

Inspiring Stories from the World of Waste

BUSINESS OPPORTUNITIES



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COOPERATION >



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EJOM - *L'emploi des jeunes crée des opportunités, ici au Mali* is a 4 year project funded by the European Union (EU) and implemented by a consortium of four organizations: SNV (which provides the lead), APEJ, ICCO and WASTE. EJOM has three specific objectives:

- 1) Contribute to the self-employment and employment of young people (especially women and disadvantaged groups) in the horticulture, waste management, agro-food and handcraft;
- 2) Promote the development of SMEs to contribute to the employment of young people (especially women and disadvantaged people) in the sectors of horticulture, waste management, agro-food and handcrafts;
- 3) Contribute to the creation of a financial and educational environment favorable to the employment of young people.

This catalog offers examples of entrepreneurs who have successfully realized their business idea in waste management. The examples come from several sectors and several African countries.

The page colour indicates the business sector

Waste Management

Sanitation

Urban Agriculture



ECOPOST – Plastic lumber out of plastic waste

Charles Kalama (35) is living his passion by converting waste into items of value, he is one of the founders of ECOPOST, a successful plastic waste recycling business in Nairobi, Kenya. His advice: “Don’t be afraid to start, you don’t need all the information, dive in and learn on the way”.

Business

Country/City	: Kenya, Nairobi
Name of company	: ECOPOST (www.ecopost.co.ke)
Products (value proposition)	: Fencing posts out of recycled plastic
Structure	: Company
Year of establishment	: 2010
Annual turnover	: USD 152,400
Investment needed to start	: 10,000 USD (second hand machine)
Education	: Msc. In biochemical engineering

Market

The posts are sold both through a distributor and directly to individuals, farmers and organisations. At the moment the company cannot cope with the amount of orders they have for this year and are in need to operate continuously. Present sales is 500 poles per day.

Resources and Partners

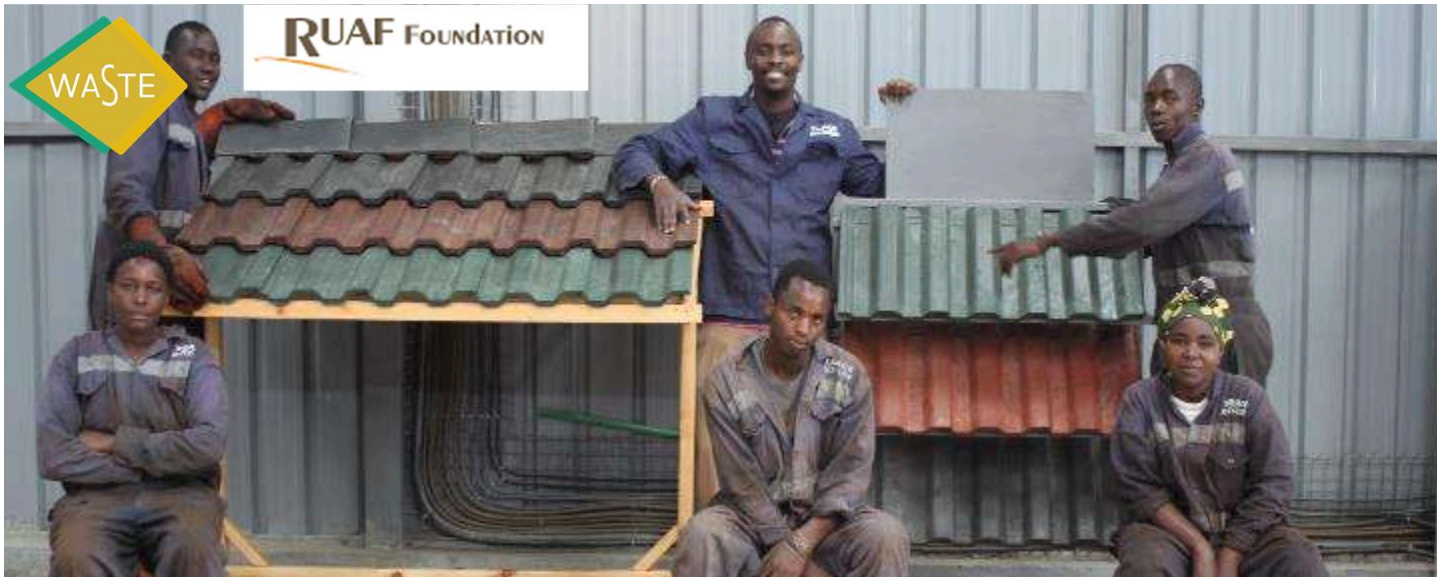
ECOPOST has chosen its partners strategically, every partner brings added value to the company. ECOPOST works with local cooperatives for the supply of plastic waste and with a local NGO for marketing reasons.

