The process for sanitation marketing



A good toilet is one of the basic necessities for every day life, yet millions of households in developing countries lack this basic facility. There are many sociological, psychological, financial and health related benefits of owning a toilet. The majority of toilets in less developed countries are built by the 'informal private sector' (small independent providers) and paid for by the house owner, tenants or a combination of both. This indicates that sustainable access to sanitation can be achieved by supporting the informal sector to develop the sanitation market, (Cairncross 2004). In marketing, the key is to ensure the right 'marketing mix' – Product, Price, Place and Promotion - and the same rule applies to sanitation marketing. This fact sheet provides an insight into the process of sanitation marketing. Sanitation in this fact sheet refers to hygienic disposal of human excreta.

The story so far

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The current situation

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Who is involved in sanitation marketing?

Summary