

**Torres Rojas, Genara**

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**From:** cgoodman@acerentacar.com  
**Sent:** Thursday, January 08, 2015 9:22 AM  
**To:** Duffy, Daniel  
**Cc:** Torres Rojas, Genara; Van Duyne, Sheree  
**Subject:** Freedom of Information Online Request Form

Information:

First Name: Ceven  
Last Name: Goodman  
Company: ACE Rent A Car Reservations Inc.  
Mailing Address 1: 4529 West 96th street  
Mailing Address 2:  
City: Indianapolis  
State: IN  
Zip Code: 46268  
Email Address: [cgoodman@acerentacar.com](mailto:cgoodman@acerentacar.com)  
Phone: 317-777-7730  
Required copies of the records: No

List of specific record(s):

Please submit a request for the Rental Car Market Share Reports via The Freedom of Information Act. I am submitting this because we are interested in possibly opening a ACE Rent A Car location at JFK and LGA Airports. I am requesting the market share reports so we could get a better understanding about the two airport markets and the amount of competition were up against. We feel this is imperative to see before we would make a decision on whether to operate at these 2 locations. If you need anything else from me please let me know.  
Regards, Ceven Goodman Director of Sales ACE Rent A Car

**THE PORT AUTHORITY OF NY & NJ**

FOI Administrator

January 29, 2015

Mr. Ceven Goomdan  
ACE Rental A Car Reservation Inc.  
4529 West 96th Street  
Indianapolis, IN 46268

Re: Freedom of Information Reference No. 15639

Dear Mr. Goomdan:

This is in response to your January 7, 2015 request, which has been processed under the Port Authority's Freedom of Information Code (the "Code"), for a copy of the market share reports at JFK and LGA.

Material responsive to your request and available under the Code can be found on the Port Authority's website at <http://www.panynj.gov/corporate-information/foi/15639-O.pdf>. Paper copies of the available records are available upon request.

Please refer to the above FOI reference number in any future correspondence relating to your request.

Very truly yours,



Daniel D. Duffy  
FOI Administrator

*4 World Trade Center, 18th Floor  
150 Greenwich Street  
New York, NY 10006  
T: 212 435 3642 F: 212 435 7555*

JAN

Jan-14

	<u>LaGuardia</u>	<u>Kennedy</u>
<u>On-Airport</u>	(LGA)	(JFK)
Avis	\$1,330,797	\$1,518,081
Budget	602,105	1,117,072
Dollar	456,255	864,348
Enterprise	754,042	966,659
Hertz	\$2,153,409	2,570,012
National	1,170,004	\$1,001,724
<b>Total-On Airport</b>	<b>\$6,466,612</b>	<b>\$8,037,896</b>
<u>Off-Site</u>		
Alamo		\$532,633
Trifty		\$288,356
Advantage		
<b>Total-Off Airport</b>		<b>\$820,989</b>
<b>Grand Total</b>	<b>\$6,466,612</b>	<b>\$9,679,874</b>

FEB

Feb-14

	<u>LaGuardia</u>	<u>Kennedy</u>
<u>On-Airport</u>	(LGA)	(JFK)
Avis	\$1,241,732	\$1,273,696
Budget	481,504	623,014
Dollar	312,829	649,295
Enterprise	637,094	841,791
Hertz	\$1,991,132	\$2,148,861
National	1,103,172	784,769
<b>Total-On Airport</b>	<b>\$5,767,463</b>	<b>\$6,321,426</b>
<u>Off-Site</u>		
Alamo		271,549
Trifty		179,159
Advantage		
<b>Total-Off Airport</b>		<b>\$450,708</b>
<b>Grand Total</b>	<b>\$5,767,463</b>	<b>\$6,772,134</b>

Mar

Mar-14

	<u>LaGuardia</u>	<u>Kennedy</u>
<u>On-Airport</u>	(LGA)	(JFK)
Avis	\$1,551,443	\$1,545,730
Budget	729,344	845,425
Dollar	389,234	807,473
Enterprise	835,037	1,111,271
Hertz	2,331,416	\$2,391,280
National	1,415,662	1,008,580
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Total-On Airport	\$7,252,136	\$7,709,759
 <u>Off-Site</u>		
Alamo		\$470,206
Thrifty		\$225,101
Advantage		
Total-Off Airport		\$695,307
 Grand Total	 <hr/>	 <hr/>
	\$7,252,136	\$8,405,066