Social and Environmental impact

- Direct jobs to over 40 people and income opportunities for an additional 5000 people, 80% under the age of 25 and 56% women; Indirectly improved the livelihoods of 6,000 people in marginalised communities
- Recycled 3000 tonnes of plastic preventing it from polluting the environment
- Replaced 60,000 wooden posts, which corresponds to saving approx. 2,400 trees
- Mitigated over 160 mln kg of CO₂.

Looking back and ahead

The beginning was not easy. In 2008 Charles decided to start with the production of poles out of plastic waste because they noted a growing market. They did some research and started with a second hand machine. At this moment ECOPOST wants to double its production capacity. To achieve this 2 more production lines need to be installed and ECOPOST will take a loan to be able to purchase these line.



TRACE – Roof tiles from recycled plastic and sand

Kevin Mureithi (32) is the manager of TRACE and he is happy to be among people tackling a critical environmental problem in his country. It satisfies him to see other people making an income from waste materials. His advice: “Think big, start small and start now! The road between the idea and the implementation is a bumpy one with a lot of challenges but the joy of creating employment to other people, having impact on the environment and making a profit at the end of the year is enough to push you in doing it!”

Business

Country/City	: Kenya, Gilgil
Name of company	: TRACE ECO SOLUTIONS (www.ecoblocksandtiles.co.ke)
Products (value proposition)	: Waste collection and roof tiles out of recycled plastic and sand
Structure	: Company
Year of establishment	: 2012 (production of roof tiles in 2017)
Annual turnover	: USD 30,000
Investment needed to start	: 250,000 USD
Education	: Msc. in Environmental Science and Technology

Market

The market for the recycled roof tiles need to be developed but potential customers are housing contractors, governments and international organisations. We sell one roof tile for a price of 1 USD.

Resources and Partners

Kevin started his company using his personal savings and taking part in business contests. He partners with Via Water, WASTE, Africa Funded, Total Kenya and Netfund Kenya.

Social and Environmental impact

- Direct jobs to 12 people and income opportunities for an additional 50 people.
- Recycles 450 kg per day.

Looking back and ahead

TRACE started with the collection of waste in several neighbourhoods of Gilgil and are making profit. At this moment we just started with our production of roof tiles and we expect to earn back the initial investment in 4 years. We would like to increase our brand in the roofing industry in Kenya and open another factory in the capital Nairobi.



Bensaju Enterprises – Interlocking Stabilized Soil Blocks to build toilets

Bernard Alemu is a member of Bensaju Enterprises .

His advice: “Identify a gap in the market and focus on it. Give it your all and you will succeed. Do not just look at white collar jobs as employment opportunities but look into yourself and see what business/ enterprise you can run that will offer employment to others!”

Business

Country/City	: Kenya, Busia
Name of company	: Bensaju Enterprises (to be registered)
Products (value proposition)	: Waste collection and roof tiles out of recycled plastic and sand
Structure	: Group Business
Year of establishment	: 2015 (mass production of Makiga bricks in 2017)
Annual turnover	: USD 12,000
Investment needed to start	: USD 1000
Education	: Dip. In Early Childhood Education

Market

The interlocking blocks are mainly sold to building contractors and directly to Individual households, institutions, churches, Government and organizations. Bensaju Enterprises produces and sells on average of 7000 bricks per month where each brick is sold at a price of 15/= per brick. With the enhanced uptake of improved and permanent sanitation, the market for the interlocking blocks has gone up. The blocks have the advantage of lowering construction cost by over 30% and therefore are preferred for construction.

