How to help change the direction of commercial auto rates.

As commercial auto rates continue to trend upwards, it may feel as though it's out of your control. But there are things you can do to help rein them in.

Top causes of rising auto rates.*

What We Know	What We're Seeing
Cost of Repairs Advanced technology in newer vehicles, skilled body shop labor shortage due to aging workforce and parts delays lead to higher repair costs.	**Vehicle Repair Prices** +23% between March 2022-2023[1]
Unsafe Driving Behaviors Distracted driving, speeding and driving while under the influence of drugs or alcohol result in more accidents.	**Distracted Driving** ~58% of trips included driver/phone interactions in 2022[2] 34% of phone interactions occurred at speeds higher than 50mph[2] ~14% of auto fatalities in 2024 involved distracted drivers[3]
Social Inflation and Medical Costs Severe accidents, higher legal verdicts and medical cost inflation drive up auto injury payments.	**Liability Claims** +30 **billion** in liability claim payouts in the last 10 years[4]

* Certain areas may see higher rate increases due to regional loss trends.

What can you do? Find out on the next page.

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What you can do to help slow rate increases.

Focus on the Five Pillars of Fleet Safety

- **Driver Selection** Thoroughly screen and assess driving records to ensure only qualified drivers operate company vehicles.
- **Driver Training** Provide essential training on safe driving practices, defensive techniques and emergency protocols.
- **Driver Supervision** Ensure adherence to safety protocols and promptly address any issues.
- **Loss Records and Investigations** Analyze trends and identify root causes for continuous improvement.
- **Vehicles and Maintenance** Regular inspections, preventative maintenance and prompt repairs ensure safety compliance.

Leverage Telematics

Whether you're looking for innovative ways to manage increasing insurance costs, help achieve sustainability goals by reducing fuel usage, or prevent losses by promoting safer driving behaviors, telematics may be able to help you achieve your goal.

The Hartford's Fleet*Ahead*® program integrates technology and risk management services to help you identify risks and develop strategies for improving driver safety.

To schedule a demo or learn more, email our team at **telematics@thehartford.com**

Our commitment to you.

For over 40 years, we've collaborated with commercial customers who own or operate fleets. Our dedicated Risk Engineering consultants analyze customer operations, identify loss exposures, and recommend solutions to minimize potential losses.

For more information, talk to your agent or broker or visit us online: **Risk Engineering & Loss Control Services**

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[1] Car repair prices are rising much faster than overall inflation. Here's why., ABC News, March 9, 2023.

[2] The State of Distracted Driving in 2023 & the Future of Road Safety, Cambridge Mobile Telematics, 2023.

[3] What are the latest distracted driving statistics for 2024? Defensive Drivers Institute, September 26, 2024.

[4] Social Inflation and Loss Development – An Update, Triple-I and CAS, March 6, 2023.