

Continued from page 1

Not only does Frankie have a natural mechanical talent, he has found helping others fulfilling. There is "always a joy to it." A neighbor or a customer brings in their bike in need of repair, Frankie works on the bike, and "when it leaves, you got it riding perfect."

Frankie brings this philosophy to his own bike, converting an old Schwinn one-speed cruiser into a sturdy six-speed mountain bike, with a large basket able to carry his tools to and from work.

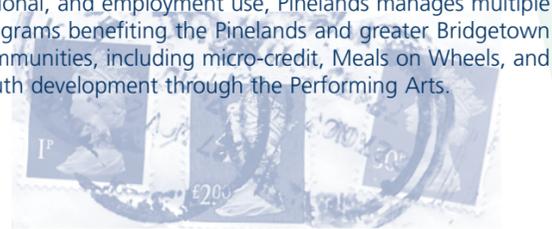
The Pinelands project receives two 40' container shipments and approximately 850 bikes annually. Frankie is able to handle the bike assembly and reconditioning needs of the project with the part-time mechanic assistance of Clyde Alleyne. On an informal basis, customers and young people from the neighborhood hang around and clean bikes. (Pinelands once tried to start a training program, but the first student came one day, and failed to come back the next. Frankie laments that bike mechanics, in this throw-away society, is "a dying trade".)

Although working with bikes and helping customers ride them is personally fulfilling and pays a modest salary, Frankie has other things that are important to him. He and his girl friend have just built the shell of their new home and, once they install electricity, they plan to dedicate Sundays to cooking and selling soy-based food products, reflecting their personal values, their enjoyment of each

other's company, and—hopefully—to supplement their family income. A steady job at Pinelands allows Frankie to experiment and take risks.

Not that Frankie forsake bikes after hours. For now, Pinelands prefers not to make repair services a big part of its income stream. Customers who have purchased bikes generally can bring them back for simple free repairs, paying for parts. Pinelands management feels it is just too complicated and distracting to get into the service business. This does not mean there is not a public need, however. Frankie, who for security reasons already takes his tools home with him every day, also takes customer bikes home from time to time to repair—giving new meaning to the old expression "taking his work home with him."

Beginning in 1995, the bicycle project of Barbados' Pinelands Creative Workshop has received more than 6,000 Pedals for Progress bicycles, distributing them throughout this Caribbean island of fewer than 300,000 people. Besides providing affordable transport for recreational, educational, and employment use, Pinelands manages multiple programs benefiting the Pinelands and greater Bridgetown communities, including micro-credit, Meals on Wheels, and youth development through the Performing Arts.



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IN GEAR

2004
THE NEWSLETTER OF PEDALS FOR PROGRESS

An Out-Spokin' Individual

31 year old Frankie Hinds, the Pinelands Creative Workshop's lead bike mechanic was a late comer to the Pinelands bike project, but it would appear that he was destined for it from early childhood. Frankie has been a resident of the Pinelands, a low-income area in Barbados, since age 6. Inspired by a cycling uncle, Frankie took early to bicycles. From his uncle, Frankie got his first bike at age 11, a hand-me-down Raleigh, and rode it constantly.

In a short time, Frankie's uncle taught him some basic bicycle repair skills, working on derailleurs and shifters. Noticing some precocious talent, his uncle challenged him to true his road bike wheels. "I told him he's crazy," said Frankie, but his uncle started at the beginning, teaching Frankie "how to spoke it", constructing a wheel from scratch. In so doing, Frankie absorbed the underlying numeric logic of spoke interaction. After all, "it's a question of numbers."



Soon Frankie was truing wheels for friends in the Pinelands area. He recalls his early days, working with bikes that were so oxidized that when truing a wheel using his thumb as a gauge, the rust on the rim wore down his thumbnail.

Pedals for Progress bikes, at least, don't put his thumbnails to the test on a daily basis. However, they do often require some work. To satisfy local tastes, he modifies "drop bar" road bikes, substituting straight handlebars and new brake assemblies. Although the conditions under which Frankie labors are not always the best, he generally converts each bike in the space of 15 or 20 minutes. His small workspace is crowded with bikes, and lacks a truing stand or even a work stand with clamp. To work on bikes Frankie must hang the bike by its seat on a strap attached to the ceiling. This makeshift stand is unsteady, but functional, permitting him to use both hands while making repairs.

