

Chairman Jimmy Higdon
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Administrative Office
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January 31, 2022

Chairman Higdon,

Enterprise Rent A Car appreciates the work of Senator Howell and the members of the County Clerk Office Modernization Task Force over the past interim. Enterprise was proud to present to the Task Force and work with the many groups supporting these modernization efforts. As a result, we are voicing our support of HB284 (Rep. Meredith) that was passed unanimously in the House Transportation Committee and 88-0 on the House Floor.

Enterprise believes the legislation will improve efficiency for our company as well as the County Clerk offices.

1. Many states across the country have adopted a permanent fleet sticker or permanent fleet plate. On our end it eliminates logistical issues with the decals, which cause us downtime on our units. The County Clerk offices will see less paperwork and costs savings on supplies, mailings, and clerk work. We are at a time where everyone is short on manpower and we believe what we are asking will help reduce the need for some manpower needs.

Our Efficiency current challenges that will be remedied with the proposed legislation:

- a. We face logistical challenges when 95% of our fleet of 14,000 is on rent at any given time. Replacing a sticker annually becomes a challenge as our fleet often moves throughout a market and our 90+ locations. A customer may rent at one Louisville location and return at another closer to their home. Moving the physical sticker from location to location proves challenging.
 - b. In some cases, vehicles that have been renewed are pulled over for expired stickers. This causes issues for our customers who are often residents of Kentucky, the police officers involved in unnecessary traffic stops, and for our company as it relates to customer service. In most cases, these customers are local insurance/dealership/retail renters and citizens of Kentucky.
2. Our second area of opportunity comes from renewals themselves. Along with having a permanent sticker/plate, many states offer electronic registration renewal for fleet companies.

The current process is we wait to receive an individual renewal card in the mail for each unit. This past year we estimated that was around 15,000 individual cards. Once received we go through each card to determine if the unit is still in our fleet and needs to be renewed. Once that is complete, we then drop all those to the clerk's office for them to renew. On a given day, this may mean a clerk processes hundreds of renewals while other citizens are forced to wait for the services they require.



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Enterprise urges you and the members of the Senate Transportation Committee to pass HB 284 to provide electronic renewal and registration for fleet companies and efficiencies that will benefit all parties involved. Feel free to contact me directly with any questions regarding the legislation. Thank you for your consideration in this matter.

A handwritten signature in black ink, appearing to be "James Nelson", written over a horizontal line.

James Nelson