

Serial No:___ Date:_____ Name of interviewer:_____ District: _____ Village:_____
Name of group:_____ Name of producer_____ M / F

Stove producer Questionnaire

- 1. What is your household size?___
2. Marital status: Married ① Single ② Widowed ③ Separate/divorced ④
3. Age of stove producer ___
4. What is your highest level of education?
 None ① Can read & write (3 years of primary and above) ②
 Primary ③ Secondary ④ College ⑤ University ⑥
 -Technical ⑦ Others ⑧ (specify) _____
5. What is your main occupation?.....
From which activities does your hh generate cash income?.....
Please rank the importance of cash income sources? 1.
2.
3.
6. How long have you been in the stove business? ___ years
7. a) How long has your group been in the stove business? ___ years
b) What is the size of your group (active members)? ___ men and ___ women
c) What was the maximum/minimum size of your group since the beginning? max:___ min:___
8. Do other household members assist you in stove business? Yes ① No ②
If yes, in which way?.....
9. How many stoves do you usually produce per week/month?_____
10. Do you build another type of stove in addition to the Chitetezo portable? Types:.....
11. Is there a demand for fireless cooker?.....
Do you help people to build them? How?.....
12. How did you come to stove business? Through GTZ project ①
 Through other stove producers ② By self initiation ③
 Through Africare ④ Through Concern Universal ⑤
 Other ⑥ (specify) _____
13. How many improved firewood stoves do you use by yourself?___
Which types do you use? Portable Fixed with liner Fixed without liner Fireless cooker

13. *Training:* Did you receive training for building stoves? Yes ① No ②
- a) What kind of training did you receive? Technical training in production/building ①
 Technical training in kiln construction ② Technical training in kiln firing ②
 Marketing training ③ Quality control ④
- b) What did you receive to start your business? Moulds ① Tools ⑤
 Assistance for kiln construction ② Measurement ④
 Others ⑥ (specify)_____

14. Did you train others to become stove producers? Yes ① No ②
 If yes, how many?____ Whom? family members neighbours others_____

15. *Raw Material:*

- a) Do you dig the clay by yourself?_____
- b) How long do you need to get your clay?_____
- c) Do you have to pay to dig the clay? If yes, how much?_____
- d) How do you get the clay to your house?_____
- If someone is helping you, what does he receive for helping?_____
- e) How would you describe the availability of clay?
 More than enough ① Just adequate ② Rather scarce ③ Very scarce ④

16. For how many stoves does the clay last, after digging?_____

17. *Labour:* Do you hire labour? Yes ① No ②

- a) If yes, for which production stages? Digging clay Preparation of clay Moulding
- b) Do you hire men or women? Men Women Both

18. Do you calculate for your own labour costs? Yes ① No ②
 If yes, how much per stove? _____ MK

19. *Kiln-firing:*

- a) How do you contribute fuel for kiln firing?

- b) How much firewood do you need for kiln firing? (*ask for unit, if not available in kg*).....
 Do you know how much you need for firing per stove?.....
- c) What are the costs of the firewood per firing? _____ MK
- d) How many stoves (*or flowerpots*) do you usually load in your kiln per firing?_____
- e) How do you organise the kiln maintenance?.....

20. a) How often was the kiln in your village fired last year?____
 b) Did you fire the kiln this year? If yes how often?____
 c) How many stoves does the group approximately fire per kiln?____

21. a) Do you remember how many stoves you fired in the kiln last year? (number:)_____
 b) And this year? (number)_____

22. Do you produce stoves throughout the year? Yes ① No ②
 If no, are there any month where you don't produce stoves at all?
 (which month and why?).....
23. *Quality*: Which criteria for quality of stoves do you follow in production and firing?
 Right dimensions ① Door ② Pot rests ③ Finishing
 Others ⑤ (specify).....
24. Did you make any adjustments or modifications to the original stove design? Yes No
 a) If yes, which adjustments and modifications?.....

 b) Why - give reasons

25. Who does control the quality of your stoves (especially pre-firing assessment)?
26. Do you grade the stoves after firing? Yes No
 a) If yes, what are the price ranges for the different grading?.....
 b) If no, how do you set the prices for your stoves?.....
27. Do you write the production date on your stoves? (*question and observation*) Yes No
28. a) Did you ever receive feedback from your customers about the quality of your stove?
 Yes No If yes, which feedback did you receive?.....

 b) What happens, if costumers complain about the quality of the stove he bought?

 What do they complain about?.....
29. *Records*: Do you take records of your production and sales? Yes ① No ②
 (*Ask for monitoring sheet – calculate accordingly if group-monitoring sheet*)
 a) How many stoves do you produce per month? _____
 b) How many stoves do you sell per month in total? _____
 c) What is the selling price per stove? _____ MK
30. a) Where do you sell your stoves? At the market place ① At the production site ②
 At users home ③ Others (specify).....
 b) If you sell at the market place, at which one?.....
 How do you transport the stoves to that place? And who does the transport?

31. *Promotion*: How do you get your customers? (*several options*) through referrals
 Own promotion activities (specify)
 Project promotional activities (specify).....
 Others (specify)

32. a) Do you target specific customer groups? (specify).....
 b) Who are your typical clients?.....
33. What arguments do you use to convince a customer to buy a stove?

34. Did you experience changes in the quantity of stoves you are selling since you started your business? (increasing or decreasing demand and why?)
35. Did you receive the calendar of 2008? Yes No
 If yes, did the calendar influence your sales? (specify)
 (*Quantification of increased sales through calendar advertisement?*.....)
36. Do you provide customers with information on good cooking practices? Yes ① No ②
 a) If yes, what are your advices? Drying firewood ① Splitting firewood ②
 Using lid ③ Pre-soaking ④ Food preparation before lighting fire ⑤
 Installing windows/openings ⑥ Installing shelves ⑦
 Others ⑧ (specify)
37. How many of your customers replaced worn out or old stoves?
38. *Income:*
 What do you do with the money earned through stove business?

39. Where do you store your moulded stoves for drying? (separate room?)

40. Do you intent to produce more stoves in the future? Yes ① No ②
 If yes, what are your plans?
41. *If group leader:* Are there any conflicts within the group? Yes ① No ②
 If yes, What kind of conflicts?.....
 How do you solve these problems?.....

Would you like to add anything?

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Zikomo Kwambiri