



History

This newsletter focuses on the SHIPO SMART Training centre. Thanks to endless determination and energy of experts like Mr. Henk Holtslag and Mr. Walter Mgina and the financial support of the Dutch government, SHIPO now has more than 10 years experience in low cost water and sanitation technologies and services. Lessons learned from intensive monitoring and evaluation have been converted in training programs and are shared through the training centre with many local entrepreneurs and local but also international NGO's.



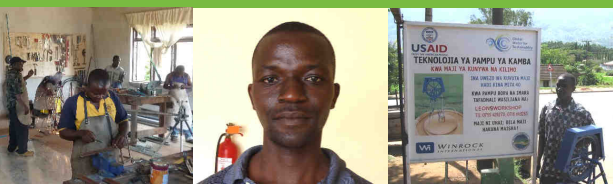
How?

Each training can be tailor made to meet your demand. Our suggestion

- Select products and potential candidates (entrepreneurs).
- Wow! Hit the ground running.
Introducing new products always take time because people like to see them functioning in use before buying. Convincing government authorities can also be a challenge. A visit where your stakeholders can experience the products in daily use and can speak freely with colleagues from one of the successful implemented sites, will take away a lot of unnecessary fear.
- Training.
SHIPO trainers will train the candidates in theory and intensively in practise. Candidates who complete the training successfully will receive a certificate.
- Guidance of trained people on the job.
Embedding quality work to make it a day-today routine, requires time and guidance.
- Fine tuning on the job.
After some time people will become experienced and maybe some common mistakes might slip in to the day to day routine. Products and services are constantly improving. In fine tuning sessions, SHIPO consultants analyse the work and help to improve it where needed.

Results

Many bigger and smaller organisations are trained. For example Mr. Leons Mgaluka in Morogoro, Tanzania. He was trained in Sept 2010. After less than 1½ year he said that the training has turned around his fortunes in the light of increased market share and profit. He has been able to sell about 54 pumps, 44 of those through the iWash program which increased his experience and 10 have been directly sold to customers outside any program. Also he has been able to install two pumps for personal use one at home and another one at the workshop.



What?

SHIPO Smart training centre trains following subjects:

- Geology and site selection for wells and boreholes
- Upgrading existing hand dug wells
- Making new improved hand dug wells
- Manual drilling different methods
- Production of drilling and digging tools
- Hand pumps different models
- Rainwater harvesting
- Ground water recharge
- Tank construction and irrigation
- Improved latrines
- Smart Finance solutions
- Water quality testing
- Household water treatment
- Planning, Monitoring, Evaluation and Reporting



RWSN conference Uganda

On 28 Nov until 1 Dec 2011 SHIPO participated in the world wide Rural Water Supply Network conference in Uganda in the exhibition and two presentations (<http://rwsnforum.files.wordpress.com/2011/11/presentation-9-3-rik-haanen.ppt>).

SHIPO installed a rope pump and demonstrated how to drill a borehole in the garden of the oldest hotel in Uganda (Speke Hotel, SHIPO removed it again after the exhibition). Low cost solutions were known to most participants of the conference. But the real live working model and the method of involving the private sector with the commercial sold pumps was an eye-opener for many people. In Tanzania rope pumps are now bought by people direct from local producers (self supply). This was possible after the producers have gained a lot of experience from a sponsored program. Contacts from the conference are leading slowly to new similar self supply programs in Uganda, Kenya and Soudan. At the conference SHIPO learned about the low cost EMAS pump. Two months later Mr. Jacob Carpenter (Uganda/USA) has trained people from Tanzania and Malawi at SHIPO in production of EMAS pump (www.emas-international.de).



Where?

The training centre has customers in: Tanzania, Angola, Burkina Faso, Congo, Malawi, Mozambique, Zambia, Zimbabwe.

Interested?

If you are interested in the SMART training centre please contact us or visit: www.shipo-tz.org/services/training-centre

CONTACT

SHIPO
P.O. BOX 227
Njombe , Tanzania

T: +255 (0) 262782989

E: info@shipo-tz.org

W: www.shipo-tz.org