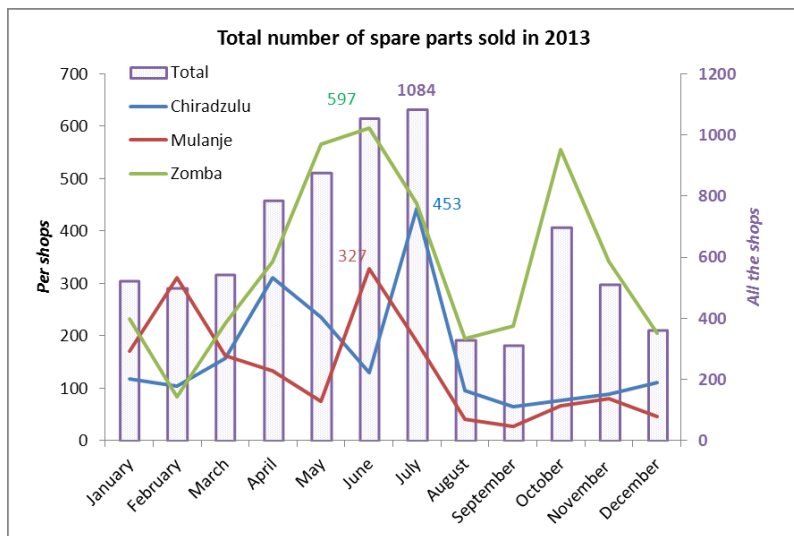


*7 Area Mechanics have done no contract; they have not been included in this comparison.

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

Evolution of sales of spare parts by the partners' shops

TIMMS
Year 2013



	Chiradzulu	Mulanje	Zomba
Quantity of hand pumps	1 377	1 261	1 851
Number of shops	7	9	10
Total quantity of spares sold	1932	1622	4012
Total amount sold in MKw	842 125	662 780	1 745 745
Total amount sold in USD	\$2 441	\$1 921	\$5 060

Quantity of U-Seal sold	805	610	1 626
Estimated ratio of Hand Pumps that followed an annual maintenance	58%	48%	88%

The average quantity of spare parts a shop is selling is around **270-280** a year for both districts. It represented nearly **120 000 MKw - 350 USD** in 2013.

Best seller in terms of quantities bought more than **800** parts in 2013 (Thondwe shop in Zomba dt) for 278 500 MKw (**800 USD**). It is the second shop in terms of amount sold as the first one (Mayaka in Zomba dt) sold for 495 000 MKw – **1435 USD**.

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**.

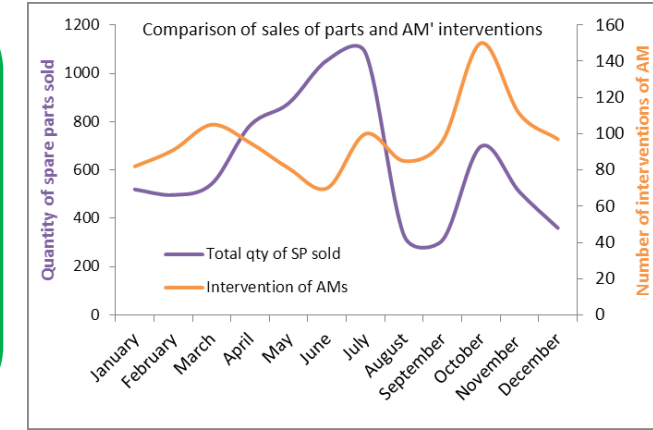
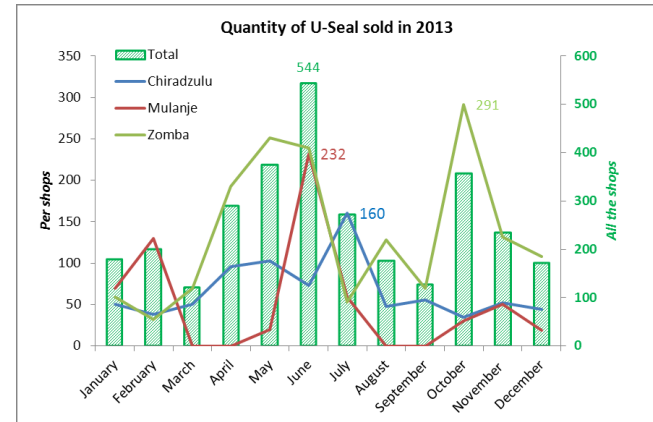
Best sales a month correspond to 158 160 MKw-460 USD of parts sold (Mayaka in July), but in terms of quantities it has been 221 parts (including 130 USeal) sold (Mulomba shop, Mulanje dt in February). – July has been the best month.

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

The ratio of communities that are replacing USeal as it is recommended to do annually by manufacturer is quite good in these districts. Especially in Zomba (88%), but it can probably be explained also by the fact that neighboring districts are buying in Zomba too.

The sales of spare parts increase in May, June, July when the farmers receive most of their incomes after harvesting. It might be possible that the water points' users are stocking some spare parts.

It also clearly appears that the peak of the interventions of AMs is in October – probably the period when the pumps are intensively used. Looking in details between districts, there is only in Zomba where a peak of sales of spare (USeal) appears also in October, following AM interventions.



For Zomba, in addition to important quantities of spare parts sold around May, June, July and in October, sales of important amount have been done in July (Cylinder set – 28 500 MKw) and October / November (Pump handle – 29 000 MKw / Cylinder set – 34 400 MKw) = correspond to the biggest sales in one shot.