

Self-supply business catalogue

Let's accelerate Self-supply by boosting businesses!



Federal Democratic Republic of Ethiopia
Ministry of Water, Irrigation and Energy



Supporting water sanitation and hygiene services for life





Ministry of Water, Irrigation and Energy

Self-supply business catalogue

INTRODUCTION

In this catalogue you find businesses of entrepreneurs in the self-supply / WASH sector from Ethiopia. Together they offer a variety of services and products that individuals or households could purchase to secure their access to safe water and sanitation. All businesses are looking to consolidate or expand their business and offer quality services for households willing to invest in their own water or sanitation provision.

This catalogue was edited for the Self-supply business fair and seminar '**My Water My business**' held from 19-21st March 2015 in Addis Ababa to promote local initiative and business to help all Ethiopian's access safe water supplies. This event brings together Self-supply business initiatives and investors, potential business partners and support organisations like governments and NGO's. Companies described in this catalogue will be present at the fair to showcase themselves and introduce their business propositions to the general audience and to potential new partners, to successfully scale Self-supply services to households in Ethiopia.

Each individual business sheet in this catalogue describes what the entrepreneur offers and what he is looking for. Have a look at the business propositions of entrepreneurs offering goods and services for Self-supply and discover how we can accelerate Self-supply in Ethiopia.

The Hague, The Netherlands

March 2015

This catalogue will be updated regularly and extended with more entrepreneurs, as part of the Self-supply acceleration program implemented by partners MWA, IRC and Aqua for All. Please send any updates or requests to change the contents to: M.Batterink@aquaforall.org



Supporting water sanitation and hygiene services for life



Self-supply business catalogue

Participating companies and organisations to the Self Supply fair ‘My water My business’:

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Selam Children's village



Selam Children's village is a not-for profit business. Our main business is the manufacturing and supply of low cost and effective agro-processing machineries, water lifting equipment, bee keeping equipment, milk processing equipment, construction machineries, furniture and many more.

Business model

- Our customers are very diverse. Main customers are private farmers and households, but also NGO's, international donors who work on development issues, Governmental organization etc.
- We see market potential to do business with private sector such as Farmer unions and cooperatives, NGO's, governmental organizations who works on agricultural transformation, donors and government partners who work on developmental activities.

Business target

In terms of sales our business is working to increase our market share with 5% in each year in our main product lines.

Needs and purpose

We are looking for partners who work and participate on technology innovation and Knowledge Transfer.

Management team

The management team is all qualified and are experienced professionals in Engineering, Marketing, Design, Management, Business and finance. The Business sector is under the local Non-Government Organization as per the new Charity Society Association Regulation.

Stage of business proposition

Full launch & growth .

What is in it for investors or potential business partners

Branding; There are no shareholders; all profits (after tax) will go to the Charity part of the organization to support its main program, which is to care destitute children and the community.

Also looking for

Working with partners or any Interested group in knowledge and technology transfer.

Business active in

Our product and services given to all over Ethiopia and we have customers and client at each corner of the country

Can do business in

All over the country

Contact information

Physical address: Addis Abab, Yeak Sub City , Werda 11 (near Kotebe HanaMariam Church), P.o.Box 8075

Phone: +251 11 859 2590 / +251 912 6231

Email: dig@selamchildrevillage.org / triae.mkt@selamchildrevillage.org

Website: www.selamchildrevillage.org OR www.selamtriae.com

Selam Children's village



Bishan Gari Purification industry



Bishan Gari Purification industry is an African firm committed to increasing affordable access to potable water supply for all those who need it, by providing affordable and sustainable access to clean water. This is a local technology/innovation helping to provide equity and access to sanitation and hygiene.

Business model

- We provide Household Water Treatment Chemicals directly to end users, via pharmacies, whole sellers, NGO's, different ministries and regional water bureaus.
- The market potential is fair / good. However, even though the actual situation/ the quality of water in the majority of rural households requires house hold water treatment, it seems that households do not take responsibility for their own drinking water (sleeping demand)

Business targets

- WASH training/ Awareness creation trainings on sanitation, hygiene and water safe storage/ annually for 30,000-50,000 people
- Sales: min.10 million sachets in the current year, and there after adding 15% from the preceeding sales which is totally estimated to be 17,490,000 sachets at the end of the 5th year each of which can treat 20 liters of unsafe water.

