

MAGELLAN JETS

ELEVATE EXPECTATIONS



CHARTERING AN AIRCRAFT
A Consumer Guide to Help You Fly Smarter

How much does a charter flight cost?

It will depend on your particular flight and really can't be determined until you call a charter company with specific trip plans. But, generally speaking, charter rates will be hourly or by the trip, and will vary according to the size of the aircraft.

What information should I have when calling a charter company?

You've decided to charter an airplane. Good choice. So what's your next step? First of all, lay out your travel plans. Ask yourself the following questions:

1. What city do I want to depart from and where am I going?
2. Will there be any intermediate stops?
3. What is my return date?
4. How many people will be traveling with me?
5. Will I need ground transportation arranged?
6. Will I need any special catering for my flight?

This way, you'll have the necessary information ready when you call your charter company.

What Information should I ask the charter company?

Ask about the fee structure.

Some charter companies will charge by the trip and some will charge by the hour. Hourly rates are determined based upon the type of aircraft chartered, and normally include the cost of the aircraft, pilot(s), and other charges.

Companies will usually charge by the trip rather than by the hour, and their price will also include those items mentioned in the hourly rate method. Keep in mind that the charter company may need to adjust the final cost of your charter due to changes in logistics or en route deviations. If there is a potential for variations from a quoted price, this should be clearly noted at the time an agreement is reached with the company.

Ask about any extra charges to the quoted price.

Extra charges may include catering, deicing, hangar storage, and federal taxes where applicable. A common extra fee is the pilot(s) waiting fee and overnight crew charges (if your trip requires an overnight stay for the crew at your destination.) If your visit is a long one, your pilot(s) may have to drop you off, fly back to base and then come back later to get you. This doubles the flight time and possibly your fare.

Ask your charter company about this before the flight, so you can create a plan that best suits your needs and budget. If it's only a short visit, you'll probably be better off paying the pilot(s) to wait. Typically, the hourly wait fee is based on the number of pilots, with a maximum charge per day. If the crew is to remain overnight, an overnight charge will be imposed to cover the crew's overnight expenses.

Ask about the aircraft.

Normally, charter companies have access to a variety of aircraft types in the charter fleet, each designed for different missions. You should ask the charter company about what aircraft they would recommend for meeting the mission of your flight.

Then determine whether that aircraft will meet your needs for speed, comfort, range and price. Generally, there are four classes of charter aircraft, with different models within each class.

These four general classes of aircraft are:

- Single- and multi-engine piston
- Single- and multi-engine turboprop
- Jet (small, medium and large)
- Helicopter

Are these aircraft safe?

Yes.

Just like the airlines' passengers, nearly every charter flight passenger who leaves an airport in the United States this year will land at his or her destination safely. The FAA has rules that address crew rest and physical examinations and that mandate a stringent anti-drug/alcohol program for operators. The FAA closely monitors operators to make sure that they conform to the established standards of performance.

The high standards for training, maintenance and operators required by the FAA, and the devotion to safety of the charter operators themselves, assure you of the safest possible flight environment. Couple this attitude towards safety with technology improvements in the cockpit over recent years and you have the safest mode of transportation available.

Am I secure?

Global security concerns have led to significant security enhancements within the entire aviation industry, and charter companies are no exception. In fact, enhanced security is often one of the primary reasons for chartering, because when you charter an aircraft, you are in control.

You decide who is permitted on your flight. There are no strangers to overhear your confidential business conversations or to threaten your personal security.

When traveling via charter, you dictate the departure time and location as well as the destination. Your flight itinerary is private, not published for the world to see, as is the case with airline schedules.

Recently, the federal government has mandated security programs for most charter operators. In addition, most charter operators, and several airports, have also instituted security precautions for charter passengers that may include a verification of identification, checks of baggage for dangerous items, screening with a metal detector and other measures, even when not required by federal regulations. Your charter company is dedicated to ensuring your safety and security and will be willing to answer any of your questions.

What about weather?