Frankie did not come straight from the schoolyard to the bike shop, however. On leaving school, Frankie became interested in Rastafarianism and organic foods, selling natural fruit juices as a micro business. However, the competition for space in his mother's kitchen limited his production and his ability to earn a living—a recipe for frustration. Even with a small loan from the Pinelands micro-credit program, the business simply could not grow.

In early 2001, with the growth of the Pinelands bike project, an opportunity came for him to work in the shop. Frankie began truing wheels on a part-time basis, but when the regular mechanic resigned to take a job outside the cycling profession, Frankie stepped up and took his place.

Continued on page 8



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PfP Partnerships as of 7/31/04

Country, City, Partner Name, Type of Program	#Bikes Shipped	Years
BARBADOS Bridgetown, Pinelands Creative Workshop <i>youth development/small enterprise</i>	6,096	(1995-04)
COLOMBIA Ibague, Tolima, Fundación Horizontes de Libertad <i>transport/small business/community development</i>	914	(2002-03)
EL SALVADOR San Salvador, Centro Salvadoreño de Tecnología Apropriada (CESTA) <i>transport/small business/community development</i>	12,770	(1995-04)
ERITREA Asmara, Cultural Assets Rehabilitation Project <i>transport/small business/community development</i>	2,761	(95-03)
GHANA Ada & Tema, NekoTech <i>development/appropriate technology</i> Edikanfo Progressive Foundation, Kumasi <i>small business/community development</i>	2,932 901	(2000-03) (2003-04)
GUATEMALA Chimaltenango, Fundacion Integral de Desarrollo Sostenible y Medio Ambiente <i>small business promotion, agricultural extension work</i>	3,132	(1999 - 04)
KENYA Nairobi, Baisikeli Kenya <i>rural development/appropriate technology</i>	403	(2003)
MOLDOVA Stefan Voda, Rural 21 <i>community development</i>	869	(2002- 03)
NICARAGUA Jinotepe, Ecotecnología (Ecotec) <i>community development</i> Rivas EcoBici, <i>community development</i>	7,751 6,648	(1997-04) (1992 - 2004)
PANAMA Panama City, Industria de Buena Voluntad (IBV) & Panama City Rotary <i>transport/small business/community development</i>	5,482	(2000-04)

Other shipments between 1991 and 2003 have gone to non-profit agencies in Appalachia, Colombia, the Dominican Republic, Ecuador, Haiti, Honduras India, Malawi, Mexico, Mozambique, Namibia, New Guinea, Pakistan, Peru, Senegal, Sierra Leone, the Solomon Islands, South Africa, Sri Lanka and Venezuela as well as other unlisted groups in Nicaragua and Ghana. 1997 total: 5,468, 1998 total: 6,287, 1999 total:7,001, 2000 total: 8,970, 2001 total: 9,174, 2002 total: 11,576, 2003 total: 11,808, 2004 total: 6,556

Thirteen Year Grand Total: 80,304



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EcoBici Program anticipates 2000 bikes per year

As reported in the last issue of InGear, the initial shipment of bicycles to EcoBici in Rivas, Nicaragua was funded by the Claerbout Family in memory of their late son, Jos, an avid cyclist with a passionate interest in Latin American development and social justice. Ecobici's inaugural shipment arrived on April 29, 2003 and became the foundation of what is now a thriving new project.

In 1998, project managers Wilfredo Santana R. and his wife Carla Bello left the Rivas program, Association for Community Development (ADC), and went north to Jinotepe to start the spin-off EcoTec. Having left a well-established EcoTec in the capable hands of Martin Melendes, Wilfredo and Carla returned home to Rivas to rebuild ADC, which languished in their absence. Essentially beginning anew in Rivas, they've named their project EcoBici.