Needs and purpose

- A partner who can work on changing the attitude of the people/ demand creation
- A partner who can work as a local distributor/in regions
- A partner which can search markets in neighboring countries

Management team

Bishan Gari is owned by Ethiopian investors who are committed to work as a social entrepreneur. It is managed by a Management team comprising of different departments. It is an ISO 9001:2008 certified company.

Stage of business proposition

Full launch & growth

What is in it for investors or potential business partners

- Returns of sales like profit/ monetary and/or social, commission
- Getting shares will greatly depend on performance evaluation and associated market trend analysis

Also looking for

- One who can work on demand creation/attitudinal change trainings/
- One who can create market linkages with nearby countries
- One who can be a local distributor in regions like Somalia, Gambela and Afar

Business active in

Addis Ababa, Oromia (almost in all parts), Tigray (all most in all parts), Hawassa

Can do business in

Somalia region, Afar region, Gambela region, Amhara- North Showa, North Gondar

Contact information

Physical address: Addis Ababa: Kirkos Sub city: Ruanda in front of the Ministry of Civil Service

Phone: +251 011551 25 87

Email: Bilake_l@yahoo.com

Website: www.bishanpurifier.com

Bishan Gari Purification industry



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Bishan Gari Water Purification Industry PLC

ይጠጡ!
ውሀው ንፁህ ነው



ቢሻንጋሪ የውሀ ማጣሪያ ምርትን



Our firm meets and exceeds the quality demands of various medical and international quality standard institutes, as well as individual subject matter experts engaged in water sanitation policy and research. We stand behind our product and invite you to try it.

Advantages of Bishan Gari

Expect consistent protection from bacteria, viruses, & giardia cysts when used as directed

Eliminate cloudiness/turbidity

Simple to use

The product is priced low to maximize access to clean, safe, drinking water

Can be stored for a very long time, a minimum of 3 years at least

It increases safe drinking water coverage in countries plagued with contaminated water



Bishan Gari Water Purification Industry PLC has for the first time started the production of a water filtering formula using state-of-the-art technology. Our company has the capacity to produce 60 million sachets of Bishan Gari water purification powder annually.

Tel: +251 115 51 25 87, +251 116 55 67 48

Fax: (251) 115 51 83 72, P.O.Box: 7252, Addis Ababa

www.bishanpurifier.com, email: bishpurifier@ethionet.et

Mereb General trading and Metal works

Mereb general trading is producing of all kinds of metal works like rope pumps and sales of agricultural technologies like drip irrigation.

Business model

- Current customers are NGO's and regional water bureau.
- Currently targeting Arba Minch, Zuria woreda, mainly rural villages

Business target

- For the rope pump we aim to expand our business to other woreda's in the Gamu Gofa zone

Needs and purpose

- Sales agents, suppliers
- Access to finance

Management team

Our family business is individually owned and managed by ato Mekonen Zegeye.

Stage of business proposition

full launch & growth

What is in it for investors or potential business partners

Employment opportunity and access to market.

Also looking for

Market opportunity, training (technical support), access to finance

Business active in

SNNPR

Can do business in

SNNPR, Oromia, Afar and Somali regions

Contact information

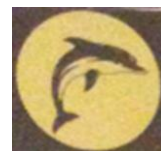
Physical address: SNNPR, Arba Minch Town, Nachisar Subcity, Kebele 06

Phone: 0911744539 / 0916269709

Email: lucyhotel@yahoo.com

Website: -

Dolphin Trading



Dolphin Trading is a private limited company based in Addis Ababa. We are a business in sanitary materials (pipes and fittings). We sell galvanized steel, PPR, PVS/UPVC, HDPE pipes and fittings, water meters and gate valves.

Business model

- Current customers are individuals / end users and contractors.
- The market potential for our business is good.

Business target

- The target of our business is to expand and have different branches around Addis Ababa and in regional areas.

Needs and purpose

- We would like to partner with distributors.