Weather can affect your flight plans when chartering just as it can affect airline schedules.

The FAA has many regulations concerning weather, types of aircraft, and pilot capabilities.

Some aircraft are equipped with various optional equipment that allow operation in complex weather, such as icing conditions or heavy rain showers.

The company you select can explain the limitations of the aircraft and the company's authorizations. The pilot will not fly an aircraft if the weather conditions do not meet safety standards. Always trust the decision of your professional pilot when it comes to weather and flight safety.

How can I avoid any problems?

Do some checking.

Every charter operator must have a certificate from the FAA showing that his or her operation meets or exceeds the agency's standards for aircraft maintenance, management control and oversight of its crew's training, flight time and health. Your safety depends on flying with a legally certified air taxi operator; never fly with an operator who does not appear to hold proper FAA certification. You may also wish to ask for verification of the type and limits of insurance coverage carried by the operator.

Your pilot must hold either a Commercial Pilot Certificate or an Air Transport Pilot Certificate issued by the FAA, just as his or her airline counterpart does. Every six months he or she undergoes a mandatory proficiency check-ride with an FAA inspector, who also verifies the pilot's knowledge of standard operating procedures and the aircraft he or she is flying – just like the airlines.

But before you charter an airplane, you may wish to exercise your right to contact your regional FAA office and request verification that the charter operation is certified for the trip you're planning. The telephone number is easily found on the FAA's Web page at http://www.faa.gov/about/office_org/field_offices/fsdo/.

Or, just ask your selected charter company. Most are pleased to deal with an educated consumer and are proud of their safety record. They can provide you with the certificate number and the phone number of the FAA inspector responsible for overseeing operations.

If a charter company is unwilling or reluctant to provide answers to questions about their certificate and authorized operations, or does not want you to contact the FAA for verification, you would be wise to consider another company to fill your travel requirements.

What about the ground facilities?

They will vary from airport to airport.

The smaller airports will often have many of the accommodations of major airports – waiting areas, restrooms and telephones to name a few. Many of these facilities, known as fixed base operators (FBOs), provide complimentary airport-to-town transportation. Also, it is very likely that your charter company can prearrange ground transportation to be waiting for you upon your arrival. Charter companies are also excellent resources for obtaining your preferred lodging if your trip necessitates hotel accommodations.

What these smaller facilities may lack in size, they make up for in warm hospitality. With few exceptions, people in aviation are there by choice: They like what they're doing and their enthusiasm sparks a cordial atmosphere.

There are two primary benefits to choosing a smaller airport: avoiding the delays and hassles so often found at the major airline hubs and landing at an airport close to your ground destination.

Can I make my connections with airlines if necessary?

Occasionally, passengers in towns without airline service decide to charter an aircraft to connect more easily with an airline flight. This is possible. However, due to security, airports and airline service are divided into separate general aviation (including charter) and airline areas. But at most of these airports, courtesy cars are provided to drive you to the airline terminal. Inform your charter company that you will be making an airline connection, and they can make the necessary arrangements.

So what makes charter smarter?

The **advantages**.

The advantage of saved time.

You can fly in or leave whenever you like – without having to depend on the airlines' schedules or without the long hours on the road. You can go where you need to, get your business done and come back when you want.

This means saving money on food, lodging and car rental.

It could also mean spending more valuable time with your client or your family.

The advantage of convenience.

Over half of all airline flights connect with only the 20 busiest airports in the U.S.

With charter, you have direct access to all of these major airports – plus some 5,500 airports in small communities that the airlines don't reach.

With a chartered aircraft, you can often land whenever and wherever you want – usually much closer to your destination. You can avoid the large, crowded airline hubs.

You can even have a car waiting for you when you land.

You can choose your traveling companions.

This means converting wasted travel time into useful study or preparation time.

Just think of what you could accomplish with everyone together in your own private work area.

And, you can take along extra people and equipment – at no extra cost.

The advantage of security.

You can be assured of corporate and personal security when traveling via air charter.

