



SENTRY
INSURANCE

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Don't Let Rental and Leasing Exposures Be a Source of Aggravation

Adopting Sentry's recommended procedures can help you reduce rental and leasing exposures.

Sentry is a leading provider of insurance and safety services for industrial equipment dealers. Put our expertise to work for you.

Sentry's experienced safety professionals recommend that industrial equipment dealers adopt rental and leasing exposure prevention procedures covering:

- Pre-qualifying customers
- Rental and lease agreements
- Equipment demonstrations
- Managing rental and lease equipment

These procedures, designed to help you reduce your claims, are detailed in *Sentry Solutions – The Guide to Reducing Rental and Leasing Losses*.

With Sentry's help, you'll spend less time worrying about renting and leasing exposures and more time focusing on running your business successfully.

Visit us at sentry.com for more information on reducing risks associated with your business.

Sentry Insurance – We know your business.

Claim File

A customer leased a Bobcat loader with a backhoe attachment from an industrial equipment dealer. The customer was not required to view the instructional and safety video prior to taking possession of the equipment. While attempting to attach the backhoe to the loader, the customer was fatally injured. Suit was filed against the dealership alleging failure to properly warn and instruct the customer. Total damages exceeded \$250,000.



Products and safety services are underwritten, issued and/or administered by a member of the Sentry Insurance Group, Stevens Point, WI. For a complete listing of companies, visit sentry.com. Policies, coverages, benefits and discounts are not available in all states. Certain restrictions apply. See policy for complete coverage details.

This page contains general information on reducing risk. Sentry recommends that you consult with your legal counsel as appropriate.

INDUSTRIAL EQUIPMENT DEALER EXPOSURES
RENTAL & LEASING SAFETY

S T R E N G T H • P R O T E C T I O N • V I G I L A N C E

SINCE 1904