Stage of business proposition

mature and expansion

What is in it for investors or potential business partners

Shares

Also looking for

Distributors

Business active in

Addis Ababa

Can do business in

Around Addis, CMC Ayat, Lebu, Nazret, Jimma and Amhar region

Contact information

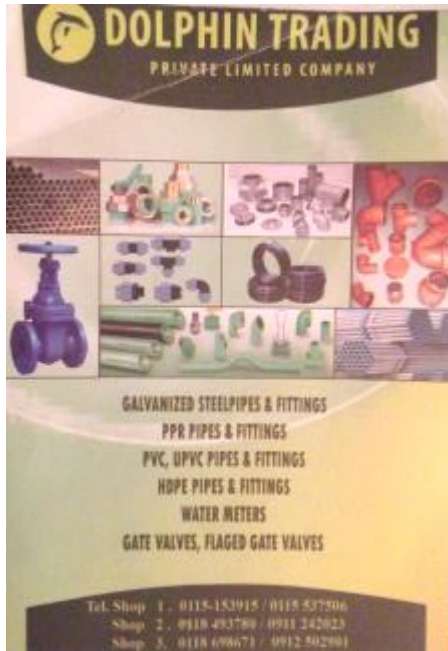
Physical address: Addis Ababa, Kirkos Subcity, Around Urzel church, Mulugeta commercial ground floor

Phone: 0911871869 / 0115153915

Email: alemdolphin@gmail.com

Website: -

Dolphin Trading



SMS water filters



SMS water filters, established in 2011, is offering Ethiopian produced affordable ceramic pot filters for household water treatment services. The ceramic silver water filter (CSF) is a point-of-use system based on a ceramic pot filter. These filters are produced by SMS silver filters in Mojoo Ethiopia and are more cost-effective than alternative water treatment options as chlorination or other filtration systems. The ceramic filters can also be used for efficient irrigation purposes, without the silver component.

Business model

- The company only produces ceramic pot filters at the moment.
- Currently 1500 filters are already produced and available. Customers are needed.
- There is a potential market for household water filters and pot irrigation.

Business target

- The company targets the rural areas, where NGO's are engaged in water and health.
- Plan is to sell 5000 to 10.000 filters per year.

Needs and purpose

- We are looking for partners like NGO's
- Financing partners / equity partners

Stage of business proposition

Established

What is in it for investors or potential business partners

Market opportunity, returns of sales, commission.

Also looking for

Partners to sell the filters, retailers to store, dealers and partners for promotion.

Business active in

Oromia, Amhara

Can do business in

South Tigray, all regions in Ethiopia, also south Sudan and Gambella.

Contact information

Physical address: Dihandibe Mosso, 66 km of Addis, Near Holland Car Factory

Phone: 0911202918

Email: hmkutabish@gmail.com

Website: www.smsfilters.yolasite.com

SMS water filters



Amio Engineering Plc.

Amio Engineering Plc is an Ethiopian company engaged in the Design, Manufacture, Supply, and Installation of the service for Green renewable energy generation, Municipal water supply, Micro irrigation systems, and Industrial & Agricultural machineries & tools in Ethiopia.

Business model

- We manufacture various electromechanical equipment, import various electromechanical equipment such as Solar-Wind Hybrid System, Complex Plastic Moulds and Die sets and Micro Irrigation Technology in Ethiopia.
- Currently our customers are individuals/farmers, government institutions and NGO's.
- Market potential in both the urban and rural water supply market.

Business target

- Product diversification like Washer pump, treadle pump, hand pump, submersible pumps.

Needs and purpose

- Market opportunities

Management team

The company established by two engineering professionals experienced in different electromechanical projects in Ethiopia. Both members & all company staffs have a sound experience in all of our sphere of activities, and also they all are highly devoted and ambitious to work in the electromechanical sectors so as to contribute their effort to the country.

Stage of business proposition

full launch & growth

What is in it for investors or potential business partners

Employment opportunity and access to market.

Also looking for

Power supply

Business active in

Zeway, Bahar Dar, Awasa

Can do business in

All over Ethiopia

Contact information

Physical address: Gofa Mazoria Street / sub-city W-6, Fillya Building, 3rd Floor, Addis Ababa, Ethiopia

Phone: 0114168266

Email: amioeng@ethionet.et

Website: www.amioeng.com

Amio Engineering



ACME Engineering and Trading PLC.



Acme Engineering was established in 2003 and is a World class Engineering solution provider committed to customer satisfaction with sustainable solutions in the fields of Water Supply, Energy, Agricultural engineering and Scientific Laboratory Systems through supply of world class products and appropriately applied technologies by our committed team.

