

THE ONIL COOKER

BY *HELPS* INTERNATIONAL



Guatemalan Statistics:

- Average family size:
2 adults and 6 children
- They spend \$25.00 per month in firewood to cook with an open fire
- They walk 2 to 5 kilometers to get wood every 3 days.
- They use 30 pieces of wood every day with an open fire



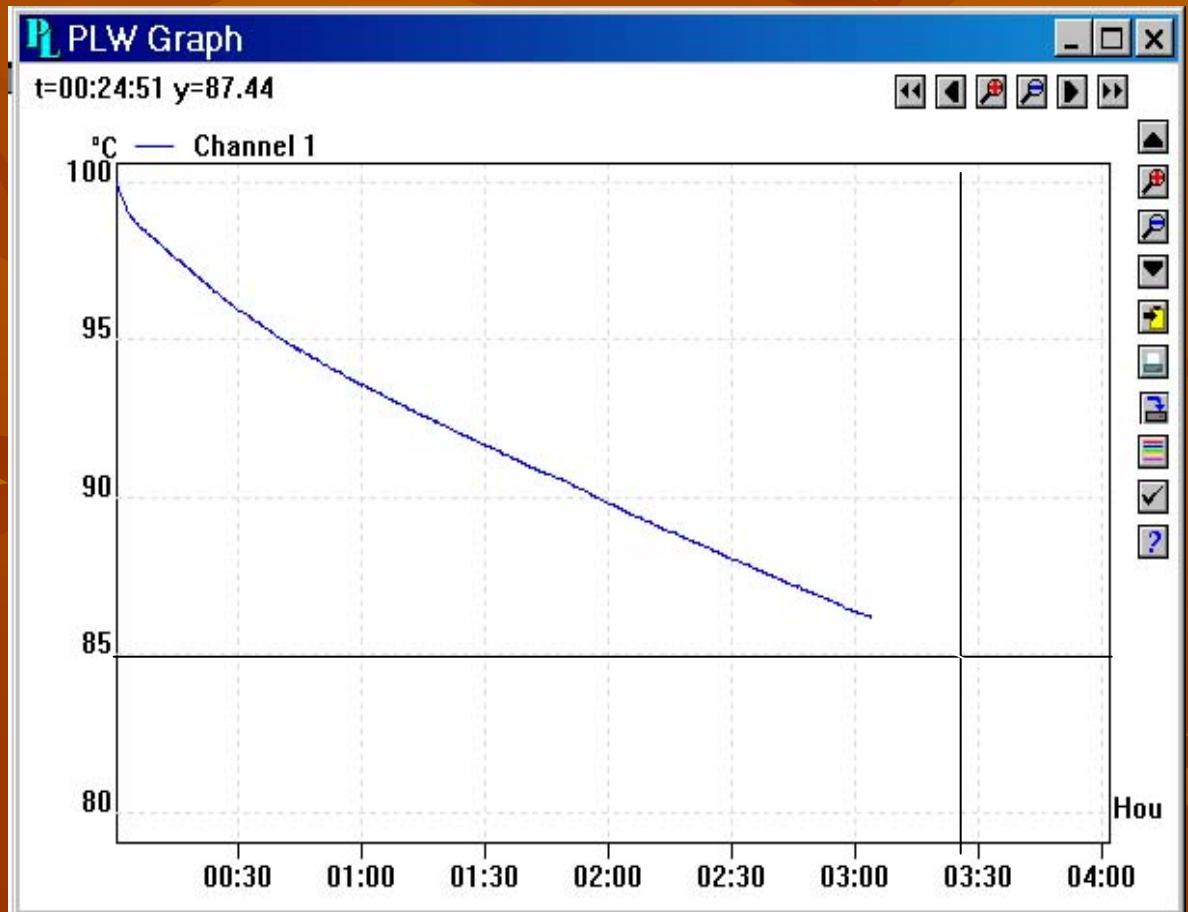
**Guatemalan black beans : take 4 hours to cook
without a pressure cooker**



Lab and field tests:



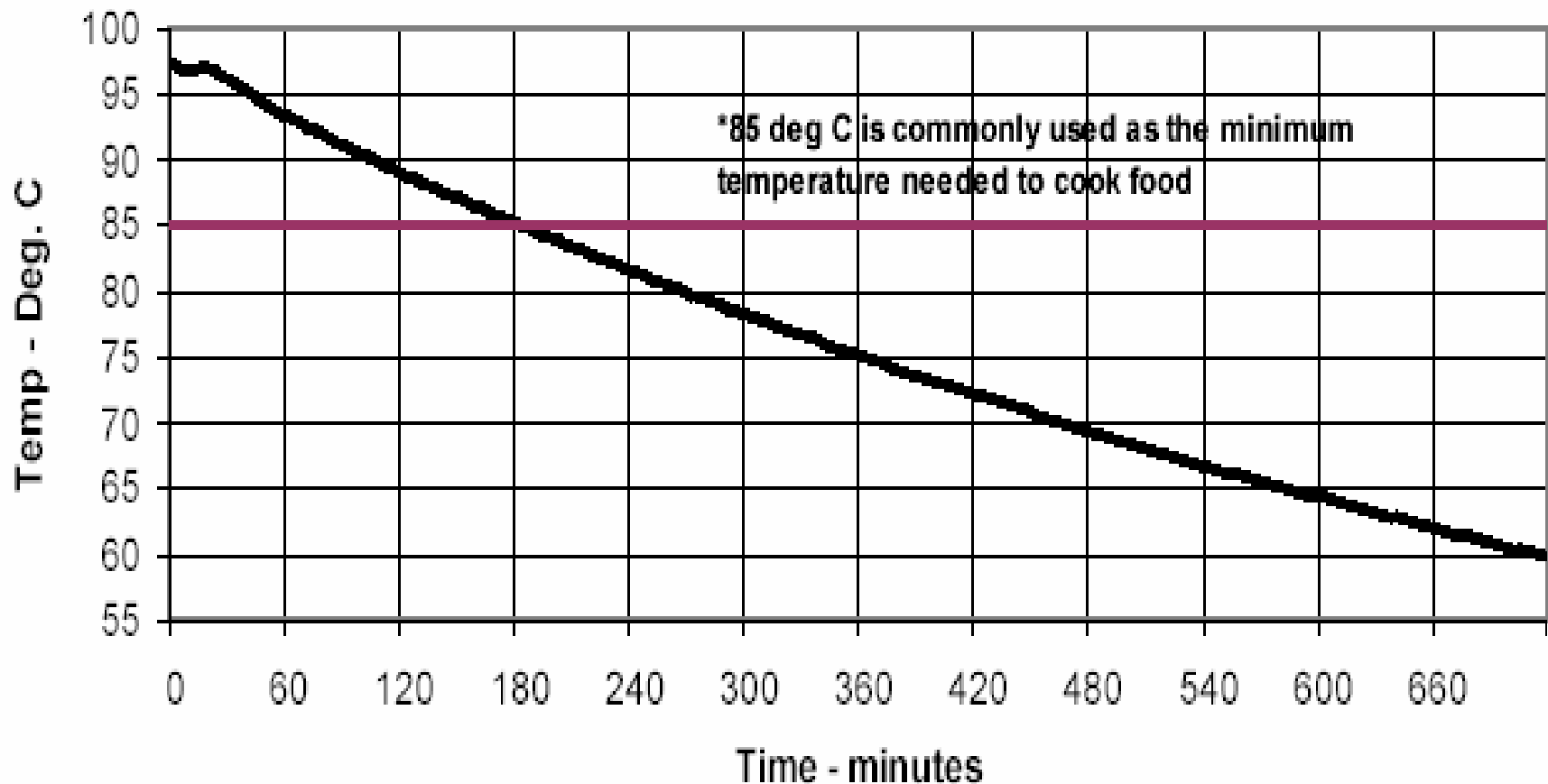
HELPS Performance graph



ONIL Cooker

performance graph by Aprovecho Research Center

HELPS Haybox Performance with 5 Liters Water



Suggested times with ONIL Cooker

Meal :	Normal time to Cook :	Boiling on the Stove wood :	Time in the ONIL Cooker:	Time Saved:	Fuel and Time Saved:
Frijol	4 Hrs.	1:30 Hrs.	3 Hrs.	2:30 Hrs	63%
Nixtamal	1 Hrs.	0:30 Hrs.	1 Hrs.	0:30 Hrs	50%
White Rice	0:25Hrs.	0:05 Hrs.	0:20 Hrs.	0:20 Hrs.	80%
Pasta	0:25 Hrs.	0:05 Hrs.	0:20 Hrs.	0:20 Hrs.	80%
Chicken soup	0:45 Hrs.	0:20 Hrs.	0:35 Hrs.	0:25 Hrs.	55%
Meat stew PULIQUE.	2:00 Hrs.	1:10 Hrs.	0:50 Hrs.	0:50 Hrs.	45%
Vegetable soup	0:35 Hrs.	0:10 Hrs.	0:30 Hrs.	0:25 Hrs.	70%
				Average	63%

HELPS Onil Stove Savings Using the Haybox

Time To Boil 5L of Water		min28		
Time to Simmer 5L of Water		min45		
Time to Cook 5L of Food		min73	Time Saved	62%
Fuel Used to Boil 1L of Water		g/L 117		
Fuel Used to Simmer for 45min		g/L 160		
Fuel Used to Cook 1L of Food		g/L 277	Fuel Saved	58%
CO Released	To Boil	g/L 2.0		
	To Simmer	g/L 4.3		
	To Cook	g/L 6.3	CO Saved	68%
PM Released	To Boil	mg/L 112		
	To Simmer	mg/L 157		
	To Cook	mg/L 269	PM Saved	58%

Chart by Aprovecho Research Center

Technical aspect:

- Material : 100 % Recycled Polyethylene.
 - Low thermal mass
 - Easy to clean
 - Readily available
 - Low cost
- Insulation: Shredded Styrofoam beads.
 - 4 cm on sides, 15 cm on bottom and 10 cm above
 - Total Styrofoam used 341 grams (.75 lbs)
 - Low thermal mass
 - Readily available
- Plastic Welding :
 - High density polyethylene rod and industrial hot melt glue.
- Total weight : 8.25 pounds
- Vapor Barrier: 7 cm overlap on the lid
- Inside dimensions : 33.5 cm diameter x 27 cm high
- 12 lt. Aluminum pot included
- Easy and efficient manufacturing



Ready for shipping



User testimonies :

