



IMPROVED STOVES ASSOCIATION OF KENYA

(ISAK)Producers, Marketers and Installers of Improved Energy Saving stoves

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Slogan : The stoves ambassadors

Back Ground

Improved Stoves Association of Kenya (ISAK) was formed in 2007 with the effort of GIZ/PSDA as an exit strategy for the project to ensure sustainability of stoves activities in the country beyond the program me timeline. The association is a membership organization which aims at revolutionizing cook stoves business in Kenya through ensuring production, distribution and marketing of quality, efficient and affordable improved cook stoves for the enhancement of quality to ensure customer satisfaction where we view the use of a clean burning wood cook stoves as a valuable contribution to cleaner air and enhanced environment and energy conservation.

VISION

To be a leader in reducing mass utilization of biomass through promotion of high quality improved and efficient energy saving stoves in the region.

Activities

- Unifying stoves artisans and entrepreneurs
- Build capacity of members on technologies and social issues
- Quality and standardization of stoves
- Establish governance structures at national and branch level
- Market linkages for members through information sharing and dissemination
- Creating partnerships and networks
- Lobbying and advocacy

Challenges

- Establishing secretariat
- Financial constraint
- Low adoption of stoves
- Low quality and substandard stoves in the market
- Free and subsidies stoves at the community level
- mobility due to bulkiness and fragility of the products
- Lack of publicity and advertisement forums

Partners

1. GIZ PSDA

2. GIZ REAP

3. SNV Netherlands

4. The wider community

COMMERCIALISATION OF STOVES

CHALLENGES OF ALTERNATIVE APPROACH

- Accessibility to production raw materials
- Competition from low quality stoves
- Lack of enough modern skills of local artisans
- High number of stoves being donated for free to access carbon credits
- Lack of borrowing power by the entrepreneurs
- Lack of enforcement of stoves standards
- Ignorance of the educated

ALTERNATIVE APPROACHES TO COMMERCIALISATION

Use of local materials for the production

Production costs of energy saving stoves is usually higher due to transportation of raw materials for long distances thus making them unaffordable to the end users. There is a need to explore what production materials exist with a given target region while ensuring quality and their efficiency.

Up scaling existing technologies and innovations on stoves

This will go a long way in exploiting technologies which exist within an area with a view of improving on it so that the stoves would have a local touch and thus create a sense of ownership thereby increasing adoption. This method ensures that the locals identify with the stoves and therefore their culture.

Use of local artisans to develop their skills and quality

This is to make the stoves accessible to all where the artisan who makes the ordinary stoves in the local market is identified and his skills are enhanced to embrace modern technologies.

Production of quality, affordable and durable stoves

There are so many sub-standard and low quality stoves which hinders the sale of quality stoves as they are usually sold at a very low price thus putting the quality oriented entrepreneurs out of business.

Emphasize on financing of stoves activities by financial institutions at affordable rate

Most entrepreneurs lack start up capital or capital to expand their businesses which hinders an expanded market for the stoves.

Financial institutions need to develop mechanisms targeting the stoves entrepreneurs with low interest and affordable terms of payments.

Setting up standards

Clear and workable standards needs to be developed for both household and institutional cook stoves which will cushion the end user and businesses which strive to make profit. Once developed there is a need to develop enforcement criteria in order for everybody to adhere to.

THANK YOU