PALM BEACH JETS
AVIATION ADVISORY & MANAGEMENT

CHARTER ADVISORY
ILLUSTRATIVE EXAMPLE, NOT A QUOTE

Illustrative example, not a quote

Example: three charter options for one trip

This invented example shows the points Palm Beach Jets compares when weighing options for one trip, so the choice rests on the aircraft, the operator, the complete price and the terms, not only the headline number. No operator, aircraft registration (tail number) or client in it is real.

The trip (illustrative requirements)

ROUTE
Palm Beach (DJT) to Teterboro (TEB), about 900 nautical miles great-circle

PASSENGERS
5 adults and 1 small dog in the cabin

BAGGAGE
5 large bags and 2 golf bags

SCHEDULE
Friday morning out, Sunday evening return

REQUESTS
Wi-Fi and light catering

The options side by side

Stated the proposal answers the point in writing. **Confirm** it must still be confirmed in writing. **Gap** a gap or a term to resolve before any deposit.

What we compare	Option A Super-midsize jet	Option B Midsize jet	Option C Light jet
AIRCRAFT SUITABILITY			
Passengers and dog in the cabin	**Stated** Seating for 5 and the dog confirmed in the written configuration	**Confirm** Seating for 5 confirmed; pet policy to be confirmed in writing	**Gap** Seating for 5 possible in some layouts; cabin space for the dog not stated
Baggage (5 large bags, 2 golf bags)	**Stated** Fits, per the operator's written confirmation	**Confirm** Expected to fit; operator to confirm with the golf bags	**Gap** Baggage is the likely constraint for this load; not confirmed
Range for this leg at this load	**Stated** Nonstop, per the operator	**Confirm** Nonstop expected; operator to confirm with full baggage and seasonal winds	**Gap** A fuel stop may be needed; not addressed in the proposal
Runways at DJT and TEB	Operator confirms performance for the day of travel	Operator confirms performance for the day of travel	Operator confirms performance for the day of travel
OPERATOR INFORMATION			
Direct air carrier (certificate holder)	**Stated** Operator 1, FAA Part 135 certificate holder, named in the proposal	**Stated** Operator 2, FAA Part 135 certificate holder, named in the proposal	**Gap** Not identified

What we compare	Option A Super-midsize jet	Option B Midsize jet	Option C Light jet
Make, model and tail number	Stated Make, model and tail number stated	Confirm Make and model stated; tail number to be assigned before departure	Gap Category only
Third-party safety audits and trip information	Stated Current third-party audit stated; trip-specific operator, aircraft and pilot report requested	Confirm Audit stated; supporting documentation requested	Gap None provided
Aircraft location	Based near Palm Beach; no positioning leg	Based elsewhere; positioning legs included in the proposal	Gap Not stated
ITINERARY REQUIREMENTS			
Return plan (two days on the ground)	Aircraft and crew wait in the New York area for the return	Aircraft returns to base and repositions for the return leg	Gap Outbound only; return to be quoted separately
Wi-Fi and catering	As requested, included	Confirm Wi-Fi available; catering quoted separately	Gap Not stated
COMPLETE TRIP PRICE: WHAT EACH TOTAL INCLUDES			
Aircraft charge for the passenger legs	In the quoted total	In the quoted total	Gap The only item in the headline figure
Positioning legs	Not applicable (aircraft based locally)	In the quoted total	Gap Not stated
Daily minimum or waiting time	In the quoted total	Not applicable (aircraft leaves between legs)	Gap Not stated
Crew overnight expenses	Two nights, in the quoted total	Not applicable	Gap Not stated
Airport landing, handling and parking fees	In the quoted total	In the quoted total	Gap Excluded; billed after the trip
Deicing, if required	Billed at cost after the trip	Billed at cost after the trip	Gap Not stated
Catering, Wi-Fi and other requested extras	In the quoted total	Confirm Wi-Fi in the quoted total; catering quoted separately	Gap Not stated
Federal excise tax (7.5%) and domestic segment fees	In the quoted total	In the quoted total	Gap Excluded
Card, payment-processing or other added fees	Stated None added; stated in the proposal	Confirm Card fee if paid by card	Gap Not stated
What the quoted total covers	Stated Every price item except deicing, which is billed at cost if required	Confirm Every price item except deicing, catering and any card fee	Gap The aircraft charge only; taxes, fees and the return are not included

What we compare	Option A Super-midsize jet	Option B Midsize jet	Option C Light jet
KEY TERMS			
Cancellation	Charges rise in stages as departure approaches; schedule in the agreement	Staged schedule in the agreement	Gap Nonrefundable once paid
Aircraft substitution	Same or higher category; client approval required; operator named	Same category, possibly another operator; client may decline and be refunded	Gap Any aircraft or operator, without client approval
Payment	After a signed agreement, to the contracting party named in it; instructions verified by phone	After a signed agreement, to the contracting party named in it; instructions verified by phone	Gap Immediate wire requested before documents are complete
Quote validity	Subject to aircraft availability; the aircraft is held only on the terms the signed charter agreement states	Subject to aircraft availability; the aircraft is held only on the terms the signed charter agreement states	Gap Not stated

The example deliberately shows no prices. It shows how each total is built, so that totals can be compared on the same basis. For an indicative planning estimate for your own route, use our charter cost estimator at palmbeachjets.net/charter-cost-estimator.

What this example shows

- Option C cannot be compared fairly yet. The operator, the aircraft, the taxes and fees and the return are not stated, so a lower headline figure would not describe the same trip.
- Option A meets the stated requirements in this example. Option B remains a candidate once the pet policy, baggage fit and nonstop performance are confirmed in writing; then compare the complete totals and the waiting, repositioning and substitution terms.
- A lower total is not automatically the weaker or the stronger option. The terms decide what happens if plans or the aircraft change.

Resolve before any deposit

- Who is the direct air carrier, and who holds operational control?
- Is every total on the same all-in basis, including taxes and fees?
- When will the tail number be confirmed, and can it change without your approval?
- When do cancellation charges begin, and how do they increase?
- Do the agreement, invoice and payment recipient name the same parties? Verify payment instructions by phone through a known number.

Illustrative example, not a quote. It is not an offer, a price indication or a statement about any operator. Palm Beach Jets is an independent private aviation advisory firm and does not operate aircraft. Flights are performed by properly certificated third-party operators, which hold operational control.

Sources: Palm Beach Jets, How to compare private jet charter quotes (palmbeachjets.net/insights/how-to-compare-private-jet-charter-quotes); Federal excise tax on domestic passenger air transportation, 26 U.S.C. 4261 (IRS); Air charter broker disclosures, 14 CFR 295.24; DJT to TEB great-circle distance: 902 nautical miles. Prepared 2026-10-28. More at palmbeachjets.net/private-jet-charter.