

BUSINESS JET MODEL/MARKET SUMMARY

3Q 2017 QUICK REFERENCE GUIDE



WHAT IS THE MODEL/MARKET SUMMARY?

When acquiring or upgrading a business aircraft, selecting the right make/model is one of your most important decisions. Duncan Aviation's Aircraft Sales and Acquisitions team can help you narrow your selection with the use of a comprehensive and up-to-date Model/Market Summary. The summary data is compiled for the light jet, mid-size jet and long-range jet categories. And the team regularly updates the data in these lists with the latest market intelligence on business aircraft models in operation today and how they compare to others in the same size category.

The Model/Market Summary is sorted by the seats-full range for aircraft built in the last decade. It displays one-line descriptions detailing several attributes, including the following:

- Years Produced. The range of years the model was in production.
- Vref Price Range. The current marketing value according to the Vref - Aircraft Value Reference.
- Variable Cost / Hour. The estimated cost to operate the aircraft at full capacity.
- Normal Cruise Speed.
- Cabin Volume / Length / Height.
- Cabin Seats. The number of available seats on the aircraft.
- Expected Avionics. The expected avionics found in the Flightdeck.
- NBAA IFR Range-Seats Full. The list is sorted by this, the flight range in nautical miles with all seats full.
- NBAA IFR Range Ferry. Flight range in nautical miles with no passengers.
- Payload with Fuel Full. In pounds.
- Average Fuel Burn. In gallons per hour.
- Pilots Required. The number of pilots required to fly the aircraft.

The data in this summary is a good starting point when considering your first aircraft or your next upgrade. All the data in these reports comes from Conklin & de Decker aviation information, the aircraft manufacturers' preliminary data and Vref valuations.

To access the most recent Model/Market Summary, visit www.DuncanAviation.aero/aircraftsales or call one of our aircraft acquisitions representatives.

Making A Quick Reference Tool

Aircraft Sales first developed the Model/Market Summary when a client called asking for advice about upgrading his light business jet to one that had a little more payload and range. Our aircraft sales team wanted to make the process of narrowing down the search as easy as possible, so in the days leading up to their meeting, they created a listing of every model in the light jet category, taking care to detail several attributes. Through a process of simple elimination, the sales team and customer identified an aircraft model to investigate further. They closed on an available one just one month later. Seeing how much easier this tool made the identification of the most appropriate model of aircraft for the specific needs of the client, the team has since honed the information and expanded it to other size categories. Now, they publish it quarterly.

