

***Super*
KING AIR 350**

	Super King Air 350	Citation V
Man Hours/Flight Hour	1.17	1.34
Labor Rate/Hour	\$ 50.00	\$ 50.00
Total/Flight Hour	\$ 58.50	\$ 67.00
Parts	\$ 94.20	\$ 83.38
Accruals		
Engine	\$ 113.40	\$ 174.10
Propeller	\$ 6.54	\$ N/A
Thrust Reversers	\$ N/A	\$ 8.00
Total Cost Per Flight Hour	\$ 272.64	\$ 332.48
300 Nautical Mile Trip:		
Maintenance	\$ 295.36	\$ 277.07
Fuel	\$ 252.34	\$ 349.05
Total for Trip	\$ 547.70	\$ 626.12
Total per Nautical Mile	\$ 1.83	\$ 2.09
600 Nautical Mile Trip:		
Maintenance	\$ 568.00	\$ 526.43
Fuel	\$ 426.96	\$ 565.50
Total for Trip	\$ 994.96	\$ 1091.93
Total per Nautical Mile	\$ 1.66	\$ 1.82

Sources:

Super King Air 350

1. Maintenance & parts, BMP records for KA300/350 series aircraft, May 1991. Increase adjustment, 5% for 1992 values.
2. Propeller accrual, BMP records, May 1991. Increase adjustment, 5% for 1992 values.
3. Engine accrual, Pratt & Whitney Eagle Service Plan, 1992

Citation V

1. Maintenance & Parts, **Guide to Operating Economics**, Cessna Aircraft Corporation, March 1990. Increase adjustment, 10% for 1992 values.
2. Thrust reverser accrual, **Aircraft Cost Evaluator**, Conklin and deDecker Associates, Inc., January 1992.
3. Engine accrual, Pratt & Whitney Eagle Service Plan, 1992

Fuel Prices:

Aviation Performance Services, Austin, Texas, Published in **Business & Commercial Aviation Magazine**, Apr. 92, Pg. 40.

Trip Information:

Business & Commercial Aviation 1991 Planning & Purchasing Handbook, May 1991.

2.

“The Citation V is easier to fly. It is so uncomplicated that it’s been certified by the FAA for single-pilot operation.”

It is true that the Citation V is now allowed to be operated by a single-pilot if he or she has earned a waiver to the certification status of the airplane. It is clearly **not** true that the Citation V is easier to fly if one measures “easy to fly” by the amount of flight experience, training required, and airplane limitations for a particular airplane type.

In order to qualify for a single-pilot waiver in a Citation V, the pilot must have the following experience and training:

- 500 hours of turbojet flight time
- 10 day initial training course & flight check
- 6 day initial “single-pilot” training course & flight check

Then, on an annual basis the pilot must complete the following:

- 5 day recurrent “single-pilot” training course & flight check

Importantly, this training is required by Federal Aviation Regulations due to the certification basis of the airplane. The pilot actually earns a waiver of the certification status for the airplane, unlike the 350 that is actually certified as a single-pilot airplane. In addition, the Citation V must also have the following items operative prior to flight:

- Autopilot/flight director system
- Satisfactory preflight test of the autopilot system
- Boom-mounted microphone

By comparison, all that must be done to be single-pilot type rated in the Super King Air 350 is:

- Fly a flight check with FAA or a designated examiner

There are actually **no** requirements for specific training for the Super King Air 350. No initial requirements nor annual requirements. There are no minimum experience requirements or other airplane specific requirements. The pilot must have a headset and boom-mounted microphone. That’s it! The airplane was **certified** for single-pilot operation the day it was type certified.

Beech highly recommends the Flight Safety King Air courses and actually includes the initial training for two pilots training to a type rating in the purchase price of the airplane, although the course is not actually required by the FAA.

For further comparison purposes, here are the associated Flight Safety International training costs. Remember that Citation V training is required, Super King Air 350 training is not!

	King Air 350	Citation V- Single Pilot	Difference
Initial Pilot		\$ 10,350	
Initial Single- Pilot	\$ <u>10,350</u>	<u>9,125</u>	
Initial Total	10,350	19,475	\$ <u>9,125</u>
Recurrent Single- Pilot	<u>6,850</u>	<u>8,675</u>	
Recurrent Total	\$ 6,850	\$ 8,675	\$ <u>1,825</u>

Note: These costs include only ground school and simulator time and do not account for airplane costs.