Business model

- Providing electromechanical services and supply on energy and water supply systems, supply of agriculture and laboratory equipment.
- Current projects with AAWSA, MOWIE, EEPKO/UEAP, MOE/GIZ, Bureau of Agriculture (ANRS) and many others.

Business target

- Target is 1 million birr turnover in the coming 5 years.

Needs and purpose

- Looking for partners like civil contractors, suppliers and professionals.

Management team

ACME is a Plc, managed by a board of directors.

Stage of business proposition

Mature and expansion

What is in it for investors or potential business partners

Share of the business

Also looking for

Potential customers

Business active in

Almost all over the regions in Ethiopia with different projects.

Can do business in

All over Ethiopia

Contact information

Physical address: Bole subcity, off-ring road, in front of Hayat Medical College next to Moenco

Phone: +251 – 116639615 / 6611088

Email: info@acme-et.com

Website: www.acme-et.com

ACME Engineering and Trading PLC.



DAFtech social ICT solutions



DAFTECH SOCIAL ICT SOLUTION PLC

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Daftech is providing mobile phone software applications for water supply solutions.

Business model

- Mobile phone software application development for water meter reading, bill payment and data base development
- Our market is very promising since almost all water authorities use manual data base and meter reading currently.

Business target

- To cover all water providing organisations in the coming three years and innovate other applications.

Needs and purpose

- Looking for partners like water authorities in Ethiopia
- Energy companies (particular EEPKO)

Management team

Daftech is a Plc. and run by professionals with different backgrounds.

Stage of business proposition

Full launch and growth

What is in it for investors or potential business partners

Solve their current problems through using our software

Also looking for

Need to convince all water authorities in Ethiopia to apply our softwares.

Business active in

15 cities in Amhara, Oromia, Tigray and South Region

Can do business in

All over Ethiopia where our software is not yet applied.

Contact information

Physical address: Addis Abeba Kiroso Kefleketama @ Kasanchise around Eurayle church on Glory building : fourth floor : Room 402.

Phone: 0911678906 / 0911664033

Email: daftechsocial@gmail.com

Website: www.daftechsocialsms.com

DAFtech social ICT solutions



DAFTECH SOCIAL ICT SOLUTION PLC

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Bruh Tesfa – irrigation and water technology PLC

Bruh Tesfa is one of the sister companies of EFFORT in agricultural cluster, engaged in manufacturing and supplying of modern Irrigation Technology, water supply systems and other plastic products. It was established in 2004.

Business model

- Engaged in surveying, studying, designing, manufacturing, consulting, supplying and installation of comprehensive of irrigation and water supply systems, including maintenance and after sales service.
- Water supply systems for cities and real estates (through pipes, fittings, meters, filters, etc.) and other plastic products.

Business target

- Introducing people the new modern irrigation systems
- Enhancing the sales of HDPE pipe systems and delivering pure water.
- Sales target is 1.5 billion birr for the next 1-5 years, by introducing new modern irrigation systems with full supply , pipes and fittings.

Needs and purpose

- Investors
- Looking for partners in supply for raw materials, supply for fittings, supply for DCI pipes and GS pipes.

Management team

Managed by board and directors from Effort with one General Manager. We are ISO9001:2008 certified.

Stage of business proposition

Full launch and growth

What is in it for investors or potential business partners

Partners working with us get in return is branding.

Also looking for

Technology transfer

Business active in

All regions of Ethiopia / towns of Ethiopia

Can do business in

Somalia region, Gambala region, SNNPR, targeting areas with challenges in water supply and irrigation

Contact information

Physical address: Addis Ababa & Mekelle

Phone: +215 914301961 / +251 344400472

Email: bruhtesfab@yahoo.com / bruhtesf@ethionet.et

Website: www.bruhtesfa.com

Bruh Tesfa – irrigation and water technology PLC

Bruh Tesfa Irrigation & Water Technology PLC



ISO 9001:2008



BID.Award(Geneve)
EQA 2003



Green Award

ውሃ ረግጠን መራብና መጠማት ይብቃ!



The House of Modern Irrigation & Water
Supply Systems!

