



Mary Njoki was inspired to open a Fresh life Toilet in her community because she wanted a cleaner living environment for her neighbors. She is a leading female entrepreneur in her area of Kwa Ruben- she runs a pub and a water vending business alongside her Fresh Life Toilet.

What has been the best part about being an FLO?

I have enjoyed the service that the Fresh Life Field Officers provide us. When you have a problem with your toilet, they make sure to fix it right away. Also, seeing the community become cleaner has been very good. Finally, the fact that I am making some money in this business is good.

You started with one toilet, what prompted you to open a second?

I saw that people were happy with this toilet. Also, the one toilet I had used to fill up very fast so I decided to open another one.

Many bar owners won't charge people to use the toilet, but you do, why is that?

If someone uses the toilet, they have to pay even if they are regular customers. I'm running a business, and I don't like people getting used to free things.

ABOUT THE OPERATOR

Name: Mary Njoki
Location: Kwa Ruben
Open for business: Feb '12
Average daily customers: 114

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.