Light Jet Model/Market Summary

1 402.475.2611

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Aircraft Models	Years Produced	Vref Price Range (000)	Total Variable Cost/Hour	Normal Cruise Speed (KTAS)	Cabin Volume (cu. ft.)	Cabin Length (ft.)	Cabin Width (ft.)	Cabin Height (ft.)	Cabin Seats	Avionics	NBAA IFR Range-Seats Full (NM)	NBAA IFR Range-Ferry No Pax (NM)	Payload w/ Full Fuel (lbs)	Avg Fuel Burn (gal/hr)
Eclipse 500	2006-2008	\$750-\$950	\$776	369	160	7.6	4.5	4.16	3	Avidyne/S&S ISAS/AvioNG	574	964	502	76
Eclipse 550	2013 - Present	\$2,300-\$2,500	\$740	369	160	7.6	4.5	4.16	3	ISAS	574	964	502	76
Citation M2	2013-Present	\$3,300-\$4,500	\$1,122	400	201	11	4.83	4.75	4+1SF	Garmin 3000 3T 14.1"	694	1380	358	134
Citation Mustang	2007-Present	\$1,400-\$3,350	\$838	340	144	9.8	4.58	4.5	4	Garmin 1000	718	1070	600	90
Citation 525 CJ1	2000-2005	\$1,250-\$1,700	\$1,163	381	201	11	4.83	4.75	4+1SF	ProLine 21, 2T, 3T opt	775	1161	430	134
Beech Premier 1	2001-2005	\$1,000-\$1,550	\$1,311	426	315	13.6	5.5	5.4	6	ProLine 21, 3T	850	1340	414	159
Beech Premier 1A	2006-2012	\$1,750-\$2,500	\$1,297	426	315	13.6	5.5	5.4	6	ProLine 21, 3T	850	1340	320	159
Citation 525 CJ1+	2005-2011	\$2,000-\$2,800	\$1,169	389	201	11	4.83	4.75	4+1SF	ProLine 21, 3T, C&W, 10X8"	895	1245	545	141
Embraer Phenom 100	2008-Present	\$1,900-\$2,700	\$925	390	208	11	5.09	4.92	5	Garmin 1000 Prodigy	926	1124	580	113
Honda Jet HA-420	2016-Present	4,650-\$5,331	\$902	420	TBD	12	5	4.94	5	Garmin 3000, 3T, 14.1"	1035	1304	TBD	120
Citation 525A CJ2	2000-2005	\$2,200-\$2,750	\$1,234	413	248	13.58	4.83	4.75	6 / 6+1SF	ProLine 21, 2T,3T opt, 10X8"	1075	1530	668	141
Beech 400XP	2003-2010	\$1,400-\$2,375	\$1,662	450	305	15.6	4.9	4.8	8	ProLine 4	1180	1519	603	222
Citation 525A CJ2+	2006-2014	\$3,300-\$4,900	\$1,276	413	248	13.58	4.83	4.75	6 / 6+1SF	ProLine 21, 3T, C&W	1194	1626	715	159
Learjet 31/31A	1988-2002	\$475-\$1,500	\$1,920	441	271	12.9	4.95	4.35	8	Bendix King	1211	1337	1873	202
Citation Bravo	1997-2006	\$1,250-\$2,300	\$1,398	405	278	15.75	4.9	4.7	8	Primus 1000	1290	1720	801	170
Citation 525B CJ3/CJ3+	2004-Present	\$3,450-\$8,050	\$1,349	417	286	15.67	4.83	4.75	6 / 6+1SF	ProLine 21,C&W, Garmin 3000	1374	1891	775	172
Citation Encore	2001-2006	\$2,300-\$2,900	\$1,653	430	307	17.33	4.83	4.75	8	Primus 1000	1410	1736	905	205
Citation Encore+	2007-2009	\$3,250-\$4,400	\$1,608	430	307	17.33	4.83	4.75	8	ProLine 21, 3T, 10X8"	1494	1792	1170	205
Citation 525C CJ4	2010-Present	\$5,700-\$9,050	\$1,540	454	311	17.3	4.8	4.83	6+1 / 2SF	ProLine 21, 4T, C&W	1667	1991	1052	209
Lear 45/XR*	1998-2012	\$1,500-\$5,300	\$1,871	465	410	19.75	5.1	4.92	8	Primus 1000	1685	1937	1563	227
Embraer Phenom 300	2010-Present	\$5,400-\$8,995	\$1,364	453	325	17.17	5.09	4.92	8	Garmin 1000 Prodigy	1692	1937	942	183
Lear 40/XR/ER*	2004-2012	\$1,550-\$4,450	\$1,835	436	363	17.67	5.1	4.92	6	Primus 1000	1778	1960	1239	224
Pilatus PC-24*	2017-Present	\$8,900	TBD	425	501	23	5.7	5.1	8	Pilatus A.C.E.S., 4T	1800	2000	942	220
Lear 70	2013-Present	\$5,900-\$11,300	\$1,725	435	363	17.67	5.1	4.92	6	Garmin 5000 Vision	1805	2000	1973	198
Lear 75	2014-Present	\$6,750-\$13,800	\$1,783	435	410	19.75	5.1	4.92	8	Garmin 5000 Vision	1813	2000	1798	199

