

# PhATS Technical Note



Sustaining  
Demand  
Through  
Supply Side  
Intervention  
May 2015

## Sanitation Marketing: Fabricating Low-Cost Sanitation Products

The Phased Approach to Total Sanitation (PhATS) seeks to sustain demand for sanitation products and services through Supply Side Intervention. Supply-side activities include the development and promotion of low cost sanitation products. Samaritan's Purse (SP), in its role as backstopping partner to other NGOs has developed several low-cost sanitation options therewith further operationalizing the PhATS.

A collaborative development effort was conducted at two Human Centered Design workshops, where local entrepreneurs, experienced sanitation engineers, representatives from the Philippines Department of Health (DoH) and several PhATS partner NGOs were invited to work alongside each other to produce a catalog of sanitation products well-suited to the Philippines. The resulting fifteen (15) products fall into one of three categories: substructure/septic tank; mid-structure/toilet bowl; and superstructure/privacy

shelter. In order to best accommodate a wide consumer base, each category of products includes options for variable environmental conditions and geographic regions: septic tanks for both low and high water tables, different soil permeability; superstructures in varying degrees of material strength and durability; toilet bowl and septic pairings for pour flush and dry flush.

Pricing, including calculation of material, labor and service/delivery charges were determined by a council of advisors comprised of SP SanMark technicians, sanitation business owners, local entrepreneurs, and Filipino sanitation engineers with more than 20 years of experience in the industry.

Recorded in this document are the bills of quantity for the products offered.



SP transformed one of its 24ft flatbed trucks into a mobile showroom of sorts, displaying a collection of sanitation products: to-scale models of superstructures and toilet bowls are on display, along with slightly modified versions of septic tank sub-structure models. Its bright colors, eye-catching branding and unusual cargo draw a crowd wherever the SP SanMark truck goes.

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# SUPERSTRUCTURES



WALL: NIPA SHINGLES  
ROOF: NIPA SHINGLES  
PHP2,600



WALL: AMAKAN  
ROOF: NIPA SHINGLES  
PHP3,140



WALL: PLYWOOD  
ROOF: NIPA SHINGLES  
PHP4,625



WALL: AMAKAN  
ROOF: CGI  
PHP3,660



WALL: PLYWOOD  
ROOF: CGI  
PHP5,150



WALL: FERROCEMENT  
ROOF: CGI; DOOR: PLYWOOD  
PHP5,370



**MODEL #1**  
**PHP2,600**

ROOF: NIPA SHINGLES  
WALL: NIPA SHINGLES  
FRAMING: COCO LUMBER

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
2IN X 2IN X 8FT COCO LUMBER	15	PIECE	₱27.00	₱405.00
2IN X 2IN X 6FT COCO LUMBER	14	PIECE	₱20.00	₱280.00
4FT LENGTH NIPA SHINGLES	60	PIECE	₱10.00	₱600.00
1IN X 6FT BAMBOO STRIP	20	PIECE	₱3.00	₱60.00
4FT X 8FT PLAIN GI SHEET	0.5	PIECE	₱400.00	₱200.00
3IN X 3IN HINGES	1	PAIR	₱50.00	₱50.00
4IN COMMON WIRE NAILS	0.5	KG	₱51.00	₱25.50
2IN COMMON WIRE NAILS	0.5	KG	₱41.00	₱20.50
1½IN COMMON WIRE NAILS	0.25	KG	₱48.00	₱12.00
				₱1,653.00
			LABOR: 25% OF MATERIAL COST	25%
				₱413.25
			SUBTOTAL	₱2,066.25
			PROFIT: 20% OF LABOR & MATERIALS	20%
				₱413.25
			SUBTOTAL	₱2,479.50
			DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT	5%
				₱123.98
			<b>TOTAL</b>	<b>₱2,603.48</b>



