

Is Your Dealership Theft-Proof?

Preventing theft of equipment from your dealership involves some training, common sense, and implementing proven security measures. More than any other crime, theft is a crime of opportunity. The simplest targets attract thieves. And, just because you haven't had a theft yet, doesn't mean your dealership is theft-proof.

How do you know if your dealership is theft-proof?

You can assess security at your dealership by looking at some key areas – open lot security, building security and other possible exposures.

Thieves follow the path of least resistance. Strong doors, cylinder locks, fences, barriers, and proper lighting all have value, depending on your specific circumstances. Some additional questions to consider include:

- Do you provide adequate lighting for all areas where a break-in might occur?
- Do you have any blind areas where a thief could work unobserved?
- Do you know the police officer or sheriff's deputy in your area?
- Do you instruct your employees to remove the keys from all equipment when they are finished using, moving, servicing or demonstrating the equipment?

Keep in mind that even the sturdiest door and the strongest lock can't keep out a thief who has a key. Make sure all employees can account for all keys and that only authorized personnel have access to them.

Theft is a preventable crime. Creating awareness about theft in your dealership is one positive step that involves training employees. Train employees to act as if they are the owner of the business.

Fencing, lighting and improved inventory practices are the top three security "best practices" suggested by dealers. These security practices are relatively inexpensive to implement and all can help make a difference.

Thieves watch for easy access to your valuable equipment. So, whether you are an agricultural, industrial, or outdoor power equipment dealer, don't make it easy for them.

An Equipment Dealer Security Survey is one of the tools included in the Equipment Dealer Theft Prevention Kit titled "Don't Make It Easy." The kit, developed by Federated Mutual Insurance Company and the North American Equipment Dealers Association, was based on input from dealers. This checklist can be used to evaluate the security of your dealership.

Dealers insured with Federated Insurance, your Association's Recommended Provider, can order a free copy of the "Don't Make It Easy" theft prevention kit by calling 1-800-838-1760, or by ordering online at www.federatedinsurance.com.

Source: Federated Mutual Insurance Company