

Newsletter Vergnet Hydro



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Although the United Nations Sustainable Development Goals (SDGs) adopted in September 2015 are the successors to the Millennium Development Goals (MDGs), they are fundamentally different in three aspects: 1/ they concern every country on the planet and not just developing countries, 2/ they include the three strands of Sustainable Development (social, economic and environmental) and 3/ they continue a sustainability goal that is already established in actions and mechanisms, and do not just limit themselves to wanting to drive development forward.

The consequences are immense, firstly because Overseas Development Aid (ODA) – which according to the OECD is not going to increase in volume terms in the coming years (US\$ 150Bn p.a.) – will be distributed between more issues and countries, and secondly because the concept of sustainability requires us to look beyond the short and medium term that is such an integral characteristic of ODA.

We should duly note this new information and learn to stop using ODA as the main source of development finance, but rather as leverage to stimulate investment from the private sector.

The first industry to be prioritised in Africa is agriculture – to ensure food self-sufficiency and, at the same time, to swiftly create as many jobs as possible in rural areas to absorb the influx of young labour that will continue to arrive in the coming decades. It is planned for that this increase in Africa's population could be a real asset. Otherwise, as Serge Michailof¹ recently demonstrated in his book, it could become an insurmountable handicap.

Now, a conversion to industrialisation is definitely required. However, it would in all likelihood take longer, indeed much

too long for it to be the only solution to be adopted.

Professionalising rural areas would also drastically slow down the rampant urbanisation occurring in Africa, a process that represents a real risk of instability which could even extend beyond the continent's borders. In fact, the quest for better living conditions drives villagers towards urban areas, where the bitter disappointment at what they find there has them climbing into boats to sail the seas in search of a hypothetical salvation...

Therefore, it is fundamental that we deal with the issues in rural areas now, in the short term, in order to plan for the long term. Providing professional opportunities for the people clearly goes in hand with access to basic services: water, energy, sanitation, telecoms, health, education etc.

Here too, ODA is not sufficient on its own. Even in rural areas which have a reputation for poverty and minimal cash flows, the private sector will have to play a role. We are ready here at Odial Solutions Group because we have to be prepared to accept this new balance. Leaving behind the «Project» approach, a free service that for obvious reasons doesn't work, and adopting the «Market» approach, a paid-for service that will last when the price for the service reflects its quality and professionalism.

Under these conditions, great things will be achievable, much like the case of mobile phone network and the Internet which, in just a few years, have opened up so many African villages. This success could be evaluated as what happens once users simply no longer call into question the necessity of paying for a service. Governments must

encourage this mind-set among their people for basic services

like water, energy and sanitation: they are vital and paying a fair price for them is completely justifiable in order to guarantee their sustainability.

If we can head down this path, Africa will become the long hoped-for continent of the future!

Thierry BARBOTTE
Odial Solutions CEO

¹ Africanistan, ed. Fayard, 2015. This book particularly underlines the population explosion in the Sahel and the major geopolitical risks that it could engender. Availability of water and electricity everywhere, even in the remotest villages, is offered as an absolute priority.

