



Figure 1 . Stove sales distributor being trained on sales and finance through establishing "Rotating Credit and Savings Associations" (ROSCAs) in a traditional African financing model. 100 sales distributors participated in the training



Figure 2 . Artisan receive training on how to build biochar generating efficient cooking stoves. This will generate income for an entire family on a sustainable basis and generate 5 stoves per day.



Figure 3. Amitah uses the biochar cook stove she made after being trained on how to make it.



Figure 4 . More than 5,025 biochar cook stoves are being used. *The training for the artisan and sales distributors that Mary attended was very excited and attended the demonstration done in one of the houses. I learned a lot. The African Christians Organization Network sales distributors are very smart and share what they know with you. I learned about the biochar cookstove and how to make it. They taught us everything, the whole process and how to apply and utilize biochar produced on our farms. I bought one that day and had it installed the very day after the training.*

Stove users consistently reported experiencing similar benefits of the cookstove as told to them by different vendors, most notably savings on fuel, retains heat longer, cooks food faster, produces little smoke, and reduces respiratory problems such as homa (a Luhya word for runny nose and eyes). Women commented on the value of the new information and products the ACON sales distributors provided to the community. According to stove users, economic savings associated with the new cookstove was a persuasive argument used by ACON sales distributors but seeing someone cooking on the cookstove convinced many to actually purchase the cookstove: *I saw the cookstove at her house, this friend of mine. She was cooking and said that this thing is very good and every woman with a proper straight mind should have one. You do not disturb yourself with pushing in so much firewood. It keeps on burning. Seeing the cooking, it opened my mind!*

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With Much Thanks and Appreciation

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