

House #1

- Use wood, get it via tuk-tuk
- Coconut husks present.
- Claims most people in the area use wood
- \$3 for 30kg bag of charcoal.
- Cost of fuel is more important to them.
- Coconut husk used for kindling
- If the briquettes were delivered via tuk-tuk then they would buy them
- Want good quality fuel that is cheap and lasts a long time.

House #2

- Gas is not safe to use when the cannisters age à can lead to explosions.
- Wood and charcoal used here too
- They find the price of gas as being average (not too expensive but not too cheap)
- They find that the smoke is a problem.
- Interested in the product if the briquette is cheaper but the same quality of normal wood charcoal.
- They were interested in testing them out.
- Lady we spoke to was concerned about Cambodians losing jobs as charcoal suppliers if we replace the market with briquettes. She was for the product after we told her that we are interested in making this business in Cambodia (using Cambodians as the manufacturers and transporters of the briquettes).
- They can still light the charcoal when it is wet.

House #3

- They have problems with gas (explode)
- They don't like the smoke emissions.
- Knows the smoke is bad for their health.
- The coconut husk is used to start fires.
- \$3 for one bag of charcoal.
- Were interested in longer briquettes.
- The lady was interested in having a bad next time we came and saw her.
- She stated that she prefers it over charcoal.
- Mitch asked "if ours lasts longer would they pay more" they said they would not pay much more for it.
- They stated that its important for the charcoal to be easy to light as it can take a long time to light usually.
- If the briquettes were expensive they would not really be interested.
- They have lots of wood available so its easy to use and accessible.
- Wanted to have us back again with the longer briquettes.
- Not very concerned in the environmental issues.

House #4

- Use 4 bags of charcoal in 1 month.
- \$3.75 per charcoal bag (the price changes during the season and they find \$3.75 expensive).
- Price of charcoal ranges from 3-3.75\$ (where 3 is cheap and 3.75 is expensive) for 1 bag which is about 20kg approximately.
- Charcoal used more than gas due to the danger of using old cannisters.
- They add wood first then add the charcoal after.

- If there was a tuk-tuk that went past and sold them the briquettes they would purchase them.

House #5

- Use gas mostly (expensive but it is easy to use).
- Charcoal (takes a long time to cook food)
- The people were interested in finding out how the briquette is made.
- All would buy it if its easy to use (ie easy to light and quick as well).
- They wanted us to just give it to them.
- 'Joked' that if there was a market for coconut husks then they would start selling them off instead of giving them away for free.
- One in particular saw that the product is environmentally friendly and mentioned that there will be no trees to cut down if we continue to use charcoal.
- Told us to come to them first when our product is ready.

House #6

- Owner of a café.
- When its windy they use coal as gas is not able to work well during winds.
- The store clerk thought that the recycling initiative is a good idea but stated that he doubts other Cambodians would appreciate this as the environment is not their primary concern.
- He was interested in knowing how it would stop others from making the same product.
- Wanted to know where we are located.

House #7

- Use charcoal for BBQ's
- Use gas mainly (are relative affluent) – also have new cans so the safety risks of using gas are decreased.
- Not expensive (12,000 riel) per gas cannister.
- They joked that they were too lazy and don't want to spend time cooking as they're busy with their garden patch.
- They said that if the briquette would be easy to light then they would stop using the gas entirely. The briquette would obviously have to be cheaper than gas.
- We gave them a couple briquettes to try cooking with and got their numbers so we could call them back and ask them for feedback: 092519857.

House #8

- Wood and charcoal + gas used.
- Use gas for soup
- Use wood/charcoal for rice.
- Takes long time to cook rice according to them.
- One guy was very interested wants to buy the briquette from us as he has a BBQ pork business.
- He also has a plot of land for rent as we told him that we would be interested in finding a place for production in the future. He said that we would negotiate a price,
- He also gave us two numbers to call him on: 017516622 & 017491938.

House #9

- Cooking with gas, charcoal used a lot as well.
- They said that if the briquettes are efficient and the same quality as the charcoal then she would buy it.
- She would prefer if the briquettes were longer however.
- Charcoal delivered in a tuk-tuk is expensive (they raise the price based on the weather).
- 1 bag = 15 days of charcoal according to them.

House #10

- Shop
- Gas better but charcoal is not as expensive.
- Tuk-tuk sells to them (not expensive)
- They resell the charcoal for about 1000-riel profit.
- They said that they would be willing to buy from us.