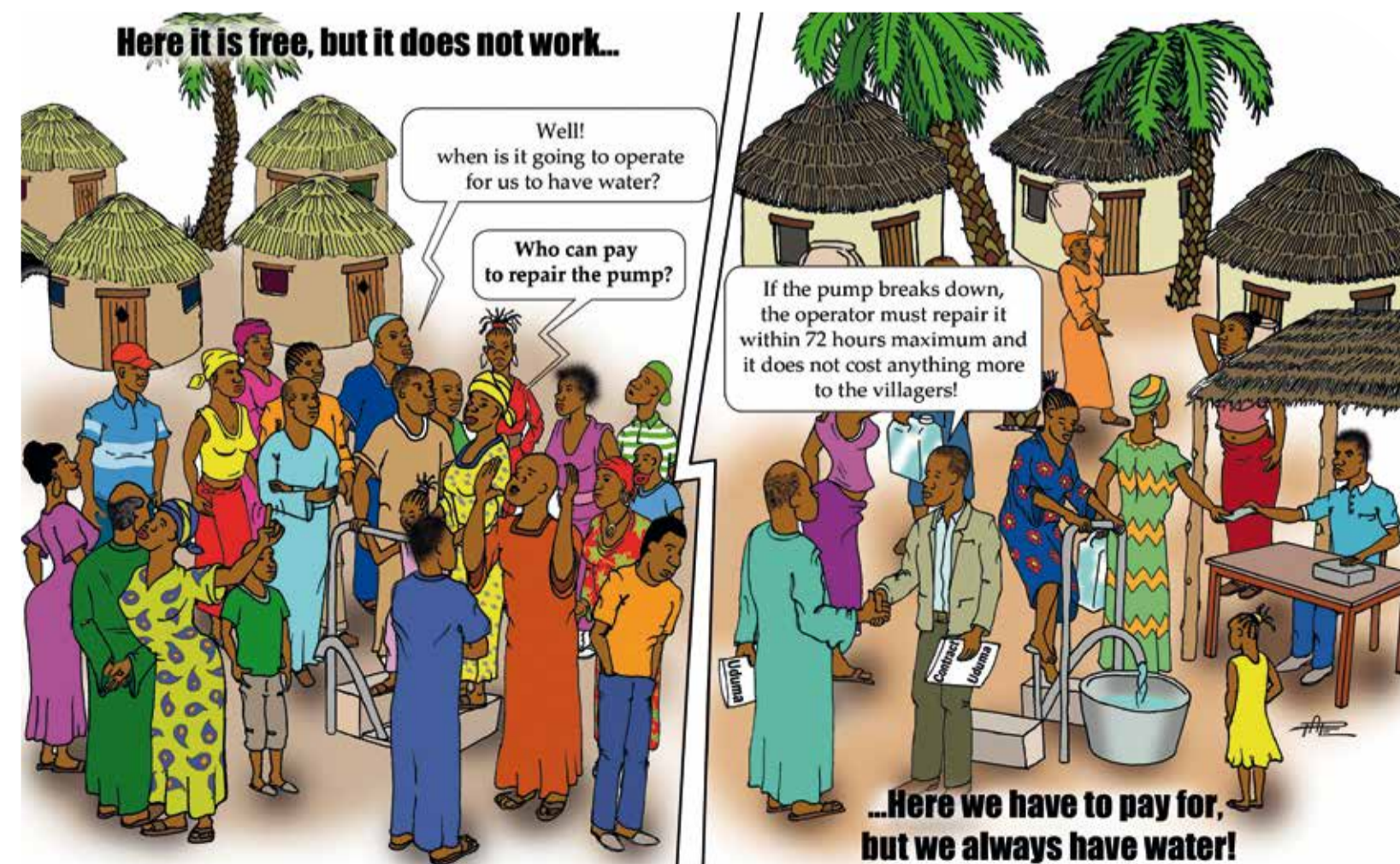
Here it is free, but it does not work...

Well!
when is it going to operate
for us to have water?

Who can pay
to repair the pump?

If the pump breaks down,
the operator must repair it
within 72 hours maximum and
it does not cost anything more
to the villagers!