Looking at ease of flying from another standpoint, there is a strong correlation between an airplane's safety record and its handling qualities. Provided the two competitive aircraft are utilized in similar roles, their respective safety records provide excellent insight with regard to their individual handling qualities. For many years, it has been accepted by both civilian and military regulating authorities that good handling qualities result in safer airplanes. Safety is the very foundation on which all the certification regulations are based.

As discussed in response to Item No. 10, the Super King Air fleet has a safety record approximately twice as good as the Citation I/II's. This says a lot about just how easy it is to operate a Super King Air 350 as compared to the Citation V in the every day "real world" of corporate aviation.

Throughout its long history as a leader in the design and manufacturing of aircraft for both civilian and military customers, Beech Aircraft Corporation has earned the reputation for building airplanes which provide excellent performance, ease of operation, reliability and quality. Airplanes such as the Staggerwing, Twin Beech and Bonanza set the standards of excellence. Those traditions have been followed by the entire King Air series.

The Super King Air 350 lineage can be traced back to the Super King Air 200, 100 and 90. The Super King Air 200, with its new T-tail, was certified only after extensive analysis, wind tunnel testing and flight testing. To confirm our analysis, we had Lockheed Corporation, who had extensive experience in T-tail design and testing, double check our numbers. Our figures were right on target.

The first Super King Air 200 prototype underwent a number of changes to enhance its handling qualities, many of which were not required to meet the certification requirements, but to make the airplane more pleasant to fly -- a Beechcraft tradition. The excellent reputation of the King Air as a "pilot's airplane" is well known in both the civilian and military aviation community.

The commitment to excellent handling qualities was continued on the Super King Air 300 development program when further refinements were made to the flight control system and again when the 350 was developed. Considerable attention has been directed to providing the Super King Air 350 with what the test pilot calls "flight control harmony".

3.

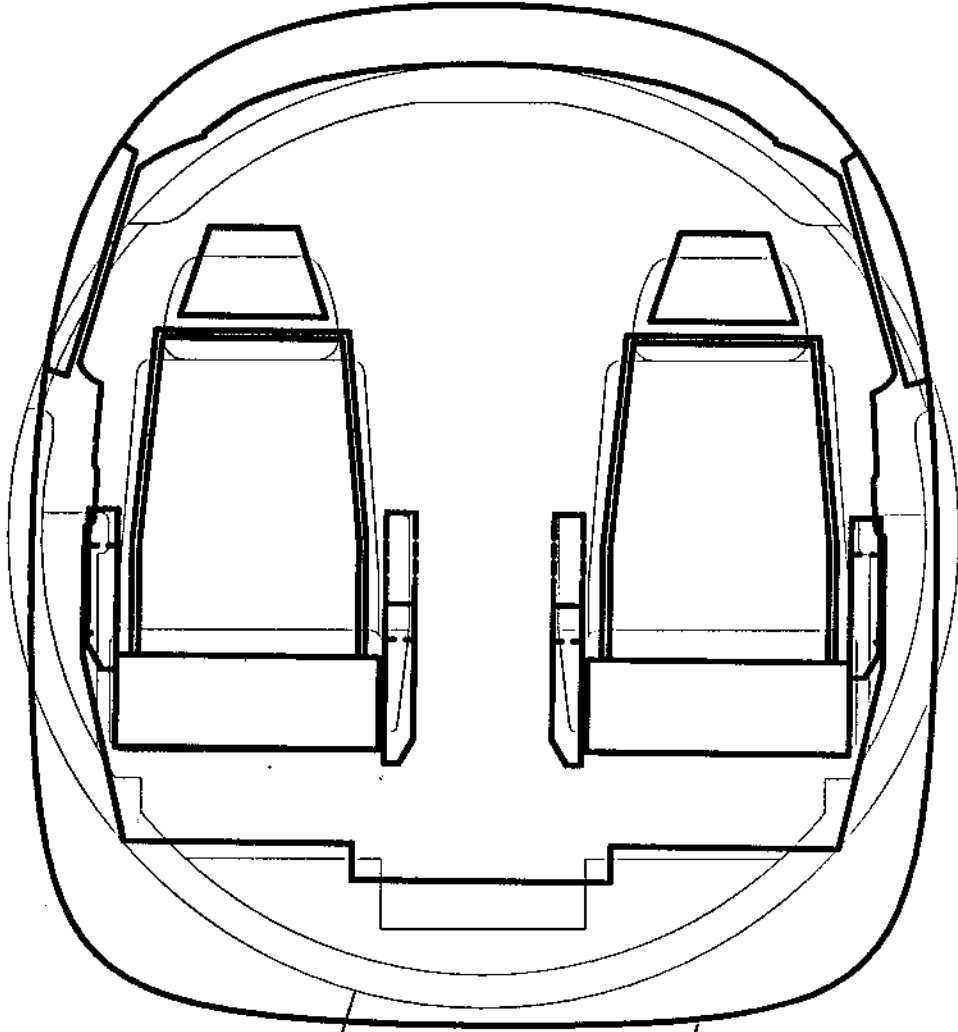
"The Citation V cabin is more spacious. The roomy seating area is wider and longer than the King Air. And it's far quieter."