**MODEL #2**  
**₱3,140**

ROOF: NIPA SHINGLES WALL: WOVEN BAMBOO SHEETING (AMAKAN) FRAMING: COCO LUMBER				
ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
2IN X 2IN X 8FT COCO LUMBER	15	PIECE	₱27.00	₱405.00
2IN X 2IN X 6FT COCO LUMBER	14	PIECE	₱20.00	₱280.00
4FT X 8FT WOVEN BAMBOO SHEETING (AMAKAN)	4	PIECE	₱182.00	₱728.00
4FT LENGTH NIPA SHINGLES	20	PIECE	₱10.00	₱200.00
1IN X 6FT BAMBOO STRIP	20	PIECE	₱3.00	₱60.00
4FT X 8FT PLAIN GI SHEET	0.5	PIECE	₱400.00	₱200.00
3IN X 3IN HINGES	1	PAIR	₱50.00	₱50.00
4IN COMMON WIRE NAILS	0.5	KG	₱51.00	₱26.00
2IN COMMON WIRE NAILS	0.5	KG	₱41.00	₱21.00
1½IN COMMON WIRE NAILS	0.41	KG	₱48.00	₱20.00
				₱1,990.00
			LABOR: 25% OF MATERIAL COST	25%
				₱497.50
			SUBTOTAL	₱2,487.50
			PROFIT: 20% OF LABOR & MATERIALS	20%
				₱497.50
			SUBTOTAL	₱2,985.00
			DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT	5%
				₱149.25
			<b>TOTAL</b>	<b>₱3,134.25</b>



**MODEL #3**  
**₱4,625**

ROOF: NIPA SHINGLES WALL: MARINE PLYWOOD FRAMING: COCO LUMBER				
ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
2IN X 2IN X 8FT COCO LUMBER	15	PIECE	₱27.00	₱405.00
2IN X 2IN X 6FT COCO LUMBER	14	PIECE	₱20.00	₱280.00
4FT X 8FT X ¼IN MARINE PLYWOOD	3	PIECE	₱645.00	₱1,935.00
4FT LENGTH NIPA SHINGLES	20	PIECE	₱10.00	₱200.00
1IN X 6FT BAMBOO STRIP	20	PIECE	₱3.00	₱60.00
4FT X 8FT PLAIN GI SHEET	0.5	PIECE	₱400.00	₱200.00
3IN X 3IN HINGES	1	PAIR	₱50.00	₱50.00
4IN COMMON WIRE NAILS	0.5	KG	₱51.00	₱25.50
2IN COMMON WIRE NAILS	0.5	KG	₱41.00	₱20.50
1½IN COMMON WIRE NAILS	0.23	KG	₱48.00	₱11.00
				₱2,937.00
			LABOR: 25% OF MATERIAL COST	25%
				₱734.25
			SUBTOTAL	₱3,671.25
			PROFIT: 20% OF LABOR & MATERIALS	20%
				₱734.25
			SUBTOTAL	₱4,405.50
			DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT	5%
				₱220.28
			<b>TOTAL</b>	<b>₱4,625.78</b>



**MODEL #4**  
**₱3,660**

ROOF: CGI  
WALL: WOVEN BAMBOO SHEETING (AMAKAN)  
FRAMING: COCO LUMBER

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
2IN X 2IN X 8FT COCO LUMBER	15	PIECE	₱27.00	₱405.00
2IN X 2IN X 6FT COCO LUMBER	14	PIECE	₱20.00	₱280.00
4FT X 8FT WOVEN BAMBOO SHEETING (AMAKAN)	4	PIECE	₱182.00	₱728.00
3FT X 12FT CORRUGATED GI SHEET	1.5	PIECE	₱355.00	₱532.50
4FT X 8FT PLAIN GI SHEET	0.5	PIECE	₱400.00	₱200.00
3IN X 3IN HINGES	1	PAIR	₱50.00	₱50.00
2IN UMBRELLA NAILS	0.71	KG	₱80.00	₱56.80
4IN COMMON WIRE NAILS	0.6	KG	₱51.00	₱30.60
2IN COMMON WIRE NAILS	0.6	KG	₱41.00	₱24.60
1½IN COMMON WIRE NAILS	0.3	KG	₱48.00	₱14.40
				₱2,321.90
		LABOR: 25% OF MATERIAL COST	25%	₱580.48
		SUBTOTAL		₱2,902.38
		PROFIT: 20% OF LABOR & MATERIALS	20%	₱580.48
		SUBTOTAL		₱3,482.85
		DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT	5%	₱174.14
		<b>TOTAL</b>		<b>₱3,656.99</b>