Resources and Partners

Supported by FINISH INK project, Bensaju Enterprises works with local partners including Artisans, the county and the Ministry of Health department through public health officers, community health volunteers and Sanitation Marketers for marketing of the interlocking blocks bricks.

Social and Environmental impact

The business provides direct jobs to 15 people with income opportunities, most of who are below 35 years of age with 40% of women involved. Since this has an effect on increasing sanitation coverage, there is an indirect impact to reducing illnesses and increasing productivity thus improving livelihoods. Use of interlocking blocks promotes environmental conservation as opposed to burnt bricks that are common in Busia but adversely affect the environment since they heavily rely on firewood for curing. This has heavily promoted the cutting down of trees, releasing carbon particles into the atmosphere.

Looking back and ahead

Bensaju Enterprises is under way in broadening their market by involving many more key players and investing in better equipment.



Toilet Yanga– Fibre glass and plastic toilets for pit-latrines and pour flush toilets

Kapumpe (48) is founder of Toilet Yanga and it is clear that his passion lies in the areas of sanitation and the environment. “A social entrepreneur looks at what is a problem in society and responds to that problem with an innovative solution,” Kapumpe explains. “Sanitation is a mass market opportunity that requires localized solutions in Africa. The key is finding the right collaboration and partnership of people who believe and share your vision. These are frequently global minded people. It will not be easy and as a business owner you have to invest your time and perseverance.”

Business

Country/City	: Lusaka, Zambia
Name of company	: Toilet Yanga (https://web.facebook.com/TyCoLtd/)
Products (value proposition)	: Fibre glass and plastic toilets for pit-latrines and pour flush toilets
Structure	: Company
Year of establishment	: 2012
Annual turnover	: USD 260,000 (projected turnover for 2018-2019)
Investment needed to start	: 70,000 USD
Education	: Degree Social Policy; Environmental Technician

Market

Kapumpe sells sanitation kits (toilet, handwashing items, anti-diarrheal kits, toilet brush and light) to households in rural areas, schools, chiefs, NGOs and Defense forces. He sells them for a price between 20 and 30 USD. He promoted his products using cartoons, social media and building relationships with the chiefs of the towns. He uses the slogan **“Why squat when you have a choice? Have a seat!”**

Resources and Partners

Kapumpe started with a small capital and was supported by NGOs implementing WASH programs and House of Chiefs.

Social and Environmental impact

With his company Toilet Yanga Kapumpe provides hygienic conditions and dignity to people in rural areas.

Looking back and ahead

The aim is to reach 30,000 households in 2018 and 100,000 households in 2019.



Harvest of Hope - Cape Town, South Africa

Production of organic vegetables and sale of boxes of organic products and baskets of vegetables for the weekly season. "The key to organizing a social enterprise: providing support to producers, regular supply of vegetables and visibility"

Business details

Name of company	: Harvest of Hope, https://www.facebook.com/abalimi.harvestofhope/
Products	: Organic Vegetables, sold in boxes and at markets
Country	: Cape Town, South Africa
Structure	: Farmer Cooperative and Community Supported Agriculture (CSA)
Year of establishment	: 2008
Stage	: Steady income, reinvested in community
Annual turnover	: around € 10,000 / month, employment for 160 farmers and harvest employees.
Investment needed to start up	: gradual with the help of an NGO: 4 years to become profitable

Market

The box scheme has a varying no. of clients (currently 200), spread over 10 collection points (15-20 schools). Boxes are sold for 10 Euro (100 Rand) with 9-12 different vegetables, or 7 Euro (65 Rand) for a bag with 6-7 vegetables, each week.

It allows for flexibility to deal with crop failures, later harvest and varying quality by the x small scale and community farmers. The vegetables not used for the boxes are sold at local markets or used for the communities themselves.

Resources and Partners

The cooperative has been supported by the municipality and several projects, and receives mainly support by Abalimi Bezekhay (CSO), operating in townships in and around Cape Town.

