1. Enrolment of the shop in the strategy

2. Supply distribution and training

3. Monitoring of the shop

3 weeks

1 day

Until the end of the programme...
1. Enrolment of the shop in the strategy – 3 weeks

1.1 Assessment of the needs and prospection

Assessment by the technical FF of the needs in one area:
- One community must not have to walk more than 20 km / 12 miles to reach the bleach shop
- The number of shops has to be limited in order to maintain a sufficient demand in each one If a need has been identified in one area, identification of all eligible shops.

1.2 First contact

Information from the communities:
- Do you know a shop that sells bleach?
- Where do you usually buy your goods?
- Is this shop famous by the surrounding communities?
- How long has it been working? Do you think it is sustainable?
- Is the shop often open?
- Is the reseller often available?
- Do you have good relationship with the reseller?

Information from the shop:
- Shop’s profile (name of the reseller, location, contact, date of establishment)
- Sales and suppliers
- Customers
- Reseller’s profile (interest, motivation, availability, education)

The GPS coordinates of the shop are recorded to locate it on a map

The FF fulfills the Shop information form from discussions with the reseller and the communities around

1.3 Choice of the most appropriate reseller

Criteria to choose the most appropriate reseller:
- Motivation
- Sustainability
- Proximity
- Availability
- Seriousness

1.4 Confirmation of participation

The chosen shop confirms or not its interest of participation in the HHWT strategy
2. Supply distribution and training – 1 day

Explanation of IA HHWT strategy for shops

Rule:
Number of bleach bottles supplied = Number of chlorination kits supplied in the communities around + 3 bottles (with a minimum of 10)

Supply of starting kit

Poster displayed in the shop to promote the bleach resellers

The reseller receives a starting kit (bleach bottles and syringes) free to sell

Training on chlorine use and sales recording

The reseller learns how to treat water with chlorine (practical demonstration by the FF and poster displayed in the shop)

For the training, the FF is guided by the Bleach storekeepers training agenda

Establishment of link with supplier

The reseller receives a card with the name, address and phone number of the main supplier in Makeni and a back-up store in Freetown.

He/She also receives advices for stock management and storage

A Memorandum of Understanding is signed between IA and the reseller in witness of local authorities to clarify the purpose of the bleach business

Each reseller has the contact of the other resellers in case of issue (displayed in his book)
3. Monitoring of the shop – Until the end of the programme

<table>
<thead>
<tr>
<th>Time Frame</th>
<th>Frequency of follow-up visits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Between training and first refill</td>
<td>1 visit / month</td>
</tr>
<tr>
<td>After first refill</td>
<td>1 visit / 3 or 4 months</td>
</tr>
</tbody>
</table>

Visit guided by the steps for follow-up of shops

During the follow-up visit, the FF has to pay more attention to:

- **Understanding of the treatment procedure**
- **Sales recording** in the notebook
  
  Any of these 2 points may lead to refreshment training.

  - Any particular issue with the bleach business (supply, money gathering, transportation, storage, stock management...)
  
  - **If non IA customers** come to buy bleach

  If necessary, the list of communities to buy in this shop has to be updated.

  
  > Any important information recorded in the weekly report.

  > Analysis of communities effectively buying chlorine and supervision of bleach business management