



Enterprise Mobility™

Testimony of Sean Tully, Group Risk Manager

Presented to the Joint Standing Committee on Transportation

In Support of LD 2191, An Act to Establish a Biennial Inspection System for
Vehicle Rental Companies

February 26, 2026

Senator Nangle, Representative Crafts, and members of the Transportation Committee, my name is Sean Tully. I am the Group Risk Manager in the New England Region for Enterprise Mobility and I'm here to testify in support of LD 2191.

Enterprise Mobility operates the Enterprise Rent-A-Car, National Car Rental, and Alamo Rent-A-Car brands across Maine. We are a 60-year-old, family owned, family operated business that offers mobility solutions including car rental, car sharing, commuter vanpooling, and other multi-modal mobility service models. We bring Maine residents these services through our network of 4,800 vehicles operated by our 245 employees at more than 23 locations in Maine.

We appreciate the time that the State Police and the Secretary of State's office invested in the working group that met over the fall on this issue and we were pleased to be included in that discussion. As a result of those discussions, the group has proposed an amendment to the law authorizing car rental companies like ours to receive a 2-year certificate of inspection for each vehicle upon filing an affidavit with the Department of Public Safety that the fleet of rental vehicles will meet or exceed the inspection standards set forth in law.

New cars sold today are remarkably different than new cars manufactured 25 years ago, or even 10 years ago. Vehicle safety has changed dramatically over this time, and today newer cars are safer than ever before. Thanks to advanced engineering, in-depth research and analysis of crash data, newer vehicles are built better and have more safety features.

As a car rental company, safety is fundamental to our business model. Our vehicles are not only assets we rent daily, but also units we ultimately sell to consumers. It is therefore essential that every vehicle we place on the road is safe, reliable, and maintained to a standard that promotes customer satisfaction and minimizes liability exposure.

To support this commitment, we have invested heavily in both our Risk Management Department and our Vehicle Operations division, which are responsible for employee training, compliance monitoring, and oversight of all safety processes. We currently operate three maintenance service centers and a car-sales facility in the State of Maine, allowing us to service our fleet efficiently and consistently.

In addition, our investment in advanced fleet-management technology sets us apart from individual vehicle owners. These systems allow us to proactively track maintenance intervals,

receive alerts for upcoming inspections or service needs, and ensure that no vehicle falls behind on required upkeep. Unlike individuals, a rental company must apply uniform, systematic, and documented inspection and maintenance practices to protect our brand and ensure every customer receives a safe vehicle.

Every year, Enterprise registers approximately 5,000 cars in Maine - nearly all of them brand new - which are then deployed to our 23 different locations in the state. We pay a registration fee to the State and excise tax to the town for every one of those vehicles. At the end of the first year, on average, approximately 75% of them are located in a different state.

For Enterprise, it's not a question of saving money or avoiding the registration fee. We pay that fee regardless of where the car is located. Rather, it's an issue of the use of our asset. Pulling plates off a car and reissuing plates in a new state is an administrative hassle that most rental companies would just as soon avoid because it pulls an asset off the road for a week. But driving that car from New York, Pennsylvania, Virginia or Florida back to Maine for an inspection is not an option.

Enterprise is asking you to support LD 2191. Thank you for the opportunity to testify. I'd be happy to answer any questions you may have.