ASTRICS (*) REPRESENT PRELIMINARY DATA

Midsize Jet Model/Market Summary

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Aircraft Models	Years Produced	Vref Price Range (000)	Total Variable Cost/Hour	Normal Cruise Speed (KTAS)	Cabin Volume (cu. ft.)	Cabin Length (ft.)	Cabin Width (ft.)	Cabin Height (ft.)	Cabin Seats	Avionics	NBAA IFR Range-Seats Full (NM)	NBAA IFR Range-Ferry No Pax (NM)	Payload w/ Full Fuel (lbs)	Avg Fuel Burn (gal/hr)
Citation Excel	1998-2004	\$2,350-\$3,250	\$1,909	433	461	18.5	5.5	5.7	7 / 8	Primus 1000, 3T, 8X7"	1449	1839	960	250
Citation XLS+	2008-Present	\$5,400-\$12,750	\$1,819	440	461	18.5	5.5	5.7	7 / 8	ProLine 21, 4T, C&W, 10X8"	1528	1976	860	239
Citation XLS	2004-2009	\$3,900-\$5,200	\$1,860	433	461	18.5	5.5	5.7	7 / 8	Primus 1000, 3T, 10X8" CDS	1539	1989	860	239
Citation VII	1992-2000	\$1,290-\$2,240	\$2,699	452	438	18.4	5.5	5.7	7	Honeywell SPZ-8000	1693	1824	1620	288
Learjet 60XR	2007-2013	\$3,000-\$5,000	\$1,952	436	453	17.67	5.9	5.71	6 / 7	ProLine 21, 4T, C&W, 10X8"	2044	2398	944	222
Hawker 750	2008-2011	\$2,550-\$3,600	\$2,372	430	604	21.3	6	5.75	8	ProLine 21, 4T, C&W, 10X8"	2050	2200	2200	291
Learjet 60/SE	1993-2007	\$1,200-\$2,500	\$2,039	436	453	17.67	5.9	5.71	6 / 7	ProLine 4, 4T, 8X7"	2186	2418	1068	239
Embraer Legacy 450	2015-Present	\$15,000-\$16,570	\$2,661	459	705	24	6.83	6	7 / 8	Collins ProLine Fusion, 4T, 15"	2521	2640	1627	295
Gulfstream Astra	1986-1990	\$550-\$750	\$2,037	448	304	17.1	4.15	5.6	7	Dual Collins EFIS-85A, Pro Line II	2330	2780	2055	207
Gulfstream Astra SP	1991-1995	\$875-\$1,100	\$2,037	448	304	17.1	4.15	5.6	7	Dual Collins EFIS-86, Pro Line II, 5T	2330	2780	2055	207
Citation Latitude	2015-Present	\$13,000-\$16,350	\$2,274	429	587	28.08	6.42	6	8	Garmin 5000, 3T, 14"	2455	2870	1000	315
Hawker 800A	1984-1995	\$550-\$1,200	\$2,493	385	604	21.3	6	5.75	6 / 8	Honeywell Primus II, ProLine II, 5T	2390	2570	1520	261
Hawker 800XP	1995-2005	\$1,300-\$2,500	\$2,424	403	604	21.3	6	5.75	6 / 8	EFIS-86, SPZ-8000, ProLine 21	2470	2620	1750	291
Hawker 850XP	2006-2009	\$2,900-\$3,600	2418	430	604	21.3	6	5.75	8	ProLine 21, 4T, C&W	2525	2710	1790	298
Gulfstream Astra SPX	1996-2001	\$1,450-\$2,300	\$2,052	459	304	17.1	4.7	5.6	7	ProLine 4	2550	2910	920	228
Gulfstream G100	2001-2005	\$2,300-\$3,100	\$2,052	459	215	17.1	4.7	5.6	7	ProLine 4	2550	2910	920	228
Citation Sovereign	2004-2012	\$5,450-\$9,150	\$2,226	459	620	25.25	5.5	5.7	8 / 9	Honeywell Primus Epic, 4T, 10X8"	2620	3010	1177	281
Hawker 900XP	2008-2012	\$4,000-\$5,500	\$2,178	430	604	21.3	6	5.75	8	ProLine 21, 4T, C&W, 10X8"	2733	2929	1620	265
Gulfstream G150	2006-Present	\$4,000-\$11,400	\$1,909	459	465	17.7	5.75	5.75	6 / 8	ProLine 21, 4T, C&W, 12X10"	2760	3130	850	228
Citation X	1996-2012	\$2,600-\$10,800	\$3,238	525	593	23.92	5.5	5.7	8 / 9	Honeywell Primus 2000, 5T, 8X7"	2890	3125	1444	386

