StoveTec Rocket Stoves

Ethos Conference – 1/28/09
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• The Problem
• The Current Solution
• Origin
• Business Model
• Recent Success
• Product Developments
The Problem with Open Fire

3 Billion people worldwide use biomass based open fires

- **Emissions**
  - Black Carbon, CO, Methane, other volatile organic compounds
- **Disease/Health**
  - Lung Cancer, Pneumonia, COPD
  - 2 Million Deaths/Year
  - Women & Children
- **Social Consequences**
  - Risk of fire
  - Increased cost, labor and time
Why StoveTec? – Good Stoves

✓ Efficient
✓ Flexible
✓ Accepted
✓ High Quality
✓ Scalable
✓ Low Cost

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Each Stove Saves 1-2 Tons of Carbon Emissions Per year
Flexible & Adaptable

Mbarara, Uganda
Marshall Islands
Bolivia & Chile

Product Alternations

Private Labeling

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Erika Tyler (Columbia University)
UNDP – Millennium Villages Project
Uganda, 2008

Vijay Modi (Columbia University)
UNDP – Millennium Villages Project
Uganda & Tanzania, 2009
Quality Assurance

Every stove is the same

Durable

2.5 years in use

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Large Scale Manufacturing

Container Deliveries
Quick Dissemination
High Quality, Scalable & Low Cost

Low Cost

$8-12 Stove

&

$4-5 Kit

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Design Principles for Wood Burning Cook Stoves

Aprovecho Research Center
Shell Foundation
Partnership for Clean Indoor Air
A Social Venture Model

Two Markets

Premium: $40

- 50% Emergency prep
- 25% At Home
- 25% Away from Home

Humanitarian: $8 - $12

- Scalable business model
- Meeting addressable market

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Recent Success

71% Average Quarterly US Sales Growth

International Presence

- US
- Kenya
- Haiti
- Chile
- Mexico
- S. Africa
- Nigeria
- Tanzania
- Argentina
- Uganda
- Malawi
- Ghana
- Senegal
- Mozambique
- Botswana
- Niger
- Ethiopia
- Marshall Is.
- Madagascar
- Bolivia
- Nicaragua
- Swaziland
- Vanuatu
- Zambia

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New Technology

5 Year Stove

Fan Stove Concept

Stove Kit

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• Great Stove Technology
  – Proven 3rd Party Testing
• Meeting a Need:
  – Environmental, Health & Social
• Recent growth in sales and great publicity
• New products & services on the horizon
• Questions?

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