

SAILCARGO INC.
General Cargo Questionnaire

Date: _____

I. DETAILS

Name	Company
Age	Contact Information
Occupancy	Additional Information
Country	

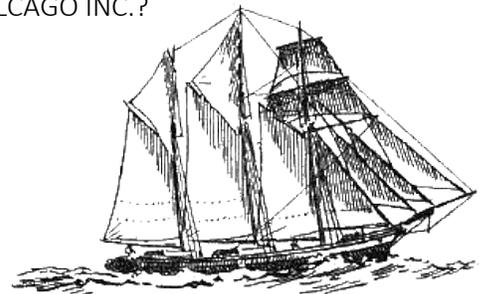
This questionnaire is designed for parties interested in shipping with SAILCARGO INC. on the ship *Ceiba*. It also applies to those interested in distributing goods imported by other parties. Information you share will help to shape this company, and may be cited and / or used as reference data for our general use, including – for example – charts or graphs. Your specific information will not be made public at any point.

By working together with the maximum number of interested parties, SAILCARGO INC. will be able to tailor services to best match what future clients want and need. SAILCARGO INC. hopes to open the organic fairtrade market by creating an affordable, Green trading route between the West Coast of the Americas and Pacific islands. This route will be known as the **Organic Transport Line**.

We thank you in advance for completing this questionnaire !

II. OPEN QUESTIONS

1. Can you please describe your interest in shipping with SAILCARGO INC.?



2. Does your establishment currently export products abroad? What product(s)?

3. By what means are these products currently being transported? (Ship, truck, plane..)

4. What are your locations of export/loading and import/unloading?

5. What volume (or weight) of what product(s) would you consider shipping? (by 2019)

6. How is it currently being packaged? (boxes, sacks, pallets, etc.) Is that convenient, or do you want to change how your product is packaged / transported?

7. Is there a certain time of year that you wish to load / unload during? If so, why?

8. Are there special considerations necessary for your cargo? (Ex. Temperature-control?)

9. *Ceiba* will have a cargo capacity of approx. 400 tons. What volume or weight would you wish to ship per year? How much per trip? (Ex. 200 tons; 100 tons twice a year.)

10. What do you currently pay for your transportation services?

11. Would you consider paying more for a sustainable shipping solution?

12. Would you or your company be interested in investing as a shareholder? (Many benefits apply to client-shareholders.)

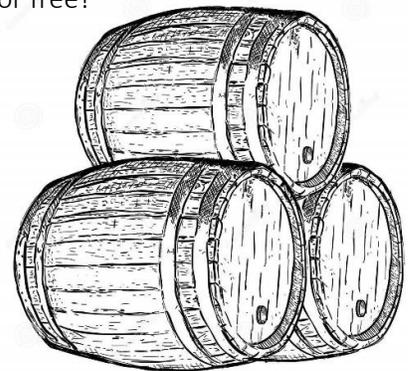
13. An Organic Partners Incentive Program is being developed. Benefits could include:

- Discounted prices for shares in the company;
- Discounted prices for other products shipped by SAILCARGO INC.;
- VIP passes and invitations to special events;
- Reduced fare or free* passage onboard *Ceiba*.

Which of these incentives seems most attractive? (Several answers may apply, please include any ideas which may be more enticing.)

14. Would you be more inclined to ship with SAILCARGO INC. if you were able to assess our service by transporting a symbolic unit of your cargo, for free?

15. Do you have any points of consideration for us?



Thank you again for completing this questionnaire ! We look forward to keeping in touch.
- The SAILCARGO INC. Team. sailcargoinc@gmail.com www.sailcargo.org