Only those persons known to you and authorized by you will be on the aircraft.

Your charter company will maintain your security by preventing public disclosure of your flight plans and by complying with the strict safety and security mandates imposed and monitored by the federal government.

Your personal peace of mind and satisfaction is the charter company's key goal during your charter experience.

The advantage of knowing.

Now that we've let you in on our little secret, you're beginning to see the advantage of charter — the advantage that means spending more time in front of your clients and less time getting there.

Once you try it, you'll see for yourself how smart charter can be.

You'll probably wish you'd known about it sooner.

Glossary

Aeromedical Services

According to the Association of Air Medical Services (AAMS), approximately 270 organizations in the United States are engaged in the airlifting of seriously ill or injured people to hospitals for emergency care. This number includes hospitals, which operate their own air medevac service, and operators not affiliated with a medical facility.

Air Tour Operators

In certain very scenic parts of the United States, sightseeing flights are an important part of the tourist industry. An air tour operator is an individual or company that flies sightseeing trips on at least a part-time basis. In the United States, the air-tour business is concentrated mainly in Alaska, particularly around Denali National Park, and the Grand Canyon and at two locations in Hawaii: Haleakala National Park on Maui and Hawaii Volcanoes National Park on the Island of Hawaii. While the Grand Canyon and Alaska operations include about a 50-50 mix of fixed-wing aircraft and helicopters, air tours in Hawaii are almost exclusively done by helicopter.

Airway Distance

The actual (as opposed to straight-line) distance flown by an aircraft between two points, after deviations required by air traffic control and navigation along prepublished routes. The difference between this and straight-line distance will vary throughout the country.

Block Rates

A lower "contract rate" for scheduling significant amounts of charter time in advance on a prearranged agreement.

Block Speed

The average speed over a specific distance, "block-to-block" or "door-to-door" with respect to the airport gate.

Cabin-Class Twin

The heavier piston-twin airplanes that have a separate passenger section.

Certificate

FAA-issued license to carry passengers for hire.

Corporate Jets

Jets also use a turbine engine but jet propulsion is derived not from a propeller, but from the hot gases forced from the back of the engine. Although the jet is more costly, typical small jets can reach speeds of up to 400 mph and have a range of 1,000 miles. Medium-sized jets can reach speeds of more than 500 mph with a range of up to 2,000 miles. Large jets are capable of speeds more than 500 mph and can have a range of greater than 7,000 miles. Passenger capacity is typically fewer than 18, but larger jets may be configured for up to 30 passengers. Some models may have a satellite phone, fax and Internet, sofas, private bedrooms, or even a shower, but nearly all will have a private lavatory and many have a cooking galley.

Cruise Speed

The normal speed attained at altitude once the aircraft is in level flight at its cruising altitude.

Cruise Range

The distance an airplane may fly at cruise speed.

Duty Time

That portion of the day when a crew member is on duty in any capacity (not just airborne.)

This can be a constraint on long day-trips, as there are FAA-imposed limits on the amount of time allowed on duty.

FBO Fixed Base Operator

By definition at a permanent location, this is a vendor of aircraft services such as maintenance, fuel, flight instruction, aircraft sales, and charter.

Flight Time

That portion of the trip actually spent in the air. For billing purposes, this definition is generally strict and applies from the moment of liftoff to the moment of touchdown.

General Aviation

That portion of aviation other than military or the scheduled airlines. Commercial nonscheduled operations (like charter); corporate flight operations and private aviation are the most conspicuous members of this group.

Helicopters

Most charter helicopters are powered by a turbine engine and can travel at 150 to 180 mph. Although some have a tremendous range, most helicopters are chartered for very short distances. The passenger capacity of a helicopter can be as high as 14 passengers but normally is about three or four people.

IFR

Instrument Flight Rules (flight in low visibility).

Jet Airplanes

Jets are powered by a kerosene-fueled engine. They differ from turboprops in that their propulsion is derived not from a propeller, but from the hot gases forced from the back of the engine.

