ENDLINE QUESTIONNAIRE [COOK]

|  |
| --- |
| **Name of Interviewer:**  |
| **Date:**  |  |  |  |
| **DD** | **MM** | **YY** |
| **Time:**  |  |  |  |  |
| **HH** | **MM** |
| **House No.**  |  |  |
| **Village:**  |
| **Household unique ID number:**  |  |  |  |  |  |
| **District** | **VDC** | **Ward** | **HH No:** |
| **Type of stove used during the trials:**  | **A. ICS #1 (*FILL IN)*** | **1** |
| **B. ICS #2 (*FILL IN)*** | **2** |
| **C. ICS #3 (*FILL IN)*** | **3** |
| **D. ICS #4 (*FILL IN)*** | **4** |
| **E.ICS #5 (*FILL IN)*** | **5** |
| **Serial number of the stove used:**  |  |
| **Age of interviewee (18 years and above only):**  |  |  |

READ TEXT:

Hello. Thank you for agreeing to see us again, your contribution is so very important.

As I explained earlier, I’d like to talk with you about how you are using the new stove, how you like it, and whether you have found it difficult to use. Remember, we are not looking for “right” answers. We see you as an advisor, you are after all a COOKING SPECIALIST and we are looking to learn from your experience, to get feedback from you and also provide you with information. Feel free to tell us what you like and what you think. We already asked you many of the same questions two months ago... it's not that we don't remember that we asked before, we are just curious to know if your opinions have changed over the time you've been using the new stove.