Our International Collaborators

AZUD



World Class Filtration
and Fertigation Systems

Spain



Austria

HÜRNER



Germany

BAUER
FOR A GREEN WORLD



Austria



Turkey

IRRI al tal



Israel

Tel: +251-344 400452/53
Mob: +251-938181427/0914709307
Fax: +251-344 400467
E-mail: bruhtesf@ethionet.et
Mekelle

Tel: +251 11 515 76 22
+251 910 20 01 53
Fax: +251 11 515 76 60
Email: bruht-aa@ethionet.et
Addis Abeba

web site www.bruhtesfa.com

Geosynthetic industries



Geosynthetics Industrial works was founded in 2005, as a joint venture company, between Golden trade company (an Egyptian company) and Water works construction company (a local Ethiopian company). It is a supplier of high quality products such as plastic pipe, plastic sheeting and various other products, commonly known as 'geosynthetics' which is used for the protection, collection, delivery, and containment of water resources.

Business model

- Production and sales of ecosyntetic materials such as UPVC, HDPE pipes and ecomembranes.
- Current customers are Sugar cooperatives, Water sewage companies and NGO's.
- The market potential is a lot.

Business target

- To be a leader in the manufacturing of plastic products in the country

Needs and purpose

- Challenges in acquiring quality raw materials and difficulties with hard currency.

Management team

The business is owned by Water works construction enterprise and Golden Trade company with 70/30 ratio. Formerly government company.

Stage of business proposition

Mature and expansion

What is in it for investors or potential business partners

Share or profit

Also looking for

Capital to purchase input products

Business active in

Addis Ababa

Can do business in

All over Ethiopia

Contact information

Physical address: Addis Ababa Sub city Akaki, Kebele 10, In the compound of Water works Construction Enterprise, Addis Ababa, Ethiopia

Phone: +251114395285 / 0911661558

Email: betheln2001@yahoo.com

Website: www.giwplc.com

Geosynthetic industries



GEM engineering PLC.

GEM engineering is manufacturing and importing of solar, wind energy equipment. Also we do make agricultural construction machinery, manual drilling equipment, and sell the rope and washer pump.

Business model

- Current customers are farmers and government offices.
- The market potential is large.

Business target

- Our sales targets are 50,000,000 birr/ year

Needs and purpose

- We need partners who bring knowledge and additional market finder.
- We are looking for sales people

Management team

Our business is ISO certified – standard quality management. Our general manager is the owner of the company. We have a team of dedicated professionals, including Human Resource management, Financial management en Technical management.

Stage of business proposition

Established

What is in it for investors or potential business partners

Branding. We offer market and can work together.

Also looking for

Finance opportunities, capacity building (business skills etc.)

Business active in

Oromia, South in all woreda's.

Can do business in

We are interested to do business in all woreda's in Ethiopia.

Contact information

Physical address: Debre Zeit Road, BP 122814, Addis Ababa Ethiopia

Phone: 0114401197 / 0911527635

Email: gemeng@ethionet.et

Website: -

GEM Engineering PLC.



Sawyer produces hollow fibre membrane filters which are small, portable, easy-to-use, reliable, inexpensive, and can last a decade without needing to be replaced. Our filters are certified for ABSOLUTE microns making it impossible for harmful bacteria, protozoa, or cysts like E. coli, Giardia, Vibrio cholerae and Salmonella typhi (which cause Cholera and Typhoid) to pass through.

Business model

- Currently our business targets individuals, NGO's regional water bureau (mainly Oromia).
- We see large market potential to distribute in bulk throughout the country.

Business target

- To have retail shops in all areas and meet the demand.

Needs and purpose

We are looking for partners:

- To finance us to enable us to import the products
- To promote the product and creating more awareness to the people
- To bring the technology and produce it in Ethiopia – resulting in less tax being paid during import process. Getting hard currency on time and as much as needed is now challenging.

Management team

Our business is managed by a general manager. We have about five professional staff members.

Stage of business proposition

Pilot / market entry

What is in it for investors or potential business partners

Depends on their participation. Becoming shareholder is a possibility. Also commission is possible for subagents.

Also looking for

Financing institutes which enables us to sell in credit, have enough stock in all areas, etc.

Business active in

Oromia, mainly: Arsi, west & east Hararghe, Welega, Bale, Shoa.

Can do business in

All over the country.