While it is true that the standard seating area of the Citation V is wider and longer than the 350's, this simplistic approach doesn't tell the real story. The Citation is wider due to its circular shape, but as shown in the cabin cross-section overlay drawing Figure 1, it has less head and shoulder room. Therefore, it is more appropriate to use cabin volume as a true point of comparison. The table below clearly shows the truth.

Furthermore, the comfort of the "squared oval" Super King Air cabin is renown and acknowledged by virtually everyone in the industry. The beauty of the Super King Air 350 is its 34" cabin stretch from the earlier Model 300.

	SKA 350	Citation V
Cabin Volume		
Cockpit partition to aft of lavatory/toilet area	304 cu. ft.	290 cu. ft.
Cockpit Volume		
Forward pressure bulkhead to cockpit partition	85 cu. ft.	80 cu. ft.
Total Internal Volume	389 cu. ft.	370 cu. ft.

Note: The internal volume number for the 350 does not include the airplane's 53.5 cu. ft. internal, heated, pressurized and in-flight accessible baggage area!

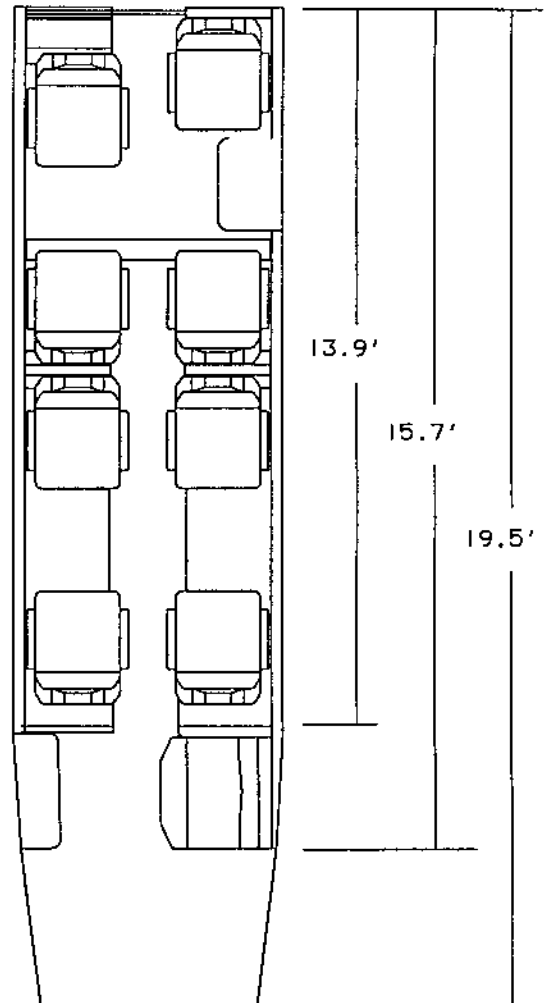
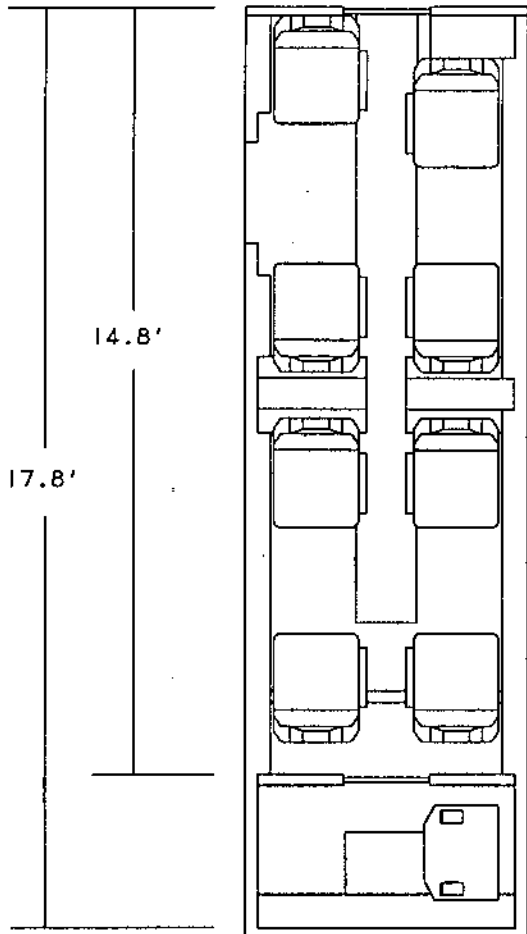
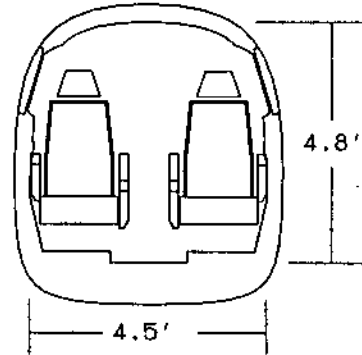
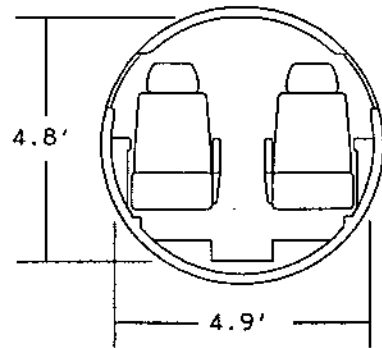