 **PART I**

**STOVE EXPERIENCE AND USE**

| **Q.N** | **Questions** | **Coding Categories** |  | Skip |
| --- | --- | --- | --- | --- |
| 301 | How has it been using the new cookstove? What do you think of it? *[Please record the participant’s answers in detail]* | A. Saves fire wood | 1 |  |
| B. Can keep the children with us while cooking | 2 |
| C. Food cooks faster | 3 |
| D. Pot remains clean | 4 |
| E. The house, pot and clothes remain cleaner | 5 |
| F. It generates less ash | 6 |
| G. Difficult to start the fire | 7 |
| H. Need to chop wood into small pieces, which is time consuming | 8 |
| I. It’s portable | 9 |
| J. It’s easy to prepare food | 10 |
| K. Can cook two dishes at the same time | 11 |
| L. It’s healthier | 12 |
| M. Suitable for a small family | 13 |
| N. Food cooks slower | 14 |
| O. Eyes water less; can remain in the kitchen longer | 15 |
| P. Easy to start the fire | 16 |
| Q. Difficult to cook food in big pot for many people | 17 |
| R. Looks attractive  | 18 |
| S. Other (please write in) | 96 |
| 302 | [Please say “Tell me more about your experience” to probe for more information. Record any additional details at right] |  |  |  |
| 303 | How satisfied are you with the new stove so far? *[Please read list]*  | A. Extremely satisfied  | 1 |  |
| B. Satisfied  | 2 |
| C. Somewhat satisfied  | 3 |
| D. Not at all satisfied  | 4 |
| 304 | Please tell me, step-by-step, how you use this cookstove. Begin with the first thing you do to prepare your cookstove, and list each of the subsequent steps you follow when using the stove. [Enumerators will have instructions and should note any modifications in how the user is using the stove vs. how they were instructed to use it.] *Code: Mod #1, #2, etc.* | Mod: 1.    |  |  |
| Mod: 2.  |  |
| Mod: 3.  |  |
| Mod: 4.  |  |
| Mod: 5.  |  |
| Mod: 6.  |  |
| Mod: 7.  |  |
| 305 | What do you think are the most important qualities to have in a stove? *[Do not read list; check codes as relevant]* | A. Easy to light  | 1 | Comments from family members |  |
| B. Easy to cook  | 2 |
| C. Uses less firewood/fuel  | 3 |
| D. Emits less smoke  | 4 |
| E. Suitable for my cooking pots/meals  | 5 |
| F. Cooks quickly | 6 |
| G. Other (please write in)  | 96 |
| *FOR THE FOLLOWING QUESTIONS: In those instances where other family members/ community members are present during the interview, please record their responses in the separate column below*  |
| 306 | Does the new stove (*INSERT NAME HERE*) have all, most, some, few or none of those important qualities that you mentioned?  | A. All of the important qualities | 1 |  |  |
| B. Most of the important qualities  | 2 |
| C. Some of the important qualities | 3 |
| D. Few of the important qualities | 4 |
| E. None of the important qualities  | 5 |
| 307308 | Do you notice anything different about your household since you started with the new stove? | A. Yes  | 1 |  309 |
| B. No | 2  |
| If so, what? *[Please record the participant’s answers in detail]* Please indicate with a “P” or “N” whether they consider the change to be Positive or Negative | A. It produces less ash | 1 |  |
| B. Before no one could stay in the kitchen, now even the children can stay in kitchen | 2 |
| C. Have to collect fire wood less frequently | 3 |
| D. It’s easy to clean the stove | 4 |
| E. Reduced smoke-related health problems (eye irritation, headaches, chest pain, cough, etc.) | 5 |
| F. Pots stay cleaner | 6 |
| G. Have to spend more time preparing the wood | 7 |
| H. Can use the time saved collecting less wood for other work | 8 |
| I. Have to keep adding wood at regular intervals, so I have to stay in the kitchen for longer time periods | 9 |
| J. New stove is portable | 10 |
| K. Other (please write in) | 96 |