Social and Environmental impact

- Direct and indirect Jobs of 20 groups of 10-20 farmers (85 % women); Indirectly improving access to fresh foods (of participating farmers, sellers and 350 families subscribing to the boxes).
- Income per producer is up to 300 Euro (3000 Rand) per month
- Recycling of organic solid waste, preventing it from polluting the environment

Looking back and ahead

The number of producers involved varies but remains adequate. The customer base is also stable. Sales can expand by collaborating with other agricultural spaces. Social enterprise continues to help the development of marginal groups by including them in the production system.



CitiVeg Group – Horticulture for local market in Accra, Ghana

Improved production by three groups of growers, daily sale of selected vegetables on strategic spots. The owner of a kiosk working with farmers is the chairman of the marketing board.

Investment details

Name of company	: Cityveg
Products	: Daily fresh horticulture products on local market
Country/city	: Ghana/Accra
Structure	: The business is a commercial partnership between 2/3 farmer groups and the shop operators, governed by a marketing board
Year of establishment	: 2009
Start up investment	: 5,000 Euro
Education	: Untrained farmers; Owner of the licensed kiosk in agricultural sciences

Market

The selected vegetables are ready for sale every day, and sold at kiosks at the University of Ghana, along the road, and at the Ministry of Agriculture.

Resources and Partners

The farmers were supported by FStT project (RUAF, IWMI) and Ministry of Agriculture with training and start up investment of 5,000 Euro. Two kiosks were able to open after two years. Additional vegetables are purchased from local retailers upon request.

Social and Environmental impact

- Direct jobs to over 100 farmers and 3/5 people per kiosk, 50% under the age of 25 and over 75% migrants; Indirectly improved the livelihoods of 600 people of low income households.
- Wastewater is cleaned and used for irrigation.
- Compost is produced using the vegetable leftovers.

Future

The location belongs to the Ghana Electricity Company, and has no future purpose. Although no growth is possible (all land is used), there is an agreement with the landowner to be able to use the land.



Briquettes, Jekora Venture Afienva, Ghana

Using solid waste to produce briquettes for household and institutional use.

Investment details

Name of company	: Jekora Ventures,
Products	: Solid waste collection, segregation and re-use for briquettes (1,000 tonnes/year)
Country	: Afienva, Ghana
Structure	: A joint venture PPP with Afienva Municipality, Jekora and Ghana Volta Ltd.
Year of establishment	: 2009
Stage	: Innovation, construction, based on earlier experiments. Ready to invest.
Investment needed to start up	: € 200,000 (material), additional € 3-400,000 (40% by owners, 60% donors for technological and commercial development)

Market

The business is based on payment for waste collection service, and briquettes sold to different end users. Key is environment friendly briquettes, cheaper than charcoal or firewood. The briquette is non-carbonised: hence suitable for institutional, commercial and industrial heating purposes. Current customer segments are fish smoking, batik manufacture, and senior high schools (current capacity of 1,000 tonnes/year). It is essential to let households know what savings they can make.

Resources and Partners

Supported by national policy, the business is part of a PPP and funded by RVO, Netherlands. In its first 5 years it is supported by research and ngo's to enhance local impact and joint learning (including other entrepreneurs and municipalities).

Social and Environmental impact

- 50 direct jobs, 50% under age of 25 and 25% women.
- Recycles over 3,000 tonnes/annum of organic solid waste

Future

The market is big. Jekora is one of the solid waste collection companies in Ghana, and is in operation in many other municipalities. Awareness campaigns are needed to familiarise other customer segments.



ALICE AND CHARLES BOYLE ORGANIC COMPOST

Charles Boyle (73) sees compost production as his livelihood. He can help people not to use much money in imported fertilizer and use his compost instead. His advice: “Concentrate and pay attention in compost. Understand the concept and you will get money. Show the people the advantage of the product, give examples and you will be successful and admired.”

