

HAZMAT TIPS

MAIN TOPIC

HOW TO HANDLE A HAZMAT SITUATION LIKE A PRO

SELLING

- Must ensure driver has hazmat certification to haul hazmat, as well as tanker endorsement.
- When selling hazmat, be sure to build a relationship with the carriers who haul for you as they are most likely looking for these loads compared to regular loads. Hazmat loads notoriously pay more and are more expensive to ship.
- If you get in with a hazmat customer, own them! They most likely have numerous carriers they are working with, so be sure to differentiate yourself from others!

QUOTING

- Identify the hazmat class of the freight. This class usually starts with a UN number and identifies the type of hazardous material that is shipping.
- Quote the lane regularly but add an additional \$1,000 to the rate due to the hazmat freight. Add an additional \$1,200 - \$1,500 to the quote if it is coast to coast or long haul.
- Placards (example above) are required to be placed on the trailer to identify the load as hazardous. It is illegal to haul hazmat material without a placard. Confirm whether the shipper provides the placards or if the driver will need to provide them himself.
- All drivers hauling hazmat must have their hazmat certification as well as tanker endorsement.