ASTRIC (*) REPRESENT PRELIMINARY DATA

Large Jet Model/Market Summary

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Aircraft Models	Years Produced	Vref Price Range (000)	Total Variable Cost/Hour	Normal Cruise Speed (KTAS)	Cabin Volume (cu. ft.)	Cabin Length (ft.)	Cabin Width (ft.)	Cabin Height (ft.)	Cabin Seats	Avionics	NBAA IFR Range-Seats Full (NM)	NBAA IFR Range-Ferry No Pax (NM)	Payload w/ Full Fuel (lbs)	Avg Fuel Burn (gal/hr)
Citation Sovereign 680+	2013-Present	\$11,250-\$17,895	\$2,126	459	620	25.25	5.5	5.7	8 / 9	Garmin G5000, 3T, 14"	2773	3163	1125	274
Falcon 2000	1995-2006	\$2,900-\$7,500	\$3,294	459	1024	31	7.7	6.2	8 / 10	Collins Pro 4, 4T	2841	3130	1095	287
Falcon 2000DX	2008-2009	\$10,000	\$2,590	459	1,024	31	8	6	8 / 10	Honeywell EASy, 4T, 13X10"	3,378	3,440	3,410	292
Embraer Legacy 500	2015-Present	\$15,000-\$19,995	\$2,663	450	826	27.5	6.83	6	8 / 12	Collins ProLine Fusion, 4T, 15"	3026	3185	1600	311
Falcon 50	1980-1996	\$750-\$2,250	\$3,560	431	700	23.5	6.1	5.09	8 / 9	Collins ProLine, EFIS 85 & Up.	3057	3200	1280	356
Challenger 300	2004-2015	\$7,000-\$13,250	\$2,487	459	860	28.6	7.2	6.08	8 / 9	ProLine 21, 4T, 12X10"	3065	3340	1105	295
Embraer Legacy 600	2006-2013	\$5,600-\$15,000	\$3,000	455	1650	49.8	6.9	6	13	Honeywell Primus 1000, 5T 8X7"	3090	3490	1507	363
Gulfstream G200	2000-2011	\$2,800-\$6,800	\$2,571	459	868	24.5	7.2	6.25	9 / 10	Collins ProLine 4, 5T, 7X7"	3130	3530	650	278
Challenger 350	2014-Present	\$17,250-\$26,673	\$2,537	459	860	28.7	7.2	6.1	9 / 10	Collins Pro Line 21, 4T	3200	3600	1800	297
Falcon 50EX	1997-2008	\$3,100-\$6,200	\$3,249	459	700	23.5	6.1	5.09	8 / 9	Collins ProLine 4, 4T	3223	3388	2130	319
Citation X+	2013-Present	\$15,000-\$23,365	\$3,276	527	620	25.2	5.5	5.7	8 / 9	Garmin 5000, 3T, 14"	3229	3380	1505	400
Hawker 4000	2008-2012	\$3,900-\$5,900	\$2,773	470	762	25	6.5	6	8 / 10	Honeywell Primus Epic, 5T, 8X10"	3283	3100	1400	321
Falcon 2000S	2013-Present	\$17,500-\$29,550	\$2,534	453	1028	31	7.7	6.2	8 / 10	Honeywell EASy II, 4T	3970	4145	1590	280
Gulfstream G280	2012 - Present	\$13,000-\$24,500	\$2,542	470	935	32.25	7.16	6.25	8 / 10	ProLine Fusion, PV280, 3T,15"	3387	3690	1000	284
Falcon 900B	1987-1999	\$2,900-\$6,700	\$3,577	466	1264	33.2	7.7	6.2	12 / 14	Honeywell SPZ-8000, 5T	3450	4080	1260	328
Falcon 900C	1999-2005	\$6,150-\$9,400	\$3,384	466	1264	33.2	7.7	6.2	12 / 14	Honeywell Primus 2000, 5T, 8X7"	3450	4080	1260	328
Gulfstream G300	2003-2004	\$4,500-\$5,200	\$3,749	476	1525	45.1	7.3	6.2	12 / 14	Honeywell SPZ-8400, 6T	3486	3820	2000	540
Embraer Legacy 650	2010-Present	\$9,500-\$25,900	\$3,082	459	1650	49.8	6.9	6	13	Honeywell Primus 1000, 5T, 8X7"	3642	3964	1910	381
Gulfstream G350	2005-2012	\$6,000-\$15,400	\$3,773	476	1525	45.1	7.3	6.2	12 / 14	Honeywell Planeview, 4T, 13X10"	3680	3900	2493	517
Challenger 604	1996-2007	\$3,400-\$7,500	\$2,914	459	1150	28.4	8.2	6.08	9 / 10	Collins ProLine 4, 6T, 7X7"	3756	4119	1263	358
Challenger 605	2007-2015	\$8,500-\$16,250	\$2,724	488	1146	28.4	8.2	6.08	9 / 10	Collins ProLine 21, 4T, 12X10"	3756	4123	1298	329
Challenger 650	2015-Present	\$23,000-\$32,350	2724	459	1146	28.4	8.17	6.08	3/10	Collins ProLine 21,4T, 12X10"	3756	4123	1298	329
Gulfstream GIV	1986-1992	\$2,300-\$2,900	4141	476	1525	45.1	7.3	6.2	12 / 14	Honeywell SPZ-8000, 4T	3800	4200	1220	540
Falcon 2000LXS	2013-Present	\$22,000-\$34,700	\$2,534	453	1028	31	7.7	6.2	8 / 10	Honeywell EASy II, 4T, 13X10"	3970	4145	1590	280
Falcon 2000LX	2007-2013	\$12,500-\$20,750	\$2,534	453	1028	31	7.7	6.2	8 / 10	Honeywell EASy, 4T, 13X10"	3970	4145	1590	280
Falcon 2000EX	2003-2004	\$8,000-\$8,250	\$2,712	459	1024	31	7.7	6.2	8 / 10	Collins ProLine 4, 4T, 7X7"	3878	4045	2550	284
Falcon 2000EX EASy	2004-2009	\$9,000-\$12,250	\$2,588	459	1024	31	7.7	6.2	8 / 10	Honeywell EASy, 4T, 13X10"	3878	4045	2550	284
Gulfstream G400	2003-2004	\$6,900-\$7,400	\$3,752	476	1525	45.1	7.3	6.2	12 / 14	Honeywell SPZ-8400, 6T	3880	4166	2019	540
Gulfstream GIVSP	1992-2002	\$3,500-\$6,500	\$3,937	476	1525	45.1	7.3	6.2	12 / 14	Honeywell SPZ-8000/8400, 6T	3880	4166	2019	512
Citation Longitude*	Certified 2017	\$25,999	TBD	TBD	TBD	31.5	6.4	TBD	8 / 9	Garmin 5000, 3T	4000	4000	TBD	TBD
Falcon 900DX	2005-2010	\$11,400-\$17,000	\$3,204	459	1264	33.2	7.7	6.2	12 / 14	Honeywell EASy, 4T, 13X10"	4100	4725	2270	314
Gulfstream G450	2005-Present	\$9,000-\$27,000	\$3,771	476	1525	45.1	7.3	6.2	12 / 14	Honeywell Planeview, 4T, 13X10"	4100	4400	2519	517