EcoBici serves low-income residents in the many small towns of the southern Pacific coast region of Nicaragua, where the terrain is flat and rolling, ideal for cyclists. As in the case of EcoTec, EcoBici's "profits" from sales are financing small-scale rural community development projects selected and implemented by representative community organizations. These include the construction of health clinics, schools, community potable water systems, and the planting of community wood lots. EcoBici has also donated Pedals for Progress supplied sewing machines and baseball equipment to the José María Moncada School, the Susana López Carazo School, and the Nandaime Women's Center.

After receiving the first container of bicycles, so generously donated by the Claerbout Family, EcoBici has since imported four more containers, growth resulting directly from that initial shipment. The sale of those first bicycles provided crucial seed money for future shipments. And now a healthy revolving fund system is sustaining EcoBici.

The revolving fund system created by Pedals For Progress is key to enabling us to continue shipping containers to programs overseas. Combined with the customary hard work of Pedals For Progress bike collectors and project managers, EcoBici can now claim nearly 2,500 bicycles shipped. What's more, over 2,000 bikes per year will arrive there for the foreseeable future.

A giant thanks to the Claerbout family for making this happen.

75,000TH BICYCLE SHIPPED TO ECOBICI APRIL 17



PARSIPPANY, NJ

Pedals for Progress (P4P), a non-profit New Jersey-based charity that collects, processes, and donates used bicycles and bicycle parts to the working poor in third-world countries, will load its 75,000th bicycle for shipment to Rivas, Nicaragua on Sat., April 17, 2004.

Although P4P knows the height (26-inches), color (bright green), and brand (Nishiki) of the landmark bicycle, its exact recipient is yet unknown and is open to speculation. The bicycle is part of a larger load also destined for Rivas, Nicaragua. This shipment is a part of P4P's ongoing partnership with Eco Bici, an organization that has helped P4P deliver more than 5,000 bicycles to the poor in this area.

P4P, established in February 1991, aims to decrease the millions of bicycles and tons of bicycle parts and accessories annually discarded and deposited into landfills and to improve the quality of life for the working poor in developing countries around the world.

You have more to give than you know!

Maybe you can't make a gift to protect the environment during your lifetime, but you can become a financial hero by remembering Pedals for Progress in your will. You can even direct your gift to a specific Pedals for Progress overseas program. For information on making a bequest to Pedals for Progress, please contact:

Pedals for Progress

Post Office Box 312 • High Bridge, NJ 08829-0312
(908) 638-4811 phone
(908) 638-4860 fax
Bob Zeh, Treasurer.

MISSION STATEMENT

Pedals for Progress envisions a day when:

1. North America recycles over half of the 15 million used bicycles discarded each year,

as well as unused parts and accessories for reuse overseas.

2. Poor people in developing countries have bicycles to get to work, obtain services, and meet other needs.

3. The bicycle is an effective tool for self-help in all developing countries.

4. Trade regulations enhance international commerce in bicycles and parts.

5. Policy makers in developing countries respect and support non-motorized transportation.

OUR OBJECTIVES ARE:

1. To enhance the productivity of low-income workers overseas where reliable, environmentally sound transportation is scarce, by supplying reconditioned bikes at low cost.

2. To promote in recipient communities the establishment of self-sustaining bicycle repair facilities, employing local people.

3. To provide leadership and innovation throughout North America for the recycling of bicycles, parts, and accessories.

4. To reduce dramatically the volume of bicycles, parts, and accessories flowing to landfills.

5. To foster environmentally sound transportation policies that encourage widespread use of bicycles worldwide.

6. To foster in the North American public an understanding of and a channel for responding to the transportation needs of the poor in developing countries.

Approved 12/08/96

DURING 2003, PEDALS FOR PROGRESS HAS:

Completed its 11th year of uninterrupted production growth - increasing donations by 2.1% over 2002 to 11,808 bicycles, 55 sewing machines, and approximately \$595,400 in bicycle parts and accessories, in 26 shipments to 15 non-profit agency partners in 12 developing countries.

A cumulative mass total since 1991 of 73,824 bicycles, 301 sewing machines, and \$8.7 million in parts and accessories, and:

Expanded and diversified overseas geographic coverage, incorporating five new partners in South Asia, Africa, and Central America.