**SUPER
KING AIR 350**

CITATION V

CITATION V

SUPER KING AIR 350



4.

"The Citation V can use shorter runways. And in high/hot conditions, the Citation V takeoff advantage is even greater."

Because of FAR Part 23 certification requirements, this is true. The Citation V is certified to FAR Part 25. The Super King Air 350 is certified to FAR Part 23 through Amendment 34. The main difference in the certification rules pertaining to takeoff performance is the speed that must be accelerated to prior to V_1 (decision speed).

A quick review is in order. The takeoff field length for both airplanes are defined basically the same. Take-off field length is:

The minimum runway length required for departure. This distance is the longest of:

- a. The distance to accelerate and recognize an engine failure at V_1 , accelerate to and rotate at V_R , then climb and accelerate in order to achieve V_2 at 35 feet above the runway, or
- b. The distance to accelerate and recognize an engine failure at V_1 and bring the airplane to a stop, or
- c. The all-engine-operating distance to accelerate to and rotate at V_R , then climb and accelerate in order to achieve V_{35} at 35 feet above the runway, increased by 15%.

Recall the following definitions:

- V_1 Take-off decision speed
- V_2 Take-off safety speed at 35 feet AGL assuming an engine failure at V_1
- V_{35} Take-off safety speed at 35 feet AGL with both engines operating
- V_R Rotation speed
- V_{s1} Stall speed in a specified configuration
- V_{mca} Air minimum control speed is the minimum flight speed at which the airplane is directionally controllable in the air with one engine operating.
- V_{mcg} Ground minimum control speed is the minimum speed at which the airplane is directionally controllable on the ground with one engine operating.
- V_{ef} Engine failure speed

The following table outlines how these speeds are used to determine performance:

	Part 23	Part 25
Minimum V_1	$1.1 V_{S1}$ or $1.1 V_{mca}$	$V_{ef} \geq V_{mca}$ and $V_1 \geq V_{ef} + \text{Recognition time speed gain}$
Minimum V_R	$V_R \geq V_1$	$V_R \geq V_1, V_R \geq 1.05 V_{mca}$
Minimum V_2	$1.2 V_{S1}$ or $1.1 V_{mca}$	$1.2 V_{S1}$ or $1.1 V_{mca}$