**MODEL #5**  
**₱5,150**

ROOF: CGI  
WALL: MARINE PLYWOOD  
FRAMING: COCO LUMBER

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
2IN X 2IN X 8FT COCO LUMBER	15	PIECE	₱27.00	₱405.00
2IN X 2IN X 6FT COCO LUMBER	14	PIECE	₱20.00	₱280.00
4FT X 8FT X ¼IN MARINE PLYWOOD	3	PIECE	₱645.00	₱1,935.00
3FT X 12FT CORRUGATED GI SHEET	1.5	PIECE	₱355.00	₱532.00
3IN X 3IN HINGES	1	PAIR	₱50.00	₱50.00
2IN UMBRELLA NAILS	0.25	KG	₱80.00	₱20.00
4IN COMMON WIRE NAILS	0.5	KG	₱51.00	₱26.00
2IN COMMON WIRE NAILS	0.5	KG	₱41.00	₱21.00
1½IN COMMON WIRE NAILS	0.25	KG	₱48.00	₱11.00
				₱3,269.00
		LABOR: 25% OF MATERIAL COST	25%	₱817.25
		SUBTOTAL		₱4,086.25
		PROFIT: 20% OF LABOR & MATERIALS	20%	₱817.25
		SUBTOTAL		₱4,903.50
		DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT	5%	₱245.18
		<b>TOTAL</b>		<b>₱5,148.68</b>



**MODEL #6**  
**₱5,370**

ROOF: CGI  
WALL: FERROCEMENT  
DOOR: MARINE PLYWOOD

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
2IN X 2IN X 8FT COCO LUMBER	4	PIECE	₱27.00	₱108.00
2IN X 2IN X 6FT COCO LUMBER	5	PIECE	₱20.00	₱100.00
4FT X 8FT X 1/4IN MARINE PLYWOOD	1	PIECE	₱645.00	₱645.00
3FT X 12FT CORRUGATED GI SHEET	1.5	PIECE	₱355.00	₱532.50
3IN X 3IN HINGES	1	PAIR	₱50.00	₱50.00
2IN UMBRELLA NAILS	0.25	KG	₱80.00	₱20.00
PORTLAND CEMENT	3	40KG BAG	₱255.00	₱765.00
FINE SAND	10	30KG BAG	₱23.00	₱230.00
7MMØ X 6M REINFORCED STEEL BAR	4	6M PIECE	₱65.00	₱260.00
9MMØ X 6M REINFORCED STEEL BAR	4	6M PIECE	₱105.00	₱420.00
WIRE MESH 1.2M WIDTH	8	M	₱20.00	₱160.00
				₱3,290.50
		LABOR: 25% OF MATERIAL COST	25%	₱822.63
		SUBTOTAL		₱4,113.13
		PROFIT: 20% OF LABOR & MATERIALS	20%	₱822.63
		SUBTOTAL		₱4,935.75
		DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT	5%	₱246.79
		<b>TOTAL</b>		<b>₱5,182.54</b>



VISITORS TO THE SP SANMARK CARAVAN STOP TO LOOK AT A SUPERSTRUCTURE ON DISPLAY. AT EVERY BARANGAY, HUNDREDS OF POTENTIAL CUSTOMERS TOUR THE FLATBED DISPLAY TRUCK, ASKING QUESTIONS ABOUT DIFFERENT PRODUCT MODELS.