Business

Country/City	: Bo, Sierra Leone
Name of company	: Alice and Charles Boyle Organic Compost Enterprise
Products (value proposition)	: Organic compost and Moringa products
Structure	: Company
Year of establishment	: 2013
Investment needed to start	: USD 3100
Monthly salary	: USD 233
Education	: Training courses and on the job training in technique of composting
Pay back time of investment	: 6 months

Market

Charles sells between 15-50 bags per month to construction sites, hotels, NGOs, councils, market women and other institutions. The price of one bag of compost is 6.5 USD. Next to the organic compost he sells flowers, vegetables and moringa powder. He promoted his product by showing the benefits of compost in a site demonstrations, by advertisements and giving discounts to customers.

Resources and Partners

Charles was supported by Welthungerhilfe (WHH) with a loan and training.

Social and Environmental impact

- Direct jobs to 6 people and to 10 extra workers that work temporarily.
- Ninety tons of waste is composted annually

Looking back and ahead

Charles would like to expand his business with a grinder machine to produce powder. He also would like to have a tractor. He tries to change the behavior of farmers and motivate them to use organic compost instead of using chemical fertilizer.



SOBAWAN POTS AND COAL POT ENTERPRISE

Alfred Muana (50) the nickname “THE WASTE GENERAL” because he is involved in many activities transforming waste materials into useful products: producing Aluminum pots out of used soda cans, energy saving stoves (eco stoves) out of ferrous metal waste and bio briquettes out of biodegradable waste material. He entered this line of business because he knows: “waste business is profitable!”

Business

Country/City	: Sierra Leone/Bo
Name of company	: Sobawan pots and coal pots enterprise
Products (value proposition)	: Aluminium pots, plastic paving stones, bio-charcoal, eco-stoves
Structure	: Company
Year of establishment	: 1992
Investment needed to start	: USD 12,000
Yearly turnover	: USD 11,000
Education	: Secondary school

Market

Alfred sells Aluminum pots for the price of 6.5 USD, paving stones he sells for a price between 0.6 and 1 USD and bio-charcoal in bags of 25 kg he sells for 3.9 USD. He says that he can sell all products he produces.

Resources and Partners

Alfred started with a capital of 1250 USD and got a contract with Worldvision. After that he got a contract to supply 1000 ecostoves during the Ebola crisis. In 2014 Welthungerhilfe (WHH) organized a competition for the best business idea and I am very proud that I won this contest.

Social and Environmental impact

- Direct jobs to 16 people (3 women and 13 men)
- Per year Alfred recycles 6.5 tonnes of waste (plastic waste, bio-degradable waste, used cans and scrap metals)

Looking back and ahead

Alfred started small and has now established a good business. He has a dream of establishing a waste recycling industry and to employ more than 1000 people.



BRENT TECHNOLOGIES – FUEL FROM WASTE OIL

Geoffrey Ssekatawa (37) established a successful business in transforming waste oil into valuable fuel. He wants to save the earth from pollution and create jobs in his own country. His advice: “To start this kind of business, most importantly you need to identify a source for the technology to be used or else to develop your own. The technology should be within your reach in terms of initial investment capital and knowledge requirements. Secondly, If you succeed in setting up a recycling facility, make products which meet or even exceed customer expectations.”

Business

Country/City	: Uganda/Masaka
Name of company	: Brent technologies (www.brenttechnologies.com)
Products (value proposition)	: Recycled engine oil, diesel fuel, grease
Structure	: Company
Year of establishment	: 2015
Investment needed to start	: USD 125,000
Turnover	: USD 350,000 (in 2017)
Education	: Degree in education and diploma in analytical chemistry
Pay back time of investment	: 13 months

Market

Geoffrey sells 900 litres Diesel fuel per day, 100 litres engine oil per day and about 20 kg grease. His clients are buyers from the transport sector (drivers, motorcyclist). It is a profitable business and daily turnover is 850 USD. He gives a small discount to bulk buyers. He improved the quality of his products and customers know how to find him.

Resources and Partners

Geoffrey started with his own savings to start the company and received help from friends to raise capital.

Social and Environmental impact

- Direct jobs to 51 people (35 men, 16 women), the waste motor oil collection team consists of 50 people
- Brent technologies recycles 1250 liters of waste oil per day

Looking back and ahead

Geoffrey is ready to expand his business. Brent technologies has developed a simple, low cost environmentally friendly technology and is willing to replicate this to many other countries.