- “I leave my frijoles all night in the Onil cooker and they are cooked like I like them in the morning.” *Doña Ana, Santa Avelina Quiche*
- “I don’t know if this ONIL cooker is working, I can’t feel it getting hot on the outside like the one I had before” *Doña Susana, Santa Avelina Quiche.*
- “I used to get up during the night to prepare oatmeal for my baby; with the Onil cooker, I can keep oatmeal hot to use during the night”
Doña Rosa, Santo Domingo Xenacoj.

Marketing

- Total sales price:
 - Q175.00 (\$23.00)
- HELPS offers financing:
 - $4 \times Q45.00 = Q180.00$

Marketing

- Methodology:
 - Community demonstrations with hands on cooking



Marketing

- Results:
 - Women understand the benefits
 - Creative thought process
 - Interest in buying through financing



Marketing

- Micro-credit organizations
 - Willing to fund RHC and stoves
 - Have available funding
 - Looking for good projects
- Giving payment options
 - Women are more willing to pay full price
 - Can choose to buy higher priced products
 1. Better quality
 2. Longer lasting
 3. Solve the problem
- They already purchase this way
 - Enameled pots
 - TV's
 - Furniture
 - What they think is useful and beneficial

Economics

- Wood used per month: 1.2 mts.³
- Wood cost per month: \$25.00
- Wood savings: 58% (Aprovecho)
- Wood savings: .70 mts.³
- \$ savings: \$14.50
- Cost of ONIL Cooker: \$23.00
- Months savings to pay: 1.6 mo.

Marketing

- The macro results of this process
 - Increased self-esteem...”*I* can improve my families living conditions”
 - Understanding of real economics
 - Creates sustainable communities and therefore countries
 - Reduces or eliminates the dependency of total or partial subsidies
 - Increases the “bang-for-the-buck”
 - If subsidy \$’s are used for micro finance, it can help 4 times the amount of families, even at no interest.

Marketing

- Most importantly.....



It gives them the choice!!