**...Here we have to pay for,
but we always have water!**





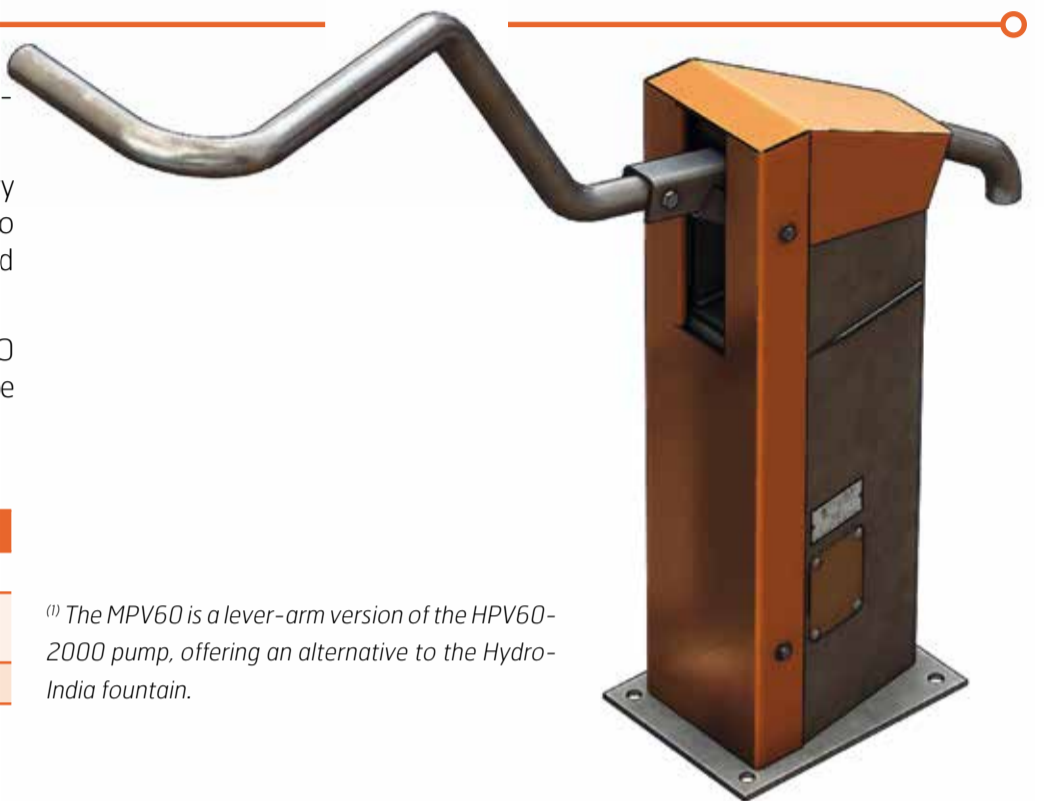
Choosing your pump is easy!

All VERGNET HYDRO HPV pumps work on the hydraulic transmission principle invented by Marc VERGNET in 1974.

Although today's pumps have little in common with those early models, they do still operate on the same principle. With 10% of its workforce dedicated to research and development, VERGNET HYDRO is constantly innovating and updating its range of pumps and adding new models.

These days, it's even easier to choose your pump from the VERGNET HYDRO range: simply select the pumping method – pedal or lever-arm – and the installation depth. See the table below for a summary:

Depth (m)	Lever-arm	Pedal
0-30	HPV30-2000 lever-arm	HPV30-2000 pedal
30-60	Hydro India 60 or MPV60 ¹	HPV60-2000
60-120	under development	HPV100



¹⁾ The MPV60 is a lever-arm version of the HPV60-2000 pump, offering an alternative to the Hydro-India fountain.

Errare humanum est, perseverare diabolicum

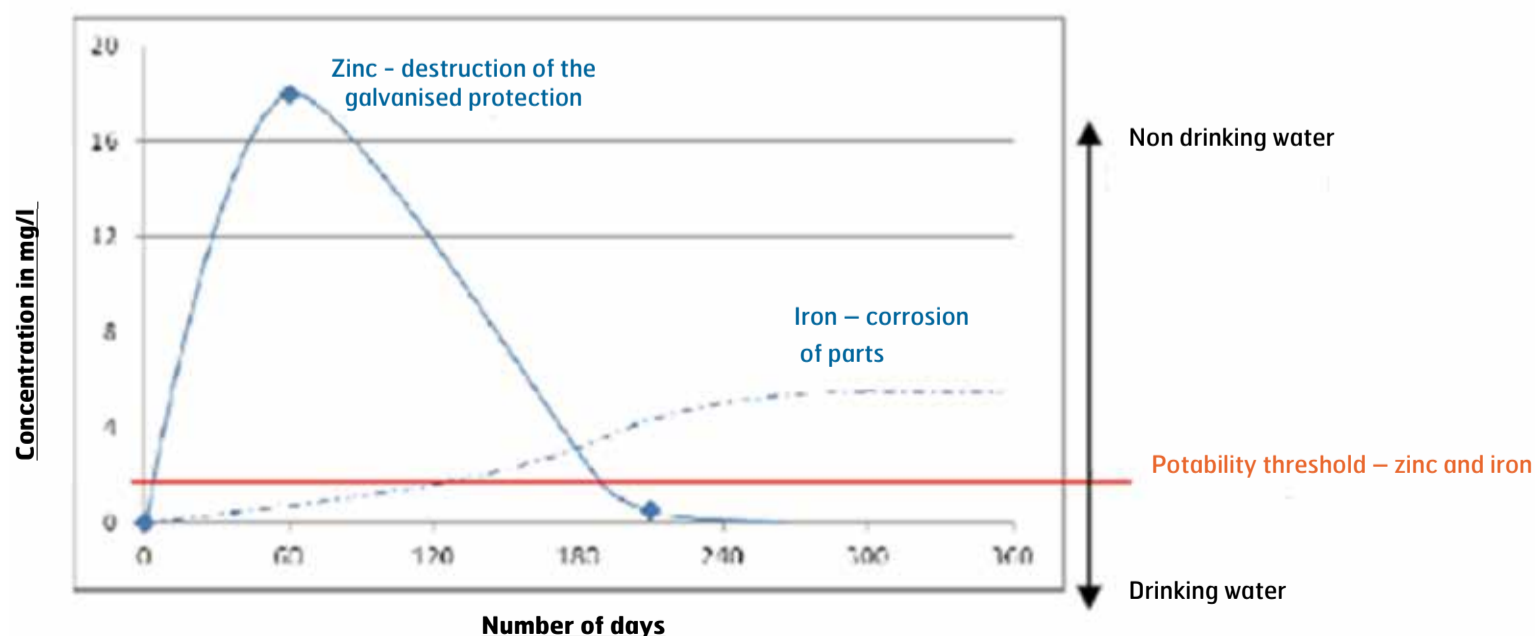
In his 1987 paper, «Groundwater quality and handpump corrosion in West Africa», O. Langenegger demonstrated how, in the presence of corrosive water, the corrosion rate of a galvanised steel part could vary between 0.2mm and 1mm per year, leading to a total loss of the protective galvanised layer in 6 months or less.

