

# **Proposal for the Purchase and Distribution Of Envirofit Stoves**

**in  
Leang Dai Commune  
Angkor Thom District  
Siem Reap Province  
Kingdom Of Cambodia**

Presented by  
**Trailblazer Foundation  
Trailblazer Cambodia Organization**



**December 5, 2011**

Submitted by:	
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## **Executive Summary**

This Proposal requests funding for the purchase and distribution of 100 Envirofit Stove for Leang Dai Commune, Angkor Thom District, Siem Reap Province, Cambodia.

### **Leang Dai Commune Needs**

Trailblazer Foundation began working with the Angkor Thom District office, located in Phlong Village, Leang Dai Commune, in 2004. Relations between Trailblazer Foundation and the Angkor Thom District officials have remained strong, cooperative and mutually positive. There has been increasing development in Leang Dai Commune initiated by Angkor Thom District to offer development and economic growth.

Leang Dai is one of the communes located in Angkor Thom District with a distance of 15 kilometers to the north of Siem Reap town. This commune has nine villages which cover the cultivation area of 1,005 hectare with 96% of the total population as farmers (rice cultivators). They can only produce on average 1.20 tons of rice per hectare due to the poor soil quality.

The estimated cost for this project is estimated at between \$5,000 and \$8,000 USD.

### **Timeframe**

Based on Trailblazer Foundation's experience, we expect this effort can be implemented over an estimated 6 month timeframe. We anticipate the schedule will allow the envirofit stoves to be delivered by the summer of 2012.

Once funding is committed it will be possible for planning and approvals to be completed. Coordination and planning with the Cambodian governmental entities, village leaders and committees would begin immediately. A successful leadership structure and decision-making process has already been established.

If funding can be secured by December of 2011 the distribution could start by January 2012.

### **Funding Requirements**

The total funding requested by this proposal is \$6,500 USD. The bulk of the funding will be expended on the purchase and shipping costs of the stoves.

Your contribution will allow a reliable and economical source of fuel for these identified villages. This will allow lower operational costs and allow the Center to redirect their utility expenses towards programmatic needs.

The funding requested in this proposal covers:

- Envirofit stove purchase [see budget page 12];
- Freight shipping from USA to Cambodia;
- Transport of stoves from port to Siem Reap; and
- Distribution.

Thank you for consideration of this Proposal and we look forward to continued dialogue and a successful distribution of 100 Envirofit stoves by the summer of 2012.

Sincerely,

Handwritten signature of Scott Coats in black ink.

Scott Coats  
Project Director  
Trailblazer Foundation

Handwritten signature of Chris Coats in black ink.

Chris Coats  
Executive Director  
Trailblazer Foundation

**Overview**

Leang Dai Commune is located 15 kilometers from Siem Reap city in Angkor Thom District. There are 1,808 families residing in eight villages of the surrounding the area for a total population of 9, 159 individuals, of which 4,347 are female.

The Leang Dai Commune villagers regularly used the traditional cook stoves which consume a lot of fuel wood. Currently, due to the lack of fuel wood it has caused vilalger to go deep into the forest to find fuel woods. Therefore, the design of the Envirofit Cook Stove will provide a good advantage for these villagers to save their fuel woods, gain much time in cooking, and make an improvement to their life.



**G3300 COOKSTOVE**



	1 Stove		20' Container - 1374 Stoves		40' HC Container - 3175 Stoves		
	Per Year	Over 5 Years	20' Container Per Year	20' Container 5 Years	40' HC Container Per Year	40' HT Container 5 Years	
*Wood Savings	0.8	4	1,099	5,496	2,540	12,700	Tons
*Money Savings	\$68	\$340	\$93,548	\$467,745	\$216,170	\$1,080,851	USD
*CO <sub>2</sub> Savings	1.5	7	215	10,076	4,657	23,283	Tons
**CO Savings	23	115	31,602	158,010	73,025	365,125	Kg
**PM Savings	0.8	4	1,052	5,262	2,432	12,160	Kg
**Black Carbon Savings	286	1,430	392,964	1,964,820	908,050	4,540,250	g