For the Super King Air 350, the engine failure is assumed to occur just prior to V_1 with recognition of the engine failure at V_1 . This occurs at $1.1 V_{S1}$ or $1.1 V_{mca}$, whichever is less. For the Citation V, the engine failure is allowed by regulation to occur at a different point -- that is at V_{mca} instead of at $1.1 V_{mca}$. The actual engine failure may occur at or above V_{mca} . The speed is normally set in an effort to optimize performance. Notwithstanding this, typically $1.1 V_{S1}$ or $1.1 V_{mca}$ will be higher than V_{mca} for a given airplane. This fact obviously requires that the 350 accelerate to a higher **proportion** of stall speed or V_{mc} prior to allowing the takeoff decision. These facts are part of the reason that the Citation V takeoff distance is 3160 ft. (as shown in the **Business & Commercial Aviation 1991 Handbook**), while that of the 350 is 3737 ft. The point here is that the certification requirements are in fact different for the two airplanes.

The Super King Air 350 is accelerate-stop limited for almost all ambient conditions. That is to say that accelerate-go and two-engine takeoff distances are almost always shorter than accelerate-stop. In light of the above, consider what determines the take-off field length for the 350: an acceleration to a higher proportional speed margin than required for the Citation V, followed immediately by a deceleration segment from that higher speed to a full stop. If we were allowed to use the same safety margins as the Citation V, and assuming V_{mca} is the same as or less than V_{mca} , we could recalculate performance for the 350 that would allow acceleration to a speed about 10% lower and a corresponding deceleration from a speed about 10% lower than today's values. This could be 10 knots or more of both acceleration and deceleration. When you are moving down the runway at 100 knots, a lot of runway goes by during a 10-knot acceleration followed by a 10-knot deceleration.

This discussion points about the fact that when comparing a Part 23, Amendment 34 airplane to a Part 25 airplane, you are not comparing apples to apples -- even though similar in some regard, the rules are different, the safety margins are different, and the procedures are different.

Although the runway performance may be slightly better for the Citation V, consider the payload. Using B/CA figures for BOW that include normally required crew, cabin stores and typical options, the following table shows the remarkable difference in payload capability of the two airplanes.

	Super King Air 350	Citation V Citation V
B/CA BOW	9,251	9,500
Max. Fuel	3,611	5,771
Payload	2,238*	829**
Ramp Weight	15,100	16,100
Taxi-Run-up-T/O Fuel	<u>100</u>	<u>200</u>
Takeoff Weight	15,000	15,900

* 350 payload includes 170 lbs./passenger + 30 lbs. baggage/passenger for each of the 10 seats available + 238 extra pounds of weight.

** Citation V payload includes 170 lbs./passenger + 30 lbs. baggage/passenger for only 4 of the 9 seats available + 29 extra pounds of weight. That is all that can be loaded.

The range of the two airplanes is nearly identical with full fuel so a full fuel comparison is a valid comparison. If we now assume that the 350 would carry exactly the same number of people as the Citation V would (829 lbs. total payload), the takeoff weight of the 350 is reduced by 1409 lbs. to 13,591 lbs. and the takeoff distance is reduced by 177 feet to 3,560 feet.

Conversely, if we want to load the Citation V the same way as the 350 -- first we would have to make sure we bought the optional 12,200 lb. Zero Fuel Weight option, then we would have to leave one person behind because the Citation V has only nine seats available. Next, we would have to leave 1209 lbs. of fuel behind and finally, we would have to land and refuel about 400 nm prior to the point where the 350 would land. All this to save a few hundred feet of required runway?

5.

"The Citation V is 120 knots faster. It completes a typical 600-mile mission nearly 30 minutes ahead of the King Air, saving an enormous amount of valuable time each year."

A comparison of performance figures for these two airplanes in the **Business and Commercial Aviation 1991 Planning and Purchasing Handbook** shows the Citation V to be exactly 116 knots faster than the 350 at optimum conditions (427 vs. 311 KTAS). Interestingly, the fuel flow for the Citation V to achieve that high speed cruise figure is 98% higher than the 350 (1526 vs. 772 pounds per hour). 98% higher fuel flow to go only 37% faster! Put in a real world perspective, on a more typical 300 nm business trip, the time difference between the two airplanes is only fifteen minutes (1:05 for the 350 and :50 for the Citation V).

What is the length of the typical or average business aviation mission?

Business & Commercial Aviation in August of 1990 published an Aircraft Utilization table which we have taken the following data from and compiled it into a more useful format.