## MID-STRUCTURES



**CEMENT ARBORLOO BOWL**  
**₱300**



**CEMENT BOWL W LIQUID TILE PAINT**  
**₱350**



**CEMENT ECOSAN BOWL**  
**₱350**

Mid-structures are produced in group batch and require a concrete mold. Materials for each bowl type are the same, although they yield a varying number of bowls per batch. Bowl molds can be used for multiple batches.

<b>BATCH FABRICATION OF ALL BOWLS</b>				
MATERIAL	QTY	UNIT	UNIT PRICE	AMOUNT
FINE SAND	3	30KG BAG	₱23.00	₱69.00
PORTLAND CEMENT	1	40KG BAG	₱255.00	₱255.00
DAVIES LIQUID TILE PAINT	4	LITER	₱200.00	₱800.00
DAVIES PAINT REDUCER	1	PINT	₱155.00	₱155.00
2 INCHES PAINT BRUSH	1	PIECE	₱50.00	₱50.00
#60 SANDPAPER	3	PIECE	₱20.00	₱60.00
#120 SANDPAPER	3	PIECE	₱20.00	₱60.00
				₱1,449.00
LABOR: 35% OF MATERIAL COST			35%	₱507.15
SUBTOTAL				₱1,956.15
PROFIT: 20% OF LABOR & MATERIALS			20%	₱391.23
DELIVERY CHARGE: 5% OF LABOR & MATERIALS			5%	₱97.81
TOTAL BATCH COST				₱2,445.19
<b>CONCRETE ARBORLOO BOWL: 8 BOWLS</b>				<b>₱305.00</b>
<b>ECOSAN BOWL: 4 BOWLS</b>				<b>₱611.00</b>
<b>CONCRETE BOWL: 7 BOWLS</b>				<b>₱349.00</b>

<b>REUSABLE MOLD FOR ALL BOWLS</b>				
ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
USED OIL	1	GALLON	₱50.00	₱50.00
PORTLAND CEMENT	1	40KG BAG	₱255.00	₱255.00
FINE SAND	3	30KG BAG	₱23.00	₱69.00
7MMØ REINFORCED STEEL BARS	0.2	6M PIECE	₱85.00	₱17.00
				₱391.00
LABOR: 35% OF MATERIAL COST			35%	₱136.85
SUBTOTAL				₱527.85

# SUBSTRUCTURES



**3FT CONCRETE RING**  
**₱2,550**

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
PORTLAND CEMENT	1	40KG BAG	₱255.00	₱255.00
¾ IN GRAVEL	3	40KG BAG	₱33.00	₱99.00
COARSE SAND	2	30KG BAG	₱23.00	₱46.00
8MMØ REINFORCING STEEL BAR	3	6M PIECE	₱85.00	₱255.00
SANITARY PIPE, 2INØ	1.5	3M PIECE	₱100.00	₱150.00
SANITARY PIPE, 4INØ	1	3M PIECE	₱261.00	₱261.00
SANITARY ELBOW, 2INØ	2	90° PIECE	₱30.00	₱60.00
SANITARY T, 4INØ X 2INØ	2	PIECE	₱50.00	₱100.00
SANITARY CLEANOUT PIPE, 4INØ	1	PIECE	₱36.00	₱36.00
				₱1,262.00
LABOR: 35% OF MATERIAL COST			35%	₱441.70
SUBTOTAL				₱1,703.70
PROFIT: 20% OF LABOR & MATERIALS			20%	₱340.74
SUBTOTAL				₱2,044.44
DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT			5%	₱102.22
<b>TOTAL</b>				<b>₱2,146.66</b>