| 309 | Is the amount of smoke in your home or kitchen more, less or the same as before you started using the new stove? | A. No change - the smoke is the same as before  | 1 |  |
| B. There is now less smoke  | 2 |
| C. There is now more smoke  | 3 |
| D. Don’t know/can’t tell  | 4 |
| 310 | Is the taste of the food cooked on the new stove better than, worse than or the same as the food cooked on your old primary stove? | A. Better  | 1 |  |
| B. Worse  | 2 |
| C. The same  | 3 |
| D. Don’t know/can’t tell  | 4 |
| 311 | What types of food cook better on the new stove? *[PROBE: qualitative]*  | FILL IN COMMON FOODS FOR RESPONSES  |  |
| A. | 1 |
| B. | 2 |
| C. | 3 |
| D.  | 4 |
| E. Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | 96 |
| F. Other\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| G. Other\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| 312 | What types of food cook better on your OLD primary stove? [*PROBE: qualitative]*  | FILL IN COMMON FOODS FOR RESPONSES  |
| A. | 1 |
| B. | 2 |
| C. | 3 |
| D.  | 4 |
| E. Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | 96 |
| F. Other\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| G. Other\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| 313 | Does this new stove use more fuel, less fuel or the same amount of fuel as your old primary stove?  | A. More fuel  | 1 |
| B. Less fuel  | 2 |
| C. The same amount of fuel  | 3 |
| D. Don’t know/can’t tell  | 4 |
| 314 | Is there anything about the new stove you think is not functioning properly? | A. Yes, having problems  | 1 | Q 316 |
| B. No, not having problems  | 2 |
| 315 | If yes, *please describe.*  | A. The battery/fan is damaged/doesn't work | 1 |  |
| B. The stove gets too hot | 2 |
| C. The chimney is not working; the smoke doesn't go outside | 3 |
| D. Stove is damaged/not working | 4 |
| E. Stove was not installed properly | 5 |
| F. The stove is not stable | 6 |
| G. The stove creates a lot of smoke | 7 |
| H. Other (please write in) | 96 |
| 316 | What problems, if any, have you had cooking on the new stove? *[Describe in detail the respondent's concerns]**Then leave space to note qualitative responses* | A. It takes a long time/is difficult to start the fire | 1 |  |
| B. The fire goes out easily so I have to remain in the kitchen and cannot work outside/multitask. | 2 |
| C. Difficult to chop wood into small pieces | 3 |
| D. Stove body gets very hot while cooking which can be dangerous. | 4 |
| E. Risk of burning my hand when pushing wood inside the stove. | 5 |
| F. Can’t use big pieces of wood in the stove. | 6 |
| G. Difficult to breathe in the kitchen because of the smoke | 7 |
| H. Food doesn't cook well | 8 |
| I. Can’t start the fire using the fan so I need to blow on the fire | 9 |
| J. Difficult to clean out the ashes | 10 |
| K. It takes longer to cook | 11 |
| L. I have to re-light the stove in between dishes | 12 |
| M. Other (please write in) | 96 |
| 317 | [Probe further] What else can you tell me about your problems with the stove? |  |  |  |
| 318 | Have you made any modifications or changes to the stove to make it easier to use?*Take a digital photo, if relevant, to document any changes that have been made.* | A. Yes, I have modified it  | 1  | 320 |
| B. No, I have not modified it  | 2 |
| 319 | If Yes, *please describe.* |  |  |
| 320321 | Have you made any changes to the way you cook when using your new stove? | A. Yes, have made changes  | 1 | 322 |
| B. No changes | 2 |
| If yes, *please describe.*Please indicate with a “P” or “N” whether they consider the change to be Positive or Negative | A. I have to prepare the food to be cooked before starting the fire, otherwise the fire goes out/ is wasted. | 1 |  |
| B. Before I used plastics to start the fire, now we use paper to start the fire. | 2 |
