

Caitlin James

From: Paul Howorth <paul@redhatimpact.com>
Sent: Saturday, 31 October 2020 4:00 PM
To: Caitlin James
Subject: TFV 1.0 Monthly Update, October 2020

Hello Caitlin,

Welcome to the second of our monthly updates on progress with TFV 1.0. We hope this finds you well.

October has been another busy month, with some more key milestones reached.

This month's highlights

During October we've:

- Confirmed and paid for the production of all materials purchased under TFV 1.0
- Booked our first shipment, with our container scheduled to ship from Qingdao on 31 October
- Opened orders for five enterprises, working with each of these to finalise the best possible order size, frequency and cost to support their expected production needs for the next 12 months

Coming up next month

During November we'll:

- Receive our first shipment into our Brisbane hub, with an updated estimated arrival date of 18 November
- Prepare and send out first orders to enterprises, with the aim of shipping as soon as possible after the 18th
- Continue to engage with three other enterprises to include them in TFV 1.0 - given the size of our open orders, this will likely be subject to stock availability, and if needs be we will look at accelerating a second bulk order (TFV 2.0)

Enterprise focus

This month, we feature **QueenPads, Port Moresby, Papua New Guinea**.



QueenPads was established in July 2018 to tackle the problem of unemployed women and girls not being able to afford good quality menstrual products.

Market research found that, because of a lack of affordability, about 80% of unemployed women and young girls would use low quality products or materials which could be unhygienic or harmful. Women and girls also lacked access to proper education about menstrual health, hygiene and products.

QueenPads produces reusable menstrual products that are sustainable, safe for the environment and women-friendly. Products made with the current design and materials last 2+ years, saving their users about \$120AUD over this time. QueenPads also conducts awareness on menstrual health and Menstrual Hygiene Management (MHM) practices in communities, schools, villages, and workplaces.



QueenPads' production has been relying upon access to low-medium quality second-hand materials and occasional suitcase trade, making do with whatever prices and materials were available and working with small quantities.

The TFV has enabled QueenPads to purchase a regular supply of larger quantities of higher-quality materials at affordable prices, increasing the expected durability of the pad to 5+ years. Additionally, this supply confidence has allowed QueenPads to plan the coming 12 months sales and production with confidence, anticipating a 2021 production increase between 2x and 4x.



Thanks again for your support for and involvement in TFV 1.0. We'll continue to keep you regularly updated as we progress. As always, please feel free to send us your feedback, ideas and suggestions for what you'd like to hear about as TFV 1.0 progresses.

On behalf of the TFV project team,

Paul

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Caitlin James

From: Paul Howorth <paul@redhatimpact.com>
Sent: Monday, 30 November 2020 5:00 PM
To: Caitlin James
Subject: TFV 1.0 Monthly Update, November 2020

Hello Caitlin,

Welcome to our third monthly update on progress with TFV 1.0. We hope this finds you well and that you are looking forward to the coming season.

We've achieved some more good things in November and as you'll read below, we are on the verge of shipping out our first batches of stock.

This month's highlights

During November we've:

- Landed our stock in Brisbane and paid all import costs - the vessel arrived in Brisbane on 27 November after a short delay because of loading and unloading backlogs in Melbourne and Sydney
- Set up a short form supply agreement and order schedule as the last step in finalising our first orders - these will be executed once the updated shipping costs to Pacific ports are confirmed
- Fielded enquires from several more enterprises who have heard about TFV 1.0 and are keen to buy

Coming up next month

During December we'll:

- Send David Carbines from Red Hat Impact to Brisbane in the first week of December to check our stock, and work with our warehouser and shipping agent on setting up for shipping and delivery

- Prepare and ship first orders to enterprises, with the aim of shipping from 7 December - all being well with timing, several enterprises should receive their stock before Christmas

Enterprise focus

This month, we feature **Kaleko SteiFree, Honiara, Solomon Islands**, with thanks to WaterAid for the original profile.



