



VOLUME 1, ISSUE 4



NEWSLETTER

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KAMADO'S FOURTH NEWSLETTER

KAMADO CHARCOAL We are pleased to announce our new business. To complement our Kamado, "the Best Barbeque in the World", we are introducing four types of Kamado Charcoal. The guaranteed quality and satisfaction will allow us to rightfully claim our Kamado Charcoal is the "Best Charcoal in the World". We will contract with only those charcoal producers whom we have personally inspected and who apply strict standards as to the percentage of fixed carbon above 75%, volatile content of less than 15% maximum, ash content of less than 2% and moisture content of less than 5%. We never allow additives, fillers, petroleum or any other impurities. In addition, each will have a Government Product Analysis by SUCOFINDO (superintending Company of Indonesia) see link for sample <http://www.kamado.com/charcoal/Productanalysis.jpg> or similar countries analysis. None of Kamado Charcoal will contain any deforestation woods and all harvesting procedures are from renewable forests. Our most unique and soon to be most popular is Coconut Charcoal which, of course, is a byproduct of copra (coconut meat). Similar to many products, one type of charcoal does not always serve the cooks requirements. For example, high temperature and fast cooks would find the Kamado Natural Coconut exceptional. Low and slow, Kamado Extruded Coconut or Kamado Extruded Lump be ideal and for all round cooking our Kamado Lump would be the best. For KamadoGas, as supply of Kamado Extruded Lump is perfect for its exceptionally long lasting and consequentially harder to start (which is never a problem with KamadoGas). Since all Kamado Charcoal is properly "carbonized" they are all mild and not harsh and as a result they are excellent in baking bread, pizza and meat, fowl and vegetables where a radiated ceramic "brick oven" taste is desired. For those wishing a mild to strong "smoked" flavor they simply add a small chunk of one of many kinds of their favorite smoking wood.

NEXT ISSUE

- New Accessory & Products.
- Cook-Off 2003 update.
- Recipe of the Month
- Distribution Center update.
- Kamado Backyard update

SOME KAMADO CHARCOAL HISTORY

In the early 60's Richard Johnson sold Japanese "smokeless" charcoal along with his Japanese Kamados. The Japanese used this charcoal for indoor cooking and heating. Obviously this wood (or lump) charcoal had to have a high fixed carbon content and very low volatile content or they would all be dead. The cost of the Japanese "white" charcoal became prohibitive in cost and availability. From the middle 60's U.S. charcoal went downhill with the rock bottom reached when the common briquette (manufacturers names mercifully withheld) with all the additives, fillers, unknown "wood" and improper carbonization. It is no wonder gas grills became popular.

Mercifully, in the early 90's wood lump charcoal started to become available and the gigantic improvement over common briquettes became known and by 2003 widely used and a notable decline in gas grills in favor of charcoal (lump) grills. Today's lump charcoal, while a mammoth improvement in the common briquette, must have improvement in the following areas: (a) The harmful volatiles must be driven off in the carbonization process to produce the proper percentage of fixed carbon (the result we want from cooking charcoal). (b) A renewable wood or fuel source and not deforestation. (c) Free of sparks, flames, smoke, high ash content. (d) From a "known" hard wood or fuel source and not a mystery as to where or what the charcoal is made from. (d) Improve the size, overall quality and excessive unusable fines. Kamado Lump Charcoal is guaranteed to meet all criteria in 100% in customer satisfaction, quality and performance.

Richard first experienced using coconut natural (shells) charcoal exclusively in his Kamado on board his yacht while sailing in the South Pacific. It only takes one cook to hook you on the wonderful burning characteristics, smell and taste of barbecuing with coconut. This memory (coconut, not sailing) led to the introducing in 2000 the Kamado Corporation our first Coconut Charcoal in very limited amounts. However, this was more than enough distribution to find all customers agreed that this is the finest charcoal they have ever used. The hottest, smokeless, ashless and wonderful flavor. Today we have our direct coconut plantation sources and this unique Kamado Coconut Natural Charcoal will be one of the four Kamado Charcoal products. A new manufacturing process of coconut has allowed us to offer our unique Kamado Extruded Coconut. A similar manufacturing process of tropical hardwood has allowed us to offer the fourth unique and excellent charcoal which we call Kamado Extruded Lump. ..as described below.

FOUR TYPES OF KAMADO CHARCOAL

KAMADO EXTRUDED COCONUT CHARCOAL

General Information: Kamado Extruded Coconut might well be considered as the ultimate charcoal for smoking, baking and broiling all kinds of food. It has a mild distinctive flavor and smell the same as the "Natural" coconut. Also, for those of us who are very much concerned about our deforestation and poor wood harvesting, you can be assured that our Kamado Coconut Charcoal has nothing other than the coconut shells remaining after the removal of the coconut meat or copra. A true by-product of coconuts and while this wonderful fact does not make our barbecue food "taste" any better, it sure makes us "feel" better. Our Coconut Briquettes are 100% pure natural coconut with the only difference that they are compressed into extruded briquettes. There are absolutely no fillers or additives. They are carbonized with modern highly controlled kilns to the highest standards in the world. This charcoal is easy to light, has the highest BTU or heat rating of any charcoal, burns longer, cleaner, and has less ashes than any charcoal. The unique smell and taste is exactly the same as the Kamado Natural Coconut Charcoal. Better described as wonderful! It is seeming more expensive than most charcoal until one considers that it has approximately two time the BTU's, burns two times as long, has no fines, virtually no ashes or waste fillers. (Continued Page 3)



*106 Extruded Coconut Charcoal
in 17.5 pound box*



*Quality Charcoal
Really DOES
Make a
Difference in
the Taste of All
Your Barbeques*



Coconut Extrusions

Kamado Coconut Extruded Charcoal Continued.....