Specifically, during the first six months, users consume water laden with zinc. It then becomes laden with iron. Corrosion begins once the galvanised layer has disappeared, and this leads to breakdowns. Consumers were literally «drinking their pump», and a series of illnesses ensued, potentially caused by having ingested these substances.

O. Langenegger also demonstrated in his report that the problem could easily be resolved with a pump made from corrosion-resistant materials.

This problem, as well as its solution, have been known for the last 30 years. Nevertheless, in spite of the risk to health and the economic waste, pumps made from galvanised steel are still being widely installed today in areas with corrosive water. Will it take another 30 years to end this?

« To err is human but to persist is diabolical »





Burkina Faso: Regional Water Supply Programme

18 months operation of 10 drinking water supply systems by Vergnet Burkina

In March and April 2015, Vergnet Burkina signed a lease contract with the towns of Bourzanga, Bouroum, Dablo, Mané, Nagbingou, Nassere, Pensa, Rouko, Tougouri and Zika to operate their drinking water supply system. These systems had been built or renovated using funding from Agence Française de Développement as part of the Centre-Nord region PN-AEPA (National Programme - Water Supply and Sanitation) Programme. A total of 70,000 people living in these towns are benefitting from these infrastructures.

After 10 months in operation, including two dry seasons and one rainy season, the first assessment reveals that average specific consumption per person visiting the standpipe outlets is increasing. From an average of 5L/person/day in March 2015 (start of the dry season), specific consumption has now reached 5.6L/person/day, i.e. an increase of nearly 10% which is considerably higher than the population growth rate. This excellent progress generally signals the desire of the population to visit the standpipes even though water is still available nearby to consumers for «free» from a human-powered pump. As surprising as this observation may be, similar behaviour was witnessed in the Sahel during the first programme launched under reform for the water supply systems in rural and semi-urban areas. This would seem to indicate a behavioural trend among the populations. Their priority does not seem to be cost, but rather the availability of water. In other words, if the service is sustainable and continuous, then the consumer is prepared to pay for it, provided that the cost remains reasonable.

