



MANAGER OF HANDCARTS FOR WATER KESALE

Conakry - GUINEE

Conakry: population 1,200,000 - 1,000 FG = US\$ 0.80

WATER SERVICE IN CONAKRY

- The water company, SEEG, serves 35,000 individual connections (44 percent of households).
- Residents of unplanned and planned settlements not connected to the water network get water from those who have connections (32 percent of households), from standpipes (7 percent), and from handcarts (2 percent).
- The remaining 15 percent of residents get most of their water from wells.



Conakry's rapid expansion has led to the blossoming of peri-urban settlements and even of planned subdivisions, not served by the water network.

WATER HANDCARTS: A PROFITABLE BUSINESS

Young urban migrants will often work as water handcarts in order to earn start-up capital for a small business.

- Their initial investment is small: GF 60,000 for the cart and 30,000 for 15 20-liter jugs, or GF 90,000 in all.
- They pay FG 5,000/m³, or GF 100 for a jug of water.
- Their monthly sales average GF 156,000.



One of many handcarts who ensure water delivery to the 350,000 residents of Conakry's Matam district.

A HOME WATER RESELLER BECOMES A HANDCART MANAGER

In Conakry's Matam district, a retired mechanic began selling water from his home to his neighbors, then to water handcarts, and then bought two handcarts in 1987.

He now owns 20 carts, of which he rents out 16 and pays others to operate four.

- He sells water from his house tap to 20 families in his neighborhood at FC 2,500/m³ and to 15 competing handcarts at FG 1,250/m³.
- His four carts sell water at FG 5,000/m³.
- He rents the carts at FG 20,000/month/cart.

His annual turnover amounts to FG 6 million.

NEXT STEPS

- Negotiate a tariff reduction for home water resellers, currently penalized by SEEG's three-level rate structure and bimonthly billing schedule.
- Create a mechanism for sharing the risks associated with the handcarting business (water losses and traffic accidents).



New handcarts are purchased by reinvesting earnings.



Home delivery of water by handcart is widespread in areas that have no standpipes and at municipal markets.