

Dziwani – from Rags to Riches

Alfred Chisale – Stove Producer

- ▶ In 2007, I was a builder working on rocket barns with Hestian Rural Innovation and development HRID and with time the demand for the Barns began to decrease
- ▶ In 2011, I was introduced to improved technologies, namely the Esperanza stoves, fixed household stove which we were building alongside the rocket barns and the Chitetezo Mbaula portable stoves.
- ▶ I was taken for a field visit to Mulanje, at Mai Nanji was production group and was inspired to do something similar, I saw an opportunity to not only save the environment and run a viable business but a way out for my abject poverty with this simple stove.

How it all began

- Dziwani was founded in February, 2012 in the outskirts of Lilongwe with 14 members (11 women and 3 men) in my home at Kauma. Those days I produced 300 stoves per month
- Sales were not easy at the beginning, but then Area55 came in and bought most of my production. I could not even produce fast enough!



Business Expansion

- ▶ Distance to the clay site and the transportation was another challenge so I identified a plot nearer to the clay source and bought it production site there in Chadza (Mitundu) about 15 km outside Lilongwe, where we currently operate from.
- ▶ Cutting off the distance from clay source to the group has helped increase efficiency.



Successes and Challenges

- ▶ Transport and shelters has been major challenges faced in stove production business
- ▶ Through hard work and money saving, I managed to overcome the challenges.
- ▶ I built a large warehouse on the property so that even in rainy season the team are able to produce whilst indoors and also store the stoves



Best stove production group

- ▶ Since 2014 the group has been recognized as the most leading group
- ▶ More than 132,000 households are benefiting from stoves produced by Dziwani's team
- ▶ I now own 2 trucks for the business and employ 29 people
- ▶ We also offer Specialised trainings for production of Chitetezo Mbaula



Fixed Institutional Stoves (Mayankho)

- ▶ Dziwani also constructs fixed institutional stoves and supplies stainless steel pots from 30 to 200 litre capacity
- ▶ These stoves are mainly used in school meals programs and our biggest customer so far has been Welt Hunger Hilfe commissioning us to build stoves across the country
- ▶ Over 450 fixed institutional stoves have been installed by the company



Zikomo!!! Thank you

Alfred Chisale

Dziwani Investments, +265 999 12 40 42,
alfred.chisale@yahoo.com