However, in reality, there are significant disparities lying behind this ge-

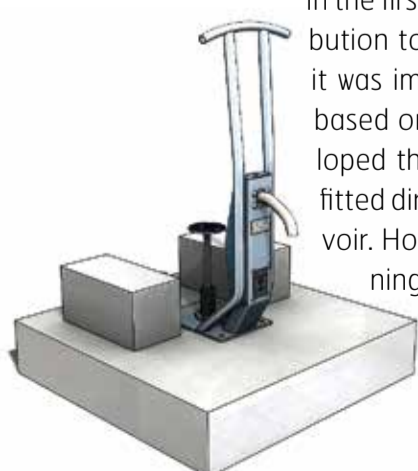
neralisation. The villages with the highest consumption levels are those situated on main roads and those where there is significant industrial activity. In Bourzanga and Tougouri, specific consumption stood at 5.6L/person/day and 7.2L/person/day respectively. In Nassere, a stronghold of gold panning, the specific consumption figure exceeded 23L/person/day. On the other hand, for centres such as Dablo where other major alternative sources exist (wells and human-powered pumps), consumption dropped to 1.7L/person/day. These detailed observations must lead decision-makers to rank centres in order of risk and amalgamate them to encourage a private operator to bid to run these drinking water supply systems.

The durability of the resource also gives operators cause for concern. In spite of major works to boost water production by building new boreholes, there are ominous signs of a fall in the water table in 5 centres: Rouko, Bourzanga, Tougouri, Nassere and Pensa. Vergnet Burkina has already been forced to reduce output, in spite of the population's growing needs. Particular attention will have to be given to monitoring changes in the groundwater table. Swift measures to boost the resource will have to be taken by the towns, in partnership with the decentralised State services, if they are not to disappoint their populations.



E-pump programme: A world first!

Borrowing a fashionable term from the online world, Vergnet Hydro and its Burkina Faso subsidiary Vergnet Burkina have launched the first programme that places the operation of a group of human-powered pumps into private hands for the next decade. The aim: to ensure continuity of water service to households in rural areas by maximising the serviceability of the pumps at any time.



In the first phase, Vergnet Hydro made a significant contribution to research efforts. Without any production data, it was impossible to construct a viable economic model based on any realistic hypotheses. Vergnet Hydro developed the first water meter-data recorder that could be fitted directly onto the pump or onto the discharge reservoir. However, gathering production data was only meaningful if it added value. Vergnet Hydro, working with an IT partner, designed a web platform that can monitor the state of the equipment and its productivity.

The second stage of the programme was to test this innovative concept and these new tools in the field. The full-scale test is now under way, supported by new partners and a major research activity programme involving experienced teams of experts and internationally renowned organisations. With the consent of the local authorities, over 230 human-powered pumps across three municipalities in Burkina Faso are the subject of a public service delegation contract. Several hypotheses covering payment methods, pricing policy and duration of the delegation contract will be tested.

Renovation work on the water points has begun and the first E-pumps have been installed.

This programme paves the way for a knowledge revolution in supplying drinking water to rural areas. We all hope that it will lay the foundations for a particularly effective new model of how to run essential services that will enable the country to meet Sustainable Development Goals (SDGs) by 2030, in particular, sustainable access to water for the entire population.

Vergnet Hydro in the big league!

After it left the Vergnet Group in 2014, Vergnet Hydro created a new logo. Its lively feel and water-inspired colours embody the company's commitments to providing water access to rural and remote populations and access to water from human-powered pumps and by storing water in tanks.

This dynamic logo reflects how much the teams at Vergnet Hydro are involved in meeting these new challenges and in coming up with powerful solutions for existing water supply issues.

Vergnet Hydro has displayed this new visual identity on its new website since July 2015.



The website contains all kinds of information, particularly the contact details of our local partners, including our