Knot

Nautical miles. The equivalent of 1.15 mph. Standard measurement of speed in aviation and marine operations. Abbreviated as kts.

Layover

A night spent in the middle of the trip in a city other than home base for the aircraft and crew.

Minimum Daily Usage

Most charter operators have a minimum daily usage for their aircraft. If the logistics of your flight do not meet these minimums, there may be a charge to satisfy the minimums.

Nautical Mile

The equivalent of 1.15 statute, or standard, miles. The standard measurement in marine and aviation operations. Abbreviated as nm.

On-Demand Air Cargo Operations

The on-demand air charter sector, while primarily associated with passenger transportation services, is also involved in cargo movements. Most of the aircraft used in the U.S. on-demand cargo fleet were originally delivered as utility aircraft, operating in passenger, freight, or combination passenger-freight roles.

Payload

The weight of cargo and passengers an aircraft is capable of carrying with full fuel.

Positioning

Ferrying an aircraft for departure from other than the originating airport. (Also for return.)

Range

The distance capability of an aircraft, usually with a specific amount of reserve fuel.

Single-Engine Piston Aircraft

These are airplanes powered by one piston-driven engine. The piston single can usually seat up to nine passengers and is capable of speeds from 115 to 180 mph, with a range of about 800 miles.

Stage Length

Distance of non-stop leg.

Taxi Time

That portion of the trip spent rolling between the gate, terminal or ramp and runway.

Turbine Engine

The turbine engine has no cylinders or pistons. Using kerosene as fuel, it operates by compressing air, igniting it, and using the hot exhaust gases to drive the turbine wheel. In turboprops, this power is used to turn the propeller. In jets, the gases are forced out the back of the engine and, in combination with the internal front fan, provide propulsion. This engine type allows for much greater speeds, longer ranges and higher altitudes.

Turboprop Aircraft

These airplanes are powered by a turbine engine (instead of a piston engine) that turns the propeller. The turboprop generally carries fewer than 18 passengers, but some are capable of carrying up to 30, at speeds of 260 to 350 mph. Flying range is up to 2,000 miles, nonstop. Most of these aircraft have a lavatory.

VFR

Visual Flight Rules (flight outside of any clouds).

Waiting Time

That time the chartered aircraft and crew must wait on the ground during any portion of the trip.

National Air Transportation Association

The National Air Transportation Association (NATA) is the voice of aviation business, representing the legislative, regulatory and business interests of its more than 2,000 members. NATA also provides education, services and benefits to strengthen the economic success of its members.

For more information, visit <http://www.nata.aero>

Air Charter Safety Foundation

The Air Charter Safety Foundation is a non-profit organization that strives to improve the safety of air charter and fractional ownership operations worldwide.

For more information, visit <http://www.acsf.aero>

Magellan Jets

Magellan Jets is a charter broker and membership company founded in 2008. They are the first Air Charter Safety Foundation approved broker.

For more information, visit <http://www.magellanjets.com>



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Aside from utilizing information provided by our 3rd party safety auditing partners, Magellan Jets Flight Support and Compliance Team also provides another layer of due diligence when carefully selecting and approving aircraft and flight crews to meet our requirements. **Made up of professional pilots, Compliance is responsible for carefully evaluating everything from DO85's, Insurance, aircraft quality, incidents, customer feedback and operational knowledge of our providers.** They are also pleased to work with your corporate flight department for any additional information or company requirements.

Magellan Jets does not own or operate aircraft, instead, we recommend the best positioned aircraft on each and every trip that our clients take. We take great pride in providing the best value to our clients using technology to locate the right aircraft from Magellan Jets Preferred Network (MJPN). All approved vendors in our network are FAA Part 135 air taxi operators, and are also required to adhere to safety requirements set forth by Wyvern and/or ARG/US, the leading 3rd party safety auditing firms in the country. Providing the safest and most experienced aircraft and flight crews in the private aviation industry, while providing competitive rates, is what sets Magellan Jets apart from the competition.