



SEED Initiative

promoting entrepreneurship for sustainable development

Founding Partners



AFRICA WINNER 2014

The enterprise manufactures clean cook stoves for homes, businesses and institutions such as prisons and universities. The products – which reduce indoor air pollution and fuel costs – are sold mainly by a network of independent urban retailers.



Asrat & Helawi Engineering Partnership, Ethiopia

BUSINESS MODEL

A & H Engineering Partnership manufactures cook stoves fuelled by wood, electricity, biogas and ethanol for mass production. Demand for electric and wood models currently exceeds production rates; due to these stoves, consumers are reducing fuel costs by 50 to 70 %.

The enterprise wants to supply more of its clean cook stoves in rural areas and to institutions where demand is highest. New machinery will help it diversify and develop markets for its ethanol cook stoves.

ENTERPRISE FAST FACTS

Location	Addis Ababa
Year founded	2010
Sector	Energy / Renewables
Product / Service	Clean, energy-efficient cook stoves

Social impacts:

- Reducing the rates of respiratory diseases and deaths caused by indoor air pollution.
- Improving families' welfare by reducing cooking costs, making more money available for food and education.
- Employing and training women potters to produce clay parts for cook stoves.

Environmental impacts:

- Reducing carbon emissions from cooking. A&H currently sells 20,000 cook stoves a year, which save 7 million l of kerosene and 18,000 t of charcoal annually.
- Protecting forests, as institutional stoves reduce firewood consumption by up to 70 %, saving 300 kg of wood daily.

Economic impacts:

- Creating five further direct jobs and 12 further indirect jobs in the network of independent retail outlets.
- Sourcing materials such as sheet metal locally, thereby supporting local businesses and securing jobs.
- Reducing the USD 8,000 spent by institutions annually on firewood.

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” Our enterprise provides 20 full-time jobs, an equal number of retailers will build their livelihoods on selling of our products; and consumers enjoy cleaner cooking and save money on fuel costs.

Scaling up activities:

- Acquire immediate funding to invest in production machinery, enabling A&H to meet its 40,000 annual sales target.
- Seek capital to evaluate supplying cook stoves to institutions for free, under a government carbon trading scheme.
- Look to diversify production of new products including ethanol cook stoves.
- Plan to expand into rural areas where traditional open wood fires are still used.



” Clean cook stoves mean an improved fuel saving with clean burning quality that reduces indoor air pollutants such as carbon monoxide, particularly black carbon soot.



Partnership

- **Asrat & Helawi Engineering Partnership** is a company that manufactures and sells different types of clean cook stoves.
- **The Energy and Resource Institute (TERI)** of India is providing training and technical support particularly regarding the manufacture of gasifier stoves for households.
- **Gaia Association** is providing assistance and support with the launch of new technologies such as ethanol burners and their applications.
- **The Horn of Africa Regional Environment Centre and Network** promotes energy-efficient forced draft cook stoves. It is helping the enterprise identify and procure new machinery.



The 2014 SEED Awards in Ethiopia, Morocco, Mozambique, Namibia, Tanzania and Uganda are largely supported by the European Union, which is made up of 28 Member States who have decided to gradually link together their know-how, resources and destinies.

About the SEED Initiative

The SEED Initiative identifies and supports promising small scale social and environmental entrepreneurs around the globe, entrepreneurs who while working towards a greener economy also tackle poverty, marginalisation and social exclusion. SEED provides these entrepreneurs with know-how and networks, taking the lessons learnt at local level up to decision-makers to promote evidence-based policy making. For more information please write to info@seedinit.org or visit:

www.seedinit.org

SEED Partners



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