High productivity and professional quality from Ellsworth, Kansas

The Ellsworth Correctional Facility (ECF) located in North Central Kansas, houses 830 medium security inmates. Dedicated in 1988, the ECF is located on 60 acres of ground on the northwest corner of the City of Ellsworth, Kansas.

In 2001, a bicycle program was created at ECF, where donated bicycles are refurbished by inmates for distribution to less fortunate children. The distribution of these bicycles is carried out by civic organizations during the holidays. Any bicycles that don't go to the children are designated for shipment to developing countries. And that's where Pedals for Progress steps in.

The most recent shipment of ECF bicycles was in March 2004, when 446 bikes were sent to Kumasi, Ghana. This was helped along by a generous charitable donation from the Post Rock JayCees chapter, which is made up of inmates at the



Ellsworth Correctional Facility. By conducting numerous fundraising events within the prison they raised enough money to subsidize the shipment.

The ECF bicycle program employs 15 inmates and provides valuable work for these men throughout the day. Their pay is provided by the State of Kansas and is not part of donated funds for the bicycle repairs. Additional supporting funds for this project come from the Ellsworth Kiwanis Club, which serves as the program's sponsoring civic group. Through the Kiwanis, necessary funds for the purchase of supplies, parts, tubes and tires are provided.

Bikes leaving ECF are among the best bikes Pedals for Progress collects. After all, these bikes receive special treatment far beyond the usual P4P bike processing. To begin with, the shop area for the ECF Bicycle program is as well organized as a professional bike shop. And the work done to each bike is very thorough. They are cleaned, lubed and tuned up, and even receive some disassembly in order to grease bearings and thoroughly clean the drive components. Worn tubes and tires are replaced with new ones. And when needed, the ECF inmates even go so far as to repaint the bikes. The bikes are made new again.

Inspired by doing something that benefits others, the productivity of the inmates in this program is very high. In addition to learning new skills, this work is very heartening to the men, especially when they receive news about how the bikes are being used wherever they've been shipped.

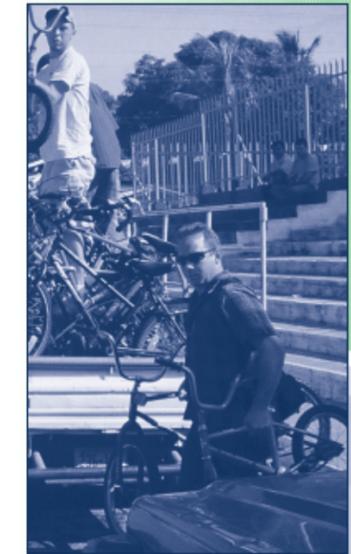
Both ECF and Pedals for Progress are very proud of the relationship that has been created through bicycles and good will. As with all P4P programs, ECF helps to prevent a valuable resource—used bikes—from becoming part the vast waste stream of America and gets these bikes to very deserving people across the world. And as an added benefit, the ECF/P4P program provides meaningful work for men seeking to improve their own lives while incarcerated.

Sam Cline Warden, ECF 785-472-5501, ext 404

Sam Cline, secretary Deanna

<http://docnet.dc.state.ks.us/ecf/standard/default.htm>

Steve Caporelli Wins Pedal Wrench Award



Seen above, Steve helps in the out-reach distribution of bikes in San Rafael, Nicaragua.

Pedals for Progress has for many years given out an annual Pedal Wrench of the Year Award. The award is given to the person who goes out and works the hardest to collect bicycles to ship to our overseas programs.

Steve Caporelli, has exemplified the ethic and mission of Pedals for Progress.

As New Jersey Collections Coordinator, Steve has for the last four years not only been responsible for all New Jersey, Pennsylvania, New York, Connecticut-based collections, but has been the key person, in the truck, attending multiple collections per weekend. Steve has proven his dedication to the organization by the incredible long hours that he has worked processing and bringing bicycles back to our warehouse often from far away locations. Steve also is employed full time as a environmental claims adjuster for AIG.

Pedals for Progress in Ghana

Since January 1st, 2000 Pedals for Progress has shipped 4,903 bicycles to five separate partners in Ghana. Although there are many bicycles in Ghana already (and new bicycles are generally available), the cost of a new or locally resold bicycle is well beyond the economic reach of many Ghanaians. Thus, the ability to import used bicycles from us allows our partners to offer used bicycles to the poorest segments of the population with prices more closely aligned with their economic circumstances.