Obviously, when these two groups are taken together, the combined average is a lot closer to the 300 nm example which we have consistently used in our comparisons than the 600 nm example that Cessna tries to push as the typical. Also, note the number for the Citations, it is nowhere near that 600 nm "typical" trip.

Turboprop & Light Jet Average Stage Lengths In Nautical Miles

Turboprops		Light Jets	
Aero Commander	251.5	Beech 400/400A	376.7
Beech King Air 90/100	262.3	Cessna Citations I, II, V	389.9
Beech King Air 200/300/350	288.0	Dassault Falcon 10, 100	450.0
Cessna Conquest	247.7	IAI Westwind 1/2	571.5
Fairchild Merlin	266.7	Learjet 20 Series	618.3
Mitsubishi MU-2	274.0	Learjet 30 Series	612.2
Piper Cheyennes	<u>266.3</u>	Mitsubishi Diamond IA	<u>452.8</u>
	1,856.5		3,471.7
	<u>÷ 7</u>		<u>÷ 7</u>
Average	265.2 NM	Average	495.9 NM

Combined Average $(265.2 + 495.9) \div 2 = 380.6$ NM

6.

"The Citation V climbs faster and cruises 2 miles higher. Above most weather and nearly all traffic."

It is true that the Citation V climbs faster than the Super King Air 350. It is a simple matter of physics. At typical climb speed, the Citation V has a total of about 4500 lbs. of thrust while the 350 has about 3500 lbs. of thrust (assumes climb speed of 250 KTS for Citation V and 170 KTS for the 350 at sea level, ISA, gross weight conditions). The Citation V has 29% more thrust while it weighs only 6% more than the 350 for the comparable conditions. The difference in power far overshadows the difference in weight. This additional climb rate does not come for free. The difference again is fuel flow. It takes more fuel to lift more weight at a greater climb rate. Fuel flow during the low altitude climb portion of the flight will be around 2200 PPH for the Citation V, whereas the 350's fuel flow will be approximately half of that at about 1100 PPH. Is all that extra fuel burn worth climbing at 953 FPM greater climb rate (3684 FPM vs. 2731 FPM)?

The 350 can takeoff at maximum gross weight and climb directly to its certified ceiling of 35,000 feet in approximately 32 minutes. Cruise at 35,000 feet is quite normal, easily achievable and puts the 350 above most weather. The Citation V cannot reach its certified ceiling of 45,000 feet after a gross weight takeoff. In fact, the Citation V can only climb about 7000 feet higher than the certified ceiling of the 350 in the same amount of time, and **it takes over two hours for the Citation V to reach its certified ceiling after a gross weight takeoff.**

Cruising two miles higher means at least 10,560 feet higher. If a Citation V can get to 45,000 feet after a two hour struggle, it is still only 10,000 feet above the Super King Air 350 at 35,000 feet that has been there for about 90 minutes, while the Citation V was still climbing. If the Citation V climbs directly to 43,000 feet, that is only 8,000 feet above the 350. No matter how you look at it, the Citation V **does not** cruise more than two miles higher.

In today's environment, with a wide mix of equipment being flown, from first generation turbojets to advanced turboprops and fanjets, 41,000 feet or 45,000 (after 2 hours) is by no means above nearly all the traffic. Today, operations anywhere from 25,000 feet up to 45,000 feet are commonplace for a huge number of general aviation aircraft as well as the entire Part 121 air carrier fleet.

"The Citation V provides far greater range. On a typical mission, the C V has nearly 30% more range, meaning more flexibility and fewer fuel stops."

Cessna's arithmetic does not add up. According to the FAA approved Pilot's Operating handbook, the maximum range of the Super King Air 350 is 1895 nm at maximum range power and it is still a respectable 1720 nm at maximum cruise power, both with 45 minutes reserve fuel remaining.

Going to an independent source, the **Business & Commercial Aviation 1991 Planning and Purchasing Handbook**, the Cessna claim still does not add up. Using NBAA IFR range with 100 nm alternate, **Business & Commercial Aviation** shows the following distances and fuel consumed for various mission configurations:

Mission	Super King Air 350	Citation V	Difference	Favors
Max. Payload	907 nm 1916 lbs. fuel	863 nm 2678 lbs. fuel	5% 28%	King Air by 44 nm King Air by 762 lbs.
Max. Fuel w/ Avail. Payload	1524 nm 2933 lbs. fuel	1717 nm 4758 lbs. fuel	11% 38%	Citation by 193 nm King Air by 1825 lbs.
Ferry	1702 nm 2970 lbs. fuel	1776 nm 4798 lbs. fuel	4% 38%	Citation by 74 nm King Air by 1828 lbs.