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Falcon 900EX	1996-2003	\$6,900-\$8,500	3441	459	1264	33.2	7.7	6.2	12 / 14	Honeywell Primus 2000, 5T, 8X7"	4500	4725	2800	314
Falcon 900EX EASy	2003-2010	\$11,500-\$18,000	3174	459	1264	33.2	7.7	6.2	12 / 14	Honeywell EASy, 4T, 13X10"	4500	4725	3500	304
Gulfstream G500 (P&W)*	2017-Present	\$44,650-\$45,100	TBD	515	1715	41.6	7.9	6.4	8 / 18	Honeywell Primus Epic Suite	5000	5890	1800	447
Falcon 5X*	Certified-2017	\$45,000	TBD	536	1770	38.8	TBD	6.6	8 / 16	EASy Honeywell Primus Epic	5200	TBD	3430	TBD
Global 5000	2005-Present	\$11,750-\$50,441	\$3,898	488	2022	42.47	8.1	6.25	12 / 16	Honeywell P2000/Collins Fusion	5200	5350	2930	506
Falcon 7X	2007-Present	\$16,000-\$53,800	\$3,070	488	1552	39.1	7.7	6.2	12 / 14	Honeywell EASy, 4T, 13X10"	5490	5870	1660	385
Gulfstream G500 (TAY)	2006-2008	\$12,500-\$18,500	\$3,628	488	1669	50.1	7.3	6.2	14 / 16	Honeywell Planeview, 4T, 13X10"	5620	5991	2660	447
Global 6000	2012-Present	\$31,500-\$62,310	\$3,942	488	2140	48.35	8.1	6.25	12 / 16	Collins ProLine Fusion, 4T, 15"	5890	6080	2804	512
Global Express BD-700	1999-2005	\$8,500-\$11,500	\$4,090	488	2140	48.35	8.1	6.25	12 / 16	Honeywell Primus 2000, 6T, 8X7"	5940	6125	1792	535
Global Express XRS	2005-2011	\$15,000-\$22,000	\$4,070	488	2140	48.35	8.1	6.25	12 / 16	Honeywell Primus 2000, 6T, 8X7"	6055	6226	2408	532
Gulfstream G600	2017-Present	\$55,650-\$56,200	TBD	530	1884	45.2	7.11	7.9	8 / 18	Gulfstream Symetry, 4T, 13X10"	6200	6800	1800	447
Gulfstream GV	1996-2002	\$8,900-\$11,700	\$4,121	488	1669	50.1	7.3	6.2	14 / 16	Honeywell SPZ-8500, 6T	6250	6675	1500	503
Falcon 8X*	2016-Present	\$52,000-\$58,400	\$3,019	488	1695	42.7	7.7	6.2	12 / 14	Honeywell EASy, 4T, 13X10"	6290	6630	2200	377
Gulfstream G550	2003-Present	\$15,500-\$61,500	\$3,662	488	1669	50.1	7.3	6.2	14 / 16	Honeywell Planeview, 4T, 13X10"	6360	6975	2500	447
Gulfstream G650	2012-2017	\$47,000-\$67,400	\$3,790	488	2138	53.6	8.5	6.4	11 / 18	Honeywell Planeview II	6520	7095	1800	503
Gulfstream G650ER	2015-Present	\$56,000-\$67,400	\$3,795	530	2138	46.1	8.6	6.5	8 / 18	Honeywell Planeview II	7130	7685	1800	503
Global 7000	2016-Present	\$68,000-\$72,800	TBD	488	2637	59.6	TBD	6.25	10 / 19	Global Vision	TBD	7300	2250	TBD
Global 8000	2016-Present	\$69,000	TBD	488	2236	50.6	TBD	6.25	8 / 19	Global Vision	TBD	7900	1800	TBD

