



November 16, 2015

The Honorable Senator Thune
The Honorable Senator Nelson
The Honorable Senator Mikulski
United States Senate
Washington, D.C. 20510

RE: Opposition to the Enterprise Rental Car Amendment in the Senate
passed version of H.R. 22

Dear Senators:

We are writing in strong opposition to Section 24109 of H.R. 22, the Hire More Heroes Act. This section is nothing more than a pure power grab by the Big 3 Rental Car Companies (Enterprise, Hertz and Avis). While these three companies rent more than 93% of the rental cars on the road today, they are only interested in increasing their market share by going after the auto dealer loaner programs, and will use the name of "safety" to accomplish this greedy endeavor.

Unfortunately, the current language does not differentiate between a recall of a missing page in the owner's manual, and a potential mechanical failure. While the National Highway Traffic and Safety Administration (NHTSA) has the authority to ground cars, under this new language any form of recall becomes a grounded car, leaving dealers and small independent rental car companies with useless inventory.

While we support the disclosure of recalls and the prompt repair, please keep in mind that many manufacturers require significant time in order to properly determine the cause, create the correction, and even manufacture parts to complete recalls. This bill prohibits the rental, the sale, and the wholesale of a rental vehicle with an open recall until it's repaired. Small rental companies, like ours will be stuck holding useless inventory which may not be authorized to repair. Recent news stories about the Takata Air Bag, and the Chrysler Jeep Cherokee fuel tank repairs, are evidence that these repairs will take years to complete, because of a lack of parts.

Independent rental car companies serve a unique market. Many of our customers don't have Corporate Gold Cards or elite award memberships that allow them to go to the front of the line. Our customers struggle to get to the doctors, to the grocery store or even take a vacation, and our only relief is found in our local independent rental car companies. These companies provide a valuable service to urban areas and the most rural counties of our country. These are local small businesses that provide cars in our communities, not airports - they are on our corner blocks, and down the street from where we live.

The Big 3 rental companies want to snuff out all competition by hiding behind the veil of "safety" concerns after opposing this legislation for years. Their real intention is to move into the auto dealers loaner programs that makes up the large majority of the market share that the Big 3 don't already control. Through their legislative efforts they are willing to squeeze the companies that serve those that don't have credit cards, or maybe don't pass a credit check that prevent your constituents from renting from a more recognizable name. This is not a discussion about luxury and economy, this is about needing a car to get to a doctor, grocery store or just getting the staples of everyday life.

We ask that the Conference Committee consider an alternative effort that makes safety the priority and not corporate profits. Please support a new effort that allows safe cars to remain on the roads, and are fixed when parts or manuals are available. We offer the following alternatives:

- Ground the vehicle when parts are available, then repair them.
- Create categories of recalls – already only 8% are "DO NOT DRIVE" according to research by the alliance of Automobile Manufacturers for 2012 full year data. Ground the "DO NOT DRIVE", and allow the others to be rented with disclosures to consumers.
- Help small business: enable small rental car companies who have less than 1% of the fleet of total rentals to still rent vehicles provided there is a disclosure made to the consumer.
- Hold manufacturers accountable for loss of use

In closing, please note that the American Car Rental Association (ACRA) purports to speak for all rental car companies, when in fact, they do not. Thank you for your consideration.

Sincerely,



Jack Fitzgerald, Chairman

Rent-A-Wreck

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