



MIKE ALBERT

Transporting Cannabis?

5 Key Compliance
Considerations
You Need to Know



FLEET SOLUTIONS

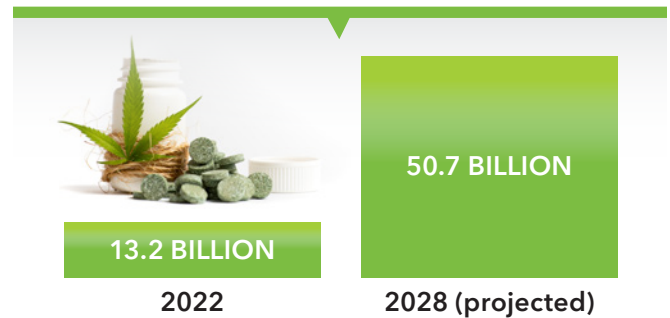




Several states have legalized marijuana for both medical and recreational use in the last decade, causing the cannabis industry to grow like a weed.

In fact, total sales in the U.S. could reach \$50.7 billion by 2028. So how does all that cannabis get from point A to point B? It's complicated. Since cannabis use is still illegal at the federal level, but legal in 23 states for medical and/or recreational use, you'll need to understand a patchwork of policies and laws if you're operating in multiple states.

Cannabis Industry Sales



Lean on a trusted partner for help.

Working in the cannabis industry requires maintaining strict standards on the safety and security of your vehicles, drivers, and product—and a trusted FMC can help you keep your operations running according to industry regulations. Mike Albert is already partnering with some of the top multi-state cannabis operators and can help with everything from sourcing vehicles and securing funding to tapping into the wealth of data collected from your fleet to help you cut costs and improve safety.

We spoke with Lars Nielsen, Regional Vice President of Fleet Sales at Mike Albert, to learn about some of the key regulations and considerations you'll need to keep in mind when building a fleet of secure cannabis transport vehicles.

1

Know what vehicles comply with nationwide laws.

No matter where you're conducting business, your company must own or lease their vehicles for any cannabis transportation. Individual vehicles owned by drivers and rental vehicles from a third-party business cannot be used to transport marijuana or cannabis-containing products. Similarly, it's a requirement in all states that any cannabis transport vehicle be unmarked; there should be no wraps or branding that indicate that the vehicle is being used to move marijuana or edibles from place to place.

2

Familiarize yourself with state-specific laws.

Because regulations vary by state, you'll want to check your state's specific requirements to identify what types of vehicles are appropriate for use. In Illinois, for instance, marijuana must be transported in a vehicle with no rear windows; in Washington, marijuana plants may be transported in a secured area within the inside compartment of a van or box truck—but cannot be put in the bed of a pickup truck, a sports utility vehicle, or passenger car.

Meanwhile, some states offer more flexibility than others. In Florida, for example, the only restriction is that the product must be put in a secure, lockable compartment, which opens up opportunities to use lower-cost (but still compliant and reliable) vehicles like sedans. Regardless of the specific regulations and laws in your operating area, the Mike Albert team can help source and upfit the right vehicles for your operations.

3

Don't forget about your drivers.

Many states require that any cannabis transportation vehicle have at least two people in the car or van at all times. Ohio, for example, requires that the vehicle be staffed with a minimum of two employees registered with the department, with at least one employee remaining with the vehicle at all times when the vehicle contains marijuana.

DID YOU KNOW?

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4

Decide what technology and telematics you'll need.

In-cabin cameras are another requirement for cannabis distributors in many states. Massachusetts and Illinois, for example, require dual-facing cameras that keep drivers accountable but can also protect them in the event of an accident or carjacking. Other states might have regulations in place that dictate that a camera must be trained on the product itself at all times.

Technology solutions for cannabis transport don't stop at cameras, though. Depending on your area of operation, your vehicles might require GPS tracking systems or other solutions that can be used to verify vehicle manifests. "Many states and licensing bodies will require documentation of what specific inventory was taken out at a certain location and then transported to the next location," says Nielsen. "A comprehensive telematics solution makes it easy to confirm your drivers' routes and deliveries." An added benefit? Cameras and telematics can capture potentially risky driving behaviors that need to be corrected.



5

Keep cannabis cool with smart climate control options.

Many cannabis products come in an edible form, from cookies and chocolates to gummies and oils; these items can be particularly susceptible to temperature and humidity. The potency of the THC can degrade in extreme heat, as can the structural integrity of the product itself.

If you're operating in a warmer climate like the Southwest, "you'll need to consider how you'll refrigerate and insulate the inside of your cargo vans or box trucks to protect your product," says Nielsen. This is where partnering with an FMC can be beneficial; the right partner can help you source the most efficient, compliant vehicle based on your location and help with the necessary upfitting.

Disclaimer: This article is not legal advice. Fleet managers should consult with their compliance teams and individual state regulations before making decisions about their operations.

Ready to learn more?
Contact a fleet expert today.



MIKE ALBERT