Of course, money can't buy a better, higher quality charcoal to put in your Kamado to accent and complement your cooking skills and at the same time dazzle your friends.

Recommended Use: Highly recommend as an excellent source of fuel to be used in all cookers including open grills. Very high heats can be obtained quickly and easily. With your Damper and Draft Door you can accurately control your Kamado for high heat broiling. Long and even baking temperatures for your turkey, fowl, roasts etc. are easily maintained. Mild smokeless temperatures for pizzas, bread etc. gives perfect unique ceramic "brick oven" taste and look. For "low and slow" Kamado Coconut Briquettes (and equally Kamado Hardwood Briquettes) are simply unequalled for steady temperatures, length of time per load, smell and taste. Your choice of just a few chips of smoking woods, if any, for the particular food cooked will add to your perfection.

KAMADO NATURAL COCONUT CHARCOAL

General Information: For those of us who desire to know exactly what our charcoal is made of, this is the charcoal to use. There can be no mistake in Kamado Natural Coconut Charcoal as one can visually see the natural coconut shells. Obviously there are no additives or binders, just beautifully carbonized coconut shells. We compete in obtaining this coconut charcoal with worldwide companies who process this pure coconut shell into pure coconut activated charcoal for water filters, gas masks and other fine products. For our purposes we want this very special product to be used in our Kamados as one of the finest heat sources for cooking that is available. Some of the most important characteristics are it fast starting, extreme heat, flameless, smokeless, spark-less, mild, natural flavor, and ash less. Natural coconut charcoal is clean and easy to handle. You will be amazed with the many features of this charcoal, especially the mild smell and taste. Be prepared to accept complements on your barbeque gracefully and with humility.

Recommended Use: Very fast starting by all methods and extremely hot for broiling. Exceptional and unique mild flavor and taste. Extreme heat can occur from this natural coconut charcoal and it is necessary to control the temperature by adjusting the Kamado Damper and Draft Door to reduce, control or set the desired temperature. Again, it is not how much charcoal we put in the Kamado, but how much air we allow to the charcoal. This charcoal is not recommended for "open" or uncontrollable grills. Kamado Coconut Briquettes are an excellent complement to Natural Coconut charcoal to extend burning time. Our Coconut Briquettes are 100% pure natural coconut with the only difference that they are compressed into extruded briquettes.

KAMADO LUMP CHARCOAL

General Information: Kamado Charcoal is similar to many lump charcoals on the market but with a big difference: it is a hardwood lump charcoal from Indonesia and is made from the finest of special hardwoods. These mostly consist of the uniquely special "Tamarind" wood. See a post on the Kamado Forum about Tamarind Wood



*New Kamado
Charcoal Logo*



**100% PURE COCONUT
CHARCOAL FROM
PLANTATIONS**

*Kamado is
"Functional
yard art"*



Pure "Natural" Coconut

Kamado Lump Charcoal Continued....

[I did some searching on Tamarind found some interesting info](#) It is called "smokeless ash-less" charcoal because of the superior and experienced manufacturing process and the hardwoods used. There is no petroleum fuel smell or taste found in most charcoal being sold in the United States. Kamado Charcoal has what might be described as a "mild" taste rather than a "harsh" taste that is found in Mesquite, for example. In addition, you will find that our charcoal will burn much hotter and last longer. Special hardwood used in making the Kamado Charcoal is strong enough to prevent crushing, which results in unusable "fines" that are present in other lump charcoal. All Kamado charcoal is sold in strong corrugated boxes, rather than sacks, to further prevent crushing the charcoal into fines. We feel that our Kamado Charcoal is the "Best Charcoal in the World" and is fitting that it be used in the "Best Barbecue in the World." The manufacture and sale of charcoal is highly regulated for quality and ecology. This link is a Indonesian Government Product Analysis

<http://www.kamado.com/charcoal/Productanalysis.jpg>. Each box holds 10 pounds of Kamado Lump charcoal. Consider value of the price paid by its quality, no unusable fines and thus 20% more usable charcoal, burns approximately 20% longer and 15% hotter.