| C. With previous stove I could multitask while the food was cooking, whereas with the new stove I have to stay and tend the stove and/or keep adding fuel, otherwise the fire goes out | 3 |
| D. With old stove I could use big pieces of firewood, whereas with the new stove I need to chop small pieces of wood to cook food. | 4 |
| E. Other (please write in) | 96 |
| 322 | [Probe further; please provide more details about the difficulties here] |  |  |  |
| 323 | Have you moved the new stove from where it was originally placed? | A. Yes, moved the stove  | 1  | 326 |
| B. No, did not move the stove  | 2 |
| 324 | If yes, *note the original and new locations*  | A. Original location:  |  |  |
| B. New location:  |
| 325 | For what reasons do you prefer the stove where it is now?  |  |  |
| 326 | What, if anything, have you done to clean and/or maintain the stove?  | A. Nothing  | 1 | 329 |
| B. Cleaned/maintained (details and # times)  | 2 |
|  | Number of times cleaned/maintained (*details and # times*) | 327 Cleaned/maintained (details) | 328 (Time) |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| 329 | Is the new stove the right size for cooking most meals? (*Please read list*)] | A. Almost always  | 1 |  |  |
| B. Usually  | 2 |
| C. Occasionally  | 3 |
| D. Almost never/rarely  | 4 |
| 330 | Since you have had the new stove, which stove/s have you used? Would you say that you used only your OLD primary stove, used BOTH with the old one used more than new, BOTH EQUALLY used, BOTH with the new one used more than old one, or NEW stove only? (*If used only the old or only the new stove, skip to Q# 333)* | A. OLD stove only  | 1  |  | 333 333 |
| B. Both: OLD one used more than NEW  | 2 |
| C. Both EQUALLY used  | 3 |
| D. Both: NEW one used more than OLD  | 4 |
| E. NEW stove only  | 5  |
| 331 | About how often have you used this new stove since I last visited? [*Please read list]* | A. All meals every day  | 1 |  |  |
| B. Some meals everyday  | 2 |
| C. One meal/day  | 3 |
| D. A few times a week  | 4 |
| E. A few times a month  | 5 |
| F. Never  | 6 |
| 332 | About how often have you used your old primary stove since I last visited? *[Please read list]* *If "Never" skip to 334* | A. All meals every day  | 1 |  | 334 |
| B. Some meals everyday  | 2 |
| C. One meal/day  | 3 |
| D. A few times a week  | 4 |
| E. A few times a month  | 5 |
| F. Never  | 6  |
| 333 | What was the reason for using the old stove? | A. For cooking animal feed | 1 |  |
| B. For space heating in winter | 2 |
| C. For cooking in big pot for many people | 3 |
| D. For cooking the meal quickly | 4 |
| E. For using big pieces of fire wood | 5 |
| F. So that I can use wet wood | 6 |
| G. To roast the chicken | 7 |
| H. So that I can multitask while cooking. | 8 |
| I. Other: (please write in) | 96 |
| 334 | How many times per day have you been cooking since getting the new stove? | A. Once | 1 |  |
| B. Twice | 2 |
| C. Three times | 3 |
| D. More than three times | 4 |
| 335 | How many times per day were you cooking before the new stove came? | A. Once | 1 |  |
| B. Twice | 2 |
| C. Three times | 3 |
| D. More than three times | 4 |
| 336 | [*If 334 are 335 the same, check [1] at right and skip to #338]* | A. No change in # meals per day  | 1 |  Q338 |
| B. Change  | 2 |
| 337 | Why has the number of meals you cook per day changed? |  |  |
| 338 | Since getting the new stove, has your family used more, less or the same amount of fuel as before?  | A. More fuel  | 1 |  |
| B. Less Fuel  | 2 |
| C. Same amount of fuel  | 3 |
| D. Don’t know/can’t tell  | 4 |
| 339 | Is the new stove more convenient, less convenient, or equally convenient to use compared to your old primary stove?  | A. More convenient  | 1 |  |
| B. Less convenient | 2 |
| C. Equally convenient | 3 |
| D. Don’t know/can’t tell  | 4 |

