

**CASE STUDY**

# HUB partnered with Castelli Oil & Gas to upgrade their Safety Rating and reduce premium rates

**Executive Summary**

A USDOT compliance review led to a reduced Safety Rating for Castelli Oil & Gas. The motor carrier reached out to HUB's Fleet Risk Services team to help assess their FMCSR compliance and improve their USDOT Safety Rating. HUB then was able to renegotiate the motor carrier's policy premium at renewal time for a significant savings.

**Castelli Oil & Gas Inc. Profile**

**BUSINESS: 85-unit Gas Well Water Delivery Fleet**  
**LOCATION: New Alexandria, PA**

**CHALLENGE**

A downgraded Safety Rating meant Castelli Oil & Gas was prohibited from bidding on a number of water hauling contracts. Furthermore, the company's Safety Manager position had seen significant turnover, leaving Castelli Oil & Gas without the internal the experience required to elevate their "Conditional" Safety Rating.

**SOLUTION**

HUB Fleet Risk Services completed a mock USDOT audit that identified and verified regulatory deficiencies, which helped Castelli Oil & Gas make necessary changes. HUB Fleet Risk Services drafted a USDOT "Safety Rating" appeal, requesting a Safety Rating upgrade.

**RESULTS**

Castelli Oil & Gas' desired Safety Rating was upgraded to "Satisfactory," putting the motor carrier in good standing with its customers. In just three years, Castelli Oil & Gas Inc. was able to reduce their BASIC scores significantly in "Hours-Of-Service" (36% reduction), "Crash" rating (45% reduction) and "Driver Fitness" (86% reduction). HUB leveraged the updated Safety Rating to renegotiate Castelli Oil & Gas Inc.'s insurance rates at their next policy renewal.

HUB Mock  
DOT audit



CSA score  
reduction strategies



Upgraded  
Safety Rating



Reduced  
insurance rates

Contact a HUB transportation specialist to learn how to reduce your total cost of risk, protect your drivers, and improve your bottom line.