April

Apr-14

	<u>LaGuardia</u>	<u>Kennedy</u>
<u>On-Airport</u>	(LGA)	(JFK)
Avis	\$1,572,371	\$1,660,465
Budget	\$889,338	\$1,282,316
Dollar	404,665	878,943
Enterprise	1,149,688	1,261,252
Hertz	2,308,378	\$2,831,255
National	1,549,854	1,140,432
<b>Total-On Airport</b>	<b>\$7,874,294</b>	<b>\$9,054,663</b>
<u>Off-Site</u>		
Alamo		\$819,945
Thrifty		\$256,298
Advantage		
<b>Total-Off Airport</b>		<b>\$1,076,243</b>
<b>Grand Total</b>	<b>\$7,874,294</b>	<b>\$10,130,906</b>

May

May-14

	<u>LaGuardia</u> (LGA)	<u>Kennedy</u> (JFK)
<u>On-Airport</u>		
Avis	2,019,409	2,119,109
Budget	1,349,442	1,301,978
Dollar	515,353	1,145,173
Enterprise	1,453,674	1,653,456
Hertz	2,797,548	3,510,848
National	1,767,704	1,420,621
Total-On Airport	\$9,903,130	\$11,151,185
<u>Off-Airport</u>		
Alamo		\$874,080
Thrifty		\$293,629
Advantage		
Total-Off Airport		\$1,167,709
Grand Total	\$9,903,130	\$12,318,894

June

Jun-14

<u>On-Airport</u>	<u>LaGuardia</u> (LGA)	<u>Kennedy</u> (JFK)
Avis	\$2,229,992	\$2,343,092
Budget	1,674,204	1,754,414
Dollar	777,102	1,333,225
Enterprise	\$1,551,324	1,854,362
Hertz	\$2,950,372	\$3,578,804
National	1,697,034	1,452,302
<b>Total-On Airport</b>	<b>\$10,880,028</b>	<b>\$12,316,199</b>
<u>Off- Airport</u>		
Alamo		\$817,358
Thrifty		\$418,055
Advantage		
<b>Total-Off Airport</b>		<b>\$1,235,413</b>
<b>Grand Total</b>	<b>\$10,880,028</b>	<b>\$14,787,025</b>

July

Jul-14

	<u>LaGuardia</u> (LGA)	<u>Kennedy</u> (JFK)
<u>On-Airport</u>		
Avis	\$2,579,063	\$3,191,565
Budget	2,071,587	2,607,634
Dollar	743,940	1,968,480
Enterprise	1,869,435	2,324,301
Hertz	3,132,827	4,223,202
National	1,828,700	2,266,793
Total-On Airport	\$12,225,552	\$16,581,975
<u>Off-Airport</u>		
Alamo		\$579,385
Thrifty		\$507,098
Advantage		
Total-Off Airport		\$1,086,483
Grand Total	\$12,225,552	\$17,668,458

August

Aug-14

LaGuardia (LGA) Kennedy (JFK)

On-Airport

Avis	\$2,465,817	\$3,930,961
Budget	2,050,606	2,816,625
Dollar	720,679	2,485,374
Enterprise	1,953,183	2,597,120
Hertz	2,999,156	4,772,737
National	1,836,191	3,150,498
Payless (partial Aug)	\$ 59,695.00	\$ 39,506
Total-On Airport	<u>\$12,085,327</u>	<u>\$19,792,821</u>

Off-site

Alamo		\$293,381
Thrifty		\$488,369
Advantage		

Total-Off Airport

\$781,750

Grand Total

\$12,085,327

\$20,574,571

September

Sep-14

	<u>LaGuardia (LGA)</u>	<u>Kennedy (JFK)</u>
<u>On-Airport</u>		
Avis	\$1,838,247	\$2,300,893
Budget	1,308,732	1,470,020
Dollar	578,560	1,653,851
Enterprise	1,501,367	2,151,049
Hertz	2,676,356	\$3,689,740
National	1,505,852	1,978,521
Payless	168,098	139,015
Total-On Airport	<u>\$9,577,212</u>	<u>\$13,383,089</u>
<u>On &amp; Off-Site</u>		
Alamo		\$44,049
Thrifty		\$341,579
Advantage	\$127,909	\$37,864
Total-Off Airport	\$127,909	\$423,492
Grand Total	<u>\$9,705,121</u>	<u>\$13,806,581</u>

October

Oct-14

	<u>LaGuardia (LGA)</u>	<u>Kennedy (JFK)</u>
On-Airport		
Avis	\$1,801,930	\$2,153,802
Budget	\$1,184,204	\$1,394,760
Dollar	544,375	1,507,806
Enterprise	1,142,898	1,222,233
Hertz	2,539,142	\$3,621,356
National	1,190,138	1,135,008
Payless	216,166	179,617
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	\$8,618,853	\$11,214,582
Alamo		\$614,989
Thrifty	\$32,116	\$404,331
Advantage	\$166,832	\$155,821
Total-On Airport	\$198,948	\$1,175,141
Grand Total	<hr/>	<hr/>
	\$8,817,801	\$12,389,723