**FUEL CONSUMPTION**

Burn Rate High Power: 12.3 g/min ± 1.6 g/min  
 Burn Rate Low Power: 7.5 g/min ± 0.5 g/min  
 Power Output High Power: 3.7 kW ± 0.5 kW  
 Power Output Low Power: 2.3 kW ± 1 kW

**SHIPPING SPECIFICATIONS**

Shipping Weight: 6 kg (stove in box)  
 Box Dimensions: 29 cm tall x 29 cm wide (hexagonal box)  
 20' Container Qty: 1374 G3300 stoves  
 40' HC Container Qty: 3315 G3300 stoves



The request is temporarily agreed upon for piloting 10 families in each of the villages listed below, which means a total of 80 cook stoves to be distributed to this commune.

1. Phlong village: 396 families, total population 2026, 1,004 males
2. Bampenh Reach village: 133 families, total population 661, 317 males
3. Trapeang Svay village: 189 families, total population 999, 490 males

4. Leang Dai: 211 families, 1,065 total population, 539 males
5. Spean Thmei village: 94 families, 380 total population, 189 males
6. Sam Raung village: 423 families, 2,229 total population, 942 males
7. Ta Prok village: 217 families, 1,088 total population, 515 males
8. Don Ov village: 145 families, 711 total population, 351 males.

This project proposal was eye-witnessed by the head of Leang Dai Commune and the head of Angkor Thom District. We expect that after completion of this pilot program, we would extend distribution to other villages adjacent to Leang Dai Commune.

### **Accountability**

Accountability is a central focus of the Trailblazer Foundation as this can make or break not only specific programs and projects but also an entire organization.

Trailblazer Foundation has an operational and secure business account in Cambodia that adheres to Cambodian reporting procedures to the appropriate ministries that parallels the U.S. tax exempt NGO responsibilities through a professional accounting firm and attorney in the U.S. Certified copies of these documents are available upon request.

### **Commitment**

Trailblazer Foundation has established itself in the Siem Reap Province as a highly credible organization committed to *developing ripples of sustainability through community projects*. Trailblazer Foundation has a reputation as the 'go-to' organization to get things done in an efficient, effective, and ethical manner.

Trailblazer Foundation will continue to focus on education and water projects in Seam Reap Province villages, where it is most beneficial, where it will make the most difference, now and well into the future.

Trailblazer Foundation's work with Leang Dai Commune is not that of an aid or welfare organization. Trailblazer Foundation strongly believes that aid alone creates a never-ending subsidy situation that forces indigenous populations into a permanent welfare existence. Trailblazer Foundation focuses on sustainable models that, in time, will be self sufficient with little to no foreign assistance.

### **Implementation Model**

Trailblazer Foundation works to empower rural villagers to create self-sustaining programs by providing training and appropriate technology. Our focus includes water projects, school construction, and community development in order to foster healthy families, sufficient food, and sustainable incomes.

Trailblazer Foundation's successful implementation model of Local Sustainability and Participatory Empowerment for assistance projects is evident through collaboration with the Angkor Thom District villages.

Local Sustainability – this portion of the implementation model is based on the concept of working closely with the local inhabitants to provide assistance that is appropriate to the local economic, governmental, social, educational, technological, and environmental conditions.

- The Local Sustainability approach results in projects that are implementable and sustainable based on the local conditions and resources.

Participatory Empowerment – this portion of the implementation model is based on the concept that local recipients of assistance such as basic subsistence (clean water, adequate food), medical, educational, economic, technical, and environmental programs must be involved in the project(s). This process is used to determine realistic needs, distribution of aid to recipients and accountability.

- The Participatory Empowerment approach results in projects that have a sense of 'ownership' by the local recipients and these projects are far more likely to be successful and sustainable over the long term.

Trailblazer Foundation's efforts in Angkor Thom District have been a resounding success. Trailblazer Foundation has improved the overall quality of life in the district by constructing schools, creating jobs, providing clean water, and empowering villagers to keep the efforts undertaken by the Trailblazer Foundation running with a minimum of outside assistance.