Contact information

Physical address: Mr. Admasu Tesfaye. Addis Ababa, Bole Road – Mega building, 9th floor – Office 911

Phone: 0930097724 / 0911698991 / 0929908125

Email: admasutesfaye@yahoo.com

Website: www.sawyer.com

Sawyer PLC.



OSHO fluoride removal technology center



Oroma's Self-help Organisation (OSHO) is a social enterprise, offering vital assistance in the implementation, distribution and monitoring of filters and in the realisation of household surveys on filter use and acceptance. OSHO's Fluoride Removal Technology centre focusses on the delivery of fluoride removal products and services in the communities living in fluoride affected areas. We deliver either directly or indirectly via partners.

Business model

- Fluoride is a major challenge related to water in the Rift Valley. All regions located in the Rift valley are potential markets for us.
- **Products:** Sales of Household and community fluoride filters + Fluoride filter media (Bone char, Hydroxyl apatite)
- **Services:** Water quality test, Training, Consultancy

Business target

- The business plan is under revision. So far OSHO addressed 30,000 people within 4 years.
- The future plan is to increase that through involvement of stakeholders.

Needs and purpose

We are looking for partners like government sectors, NGO's, private sector and micro finance groups. Also we would like to connect with research institutes.

Management team

The business is owned by the Oroma Self-Help Organisation as a social business, using the opportunity that NGO's can get involved in Income Generating Activities. The centre has its own management under the organisational management.

Stage of business proposition

Full launch & growth

What is in it for investors or potential business partners

Market, partnership.

Also looking for

Supporting the community on access to finance, promoting the technology and working in collaboration.

Business active in

Special emphasis on Oromia region (east Showa, Adama, Bora, Dugda)

Can do business in

SNNPR, Afar

Contact information

Physical address: Head office: Addis Ababa, Oroma Self Help Organisation (OSHO), P.O. Box 1214 + office in Modjo

Phone: +251-115536305 (Addis office) / +251-221160183 (Modjo office) / Mobile +251-911436871

Email: esayassam@yahoo.com / osho@ethionet.et

Website: www.ethiomarket.com/osho

OSHO fluoride removal technology center



Mercimoy Industry and Commerce PLC

Mercimoy Industry & Commerce PLC is an Ethiopian plastic pipes and fittings manufacturing company established in 2011 by Ethiopian shareholders having over a decade experience in the industry. We use state-of-the-art machineries to manufacture our pipes. Mercimoy Industry & Commerce PLC also import and supplies high quality PVC, HDPE & PPR fittings in addition to the products we manufacture. The ranges of products as mentioned above are used for potable water supply, for sewerage and for irrigation and construction.

Business model

- Our main customers are mainly governments, contractors.
- The market potential is good, but not outstanding as we are looking for.

Business target

- Our business targets to substitute imported pipes.
- We want to include upgraded technology in our business, to expand our business to the next level.

Needs and purpose

- We are looking for investors so that can work in water bottling technologies
- Finance needed for working capital and land.

Management team

The dedicated management team sets a strategic plans throughout the year. We are producing according to ISO and DIN standards.

Stage of business proposition

Full launch & growth

What is in it for investors or potential business partners

High dividend, share, partnership.

Also looking for

Technology partners.

Business active in

Addis Ababa, Wonsi, Oromia, Amhara and Tigray

Can do business in

Amhara region, Somali region, Benshangul, Gambela, Assosa and so on.

Contact information

Physical address: Addis Ababa, 22 Mazoria Golagol Tower, 6th floor, office no 605

Phone: 0116630185 / 0930000309 / 08 / 05

Email: abtiabm@yahoo.com,

Website: -

Mercimoy industry and commerce PLC





DALDALAA FI INDUSTRII MARSIIMOYYI Dh/Dh/I/M
WARSHAA UJJUMMOOWWAAN PILAASTIKAA
መርሲሞይ ኢንዱስትሪና ኮሙርስ ስ/የተ/የግ/መሀበር
MERCIMOY INDUSTRY AND COMMERCE P.L.C

OUR Manufactured Products:

- **UPVC Pipes Dim 20-40MM**
- **PVC Pipes Dim 20-40MM**
- **HDPE Pipes Dim 20-110**
- **P.P.R Pipes Dim 20-100**
- **Flexible Hose Dim 20-32MM**
- **Conduits Dim 20-32MM**



OUR Imported Products:
UPVC,PVC,HDPE,PPR Fittings and accessories

To our esteemed customers

Mercimoy Industry & Commerce Plc is established in 2011 by Ethiopian shareholders having over a decade experience in the trading business of plastic pipes and fittings. The head office is located in Addis Ababa, 22 mazonia.