**4FT CONCRETE RING**  
**₱2,750**

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
PORTLAND CEMENT	2	40KG BAG	₱255.00	₱510.00
¾ IN GRAVEL	4	40KG BAG	₱33.00	₱132.00
COARSE SAND	3	30KG BAG	₱23.00	₱69.00
8MMØ REINFORCING STEEL BAR	3	6M PIECE	₱85.00	₱255.00
SANITARY PIPE, 2INØ	1.5	3M PIECE	₱100.00	₱150.00
SANITARY PIPE, 4INØ	1	3M PIECE	₱261.00	₱261.00
SANITARY ELBOW, 2INØ	2	90° PIECE	₱30.00	₱60.00
SANITARY T, 4INØ X 2INØ	2	PIECE	₱50.00	₱100.00
SANITARY CLEANOUT PIPE, 4INØ	1	PIECE	₱36.00	₱36.00
				₱1,573.00
LABOR: 35% OF MATERIAL COST			35%	₱550.55
SUBTOTAL				₱2,123.55
PROFIT: 20% OF LABOR & MATERIALS			20%	₱424.71
SUBTOTAL				₱2,548.26
DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT			5%	₱127.41
<b>TOTAL</b>				<b>₱2,675.67</b>



ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
PORTLAND CEMENT	3	40KG BAG	₱255.00	₱765.00
FINE SAND	8	30KG BAG	₱23.00	₱184.00
6MMØ REINFORCING STEEL BAR	10	6M PIECE	₱50.00	₱500.00
WIRE MESH 1.2M WIDTH	4.8	M	₱20.00	₱96.00
SANITARY PIPE, 2INØ	1.5	3M PIECE	₱100.00	₱150.00
SANITARY PIPE, 4INØ	0.5	3M PIECE	₱261.00	₱130.50
SANITARY ELBOW, 2INØ	2	90° PIECE	₱30.00	₱60.00
SANITARY T, 4INØ X 2INØ	2	PIECE	₱50.00	₱100.00
SANITARY CLEANOUT PIPE, 4INØ	1	PIECE	₱36.00	₱36.00
				₱2,021.50
LABOR: 30% OF MATERIAL COST			30%	₱606.45
SUBTOTAL				₱2,627.95
PROFIT: 20% OF LABOR & MATERIALS			20%	₱525.59
SUBTOTAL				₱3,153.54
DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT			5%	₱157.68
<b>TOTAL</b>				<b>₱3,311.22</b>

**FERROCEMENT  
4FT<sup>3</sup> CONCRETE CUBE  
₱3,300**



ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
PORTLAND CEMENT	4	40KG BAG	₱255.00	₱1,020.00
COARSE SAND	0.25	30KG BAG	₱650.00	₱163.00
¾ IN GRAVEL	0.5	40KG BAG	₱900.00	₱450.00
9MMØ REINFORCING STEEL BAR	4	6M PIECE	₱105.00	₱420.00
SANITARY PIPE, 2INØ	1.5	3M PIECE	₱100.00	₱150.00
SANITARY PIPE, 4INØ	0.5	3M PIECE	₱261.00	₱131.00
SANITARY CLEANOUT PIPE, 4INØ	1	PIECE	₱36.00	₱36.00
SANITARY T, 4INØ X 2INØ	2	PIECE	₱50.00	₱100.00
SANITARY ELBOW, 2INØ	2	90° PIECE	₱30.00	₱60.00
				₱2,530.00
LABOR: 30% OF MATERIAL COST			30%	₱759.00
SUBTOTAL				₱3,289.00
PROFIT: 20% OF LABOR & MATERIALS			20%	₱657.80
SUBTOTAL				₱3,946.80
DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT			5%	₱197.34
<b>TOTAL</b>				<b>₱4,144.14</b>

