UNDERSTANDING OUR AIRCRAFT GUIDE

here's how we decided which aircraft to include in the tables on the following pages

MAINTAINED PROPERLY, upgraded when required to comply with changing regulations, modified with more capable avionics in the cockpit, repainted outside, refurbished inside, and sometimes even equipped with newer, more powerful, energy-efficient engines, a business aircraft can fly safely and effectively for 30 or 40 years or more. Meanwhile, aircraft manufacturers constantly refine and improve their current production models and create new examples to better serve their customers. So it is not hard to understand why there are literally hundreds of business aircraft models flying today.

Ideally, we would have liked to include all of them in this first **BJT Buyers' Guide**. It did not take us long, however, to determine that we would reach the point of diminishing returns with many older models as their numbers decrease and interest in them for regular business and private flying wanes. Of course, like antique warbirds, many of these

TERMS USED IN THE TABLES

GENERAL SPECIFICATIONS

USED PRICES

Airplane and some helicopter selling prices are based on the latest available edition of the *Aircraft Bluebook Price Digest*. Additional helicopter pricing data is from *HeliValues*.

TYPICAL CREW/PASSENGER SEATING

This is the typical crew and passenger seating on the aircraft, not the maximum certified seats. These numbers may vary for different operations (corporate, commercial, EMS, etc.). Maximum number of passengers are as certified.

CABIN DIMENSIONS

Cabin height, width and length are based on a completed interior. On "cabin-class" aircraft, the length is measured from the cockpit divider to the aft pressure bulkhead (or aft cabin bulkhead, if unpressurized). For small-cabin aircraft, the distance is from the cockpit firewall to the aft bulkhead. Height and width are the maximum within that cabin space. Cabin volume is the interior volume, with headliner in place, without chairs or other furnishings.

WEIGHTS

Maximum takeoff weight is specified during aircraft certification. Fuel capacity is in gallons based on 6.7 pounds per gallon (jet fuel). Maximum payload with full fuel is the useful load minus the usable fuel. The useful load is based on the maximum ramp weight minus the basic operating weight.

PRODUCTION STARTED/ENDED

Year of the first delivery to the year of the last serial number delivery.

NUMBER BUILT

Total number produced, which may include converted aircraft.

really old business aircraft will continue to fly for decades to come and maybe even increase in value. But few of them will be of much interest to buyers looking for aircraft for day-to-day transportation.

Like new cars driven off a dealer's lot, new airplanes technically become used (or preowned) as soon as the first owner departs from the manufacturer's delivery center. For various reasons, however, 10 years after an aircraft's production date is generally considered the milestone separating "newer" used business aircraft from "older" ones. So in deciding which aircraft to cover, we thought to go a bit past this 10-year mark and provide information on all business airplanes and helicopters manufactured since 1993. This meant that our listing could include models manufactured well before that year, as long as they were still produced at least as recently as 1993. We figured this would be fine since the youngest of these models would be 15 years old and still of interest to many users. If a model were manufactured for many years before 1993, this would be OK, too, because a long production run is indicative of a successful aircraft. In addition, we added the new models that we could reasonably expect would be certified and go into production this year.

We then asked our friend David Wyndham at Conklin & de Decker, an aviation information and consulting firm, how many aircraft models fit our criteria. "More than 200" was his surprising reply. That would be still too many for this guide, we decided. Luckily, many models had relatively minor differences among them. So with some judicious decision-making, we culled the group to the approximately 100 jet, turboprop and helicopter models we feel are the most popular today.

Many thanks to David and others at Conklin & de Decker who provided the data for all the aircraft on the following pages. *–The Editors*

PERFORMANCE SPECIFICATIONS

JET and TURBOPROP RANGE

The maximum IFR range with all passenger seats occupied. This uses the NBAA IFR alternate fuel reserve calculation for a 200-nm alternate.

HELICOPTER RANGE

The maximum VFR range of the aircraft with all passenger seats occupied. This is used for all helicopters.

CRUISE SPEED

Max (ktas) is the maximum cruise speed at maximum continuous power. This is also commonly referred to as high-speed cruise. Normal cruise speed is the recommended cruise speed established by the manufacturer. This speed may be the same as maximum cruise speed.

SERVICE CEILING

For airplanes, this is the highest altitude at which a 100-fpm rate of climb is possible at maximum takeoff weight with all engines running. For helicopters, this is the maximum certified altitude for operation.

BALANCED FIELD LENGTH (BFL) – AIRPLANES ONLY

BFL is the distance obtained by determining the decision speed (V_1) at which the takeoff distance and the accelerate-stop distance are equal (fixed-wing multi-engine aircraft only). This is based on four passengers and maximum fuel on board (turbine aircraft). BFL is based on a dry level runway, no wind, NBAA IFR reserves and 86 degrees F.

LANDING DISTANCE – AIRPLANES ONLY

This is computed using the landing distance from 50 or 35 feet above the ground (depends on certification criteria) multiplied by 1.667. No credit is given for thrust reversers. Configuration is with four passengers and NBAA IFR fuel reserve on board.

All aircraft data provided to *Business Jet Traveler* by Conklin & De Decker, Orleans, Mass.