Recommended

Use: General all round use for all charcoal barbecue grills. Fast starting, virtually smokeless and ashless, mild, hot, and long lasting. Moderately priced considering its longer and hotter burning with very few fines.

from our Kamado customers can be found at this link:

<http://www.kamado.com/guestbook/guestbook.html>

Photo Album: (under construction, please check back)

Testimonials: Comments



Kamado Lump Charcoal in and around the "lumpsaver"



Ham hanging on meat "hanger"

KAMADO EXTRUDED LUMP CHARCOAL

General Information: Kamado Extruded Lump is made by compressing very special tropical hardwoods under extreme pressure that allows the briquette to be formed or extruded without any binders or additives. They are then expertly kiln fired to form an exceptional and unique long lasting perfectly carbonized briquette. Made from the much the same hardwood as the Kamado Lump charcoal, Kamado Extruded Lump Charcoal has the same mild wonderful smell and taste since there are NO additives. The great advantage in Extruded Lump is they produce 75% hotter fire and last two times as long as ordinary lump charcoal. These briquettes are very strong, dense, hard, have no fines and leave very little ash. As a result of the density and high fixed carbon of these briquettes they are harder to light. This follows the general rule in quality charcoal that the harder the charcoal the longer it burns and harder it is to start. As a result we designed this charcoal especially for KamadoGas which lights all charcoal types easily & effortlessly and for those who do long overnight or 24 hour cooks. Kamado briquettes have the same diameter and interior combustion hole size and by selecting the length of the extruded briquettes it is easy to determine the length of time and desired heat.

Recommended Use: Ideal for long and slow cooks. A absolute must for use with KamadoGas to "scrub" gas impurities and always give a "charcoal" flavor to gas cooks. Perfect extender where other fast burning charcoal is short lived or has insufficient heat. Just a few briquettes will give hours of additional heat. Used extensively in Asian restaurants indoor open grills.

*Kamado is
"Functional
yard art"*



Starting Lump Extrusions in a Chimney

Visit: www.kamado.com

KAMADO CHARCOAL PRICES

PRICES FOB SACRAMENTO

The **RETAIL** fob Sacramento prices are:

- (1) Kamado Lump Charcoal (in new 10 pound box)..... \$6.99
- (2) Kamado Extruded Lump Charcoal (17.5 pound box)..... \$9.99
- (3) Kamado "Natural" Coconut Charcoal (10 pound box).....\$6.99
- (4) Kamado Extruded Coconut Charcoal (17.5 pound box)....\$11.99

WHOLESALE OR PALLET fob Sacramento prices per box are:

- (1) Kamado Lump Charcoal (in new 10 pound box)..... \$4.99
- (2) Kamado Extruded Lump Charcoal (17.5 pound box).....\$7.99
- (3) Kamado "Natural" Coconut Charcoal (10 pound box).....\$4.99
- (4) Kamado Extruded Coconut Charcoal (17.5 pound box).....\$8.99

For East Coast and Mid-West Kamado owners we hope that our whole-sale price saving is enough to offset the shipping costs and still make Kamado Charcoal competitive in price. Of course, there is no comparison in quality which should make up any price difference.

SHIPPING KAMADO CHARCOAL

The most economical method of shipping Kamado Charcoal is by "pallet" by our favorite trucking company, Con-Way, where we have a very substantial discount due to the volume of shipping we do. A pallet is a certain amount of boxes that weigh a total of 225 pounds or more. Below 225 pounds becomes very expensive (approximately twice as much). If more than 225 pounds there is an additional savings but really not that much. For example, Sacramento to the East Coast might be \$0.36 a pound for 225 pounds and \$0.32 for 500 pounds. Or 1000 pounds would be \$0.29 a pound. At the present time we are shipping all Kamado Charcoal from Sacramento to any of the more than 500 Con-way distribution centers nation wide. Residential delivery is available at an addition price. All Kamado Charcoal boxes are the same size. However, the types of charcoal have different weights because the volume or density of the charcoal. For example Kamado "Lump" and Kamado "Natural" Coconut weighs ten pounds (10 lbs.) per box. While Kamado Coconut "Extrusions" and "Extruded" Lump weighs seventeen and half pounds (17.5 lbs.). For example, a minimum pallet of Lump or Natural Coconut would have 23 boxes to reach the economical shipping weight of over 225 (here 230 pounds), or 13 boxes of Extruded Lump or Extruded Coconut to reach over 225 pounds (here 227.5 pounds).

TRY A TEST SAMPLE OF COCONUT EXTRUDED CHARCOAL & LUMP

Please give us a call or email and we will send you a sample extrusion of Coconut or Lump along with a recommended simple test procedure. One Extrusion sample is all you will need to convince you of our claims of "smokeless", virtually ashless, long lasting and extraordinary heat. We suggest you put the extrusions on your stove with the fan off where you will witness no smoke, no odor, ignition time, unique burn characteristics with the extrusion hole inside the extrusion, unbelievable radiant heat and length of burn time.

NOTE: While our Kamado Charcoal is properly carbonized (free of harmful volatiles) and is commonly used indoors in Asian restaurants and homes we do NOT ever recommend it be used indoors. This is only a TEST.

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Email: sales@kamado.com or

Richard@kamado.com



105 Extruded Coconut in 17.5 pound box gives over 35 pounds of ordinary lump



Natural Coconut Charcoal



Testing Kamado Extruded Coconut over electric stove. LOOK: NO SMOKE!