**BUHOS TYPE  
4FT<sup>3</sup> CONCRETE CUBE  
₱4,150**





**PLASTIC DRUM SEPTIC SYSTEM**  
**₱2,463**

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
PLASTIC DRUM	1	.7M <sup>3</sup> VOL	₱1,000.00	₱1,000.00
SANITARY PIPE, 2INØ	1.5	3M PIECE	₱100.00	₱150.00
SANITARY PIPE, 4INØ	0.5	3M PIECE	₱261.00	₱131.00
SANITARY CLEANOUT PIPE, 4INØ	1	PIECE	₱36.00	₱36.00
SANITARY T, 4INØ X 2INØ	2	PIECE	₱50.00	₱100.00
SANITARY ELBOW, 2INØ	2	90° PIECE	₱30.00	₱60.00
				₱1,477.00
LABOR: 15% OF MATERIAL COST			15%	₱221.55
SUBTOTAL				₱1,698.55
PROFIT: 20% OF LABOR & MATERIALS			20%	₱339.71
SUBTOTAL				₱2,038.26
DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT			5%	₱101.91
<b>TOTAL</b>				<b>₱2,140.17</b>



**ECOSAN SEPTIC SYSTEM**  
**₱2,713**

ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
PLASTIC DRUM, 0.7M <sup>3</sup>	1	.7M <sup>3</sup> VOL	₱1,000.00	₱1,000.00
SANITARY PIPE, 2INØ	1.5	3M PIECE	₱100.00	₱150.00
SANITARY PIPE, 4INØ	0.5	3M PIECE	₱261.00	₱131.00
SANITARY CLEANOUT PIPE, 4INØ	1	PIECE	₱36.00	₱36.00
SANITARY T, 4INØ X 2INØ	2	PIECE	₱50.00	₱100.00
SANITARY ELBOW, 2INØ	2	90° PIECE	₱30.00	₱60.00
JERRY CAN	1	20L VOL	₱250.00	₱250.00
				₱1,727.00
LABOR: 20% OF MATERIAL COST			20%	₱345.40
SUBTOTAL				₱2,072.40
PROFIT: 20% OF LABOR & MATERIALS			20%	₱414.48
SUBTOTAL				₱2,486.88
DELIVERY CHARGE: 5% OF LABOR, MATERIALS & PROFIT			5%	₱124.34
<b>TOTAL</b>				<b>₱2,611.22</b>



**UNLINED PIT**  
**₱950**

\* A 4FT<sup>2</sup> UNLINED PIT IS ALSO OFFERED (THOUGH NOT RECOMMENDED IN AREAS WITH HIGH SOIL PERMEABILITY) AS A SEPTIC OPTION IN THE PRODUCT CATALOG FOR SP SANITATION MARKETING PROJECT. AS NO MATERIALS ARE NEEDED FOR SUCH A PIT, BILL OF QUANTITIES IS NOT PROVIDED HERE. PRICING FOR THIS PRODUCT REFLECTS COST OF LABOR AND FLOORING (INCLUDED ON NEXT PAGE).

THE COST OF CONCRETE FLOORING IS ABSORBED WITHIN SUBSTRUCTURE PRICE FOR ALL ORDERS. ALTHOUGH THE FLOOR IS OFTEN THOUGHT TO BE PART OF THE SUPERSTRUCTURE, SP SANITATION MARKETING TEAM LEADERS, ENTREPRENEURS, CONSULTANTS, AND ADVISORS CHOSE TO HAVE THE SUBSTRUCTURE PRICING ADJUSTED (BY AN INCREASE OF ₱800) TO INCORPORATE FLOORING COSTS.