GREENABLE – turning e-waste into income

Bevlen Sudhu (37) is the general manager and mentor of Greenable, a non profit organization in South Africa providing employment to 100 people with disabilities. His advice: “People do not buy your product or service, they buy what your product or service can do for them. Fill a need and you have business for life.”

Business

Country/City	: South Africa/Kwazulu Natal
Name of company	: GREENABLE (www.greenable.co.za)
Products (value proposition)	: Recycling used printer cartridges and printers
Structure	: Non profit organisation
Year of establishment	: 2012
Annual turnover	: USD 40,500 (and sponsorships)
Investment needed to start	: 162,000 USD
Education	: MBA and licenced Business Coach

Market

Greenable dismantles plastic, metal and Aluminium from printer cartridges and supply them to local recyclers.

Resources and Partners

GREENABLE received support from local government and corporate sponsors.

Social and Environmental impact

- GREENABLE created over 100 job opportunities for people with disabilities. More than 68% rural women and 30% youth
- GREENABLE recycles over half million used printer cartridges per year, 400 tons of waste

Looking back and ahead

Growing nationally and finding a solution to the plastic extracted from the printer cartridges.



KLIN BO – Waste collection services

Thomas Kamanda (35) is the administrative officer of KLIN BO, a waste collection company in Bo, Sierra Leone. He enjoys his job because it reduces waste related hazards to communities and creates employment for other young people. “You need total commitment and perseverance to be successful in this job!”.

Business

Country/City	: Sierra Leone/Bo City
Name of company	: Klin Bo Services
Products (value proposition)	: Waste collection services and selling of recyclable waste materials
Structure	: CBO with the aim to transform in a company
Year of establishment	: 2013
Education	: Technician Diploma in Accounting

Market

Bo Klin offers door to door waste collection and office cleaning. Their clients are households, institutions and offices. Their price varies by collection frequency. Bo Klin did quite some promotional activities and even launched a PR song: <https://soundcloud.com/user984078969/klin-bo-services>

Resources and Partners

Bo Klin was supported by Welt Hunger Hilfe and Bo City Council.

Social and Environmental impact

- Direct jobs to over 70 employees (10 women, 60 men), most of them under the age of 30
- 70% of the collected waste is recycled

Looking back and ahead

Klin Bo started with the support of WHH but have the vision of being the best waste company in Bo City and in the whole of Sierra Leone in the future.



Sihaque Construction – Toilets and bricks

Sihaque (28) started a construction company because he can earn money and help people at the same time. He advises young people who want to start this type of business: “Let yourself know in your community, be trustful, reliable and serious!”

Business

Country/City	: Mozambique/Homoiné
Name of company	: Sihaque Construction
Products (value proposition)	: Toilets and bricks
Structure	: Company
Year of establishment	: 2014
Earnings	: USD 460 per month
Investment needed to start	: 1200 USD (prototypes, tools and materials)
Education	: Secondary school

Market

Sihaque sells around 12 toilets and 400 bricks per month to people from his town and NGOs. He knows that they will find him because he is known to be a reliable person. He sells his toilets for a price between 13 and 29 USD and the bricks are sold for a price between 0.35 and 0.70 USD. He used the radio to promote his products and is a member of the Cooperation of Sanitation Entrepreneurs.

Resources and Partners

Sihaque started by himself and was supported by WASTE with a technical training.

Social and Environmental impact

At this moment Sihaque employs three persons.

Looking back and ahead

Sihaque wants to grow his business in terms of geography and to be able to sell to other towns. Therefore he would like to invest in a new truck.



Sanivation – Sanitation Social Enterprise

Sanivation is tackling the sanitation crisis in East Africa by building and operating waste processing factories that transform human waste into a sustainable fuel.

