

Stove Adoption and the Needed Capacity Building and Training



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October 2012

What do **THEY** want?

Vs

What do **I** want to give them?

Surveys

Focus Groups

Feedback

Listen to the ladies!

Good stove for which lady?





Implementation Process



1. Demo
2. Training of group of leaders
3. Leaders train community
4. Check training
5. Deliver ONIL Stoves
6. Stove installation
7. Follow up on installation and maintenance
8. 2428-ONIL

Give it to them when **THEY** want it,
not when
I want them to want it.

- **Problems:**
Programs to cover
“Want” if free
Low adoption rate
- **Market:**
Early adapters
Followers
Laggards





Do **THEY** have access to it?



Follow-up and Access to Replacement Parts or Stoves



Pricing – Affordable?



ONIL PLANCHA STOVE

Cost of stove = US\$122

Cost of 1 month firewood = US\$32 – US\$57

Firewood reduction = 64.7 %

Savings per month = US\$21 – US\$37

Pay back time = 5.8 to 3.3 months

Durability = 10 yrs +

Cost per year US\$12.2







Happy women = Stove adoption