### **Benefits**

Your funding and support will greatly enhance the lives of villagers of Leang Dai Commune's and their capacity to cook in a sustainable manner. The beneficiaries of this grant will experience fuel cost savings that will improve their livelihoods and add value and economic growth to their communities.

The project will provide an improved cooking source to the villagers of Leang Dai Commune which is cost effective and will reduce their fuel expense while satisfying their cooking and survival needs. Envirofit stoves will also reduce the act of deforestation and carbon emissions into the environment.

## Quotation of Purchase and Shipping



Envirofit International Ltd.  
109 N College Ave. Suite 200  
Fort Collins CO 80522-0886

### QUOTE

Date 9/8/2011  
Quote # 106  
Expires 10/6/2011  
Exp. Close 9/20/2011  
Ship Method  
Memo  
PO #  
Terms Pre Pay 50%/50% Due  
INCOTERMS FCA  
Customer Phone (307) 203-2542

**Bill To**  
Chris Coats  
Trailblazer Foundation  
PO Box 3694  
Jackson WY 83001

**Ship To**  
Trailblazer Foundation  
ATTN: Scott Coats  
#0108, Group 5 Wat Svay Village  
Salakomrek Commune  
Siem Reap Province Siem Reap  
Cambodia 17259  
Phone: (855)092 440 319

Item	Quantity	Units	Description	Rate	Amount
Biomass Cook Stove Single Pot	100	EA	G3300 Envirofit Biomass Smokeless Cook Stove	30.00	3,000.00
Supply Chain Services Surcharge	1		Handling Fee  Estimated ocean freight to Phnom Penh Port \$1,375. Clearance, duty, tax, final delivery not included.  Customer responsible for all freight and related charges.	200.00	200.00
<b>Total</b>					<b>\$3,200.00</b>

PLEASE REFER TO ENVIROFIT INTERNATIONAL TERMS & CONDITIONS

PLEASE NOTE: Shipping is per terms defined above. Freight, destination, duties, taxes customs and broker fees are paid directly by the buyer.

#### COST ESTIMATION

Estimates for shipping costs are provided for customer's budgetary and planning purposes only. Envirofit will make best effort to accurately identify shipping costs on customer's behalf, but Envirofit makes no guarantees or assurances as to the estimate's accuracy, and customer agrees to hold Envirofit harmless. Destination costs, such as duty, tax, and inland freight are particularly difficult to estimate, and Envirofit strongly recommends that customer retain a customs broker or other qualified professionals to gain more accurate cost estimates.

#### SHIPPING TERM

Envirofit's standard shipping term is FCA (Free Carrier) INCOTERMS 2010, and is the prevailing term unless Envirofit and customer have negotiated a different term. Under FCA, customer or Envirofit may arrange the main carriage for either ocean or air shipment. In some cases, only a local agent is allowed to perform certain functions such as container booking, and customer is advised in these cases to urge their forwarder to handle main carriage arrangements to avoid delays. Envirofit is responsible for handling pre-carriage, usually ground transportation from factory to port of origin. Envirofit will include the costs of arranging the shipping documents and pre-carriage on the sales order. Customer agrees to pay these costs per the payment terms. Risk of damage to, or loss of product, transfers from Envirofit to customer when the goods have been delivered to the named place of delivery, at origin. Costs officially transfer from Envirofit to customer at the time goods have been delivered to carrier at the named place of delivery, at origin. Actual payment is per the agreed payment terms.

#### EXCLUSION OF DESTINATION COUNTRY-SPECIFIC CHARGES

Envirofit specifically excludes any and all destination country-specific charges from the FCA term, including but not limited to, pre-inspection charges and any penalties that arise due to non-conformance.

#### DESTINATION COUNTRY-SPECIFIC DOCUMENTATION

In cases where the destination country requires pre-inspection or other country-specific requirements, customer will identify these requirements within 20 days after sales order acknowledgment and Envirofit will coordinate the related documentation between origin and destination.

ENVIROFIT STRONGLY RECOMMENDS THAT CUSTOMER RETAIN A CUSTOMS BROKER OR OTHER QUALIFIED PROFESSIONALS TO IDENTIFY DESTINATION COUNTRY-SPECIFIC REQUIREMENTS.