FLOORING: 4FT <sup>2</sup> X3IN				
ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
PORTLAND CEMENT	1	40KG BAG	₱255.00	₱255.00
¾ IN GRAVEL	3	40KG BAG	₱33.00	₱99.00
COARSE SAND	2	30 KG BAG	₱23.00	₱46.00
7MMØ REINFORCED STEEL BAR	2	6M PIECE	₱65.00	₱130.00
4INØ SANITARY PIPE	0.25	PIECE	₱261.00	₱65.25
4INØ SANITARY ELBOW	1	90° PIECE	₱50.00	₱50.00
				₱645.25
LABOR: 20% OF MATERIAL COST			20%	₱129.05
DELIVERY: 5% OF MATERIAL COST			5%	₱32.26
<b>TOTAL</b>				<b>₱800.00</b>



CERAMIC TILE FLOORING				
ITEM	QTY	UNIT	UNIT PRICE	AMOUNT
8IN X 8IN CERAMIC FLOOR TILES	36	PIECE	₱13.00	₱468.00
TILE GROUT	0.5	1KG PACK	₱50.00	₱25.00
GI SHEET 1FTX4FT	4	PIECE	₱40.00	₱160.00
				₱653.00
LABOR: 20% OF MATERIAL COST			20%	₱130.60
DELIVERY CHARGE: 5% OF MATERIAL COST			5%	₱32.65
<b>TOTAL</b>				<b>₱816.25</b>

## PRODUCTS

### AT A GLANCE

### EASY AS 123

UNLI ASENso makes buying a sanitary CR simple! Step 1: choose a superstructure; Steps 2 & 3: pair it with a mid-structure & substructure system! Both pour flush and dry flush options are available.

## UNLI ASENso

PAG MAY INIDORO

INSTALLATIONS | IMPROVEMENTS | MAINTENANCE | REPAIRS



STRUCTURE TYPE	OPTION 1	OPTION 2	OPTION 3	OPTION 4	OPTION 5	OPTION 6
<b>SUPER-STRUCTURES</b>	WALL: NIPA SHINGLES ROOF: NIPA SHINGLES PHP2,800	WALL: AMAKAN ROOF: NIPA SHINGLES PHP3,300	WALL: PLYWOOD ROOF: NIPA SHINGLES PHP4,025	WALL: AMAKAN ROOF: CGI PHP3,600	WALL: PLYWOOD ROOF: CGI PHP5,350	WALL: FERROCEMENT ROOF: CGI DOOR: PLYWOOD PHP5,275
<b>MID-STRUCTURES</b>	CEMENT ARBORLOO BOWL PHP300	CEMENT ECO-SAN BOWL PHP350	CEMENT BOWL PHP300	CEMENT BOWL W LIQUID TILE PAINT PHP350	CERAMIC BOWL PHP600-700	
<b>SUB-STRUCTURES</b>	UNLINED PIT PHP950	ECO-SAN SEPTIC SYSTEM PHP2,713	CONCRETE RINGS PHP2,950-2,750	4ft <sup>3</sup> CONCRETE CUBE PHP3,300-4,150	PLASTIC DRUM PHP2,483	

### FOR MORE INFORMATION:

VISIT OUR WEBSITE: [WWW.UNICEF.ORG](http://WWW.UNICEF.ORG)  
[WWW.PHWASHRESOURCES.COM](http://WWW.PHWASHRESOURCES.COM)

### OR CONTACT:

**SIMONE KLAWITTER, PHD**  
WASH TEAM LEADER YOLANDA RESPONSE  
[SKLAWITTER@UNICEF.ORG](mailto:SKLAWITTER@UNICEF.ORG)

### KRISTINE WAGER

KNOWLEDGE MANAGEMENT SPECIALIST  
SAMARITAN'S PURSE INTERNATIONAL RELIEF  
[KWAGER@SAMARITAN.ORG](mailto:KWAGER@SAMARITAN.ORG)

### OR WRITE TO:

UNITED NATIONS CHILDREN'S FUND  
PHILIPPINES COUNTRY OFFICE  
MANILA, PHILIPPINES

SP designed and printed a trifold Tagalog Sales Brochure (English version pictured above) in order to enable entrepreneurs to provide potential customers with a streamlined and professional display of products when away from the caravan. The brochure adds legitimacy to the brand and allows customers opportunity to share the experience with those unable to attend caravan sales promotions.