The Kaleko SteiFree brand of reusable menstrual pads was created by M&J Enterprises, a business established in Honiara in 2017 by Mary Elizabeth Ramosaea (Emjay) to address a range of challenges faced by women and girls in the Solomon Islands. The Kaleko Steifree pad can be reused for two to three years, reducing the cost of menstruation, improving hygiene and saving the environment from the use of disposable alternatives.



Kaleko SteiFree pads can be purchased individually or in kits that include shields, liners, bags, soap and information about caring for the product and menstrual

hygiene generally. The kits can be distributed to women and girls as part of the menstrual hygiene education and awareness visits that M&J Enterprises makes to women and girls across the Solomons, in partnership with NGOs.



At least three women are employed in pad production, and other local businesses owned and operated by women are engaged in supporting production. Production has been limited by the need to rely on small quantities of input materials, often sourced only by suitcase trade. The TFV is enabling M&J Enterprises to plan for and negotiate larger orders, with one NGO already positioning to order 1600 kits for delivery in February 2021.



Thanks again for your support for and involvement in TFV 1.0. We'll continue to keep you regularly updated as we progress. As always, please feel free to send us your

feedback, ideas and suggestions for what you'd like to hear about as TFV 1.0 progresses.

On behalf of the TFV project team,

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Caitlin James

From: Paul Howorth <paul@redhatimpact.com>
Sent: Thursday, 31 December 2020 2:00 PM
To: Caitlin James
Subject: TFV 1.0 Monthly Update, November 2020

Hello Caitlin,

Welcome to our fourth monthly update on progress with TFV 1.0. We hope this finds you well and that you are enjoying the holiday season, wherever you may be.

We're excited about TFV 1.0 progress to date and are proud to announce our first stock shipment has arrived at its Pacific destination.

This month's highlights

During December we:

- Sent David from Red Hat Impact to check our stock at the Brisbane hub, and to work with our warehouser and shipping agent on setting up for shipping and delivery
- Sent our first shipment of PUL and Zorb, sailing from Brisbane for Port Moresby on 23 December and arriving on 27 December (a Christmas sailing, if you will). This shipment will supply at least two enterprises in PNG
- **On behalf of the entire ecosystem working on TFV 1.0**, accepted the Impact Market Builder of the Year award from the 2020 Australian Impact Investment Awards



Coming up next month

During January we'll:

- Confirm the completeness of our first shipment with the receiving agent and Pacific enterprise
- Ship our second supply to Honiara, and finalise order negotiations with other social enterprises
- Submit a proposal to USAID's Call for Proposals: Using Blended Finance to Build Financial Resilience for Women, to continue developing the TFV model across the Pacific and other geographies

Enterprise focus

This month, we feature **Mama's Laef**, from **Pango, Vanuatu**



Mamma's Laef produces reusable menstrual pads and distribute those pads to women and girls across the islands, and provides menstrual health awareness education, a vital part of what they do. They are passionate about supporting schools and communities to breakdown taboo around menstruation.

The enterprise is owned and operated by Jack and Mary Kalsrap and they currently employ 5 part time workers. Many of these women have not had stable income before, and are now gaining in skills, independence and confidence.



By creating this enterprise, Mamma's Laef has increased incomes in the community. It takes a holistic, innovative approach, and is currently exploring other reusable hygiene products to support the health and wellbeing of ni Vanuatu. Mamma's Laef has greatly assisted the set up of TFV 1.0 by sharing supply chain information, product knowledge and market insights.



Mamma's Laef delivers positive impact in Vanuatu on several levels:

- Creating an enterprise – which gives the team opportunities to develop long term sustainable business skills
- Creating products that local customers want
- Creating products that are environmentally friendly
- Creating a product that promotes good practice in hygiene
- Providing education on a topic that can be challenging to talk about and challenging to navigate around local custom taboo

Thanks again for your support for and involvement in TFV 1.0. We'll continue to keep you regularly updated. As always, please feel free to send us your feedback, ideas and suggestions for what you'd like to hear about as TFV 1.0 progresses.

Wishing everyone a happy and restful holiday season and a terrific 2021. On behalf of the TFV project team,

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