Using another measure of range efficiency, **Business & Commercial Aviation** shows values for cruise specific range. (Specific range is defined as nautical miles travelled per pound of fuel burned.) These data are as follows:

Power Setting	Super King Air 350 Specific Range	Citation V Specific Range	% Difference	
Long Range	.61	.47	30%	Advantage King Air!
High Speed	.40	.28	43%	Advantage King Air!

The "typical mission" in Cessna's eyes must be very different from the rest of the aviation world. None of the data shows an advantage of 30% for the Citation V. The data above shows increments of 30% or more, but they favor the **SUPER KING AIR 350!**

8.

"The Citation V holds much more baggage. Nearly three times the King Air capacity, with suitcases stored conveniently outside the cabin."

Baggage Area Breakdown	Super King Air 350	Citation V
Aft Cabin	53.5 cu. ft./550 lbs.	26 cu. ft./600 lbs.
Aft Fuselage	----	16 cu. ft./350 lbs.
Nose	----	25 cu. ft./500 lbs.
Total	53.5 cu. ft./550 lbs.	67 cu. ft./1450 lbs.

The Citation V could carry 1450 lbs., the Super King Air 350 can carry 550 lbs., therefore, the Citation V has 2.6 times (not 3 times) the weight capacity of the 350. Again however, that is not the complete story. The volume available in the 350 is 53.5 cu. ft. in one dedicated, pressurized, environmentally controlled, easily accessible (on the ground or in the air) baggage area.

Furthermore, use of this area does not compromise use of the toilet in the 350. 53.5 cu. ft. is 80% of the volume available in the Citation V. The Citation V volume includes 26 cu. ft. in the lavatory and accounts for 600 lbs. of the total baggage capacity. If that lavatory area is excluded (to make an apples-to-apples comparison of the two airplanes), the 350 has 30% more baggage volume and 65% of the weight capacity of the Citation V.

The baggage area in the Citation aft cabin includes the largest volume and weight capacity of the three compartments, but shares the area with the toilet. The remaining two compartments total 77% of the 350's volume, and 155% of the 350's weight capacity.

Weight carrying capability is not a problem in the 350. However, the Citation V has some significant range vs. payload tradeoffs (see Item #4 response). Baggage capacity should be evaluated on a volume not a weight basis!

The 350's baggage compartment is adjacent to the cabin door, so loading baggage becomes a part of boarding the airplane. The Citation V cabin baggage area is at the opposite end of the cabin, so would be more cumbersome to load. The other two baggage areas of the Citation V are outside of the pressure vessel, of which the nose baggage area is "interrupted" by the optional five tube EFIS installation. When this package is installed the nose baggage area is reduced by 25% (16 cu. ft. to 12 cu. ft.).

9.

"The Citation V is far more advanced. The Citation's aerodynamic design is decades ahead. And the V comes standard with two-tube EFIS and global navigation."

To say the Citation V's aerodynamic design is "far more advanced" than the 350 is quite an exaggeration. The airfoil design used in the Citation V's wing is very much the same as that introduced on the Citation I, over 22 years ago, and this "advanced" airfoil shape is not unlike that used by Cessna on the U.S. Air Force T37 "Tweetie Bird" designed over 30 years ago. Corporate jets that can truly advertise advanced aerodynamics use a high speed, computer designed, swept wings (like that used on the Beechjet 400A).

The best way of characterizing the King Air's airfoil is that "if it ain't broke, don't fix it". The Super King Air 350 utilizes a NACA 23000 series airfoil that is ideally suited for this class of airplane and has been proven in over 28 years of service. Ask any King Air pilot about flight characteristics and he will tell you that the King Air, regardless of the specific model displays an excellent balance of good high speed performance and low speed handling qualities.

As far as being advanced in terms of EFIS avionics system design, the historical record tells the real story. EFIS technology was pioneered in the King Air. The Super King Air B200 was the first corporate general aviation airplane to offer a factory installed EFIS system. Furthermore, while the EFIS systems offered in today's Super King Air 350 employ primarily digital technology, the present Citation V uses older analog technology.

