

Gulfstream III *Additional Information*

economics

(1983 Gulfstream III with hushkit)

HOURLY DIRECT OPERATING COSTS

- Fuel (\$6.86 per gal): \$3773
- Maintenance labor (at \$93 per hour): \$477.45
- Parts, airframe, engine, avionics: \$547.34
- Inspections, component overhauls, life limited parts: \$253.80
- Engine restoration: \$597.30
- Misc. expenses
 - Landing and parking fees: \$99
 - Crew expenses: \$290.58
 - Supplies & catering: \$153.30

TOTAL VARIABLE FLIGHT COSTS PER HOUR: \$6,269.13

Average speed: 428 knots

– Cost per nautical mile: \$14.65

ANNUAL FIXED OPERATING COSTS

- Crew salaries (estimates)
 - Captain: \$139,000
 - Copilot: \$90,000
 - Cabin attendant: \$84,000
 - Benefits: \$93,900
- Hangar rental (typical): \$69,400
- Insurance (insured hull value = \$3.1 million)
 - Hull (0.4% of value): \$12,400
 - Single limit liability: \$16,000
- Recurrent crew training: \$40,000
- Aircraft modernization (avg per year): \$75,000
- Navigational chart service: \$15,000
- Refurbishing: \$113,400
- Computer maintenance program: \$9,000
- Aviation weather service (typical): \$700

TOTAL FIXED COST PER YEAR: \$757,801

ANNUAL BUDGET-BASED ON 175,000 NM

(Utilization: 409 hours)

– Variable cost: \$2,564,074

– Fixed cost: \$757,801

TOTAL FIXED COST (WITHOUT DEPRECIATION): \$3,321,875

– Per hour: \$8,122

– Per nautical mile: \$18.98

– Per seat nautical mile: \$1.58

Total cost (without depreciation): \$3,321,875

– Book depreciation (10% per year): \$310,000

TOTAL COST (WITH BOOK DEPRECIATION): \$3,631,875

– Per hour: \$8,880

– Per nautical mile: \$20.75

– Per seat nautical mile: \$1.73

Total cost (without depreciation): \$3,321,875

– Market depreciation: \$124,000

TOTAL COST (WITH MARKET DEPRECIATION): \$3,445,875

– Per hour: \$8,425

– Per nautical mile: \$19.69

– Per nautical seat mile: \$1.64

Source: Conklin & de Decker, Orleans, Mass.

specifications

(1983 Gulfstream III with hushkit)

CABIN DIMENSIONS

- Height: 6.1 ft
- Width: 7.3 ft
- Length: 41.3 ft
- Volume: 1,345 cu ft
- Door height: 3.73 ft
- Door width: 3.18 ft

BAGGAGE:

- Internal: 157 cu ft

TYPICAL SEATS CREW/PASSENGERS: 2/12

MAXIMUM WEIGHTS

- Takeoff: 69,700 lb
- Basic operating: 40,020 lb
- Usable fuel: 28,090 lb
- Maximum payload: 3,980 lb
- Payload with full fuel: 2,090 lb

performance

(1983 Gulfstream III with hushkit)

RANGE

- Seats full: 3,180 nm
- Ferry range: 3,500 nm

RATE OF CLIMB

- 4,210 fpm
- One engine not operating: 1,470 fpm

CRUISE SPEED

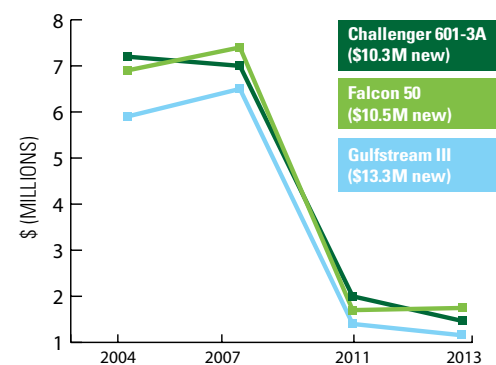
- Max: 500 kt
- Long range: 427 kt

SERVICE CEILING

- Both engines (max): 45,000 ft
- One engine: 27,000 ft

Source: Conklin & de Decker, Orleans, Mass.

FAIR MARKET VALUE price comparison of competitive 1983 models



Source: Vref Publications

GULFSTREAM III COMPARED WITH OTHER AIRCRAFT

Model	First year produced	Variable cost/hour	Seats exec/max	Range (nm)	Normal cruise (kt)	Max takeoff weight (lb)
Gulfstream III (hushkit)	1980	\$6,269	12/19	3,466	478	69,700
Falcon 50	1980	\$4,489	9/19	3,130	431	38,320
Challenger 601-1A	1983	\$4,982	9/19	3,289	443	43,100

Assumptions: Aircraft are 1983 models. Jet fuel \$6.86/gal; variable cost: fuel plus maintenance reserves; four passengers; NBAA IFR 200 nm reserve fuel; passenger weight 200 lb includes baggage; two pilots.

Cost source: Conklin & de Decker Life Cycle Cost

Performance source: Conklin & de Decker Aircraft Performance Comparator, Orleans, Mass.



SUPPORT & SERVICE | GULFSTREAM AND COMPETITORS

Model	Overall Average 2012	Overall Average 2011	Authorized Service Centers	Factory Service Centers	Parts Availability	Cost of Parts	Aircraft on the Ground Response	Warranty Fulfillment	Technical Manuals	Technical Reps	Aircraft Reliability
Bombardier Challenger	7.7	7.1	7.7	6.7	8.0	6.1	7.9	7.3	8.0	8.4	8.5
Dassault Falcon	7.4	7.3	7.6	6.6	7.9	5.7	7.7	7.5	6.7	7.8	8.7
Gulfstream (GII-550)	8.2	7.9	8.0	7.8	8.3	5.8	8.6	7.9	8.5	8.8	9.0

Source: Aviation International News 2012 Product Support Survey

Rating scale – 1 to 10: 1-inadequate; 3-poor; 5.5-average; 8-good; 10-excellent.

Cost source: Conklin & de Decker Life Cycle Cost

Performance source: Conklin & de Decker Aircraft Performance Comparator, Orleans, Mass.