

## Improved Lao Bucket Stove (ILBS)

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### Introduction

Laos is the underdevelopment country, its economy is growing so slowly, all most Lao people love to eat in their family because their income is very low and is insufficient to eat outside. Therefore, most of Lao family uses to cook food three times per day.

In the past, Lao families used the fuel wood as the basic materials for cooking energy, because in Laos, wood was available and easy to process with very low price.

According to Lao government policy to reduce the cutting forest activities, the fuel material from the wood will be difficult to find and make its price increase. So every one is looking for the high efficiency stove for their families like ***Improved Lao Bucket stove (ILBS)***

### Structure of ILBS

ILBS is the one of the excellence design stove, with small dimensions and suitable for the every life style kitchen see the picture 1.



*Picture 1 : Typical of Improved Lao Bucket Stove*

At the present, the ILBS becomes the most important stove for Lao market, because of their following advantages

- ✍ Low price which is appropriated to Lao family
- ✍ Save wood fuel very much when people use it in their family
- ✍ Reduce payment for the family
- ✍ High efficiency because of the heat loss is very low
- ✍ Beautiful and appropriate design
- ✍ Long lasting
- ✍ Easy to use and always clearable
- ✍ Light and easy to transport or carrying

### **Some Experiences in Commercial**

In the beginning of this business, according to market requirement, there were so many farms opened small ateliers for producing ILBS. When the market is in the growth stage, the competition is high, every one needs to improve their production and operation management. Due to lack of improvement the product, some of farms closed their business.

In my opinion, there were three important factors relevant to this business such as Quality, Price, and Delivery time.

#### **1. Quality**

In terms of quality improvement, we control each operation and raw material.

- ✍ Selecting raw material ( Clays)
- ✍ Crushing clays
- ✍ Mixing with a portion of burning rice bran
- ✍ Pressing
- ✍ Shaping
- ✍ Drying
- ✍ Heating
- ✍ Assembling
- ✍ Stock
- ✍ Transport

#### **2. Price**

One of the most important requirements of the stove market is low price. We have found that, the following factors make our product becomes a lower price when compare with other.

- ✍ Location of our factory is close to the raw material sources
- ✍ All raw materials are available in local market, especially the metal sheet for making the cover is from recycling material ( from the cooking oil container)

- ✍ No need high skill Labors for working in each operation
- ✍ Location of factory is close to market which is reduced so much the transportation expenses
- ✍ We are running as a family business, therefore, the operating and administrating cost is very low.
- ✍ Due to integrating some kind of tools and equipment in the production line, the circle time is becomes faster

### **3. Delivery time**

As mentioned above, our factory is located close to market and the transportation is very convenience, also our factory is flexible with high potential to speed up when there is needed (1) Middle truck is used; (2) Raw material sources is large enough; (3) All workers are living in the factory house, their can work as over time easily; (4) Some kind of tools and equipment are used in production line. So whenever customer need and how many stoves, we can supply them on time.