## 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.

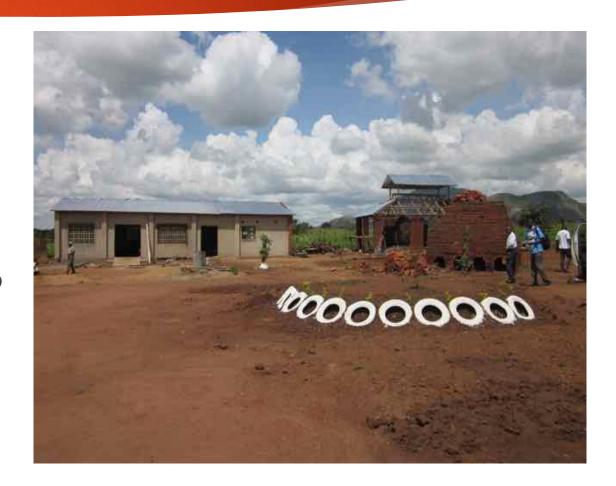
## How it all began

- Dziwani was founded in February, 2012 in the outskirt 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 overcame 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

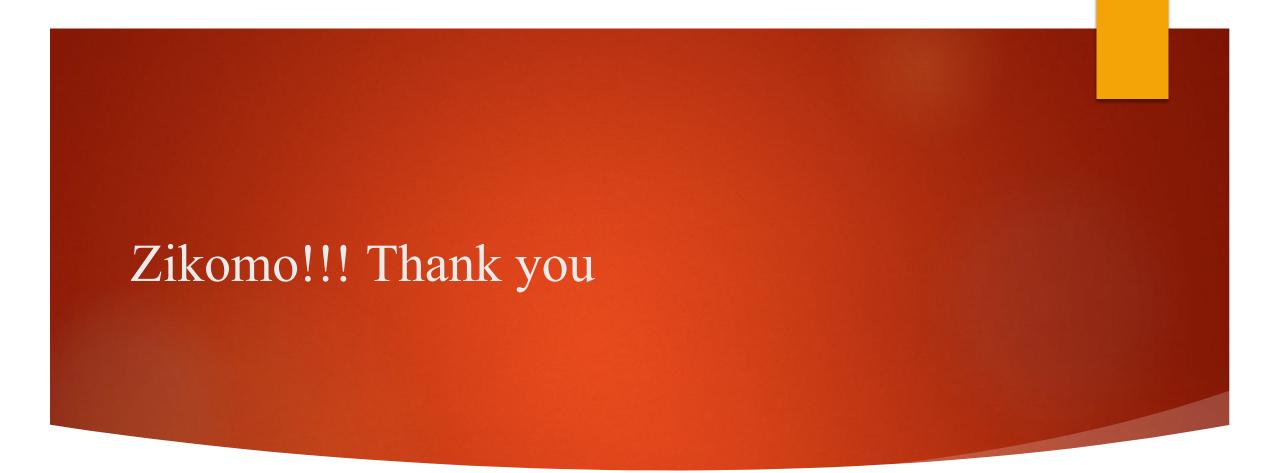
- Since 2014 the group has been recognized as the most leading group
- More than 132,000 households are benefiting from stoves produced by Dziwani's team
- I now own 2 trucks for the business and employ 29 people
- We also offer Specialised trainings for production of Chitetezo Mbaula



# 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





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