**Summary:** This tool consists of two documents: 1) a step-by-step guideline on how to plan, implement and operate a decentralised composting system for the management of municipal organic solid waste, and 2) a guide on how to sell the products of a composting facility using an appropriate marketing approach.

# **Application Within the Planning Process:**

Step 5: Identification of Service Options

# **Purpose** This tool

- provides assistance in setting up decentralised composting schemes to mitigate the problem of municipal organic solid waste management in cities of developing countries,
- is mainly concerned with systems suited to neighbourhoods - primary waste collection systems and composting plants with capacities up to five tons per day,
- provides insights into the prevailing challenges of decentralised composting schemes, and recommends measures to avoid such problems through improved strategic planning, organisational, institutional, and operational procedures.
- helps running viable initiatives by unlocking the financial value of compost through the application of marketing techniques.

### **Related Tools:**

T12 Municipal Solid Waste Management Planning

**How to use this tool?** In this tool you find two resource documents which provide guidance on different aspects of composting:

- If you are looking for information regarding the development and design of a collection system, preparation of a business plan or the design, construction, operation and maintenance of a composting facility, you should consider the step-by-step manual on decentralised composting. (in English: Document D13.1, in French: D13.2).
- The second document is a guide on marketing compost (D13.3). It contains information on how to sell compost, and is intended to help compost producers understand the key principles and techniques of a marketing approach. These include identifying appropriate target customer groups, and developing and promoting products to suit the market.

A general procedure for municipal solid waste management is provided in **Tool T12**.

#### **Resources**



### Document D13.1:

Rothenberger, S. et al. (2006).

Decentralised Composting
for Cities of Low- and MiddleIncome Countries - A Users'
Manual. Eawag and Waste
Concern. Dübendorf, Switzerland
and Dhaka, Bangladesh.





# Document D13.3:

Rouse, J. et al. (2008).

Marketing Compost - A Guide
for Compost Producers in Low
and Middle-Income Countries.

Eawag. Dübendorf, Switzerland.

D13.3.pdf



### Document D13.2:

Rothenberger, S. et al. (2006). Compostage urbain décentralisé dans les pays à faibles et moyens revenus - Manuel de l'utlilisateur. Eawag and Waste Concern. Dübendorf, Switzerland and Dhaka, Bangladesh. French Edition

D13.2.pdf