

### 3. What did you find most useful about the 2011 PCIA Forum?

The most useful aspect was how many people the Forum brought together and the networking opportunities that it provided. Envirofit has partners all over the world and it was great to have face-to-face time with a lot of them in one place as well as meet and find new partners.

### 4. What mentoring or other opportunities have you had to share your successful approaches with others?

Working closely with our partners is very important to us. Understanding the ground realities across our vast markets helps us provide valuable, learned strategies to our partner

## StoveTeam International

*Nancy Hughes*

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StoveTeam International provides economical, environmentally friendly and fuel-efficient Ecocina stoves to Central America and around the world. They have assisted local entrepreneurs to establish operating factories in Guatemala, Nicaragua, Honduras and El Salvador, and they are also assisting a local entrepreneur to establish one in Mexico in 2011. They use Peace Corps volunteers, and provide training and feedback to factory owners regarding stove acceptance.

### 1. What is the most exciting or enjoyable aspect of your work?

The most exciting aspect of StoveTeam's work is that by giving local entrepreneurs the necessary tools and training, these men and women are perfect candidates to become leaders managing the production, marketing and sales of fuel-efficient stoves.

### 2. How has PCIA helped you in your work over the years?

With the help of the PCIA connections over the years, StoveTeam has been able to link with other stove producers to make fuel-efficient stoves more affordable.

### 3. What is the main thing you want the rest of the household energy community and world to know about developing local market?

By linking with other supporting organizations, such as Rotary International, there is an opportunity for all stove

sales and distribution efforts. Our participation in the Africa Coalition (founded at the PCIA Forum) will also be a good catalyst for continued collaboration.

### 5. What piece of advice do you have for others in the household energy field, especially with respect to cook stove commercialization?

Quality and durability are essential. If you want to be sustainable, your products need to last.

### 6. What one goal for the coming 1-2 years you would like to share?

Our current focus is largely on India and Africa. In the next two years, we'd really like to see our Latin American partnerships grow.



*Nancy Hughes and Brenda Doroski (EPA)*

organizations to more than double the money that is locally raised. Heavily subsidized programs are tempting, but by empowering local people to produce, market and sell fuel-efficient stoves, we all help to address one of the leading causes of poverty: unemployment.

### 4. What one goal for the coming 1-2 years you would like to share?

StoveTeam International is expanding rapidly and will be establishing new factories throughout the world.

### 5. As PCIA integrates into the Global Alliance, what past PCIA activities or other new activities do you most hope the Global Alliance will take on in the coming years?

With the funds from the Global Alliance, it is StoveTeam's hope that there will be continued support throughout the developing world for not only large, but also small stove projects.