In 2012, the company has erected a plastic extrusion factory near Alemgena town having a production capacity of 2356 metric tons of uPVC, HDPE and PPR pipes. Currently, it is working in three shifts creating an employment opportunity for 45 permanent and temporary workers; and also launched its 1st expansion program to increase the production capacity by 1200 metric tons of uPVC pipe.

We use state-of-the-art machineries to manufacture our pipes. We produce UPVC pipes ranging from 16mm to 225mm outside diameter and pressure range (PN) of 4bar-20bar Based on ISO 4422 and DIN 8061. We also manufacture HDPE pipes ranging from 20mm up to 110mm outside diameter and pressure range (PN) of 4bar-20bar. In our 3rd production line we manufacture PPR pipes ranging from 20mm up to 63mm outer diameter and pressure range (PN) of 10 & 20 bar.

The ranges of products as mentioned above are used for potable water supply, for sewerage and for irrigation and construction. The raw materials used for the production of pipes are imported from well known suppliers who have long time experience in the polymer industry like LG-Chem of Korea and Borouge of UAE.

We are also importing and supplying good quality PVC, HDPE & PPR fittings together with our pipes.

We are ISO certified company along with we have established quality management system in our organization. We have created a conducive atmosphere for our customers through providing quality products at competitive price, fast delivery and meeting their specific requirements.

Visit us, we will serve you best, we are at your disposal all the time. Inform us our drawbacks, we are open to hear complaints and correct them to satisfy our customers.

Sanitary Waires GS Pipes and Fittigs

011 868 3855/0930 000309/ 011 863 0185 fax:-011 863 0186 E-mail:mercimoyindu.com@gmail.com

Getachew Mohammed RP producer

We are an experienced metal workshop. We produce rope pumps and fuel efficient cook stoves. Next to that we currently produce housing furniture, like doors, windows and any other metal works.

Business model

- Our main customers are the regional water bureau, water offices from the government.
- There is a large potential as the government is planning to procure large numbers of rope pumps.
- Currently no capacity to join this procurement but we are teaming up with colleague RP producers to prepare ourselves.

Business target

- Scale up to rural areas in the region.
- Diversification by producing other products like treddle pump, coffee roasting machines and also by installing pumps and doing Operation and Maintenance ourselves.

Needs and purpose

- Looking for supply chain partners to assist in raw material supplies, as we need quality materials.
- Also looking for access to finance (MFI) for working capital/ machinery / supplies.

Management team

We are a family PLC, managed by Mr Getachew.

Stage of business proposition

Full launch & growth

What is in it for investors or potential business partners

Market opportunities.

Also looking for

Finance, market for the products, business training, improving technology skills.

Business active in

Basketo Woreda, Hawasa, Zuriya, Dabub, Ari, Dale (in SNNPR region)

Can do business in

Other woredas in the same region.

Contact information

Physical address: Hawassa around Adisu Gebya

Phone: 0916855879

Email: -

Website: -

Getachew Mohammed RP producer



Professional Metal Works

We produce rope pumps, metal works, tripods and bio sand filters.

Business model

- Our main customers are NGO's and government

Business target

- We want to expand our business in our region first.

Needs and purpose

- What we need is promotion/awareness raising, market, financial access and supplies.

Management team

Individually managed by Tomotas Makari.

Stage of business proposition

Full launch & growth

What is in it for investors or potential business partners

Commission based agents

Also looking for

Training and finance

Business active in

SNNPR woredas

Can do business in

Oromia and Amhara.

Contact information

Physical address: Malyita Sodo town Mekel Kifleketama

Phone: 0911101139

Email: -

Website: -

Professional Metal Works





We offer water treatment chemicals (water guard and pur) which prevent water borne diseases, treating any sources that needs treatment.

Business model

- Sales of water treatment products all over Ethiopia.

Business target

- Our vision is to make water treatment chemicals a life-style product and to use treated water at every household.