Additionally, the used bikes we have shipped from the United States have been, more often than not, of a much higher quality and lower priced than the new bikes available in that country.

In order to sustain payment of shipping costs for thousands of bikes per year, Pedals For Progress conceived and implemented (and continually administers) a 'revolving funds' process. The basic idea is that Pedals for Progress pre-pays the shipping costs of a new program's first container, using funds retained and budgeted for this purpose and to grow the enterprise. Thus, once an overseas group is qualified as a viable partner, P4P commits to capitalizing the startup of their operation by this one time only offsetting of their biggest expense - shipping costs.

Subsequently, through the sale of bikes at low cost, our partner organizations generate the capability to pay their domestic operational expenses and still 'revolve' money to Pedals For Progress to pay shipping costs for the next container load of bikes. To date, by employing this method, Pedals For Progress has been able to ship 80,000 bicycles to 28 countries worldwide.

One important benchmark included in the maintenance of the revolving funds process is "cost per unit delivered". (How much does it cost for one bike to arrive at the destination distribution point?) Shipping costs vary due to a myriad of circumstances over which we have very little control. But, ship we must (!), given our fixed and otherwise constrained warehousing space. During the collection season (and at current collection volume levels), we must ship at least one container of bicycles per week. While it is occasionally possible to get the shipment cost for an NGO donated by a foundation or corporation, it has proven to be easier for us to use with commercial carriers to deliver our bikes and to simply find a way to cover those costs when they occasionally exceed 'revolving funds' revenue.

Our Central American programs function exceedingly well in that the 'landed cost per bike' (same metric noted above) is between \$8 and \$10 depending on the country. Shipping bikes to Ghana costs approximately \$15 to \$18 per bike delivered. To Central America we are able to ship in a larger 45 ft. container holding 500 bikes. To Africa we are forced to ship bikes in a 40 ft. container holding 400. For

this obvious reason then, our "per unit cost" to Africa is bound to be considerably higher because (due to maritime market conditions and 'land locked' receiving des-

tinations) we pay a larger amount of money for a smaller number of bikes. At \$10 'per bike landed cost', the revolving funds process functions tremendously well. At \$15 'per bike landed cost' the revolving fund system breaks down. Pedals for Progress has been shipping to Ghana for approximately five years. Yet, it is now obvious that a future of successful program operation in West Africa, due to the cost picture there, will require a \$1,000 or \$2,000 subsidy for each container shipped. That would allow our partners in Africa to be paying the landed cost of the programs in Central America.

Pedals for Progress currently has two active programs in Ghana: Nene Katey Ocansey I Learning and Technology Center (NekoTech) based in Ada and Tema, Ghana promotes teacher and vocational education programs serving the rural poor. With the help of the PFP bikes, the center has been able to expand its HIV/AIDS prevention health campaign via HIV/AIDS Ambassadors - youth who are given bikes to be able to reach the most remote villages to bring awareness of the dangers of HIV/AIDS, distribute free condoms and to teach abstinence to the youth. This program would not have reached as many recipients without bikes. The War against AIDS was also strengthened through Bikethons - which have drawn youth interest when seminars failed. Additionally, a special program teaching young women to ride has increased the economic productivity of young girls.

The Edikanfo Progressive Foundation (EPF) based in Kumasi, Ghana promotes community development, education, and health in the impoverished Northern Region of the country in cooperation with government institutions and international agencies such as World Vision.

EPF's bicycle initiative provides local teachers, community development personnel, and other low-income workers with affordable transport in the dispersed, outlying, road-less rural areas of the Savulugu-Nanton District. EPF also is involved in the campaign against malaria and tuberculosis in Kumasi and the Kwabre District of Ashanti region where volunteers and other social and health workers from other organizations identified bicycles as the single most critical resource to assist their outreach. While both of these organizations are committed to non-motorized transportation, they do not have the capacity to lose money on each shipment. Faced with the prospect of needing to subsidize (on their own) the bike containers coming into the country with local money would take funds from other programs of those organizations and makes them reluctant to scale up the importation of bicycles so vitally important to those larger missions. The Central American programs on the other hand, actually show a small profit from the importation of the bikes, which can then be applied to the other charitable endeavors promoted by them.



