Gulfstream III  Additional Information

**Economics**

(1983 Gulfstream III with hushkit)

**Hourly Direct Operating Costs**
- Fuel ($6.86 per gal): $3773
- Maintenance labor (at $35 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
  - Co-pilot: $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**

- 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

Source: Conklin & de Decker, Orleans, Mass.

**Fair Market Value**

Price comparison of competitive 1983 models

<table>
<thead>
<tr>
<th>Model</th>
<th>Year Produced</th>
<th>Variable Cost/hour</th>
<th>Seats (max)</th>
<th>Range (nm)</th>
<th>Normal Cruise (kt)</th>
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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

**Gulfstream III Compared with Other Aircraft**

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**Specifications**

(1983 Gulfstream III with hushkit)

**Cabin Dimensions**
- Height: 6.1 ft
- Width: 7.3 ft
- Length: 41.3 ft
- Volume: 1,245 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

Source: Conklin & de Decker, Orleans, Mass.

**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.

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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 seat nautical mile: $1.64

Source: Conklin & de Decker, Orleans, Mass.

**Support & Service | Gulfstream and Competitors**

<table>
<thead>
<tr>
<th>Model</th>
<th>Overall Average 2012</th>
<th>Overall Average 2011</th>
<th>Authorized Service Centers</th>
<th>Factory Service Centers</th>
<th>Parts Availability</th>
<th>Cost of Parts</th>
<th>Aircraft on the Ground Response</th>
<th>Warranty Fulfillment</th>
<th>Technical Manuals</th>
<th>Technical Reps</th>
<th>Aircraft Reliability</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bombardier Challenger</td>
<td>7.7</td>
<td>7.1</td>
<td>7.7</td>
<td>6.7</td>
<td>8.0</td>
<td>6.1</td>
<td>7.9</td>
<td>7.3</td>
<td>8.0</td>
<td>8.4</td>
<td>8.5</td>
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<tr>
<td>Dassault Falcon</td>
<td>7.4</td>
<td>7.3</td>
<td>7.6</td>
<td>6.6</td>
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<td>5.7</td>
<td>7.7</td>
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<td>6.7</td>
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<td>8.7</td>
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<tr>
<td>Gulfstream (G-550)</td>
<td>8.2</td>
<td>7.9</td>
<td>8.0</td>
<td>7.8</td>
<td>8.3</td>
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Source: Aviation 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