Business

Country/City	: Naivasha, Kenya & Kakuma, Kenya
Name of company	: Sanivation (https://sanivation.com/)
Products (value proposition)	: Container-based sanitation services, fecal sludge treatment, and production of sustainable fuel
Structure	: Limited
Year of establishment	: 2014
Staff	: 64 employed

Market

For our reuse product, there is a large and growing market for affordable and sustainable solid fuels. In the past decade, traditional charcoal prices have doubled while demand has increased by 50%. These charcoal consumption habits are both economically and environmentally unsustainable. With a \$1.3 billion annual market for solid fuels, new briquette producers are entering this promising industry to meet the ever-increasing fuel demands.

Resources and Partners

Sanivation has certificates and endorsements from:

- Kenya Bureau of Standards (KEBS)
- Kenya National Environmental Management Authority (NEMA)
- Kenya Forest Service
- Kenya Ministry of Health
- Kenya Industrial Research and Development Institute (KIRDI)
- U.S. Centers for Disease Control and Prevention

Social and Environmental Impact

- For each ton sold, 88 trees are saved and 4 tons of CO_{2eq} is offset
- Briquettes burn with 1/3 fewer emissions compared to traditional charcoal
- To date, we have sold over 100 tons of fuel



GIE KEYORODIE: Composting to save the environment

Becaye Coulibaly (56) sees compost as a way to fight unhealthy conditions for a better environment. His advice: "courage, patience and adequate training to do this job well"

Business

Country / city	: Mali, Bamako
Name of the enterprise	: GIE Keyorodie CGNET BEKAYE — Cooperation « Sigida Labeni »
Products (value proposition)	: Compost
Structure	: Cooperation
Year of establishment	: 2009
Annual turnover	: 1800\$US (1 000 000 FCFA)
Start up investment	: 9350\$US (5 000 000 FCFA)
Pay back time of investment	: three years
Education	: Higher technical education, Training by SNV

Market

Bekaye manages to sell all of its compost to horticulturalists, market gardeners and expats. A 20 kg bag is sold for 3000 CFF. Bekaye uses advertising to promote his products.

Resources and partners

Bekaye started his business using his own funds. It benefited from the support of the City Council of the Commune VI of Bamako (COGEVAD, support platform for sanitation) and the SNV. He needs support for the renewal of his equipment

Social and environmental impact

- Direct jobs for 13 persons (10 women)
- Recycling of 5 tonnes of waste per year

Looking back and ahead

Bekaye needs to renew its equipment, means of transport and create a borehole. At the moment, it is difficult to adequately remunerate employees due to a lack of funds and work space. In the future, Bekaye would like to spread the practice of organic farming.



GIE Bremanet: Collecting and recycling plastic waste

Salif Coulibaly (40) started collecting waste before setting up a plastic recycling industry. By adapting the quantity and quality of its products to customer requests, it manages to satisfy and expand its clientele.

Business

Country / City	: Mali, Bamako (Sabalibougou)
Name of enterprise	: GIE Keyorodie CGNET BEKAYE — Cooperation « Sigida Labeni »
Products (value proposition)	: Grinded hard plastic (flakes): PP, HDPE
Structure	: Société SARL
Year of establishment	: 2003 (collection), 2011 (grinding of hard plastics)
Annual turnover	: 70 125 \$US (37 500 000 FCFA)
Start up investment	: 63 580 \$US (34 000 000 FCFA)
Payback time of investment	: three years
Education	: Masters degree, Training by SNV

Market

Salif adapts its prices to the quality of the products and manages to sell all flakes produced. He sells good quality flakes between 250FCFA / kg (PP) and 450FCFA / kg (HDPE) and those of poor quality between 190FCFA and 225FCFA / kg.

Resources and partners

Salif started his business with his teacher savings, then got help from SNV with his Saniya Warri program. His main customers are industrial units such as SIMPLASTIQUE or ETP. He managed to build a professional network allowing him to promote his products to companies.

Social and environmental impact

- Direct jobs for 30 persons (from which 25 are women)
- Recycles 37,500 tonnes plastic waste per year

Looking back and ahead

Salif is very proud that his business is profitable. He would like to expand his business by setting up a plastic waste recycling site with a granulator and extruder allowing him to recycle 2 to 3 tonnes of plastics / day and other produce small materials and accessories. His advice to young people wishing to start their own business: **"It is not easy but with perseverance you receive a lot in return"**.