10.

"The Citation V has more safety features. Cockpit visibility is greater, and critical approach and landing speeds are lower. The safety record of the Citation fleet is unmatched in aviation."

We have to question where Cessna is coming up with their claim that the Citation fleet safety record is "unmatched in aviation". Independent studies of general aviation accident statistics show that not only is the Super King Air safer than the Citation, but other small business jets have a better record as well.

A study done by Breiling Associates (published in the November 1990 issue of **Business & Commercial Aviation** magazine) reveals that the overall safety record of the Super King Air fleet is markedly better than that for the Cessna Citation fleet (overall accident rates of .62 for Model 300s and .85 for Model 200s versus 1.55 for Citation I/II). This same study also revealed that the Citation Fleet safety record was most certainly not the leader among the business jet fleet; in fact, 12 airplanes out of a group of 21 had a better safety record than the Citation I/II fleet.

As far as cockpit visibility is concerned, negative comments from King Air pilots about this are nearly non-existent. In fact, most will tell you that cockpits with large glass areas become very warm and uncomfortable when flying in bright sunlight due to the "greenhouse" effect. In any of the King Air models, visibility from the cockpit is more than adequate and pilots experience a high degree of environmental comfort.

While it is true that the V_{ref} speed of the Citation V is slightly lower than the 350 under the same operational conditions (only 3 knots difference on a standard day at maximum landing weight), this again does not tell the whole story. Of more concern is how much distance will it take to get the airplane stopped on the runway. Under sea level, standard day, no wind, maximum landing weight conditions, **the Super King Air 350 will stop in less distance than the Citation V (2870 ft. for the V vs. 2625 ft. for the 350)**. It should also be noted that many pilots who have flown both airplanes will tell you that they just feel a lot more secure going into a short field with the King Air compared to the Citation. Also keep in mind that if the anti-skid system on the Citation V should become inoperative before the landing, landing distances will increase by 25%. The Super King Air 350 does not have to rely on such a supplementary system to achieve its superior landing performance.

11.

"The Citation has a stronger warranty. The King Air 350's airframe warranty is one year. The Citation V's is five years."

When considering the value of a new product warranty, it is important to look beyond just the duration terms to the actual extent of warranty coverage. We feel that operators will find the overall warranty package currently being offered with a Super King Air 350 to be of more value than the Citation warranty.

While it is true that Cessna fabricated parts on the Citation V are warranted for up to five years, the vendor supplied mechanical parts on the airplane which are typically more prone to failure are warranted for only one year. The warranty coverage on the "big ticket" systems, engines and avionics, is virtually the same on the 350 and the Citation V.

Cessna fails to mention that a free maintenance program is presently being offered with all new 350s purchased. **This program covers all maintenance on the airplane for a period of two years or 600 hours (whichever comes first).** Coverage under this program includes all parts, labor, inspections, any rental equipment charges, and all normal freight charges. This program includes virtually everything it takes to operate the airplane except for fuel and oil. Even replacement of items like tires are paid for under the terms of this maintenance program.

If a customer wishes to opt for extension of the standard Super King Air 350 warranty beyond the standard one year period, extensions of one or two years can be purchased at a reasonable cost under the Gold Card Customer Protection Plan. Cessna **does not offer** either a free maintenance program or warranty extension plan.

12.

"The Citation V has factory-direct support. Citation service centers are exclusively dedicated to supporting Citation owners."

Beech Aircraft Corporation is more than happy to match our customer support/service network with anyone else in the general aviation industry. This support network, in place for over 25 years, is consistently rated among the best in the industry.

Beech customers are provided exclusive product support from any Beech Quality Service Center in the world. In addition, customers receive strong support from the Beechcraft salesperson as well as the entire dealer organization. Of course, the extensive Beech factory support, as well as Beech's parent company, Raytheon, are always at the service of the customer as well. Everyone in this chain, not just a single connected factory organization, has a special interest in seeing that the customers are satisfied with the support they are receiving for their airplane.

Anywhere you go in the world, you are close to factory authorized Beechcraft service. **King Air service is provided from 53 different locations domestically and 41 locations internationally.** This compares to only 12 domestic and 19 international Citation service center outlets.

Before believing the support claims made by Cessna, talk to operators of Beechcraft products. You will undoubtedly hear many testimonials to support our contention that we are second-to-none when it comes to factory support!