

# BOSTON LOGAN INTERNATIONAL AIRPORT

*First Cease and Desist Letter Sent to Turo in 2016*



Massachusetts Port Authority  
One Harborside Drive, Suite 200S  
East Boston, MA 02128-2909  
Telephone (617) 568-5000  
www.massport.com

April 26, 2016

Turo f/k/a RelayRides Inc.  
116 Natoma Street  
San Francisco, CA 94105  
Attn: Michelle M. Peacock  
Vice President, Head of Government Relations

Turo f/k/a RelayRides Inc.  
1035 Cambridge Street, Suite 21B  
Cambridge, MA 02141  
Attn: Legal Department

**Re: Cease and Desist Notice To Turo f/k/a RelayRides Inc. ("Turo" or "RelayRides") Regarding Car Rental Activity at Boston-Logan Airport**

Dear Ms. Peacock:

The Massachusetts Port Authority (the "Authority" or "Massport") is in receipt of Turo's letter dated April 12, 2016 and received on April 19, 2016.

In your letter, you assert that Turo is being classified wrongly by the Authority as a rental car business because Turo does not operate on the Airport's premises, nor does it directly access Logan Airport's customers. In fact, Turo appears to be actively marketing on its internet website ([www.turo.com](http://www.turo.com)) the availability of vehicles for hire to be picked up at Boston Logan International Airport. In doing so, Turo's website misleads the members of Logan Airport's travelling public who may wrongly conclude that Turo has obtained the Airport's agreement to make such vehicles available at the Airport.

As long as Turo has not executed an agreement with the Airport, Turo may not undertake any vehicle rental activity at the Airport, including advertising the availability of any such vehicles at the Airport.

As previously stated in the Authority's April 7, 2016 letter, the Massachusetts Port Authority (the "Authority" or "Massport") is the sole owner and operator of Boston's Logan International Airport (the "Airport"). As its owner and in accordance with its enabling act (M.G.L. c. 91 App.), the Authority monitors and controls and enters into contracts with vendors, including car rental companies, regarding all commercial and business activities at the Airport. Vendors, including car rental companies who transact

services with customers at the Airport must enter into concession agreements with the Authority prior to commencing activities at the Airport.

Section 23.08(1) of the Authority's regulations at 740 CMR 23.00 et seq. prohibits rental car companies from engaging in or transacting rental car business at the Airport except as authorized pursuant to a current and valid agreement specifically permitting such activities.

Since Turo has not entered into a concession agreement with the Authority as of today, it is currently not in compliance with the Authority's regulations regarding any such business activity at the Airport. Accordingly, we hereby demand that Turo immediately and permanently cease and desist in the solicitation of new rental car or shared rental car business from the Airport's customers (including making any references on your internet website as to the availability of any vehicles for hire and pickup at Boston Logan Airport) until such time as the company and the Authority may enter into a rental car concession agreement regarding such services at the Airport. Turo's current business model does not exempt it from the obligation of executing the Authority's rental car concession agreement. In the event Turo persists in operating its off-Airport rental car business without executing the Authority's rental car concession agreement, then the Authority will proceed with all options available to it.

If the company's employees or its third party rental car vehicle contractors are observed either dropping off, picking up or completing Airport transaction with any Airport customer, that employee will be issued a citation for violation of the Authority's regulations at 740 CMR. 23.00.

Please contact Mr. Daniel S. Geleta at the address listed below in order to discuss business opportunities at the Airport.

Very truly yours,



Mr. Sal Amico  
Aviation Business General Manager  
Massachusetts Port Authority

cc: Geleta, Reilly, Kaigler, file

Contact:  
Mr. Daniel S. Geleta  
Airport Concession Business Manager  
Massachusetts Port Authority  
One Harborside Drive, Suite 200S  
East Boston, MA. 02128