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Pennsylvania House Tourism Committee,

Here are the bullet points being covered:

- Brief business overview, Enterprise Rent-A-Car® services the needs of businesses that need a supplemental fleet of vehicles. We can provide them on an as need basis for company/corporate travel. This is the segment that pertains to what we are discussing today.
- Prior to July 1st 2007, we show approximately in 2005/06 - \$50,000 business generated from the film industry. From July 2007 to present we show \$425,436. Annually this comes to average \$212,218. This is the equivalent spending of a Major US based Corporation being headquartered and spending money on travel in Pittsburgh.
- This assists us in growing and maintaining an employment base in Western PA, where we are still hiring in today's challenging economic conditions. These firms mostly require a large number of vehicles to be delivered to the onsite location. This requires additional staff to move large numbers of vehicles. This requires the assistance of several other departments as the film progresses. The following departments are all involved in servicing the Film Company while in production: Loss Control, Vehicle Repair, Business Rental Department and of course our Daily Rental Branch Employees -
- Because we still purchase a large number of units directly from local dealers, this business assists us in continuing to purchase locally. In some situations we will also supplement our fleet by purchasing used vehicles to fill requests of firms being made here.
- The use of the vehicles which typically are rented for a month or sometimes several months which increases our need for maintenance. This is done by the vendors here in Western PA where we have agreements to perform service work.
- Most if not all Film companies are self-insured, while I have no hard numbers on claims and their volume, inevitably these vehicles are damaged. They are then fixed by our local body shop agreements and then paid for by the film industry.

Thank You

Stan Polivka
Director of Business Rental Sales



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