Regaining a Feeling of Freedom



For six years, Reinel Oviedo sat in a Colombian prison at the foot of the Andean Mountains, about 90 miles west of the capital of Bogota, losing hope and gaining weight. Thanks to Pedals for Progress, however, Reinel is increasingly free to spend part of his day on two wheels, away from the jail's intensely close confines, earning money for the day when he will regain his liberty.

Reinel, and others like him at Colombia's Picala Prison, have earned work-release privileges to work for Horizons of Freedom Foundation (FHL) 'Comp&Mail Messenger Service'. With bicycles provided by Pedals for Progress, inmates travel from the penitentiary to the service's headquarters and from there to the service's clients in the city of Ibagué. Reinel, who had nearly forgotten the freedom afforded by a bicycle, reports he has regained his sense of autonomy and self worth while earning an income. In his own words, "The benefits obtained have been many. Riding a bike has given me a feeling of liberty. My job has become almost a recreational activity. My physical condition has improved; the poundage put on by penitentiary food has been eliminated. Today I possess an athlete's physique. I've had to abandon my earlier cigarette vice, and physical activity during the day allows me to sleep all night, without the nightmares of before. Also, I have benefited financially, cutting my transport costs".

Pedals for Progress's involvement with FHL goes back to the summer of 2002, when FHL's founder and director, David Toro, approached PFP requesting a container of bicycles. Toro, a former Picala inmate, is a nationally-recognized 'social entrepreneur' and winner of a prestigious Ashoka Fellowship for social entrepreneurship. Since 2002, FHL has

received two subsidized PFP shipments totaling about 900 bicycles. Besides using bicycles in its successful messenger business, FHL has launched a region-wide environmental awareness campaign centered on mass public bicycle rides, and has bartered surplus bicycles in return for training, accounting, and other services from sympathetic community development organizations.

Although FHL's program's have been successful, FHL is struggling financially, and is unable to bear the full costs of a third shipment. A principal reason FHL cannot pay the full cost of the third shipment of bicycles is Colombia's Customs Regulations which are onerous and costly. As David Toro reported following the arrival in port of PFP's second container, "I tell you it is not easy. We have obtained the import license and duty-free exemption consent from the Ministry of Commerce and Trade, but with the Finance Ministry, it's been much more difficult. A Finance Ministry delegation from Bogota visited us at our offices in Ibagué; they requested financial statements, income tax returns, loan documents, reports, etc...it went well, but all these things have delayed their giving us a decision on the tax exemption".

Furthermore, Colombian authorities require that—in exchange for partial tax exemption—FHL is prohibited from selling any bikes received, thus eliminating sales as a source of funds to pay for a subsequent shipment.

Finally, entering the country expeditiously requires a detailed inventory approved by Colombia's Ministry of Finance prior to shipment. This requirement is easy for an importer of consecutively-numbered and uniform new bicycles originating with a manufacturer, but a practical impossibility for Pedals for Progress owing to the variability of used bicycles and limited storage capacities. As a result of these import regulations, the shipment is delayed and additional costs are incurred for port storage, fines, additional container rental charges, and extra paperwork and staff time.

To overcome this constraint, and continue to support this exceptional program, Pedals for Progress is working with the State of Kansas' Ellsworth Correctional Institute to recondition, inventory, and ship bicycles donated in Kansas, to the Colombian program. Pedals for Progress is excited about promoting a prison to prison linkage, and about the potential psychological, vocational education, and income generation benefits to traditionally-marginalized population on both sides of the equator.

By enlisting the help of Ellsworth Correctional Institute Pedals for Progress has been able to overcome Colombia's onerous import regulations. Unlike Pedals for Progress, with its limited storage capacity and volunteer staff, Ellsworth has plenty of volunteers and space to inventory the bikes, prepare the detailed listing required by Colombian Custom Regulations and can store the bicycles until Colombian Customs approves the inventory for shipment.

It is these types of creative relationships that have made Pedals for Progress successful.