**PART II**

**PERCEPTIONS**

| **Q.N** | **Questions** | **Coding Categories** |  | Skip |
| --- | --- | --- | --- | --- |
| 340 | What kind of person would use a stove like this one? What words would you use to describe that person? *[Do NOT read list; check all that apply]*  | A. Modern  | 1 |  |
| B. An example, a model citizen | 2 |
| C. Someone people respect  | 3 |
| D. An ordinary person  | 4 |
| E. Smart  | 5 |
| F. Thrifty  | 6 |
| G. A small family | 7 |
| H. Other (please write in)  | **96** |
| 341 | Who approves of you having/using this new type of stove instead of your traditional stove*? [Do NOT read list; check all that apply]* | A. Self  | 1 |  |
| B. Husband  | 2 |
| C. Mother/Mother-in-law  | 3 |
| D. Neighbors  | 4 |
| E. Children  | 5 |
| F. All  | 6 |
| G. None  | 7 |
| H. Other (please write in)  | 96 |
| 342 | Who disapproves of you using this new type of stove instead of your traditional stove? [Do NOT read list; check all that apply]  | A. Self  | 1 |  |
| B. Husband  | 2 |
| C. Mother/Mother-in-law  | 3 |
| D. Neighbors  | 4 |
| E. Children  | 5 |
| F. All  | 6 |
| G. None  | 7 |
| H. Other (please write in)  | 96 |
| 343 | Why would someone else (like a neighbor) choose to use this stove? [Do not read from the list; list codes as relevant] | A. Consumes less firewood  | 1 |  |
| B. Cooks food quickly  | 2 |
| C. Emits less smoke  | 3 |
| D. It’s durable  | 4 |
| E. Aesthetics; looks nice  | 5 |
| F. Easy to light; it’s not affected by the wind  | 6 |
| G. It’s portable; has a good handle | 7 |
| H. Stable/doesn’t tip over  | 8 |
| I. Stove is at the right height to sit and cook comfortably  | 9 |
| J. Generates less smoke/soot which means a cleaner house and kitchen  | 10 |
| K. Other people are impressed; it might make them feel proud  | 11 |
| L. The stove body doesn’t get too hot | 12 |
| M. Pots stay cleaner  | 13 |
| N. Reduced smoke-related health problems (eye irritation, headaches, chest pain, cough, etc.)  | 14 |
| O. Saves money on fuel  | 15 |
| P. Other (please write in)  | 96 |
| 344 | Why would someone else (like a neighbor) choose NOT to use this stove*? [Do not read from the list; list codes as relevant]*  | A. Consumes more firewood  | 1 |  |
| B. Takes more time to cook  | 2 |
| C. Emits more smoke | 3 |
| D. It’s not durable  | 4 |
| E. Aesthetics; looks ugly  | 5 |
| F. Difficult to light  | 6 |
| G. Difficult to move; the handles get hot  | 7 |
| H. Not stable; it’s easy to tip over  | 8 |
| I. Stove is too tall; I cannot sit and cook  | 9 |
| J. Stove is too short: I cannot sit and cook | 10 |
| K. Surface gets hot; it’s difficult to remove pots  | 11 |
| L. Not the proper size; too large for most tasks  | 12 |
| M. Not the proper size; too small for most tasks  | 13 |
| N. Doesn’t fit the pots I have  | 14 |
| O. Pots get too dirty  | 15 |
| P. I spend too much money on fuel  | 16 |
| Q. Chopping wood into small pieces is too time consuming  | 17 |
| R. Requires frequent tending of the fire | 18 |
| S. Cannot use wet wood | 19 |
| T. Other (please write in) \_\_\_\_\_\_\_\_\_\_\_\_\_ | 96 |
| 345 | Which stove do you prefer: the old primary one or this new stove? (check only one) | A. Old primary  | 1 |  |
| B. New stove  | 2 |
| 346 | For what reasons? [Do not read from the list; use the codes provided as relevant] | A. Uses less firewood  | 1 |  |
| B. Cooks food quickly  | 2 |
| C. Emits less smoke  | 3 |
| D. Well manufactured  | 4 |
| E. Aesthetics; looks nice  | 5 |
| F. Easy to light; it’s not affected by the wind  | 6 |
| G. Portable; has a good handle | 7 |
| H. Stable/doesn’t tip over  | 8 |
| I. Stove is the right height to sit and cook comfortably  | 9 |
| J. Less smoke/soot; which means a cleaner house and kitchen  | 10 |
| K. People are impressed; it makes me feel proud | 11 |
| L. It is safe to use while cooking | 12 |
| M. Pots stay cleaner  | 13 |
| N. Reduced smoke-related health problems (eye irritation, headaches, chest pain, cough, etc.)  | 14 |
| O. Saves money on fuel  | 15 |
| P. Other (please write in)  | 96 |
| 347 | [Please probe further] What else can you tell me? |  |  |  |
| 348 | Do you feel that using this new type of stove makes you more modern/less modern/ or is there no difference? | A. More modern  | 1 |  |
| B. Less modern  | 2 |
| C. No difference  | 3 |
| 349 | Do you feel that using this new type of stove make you more admired by your community, less admired, or is there no difference? | A. More admired | 1 |  |
| B. Less admired  | 2 |
| C. No difference  | 3 |
| 350 | What, if anything, did you talk about with family and neighbors about the new stove? [Do NOT read list; check all that apply] | A. Saves (wood) fuel  | 1 |  |
| B. Can’t use other fuels  | 2 |
| C. It emits more smoke than a traditional stove  | 3 |
| D. It emits less smoke than a traditional stove  | 4 |
| E. I recommend you get one.  | 5 |
| F. Stick with your traditional stove/ I don't recommend you purchase one | 6 |
| G. Nothing/ don’t remember | 7 |
| H. Other (please write in) | 96 |
| 351 | If you always had a stove like this one, would you use it for every meal, most meals or only for specific meals? | A. Every meal  | 1 | *If coded 1 or 4 then skip to 356* |
| B. Most meals  | 2 |
| C. Specific meals  | 3 |
| D. Don’t know/can’t tell  | 4 |
| 352 | If you would use the stove only for specific meals, list the main foods you would prepare on it*. [Do NOT read list; check all that apply]*  | A. *insert common foods* | 1 |  |
| B. *insert common foods* | 2 |
| C. *insert common foods* | 3 |
| D. *insert common foods* | 4 |
| E. Animal feed  | 5 |
| F. Liquor  | 6 |
| G. Other (please write in )H. Other (please write in) | 96 |
| 353 | Why would you use the stove only for specific meals? |  |  |
| 354 | List the main foods you would not prepare on stove: | A. *insert common food 1* | 1 |  |
| B. *insert common food 2* | 2 |
| C. *insert common food 3* | 3 |
| D. *insert common food 4*  | 4 |
| E. Animal feed  | 5 |
| F. Liquor  | 6 |
| G. Others (please write in)  | 96 |
| 355 | Why would you not prepare those types of food on the stove? |  |  |