Needs and purpose

- We need distributors and institutions on WASH programs.

Management team

PSI is an NGO based in Washington USA. It has operation in 69 countries around the world.

Stage of business proposition

Full launch & growth

What is in it for investors or potential business partners

Distributor/sales %

Also looking for

Connections directly with communities.

Business active in

All regions except some woredas at the periphery.

Can do business in

All applicable areas/woredas and kebeles.

Contact information

Physical address: Bole, in front of Harmony Hotel, Addis Ababa, Ethiopia

Phone: 0116187489

Email: psiethiopia@psi.org

Website: www.psi.org



Tulip Addis



Tulip Addis imports water filters which have a high quality filter element, the Tulip technology, which is made of diatomaceous earth, treated with nano silver to avoid growth of algae and to avoid recontamination of the filtered water. The filter element contains activated carbon to remove colour and improve taste. This combination ensures that even turbid and highly contaminated water becomes safe and attractive to drink. There is a removal of harmful bacteria of 99.995%, turbidity removal of 99% and protozoa removal of 99%. This helps to prevent water borne diseases like diarrhoea, cholera, giardia, cryptosporidiosis, typhus and schistosomiasis.

Business model

- Import, assemble (in the near future), marketing and sales water filters. The three main products in the Tulip-family are the siphon filter, table top filter and the group filter.
- Current customers are governments, the NGO community, rural communities and refugees.

Business target

- Expand current market (potential is good), targeting mainly NGO's, government institutions at different levels and both rural and urban communities through local sub-agents.

Needs and purpose

- Mainly Tulip Addis is looking for the following partners: microfinance institutions and international and local NGO's.

Management team

Tulip Addis is working with a General Manager, with sales and marketing managers, through a sales representative office and sub-agents.

Stage of business proposition

Mature and expansion

What is in it for investors or potential business partners

Distributor/sales %

Also looking for

- Awareness creation by government.
- Tax-free import possibility

Business active in

Oromia, SNNPR, Amhara, Somali region, Afar and Tigray regions and in different woreda's.

Can do business in

Oromia (Bale zone, Guji, Borena and west Haraghe). SNNPR (Sidama zone), south Omo zone, Guragie zone. Amhara (south and north Gondar), Afar and Somali.

Contact information

Physical address: Getaw M. Cherinet. Addis Ababa, Nifas Silk Subcity, Lebu Area. Mebiral Hail Addebaby Samuel Blong 2nd floor, Office nr 206.

Phone: +251 911506856

Email: getawmc@live.com

Website: www.basicwaterneeds.com

Tulip Addis



iDE is an international non-profit organization which has the mission to create income and livelihood opportunities for poor rural households. iDE uses a market-oriented development model that has been developed over more than 30 years by listening and responding to the rural poor (our customers). Our approach is empowering - instead of hand-outs or subsidies. Established in 2007, iDE Ethiopia has been constantly evolving and expanding its approach to help solve the problems that are keeping rural families in poverty.

Business model

- We focus on providing farmers with access to the technologies, inputs, and support services they need to earn increased productivity and income through effective and sustainable use of their own resources (labour, land and water).
- We are working to achieve iDE's mission through a wide variety of activities and strategies throughout the country.
- There is a huge market for water lifting and drilling technologies for Self-supply and small scale irrigation purposes.

Business target

Our target is to reach 75,000 households by 2017 and currently we reached 54,000 households already.

Needs and purpose

We are looking for implementing partners, potential private business, potential donors and international volunteers in area of water supply, sanitation and rural development.

Stage of business proposition

Mature and expansion

What is in it for investors or potential business partners

While we are working with potential businesses, iDE's role will be giving training on different types of water lifting and drilling technologies, establishing the supply chain and facilitating the market.

Business active in

Oromia, SNNPR, Amhara and Tigray regions

Can do business in

All regions of Ethiopia.

Contact information

Physical address: Kirkos Sub-city, Kebele 08, House Number 429 - Kera, Bulgaria Matoria, Opposit Dashen Bank, Addis Ababa (P.O.Box 7892, Addis Ababa, Ethiopia)

Phone: +251-11-467-2906/7/8 (office)

Email: ide-ethiopia@ide.org.et

Website: www.ide-ethiopia.org / www.ideorg.org

