



Managing a pit emptying enterprise

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Kampala, Uganda

Introduction

- Overview of my pit emptying business
- Achievements
- Challenges
- Future plans

Context



Kampala, Uganda

My enterprise

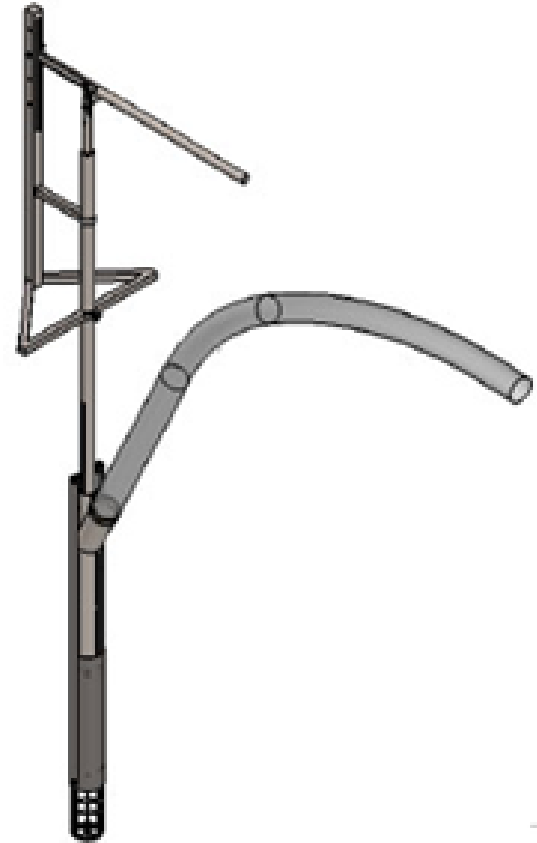
- Established 2013, with support from Water for People
- Based in Kampala, Uganda
- Service customers all over Uganda
- Mainly landlords, schools, hospitals,
- Emptied **over 3 250 pits** to date

Gulpers

Gulper 1

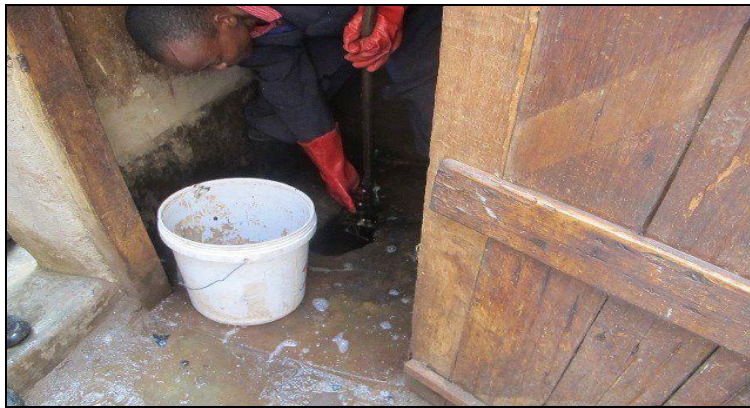


Gulper 2



Emptying process

Hook out solid waste



Insert gulper & pump



Fill drums and load on the truck



Sludge Transport & Disposal

Filled barrels on pickup
ready to go



Delivery to the
treatment works



Site cleaning



- We emphasize high levels of cleanliness
- We move with cleaning items e.g. jerry cans, water in reserve barrels, basins, buckets, brushes etc
- We do not ask the customer for any of these

Wide Range of Partnerships



- Kampala Capital City Authority (KCCA)
- National Water & Sewerage Corporation
- Water for People Uganda
- National Environment Management Authority (NEMA)
- Etc.

Marketing



- Door to door – fliers
- Radio & TV talk shows
- Meeting with local leaders and health inspectors
- Linking with Services Brokers
- Doing demonstrations
- Etc.

Marketing is only necessary in the dry season when business is slower

Diverse Services Support Sustainability



- Installing Sato Pans
- Constructing standard local septic tanks & latrines.
- Collecting sludge samples for (Makerere University).
- Hiring equipment, selling protective gears to up coming entrepreneurs
- Selling pit odour management additives

Achievements



- Enough equipment
- Well trained operators
- Two trucks & marketing motorcycle
- Referrals from KCCA Call Centre
- Executive offices
- We pay taxes
- Our families are happy
- Ready customers
- Recognition of the value of our service.

Some Challenges in the Field



- Much rubbish in pits
- No proper space for equipment cleaning
- Complying with licence conditions and regulations
- Heavy traffic
- Reaching the treatment works before it closes at 6 pm

Overcoming Challenges

Emptying deep pits

- 7 – 12 meters is common
- Too deep for a Gulper alone
- 3 liter jerry can on a rope
- Big focus on health & safety
 - Gloves and protective clothing
 - Clean all surfaces as we work.



Overcoming Challenges 2

National Water treatment works in Kampala can't accept sludge in barrels

- Designed for vacuum tanks with hoses
- We designed a funnel with hosing at one end and a cage screen in the middle to screen out rubbish.



Future plans



- Increase capacity
 - a third small truck
 - more barrels
 - more operators and marketers
- Expand to 25 pits /month
- Build our own treatment plant
- Invest in a cesspool emptier truck
- Extend services to Congo DRC

Thank you