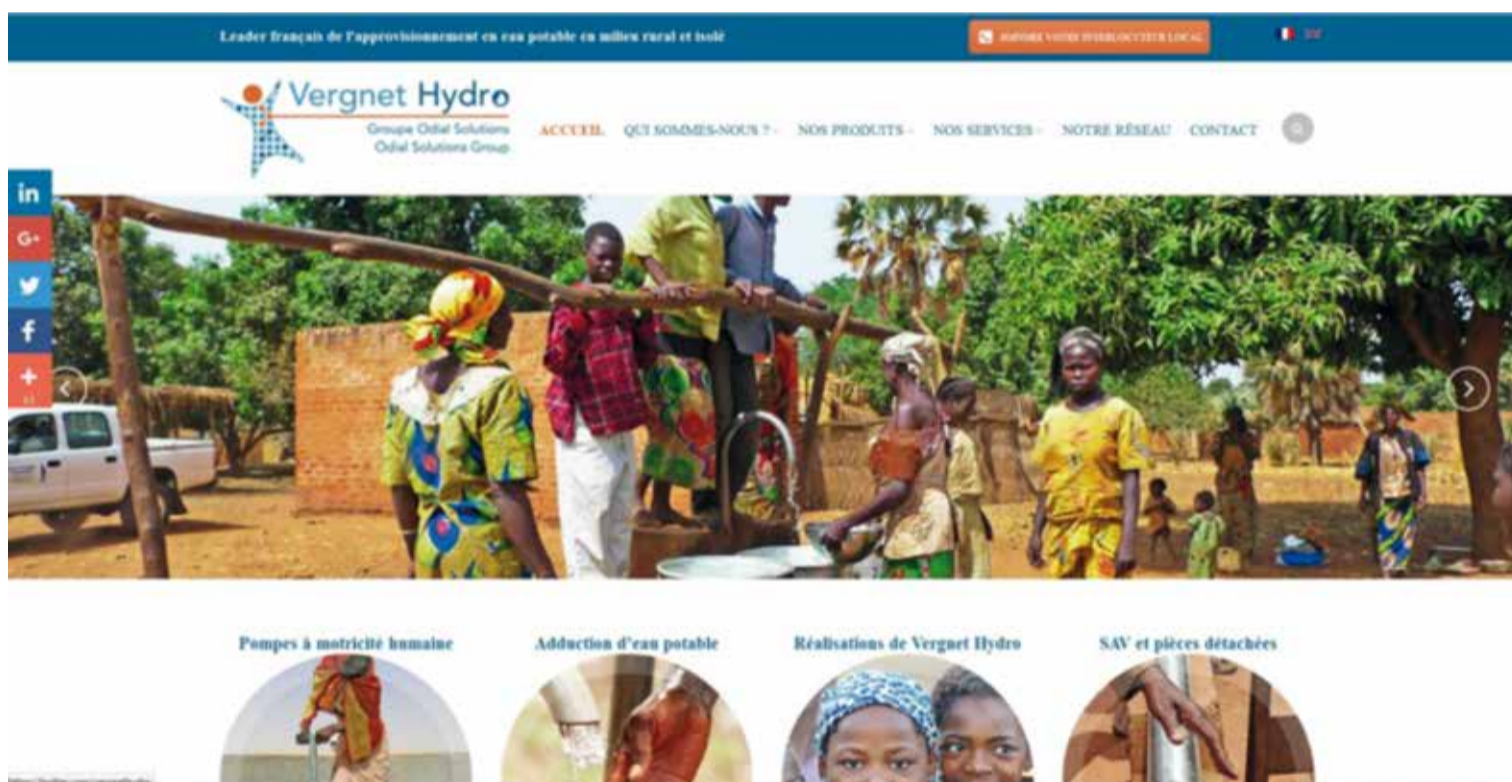
two subsidiaries in Burkina Faso and Ivory Coast, as well as our representatives in Cameroon, Chad, Bangladesh, the Democratic Republic of Congo and so on. Check out our online map to get in touch with your local representative who will be delighted to fulfil your needs for pump, water supply and spare part.

Also on our website, you will find at our regularly updated news about our current projects, which trade shows we will be attending and all other information we want to share with web users.

For example, you can read about our newly opened Twitter, Facebook and LinkedIn accounts to help us stay ever more closely connected to you and your needs.



Feel free to get in touch with us using these apps. We're here for you!



New staff member

Audrey INGELBRECHT served in the army for 11 years, where she held various jobs including the role of Human Resources Assistant.

In 2014, she decided to go back to studying and broaden her skillset, obtaining a BTS qualification as an Administrative Assistant.

Since October 2015, she has worked at Vergnet Hydro as an Administrative and Sales Assistant.



We were there

- ⊞ First regional conference in Dakar on **Innovative Financing Mechanisms for Water, Sanitation and Hygiene**, 15-17 December 2015, West and Central Africa
- ⊞ **HydroGaïa International Water Exhibition**, 25-26 May 2016, Montpellier
- ⊞ **6th Africa Water Week**, 18-22 July 2016, Dar Es Salam, Tanzania
- ⊞ **World Water Week**, 28 August - 2 September 2016, Stockholm, Sweden
- ⊞ **7th RWSN Forum**, Abidjan, 28 November - 2 December 2016