ASTRICS (*) REPRESENT PRELIMINARY DATA

MEET YOUR TEAM



Tim Barber is Duncan Aviation's Aircraft Sales and Acquisitions Representative in Europe, the Middle East and Africa. He has been in aircraft sales for 10 years. He was the driving force behind the establishment of JetBrokers Europe and oversaw its operational merger with JetBrokers Inc. He has also held directorships with businesses listed on the Financial Times Stock Exchange (FTSE) and the Alternative Investment Market (AIM).



Rene Cardona has been working in aircraft sales since 1980. In 1988, he joined Duncan Aviation's Aircraft Sales and Acquisitions team. His brokerage experience, understanding of the intricacies present in the pre-owned aircraft market and desire to work hard have served him well. And his ability to speak Spanish, Portuguese and English has helped clients expand their market.



David Coleman resides outside of Chicago and has 27 years of aviation industry experience. Growing up in a business aviation-oriented family, Dave has extensive experience in aircraft sales, maintenance oversight, and flight operations. Dave has a particular expertise in complex cross-border, distress, and inventory transactions.



Doug Kvassay comes from an aviation-oriented family. With 30 years of aviation experience, Doug has many aviation contacts. He holds a Masters Business Administration degree and worked for a international Bombardier and Bell Helicopter distributor for eight years before joining Duncan Aviation in 1988. His experience provides him with a special ability to handle complex transactions.



Bob McCammon is a long-time Duncan Aviation team member, starting in the Line Department in 1968. He has since worked in a variety of areas and moved to Aircraft Sales & Acquisitions in 1992. Bob enjoys working with customers who are buying and selling aircraft, getting to know them and their companies. He loves that so many turn into repeat customers when they sell or upgrade.



Doug Roth offers 36 years of aviation experience. After starting his career as an avionics technician, he honed his skills in evaluating and purchasing aircraft while providing management, brokerage, acquisition and pilot services for his own company before joining Duncan Aviation in 1994. He also holds an ATP pilot certificate with Learjet, Citation 500, CitationJet and DC-3 type ratings.



Steve Gade has been a member of the Duncan Aviation senior management team since 1991; he provides leadership and strategic direction to enterprise marketing and communications activities, and aircraft sales services. Prior to joining Duncan Aviation, Steve's professional career included positions with IBM and the Federal Bureau of Investigation. He also holds a private pilot's license and is a past Chairman of NARA (National Aircraft Resale Association).



Leah Lenardic has been working in the aviation industry for 17 years; she brings a combination of marketing and business development expertise as well as experience with aviation management and communication to her role at Duncan Aviation. She currently serves as a market research analyst for the aircraft sales and acquisitions team, and previously held positions with Business Aviation Insights and Vertiport Chicago.



Rebekah Williams has been a member of the Duncan Aviation team for over four years. As a market research analyst with the aircraft sales and acquisitions team, Williams develops relationships with aircraft brokers and contracts as well as studying aircraft marketing conditions. Before her analyst role, Williams worked with the parts and rotables sales team for Duncan Aviation, as well as the Arbor Day Foundation.