



Esther Mwikali has been living in Bins, a section of the larger Kwa Ruben informal settlement for 35 years. She originally opened one toilet, but has grown her business to include a second.

Why were you interested in becoming an FLO?

There was a need to end the use of flying toilets in this area and a Fresh Life toilet presented itself as a good solution to this problem. Also, the Sanergy Sales Team is comprised of nice young people with clean hearts and who know how to talk to people. They are very charming, when they talk to you about running a Fresh Life toilet, you can't refuse.

What is the best part of being an FLO?

The best part about being an FLO is the fact that while we (FLOs) are helping the community, Fresh Life is also helping us. My kids cannot be chased away from school because I didn't pay school fees, and they won't sleep hungry because I am earning more income. I am also happy about the partnership and friendship between Fresh Life and me as an FLO.

What challenges have you faced in your business?

Sometimes people come and they don't have money to pay, and I find it hard to chase them away. But in this world, we must be Godly, so even though it's a business, if someone is in need, I'll help.

ABOUT THE OPERATOR

Name: Esther Mwikali
Location: Kwa Ruben
Open for business: June '12
Average daily customers: 144

ABOUT SANERGY

Sanergy's mission is to build and scale viable sanitation infrastructure in the slums of Nairobi. We franchise Fresh Life Toilets to local entrepreneurs, who run them as viable businesses. We collect the waste daily and convert it to organic fertilizer and renewable energy. In five years, Sanergy will serve 500,000 people through a network of 6,000 toilets.

