



## Federated Insurance's Claim of the Month — Could it happen to you?

An auto dealer employee driving a demo vehicle was behind schedule on the way to his child's sporting event during stop-and-go traffic. With many things on his mind, he misjudged the stopping distance to the car in front of him. He rear-ended the car, injuring the occupants and damaging both vehicles.

*CLAIM AMOUNT: \$75,000*

Winter presents its share of obstacles. There's bad weather, shoppers out for deals, school holiday performances — sometimes all at the same time. It all amounts to hazardous conditions that can wreak havoc. To stay safe, drivers need to stay focused on the road. Everything else can wait.

- Remind drivers who take home demo vehicles that the company is held liable for damage done to and by vehicles it owns, no matter who's driving and why.
- Consider limiting use of demo vehicles when conditions might not allow for safe operation.
- Keep demo vehicles in good repair and ready for the weather. Ensure tires have adequate tread and air pressure. Replace windshield wipers when needed. Confirm that heat and defrosting functions work.

'Tis the season to be jolly, but it's also the season when roads can be the most treacherous. And according to claims data, the majority of crashes involving auto dealer-related crashes involve their own employees. Safeguard your business's assets and your employees' safety by using and urging caution with your demo vehicles.

Federated Mutual Insurance Company is recommended by 19 state and national auto dealer associations for customized insurance programs and value-added risk management services, such as Federated's Shield Network<sup>®</sup>, the Risk Management Resource Center, and the Federated Employment Practices Network<sup>®</sup>. Visit [federatedinsurance.com](http://federatedinsurance.com) or contact [your local marketing representative](#) for resources you can use to create or enhance your own risk management program.

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