**PART III**

**STOVE Costing**

*In this next set of questions we are going to ask you about the cost of the stove*

| **Q.N** | **Questions** | **Coding Categories** |  |  | **Skip** |
| --- | --- | --- | --- | --- | --- |
| 356 | How much do you think the stove sells for in the market? *[Please take detailed notes on anything the respondent has to say about stove pricing] Remember, you don’t have to buy any stove at all…. But if you were to buy one* |  *insert local currency amounts beginning from about US$1-5 and moving up in US$5 intervals* |  |  |
|  | 1 |
|  | 2 |
|  | 3 |
|  | 4 |
|  | 5 |
|  | 6 |
|  | 7 |
|  | 8 |
|  | 9 |
| *Other (please write in)* | 96 |
| Can't say | 98 |
| 357 | Who in the household would make the decision to buy it? *[Do NOT read list; check all that apply]* | A. Self  |  | 1 |  |
| B. Husband  |  | 2 |
| C. Mother/Mother-in-law  |  | 3 |
| D. Father/Father in law |  | 4 |
| E. Other (please write in) |  | 96 |
| 358 | If you were to buy a new stove, how would your family pay for it*? [Probe about sources of funds, whether they would pay all at once or in installments]* | A. Pay all at once from household savings | 1 |  |
| B. Pay in installments from own income | 2 |
| C. Pay all at once from husband’s income | 3 |
| D. I would not buy it | 4 |
| E. Pay in installments from farm income | 5 |
| F. Pay all at once from livestock income | 6 |
| G. Pay in installments by borrowing from neighbor/relative | 7 |
| H. Other (please write in) | 96 |
| 359 | Have you seen or tried any of the new stoves that your neighbors taking part in the study are using? Which ones*? [Do NOT read from the list; check all that apply] probe until you can identify which one, then code if possible:* | A. *insert stove types being tested through TIPS trial* | 1 |  |
| B.  | 2 |
| C.  | 3 |
| D.  | 4 |
| E.  | 5 |
| F. None  | 6 |
| G. Other (please write in) | 96 |
| 360 |  Write exactly how they describe the stove :  |  |
| 361 | If it was up to you to select which stove you could have in your home, which one would you select? *[Do NOT read from the list; check all that apply]* *probe until you can identify which one, then code if possible:* | A. *insert stove types being tested through TIPS trial* | 1 |  |
| B.  | 2 |
| C.  | 3 |
| D.  | 4 |
| E.  | 5 |
| F. None  | 6 |
| G. Other (please write in)  | 96 |
| 362 | Write down their description of the stove exactly  |  |
| 363 | For what reasons? *[Please record the participant’s answers in detail]* | A. Has a chimney; smoke goes outside of the house | 1 |  |
| B. Can cook two dishes at a time | 2 |
| C. Consumes less firewood | 3 |
| D. It’s portable | 4 |
| E. It’s easy to start fire | 5 |
| F. Food cooks quickly | 6 |
| G. Can use big pieces of firewood | 7 |
| H. It’s durable | 8 |
| I. Pots remain clean | 9 |
| J. Aesthetics; looks nice | 10 |
| K. It is cheaper than other stoves | 11 |
| L. It is suitable for use during the summer season | 12 |
| M. Suitable for a small family | 13 |
| N. Other (please write in) | 96 |
| 364 | Where would you get the money to purchase the stove you like best? [*Do NOT read list; check all that apply]* | A. Savings  | 1 |  |
| B. Loan from family/friends  | 2 |
| C. Loan from lending/self-help group  | 3 |
| D. Loan from MFI  | 4 |
| E. Other (please write in)  | 96 |
| 365 | If you purchased this stove, how do you think having it would change your everyday life? *[Do NOT read from the list; check all that apply.* Without prompting or leading, *try to elicit answers by making this question more like a conversation]* | A. Use less firewood  | 1 |  |
| B. Shorter cooking time  | 2 |
| C. Less smoke  | 3 |
| D. Impress others; make me proud of my house  | 4 |
| E. Less smoke/soot; a cleaner house/kitchen  | 5 |
| F. Cleaner pots  | 6 |
| G. Cleaner clothes  | 7 |
| H. Less coughing  | 8 |
| I. Less eye irritation  | 9 |
| J. Save money on fuel  | 10 |
| K. Less time spent collecting fuel  | 11 |
| L. More insects in house  | 12 |
| M. Longer cooking time  | 13 |
| N. Longer fuel preparation time  | 14 |
| O. No change  | 15 |
| P. Other (please write in)  | 96 |
| 366 | Is there anything else you’d like to tell me about your experience using this new stove? |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  |  |
| **HH** | **MM** |

**End time**

**DO LEAD-IN TO “WILLINGNESS TO PAY.”**

**FOR THOSE who express interest in purchasing the stove, DO WILLINGNESS TO PAY exercise with appropriate person/s for whichever stove they’re willing to buy.**

**IF NOT WILLING TO PAY, END: “THANK YOU VERY MUCH FOR YOUR TIME”**