

Hawker 4000

Big airplane systems in a super-midsized package at a light jet price

FOR ABOUT \$9 MILLION, YOU CAN BUY A NEW OR NEARLY NEW SUPER-midsized Hawker 4000 that can fly eight passengers 3,000+ nm at Mach 0.80 and land with 200 nm NBAA IFR reserves. Inspired by the systems architecture of the Gulfstream GIV, this is the only aircraft in its class to have standard dual Honeywell IRSes, dual ACM packs, auto-throttles, an AC electrical generation system and a standard hydraulically powered, emergency AC electrical generator. The aircraft has a flat floor, aft lavatory and inflight access to the aft baggage compartment.

These airplanes sold new for close to \$20 million or more, but once Hawker Beechcraft stopped the Hawker 4000 production line and then declared bankruptcy, prices for new aircraft plummeted into the low teens. When the firm announced it was exiting the business jet business and would no longer honor Hawker 4000 warranties and support contracts, new and used aircraft prices again plunged, this time below \$10 million.

Despite that history, Honeywell will continue to honor avionics warranties and Pratt & Whitney Canada will support engine warranties. Almost all vendor parts are supplied by firms with solid financial foundations. Hawker Beechcraft Services has demonstrated strong commitment to continued product support and that's unlikely to change because of the parent company's financial woes. So, the manufacturer's problems aren't likely to ground the aircraft.

Bargain hunters are not deterred by the potential challenges of buying an aircraft built by a company now undergoing radical restructuring, one that may have built its last business jet. Instead, they are seizing an opportunity to acquire a transcontinental-range, super-midsized business jet for 40 cents on the dollar.

But there are some important caveats. It's essential to retain a legal counselor who has extensive experience in aircraft contracts, particularly if you're considering the purchase of an airplane from Hawker Beechcraft. The purchase contract must be meticulously crafted to assure that the interests of all parties are well understood and protected. Kansas City, Mo.-based Cooling & Herbers, for instance, has represented many Hawker 4000 buyers between



initial entry into service and after HBC declared bankruptcy.

Candidate aircraft should have essential modifications, including the latest versions of the five Hamilton Sundstrand power distribution assembly boxes. The entire package of Block Point Upgrades, introduced in 2011 on s.n. 52 and incorporated in several earlier aircraft, also is essential. These include Honeywell software load 20.0 for the Primus Epic avionics suite and Hamilton Sundstrand software load 18.0 for the electrical system. The upgrade package provides several avionics improvements including RNP 0.3, WAAS/LPV and electronic charts, plus takeoff and landing data computations and XM radio weather. CPDLC, ADS-B and synthetic vision are not available and there is no announced upgrade plan.

Most airplanes that underwent the upgrade modifications also have a major fuel system improvement that enables the aircraft to meet FAR Part 25 Amendment 102, an FAA requirement for continued airworthiness. After 2013, aircraft that don't meet the A102 standard may be grounded if the FAA doesn't grant operators a special waiver.

Other important upgrades include the increased waste water capacity toilet, a muffler to silence outflow valve roar, an engine FADEC improvement and APU unattended operation approval.

Loaded with popular options, the aircraft has a BOW of close to 24,000 lb., including forward pocket doors to isolate the galley from the main seating area; additional AV equipment; life rafts; and Iridium satcom phone. This results in a 1,100-lb. payload with full fuel. Each additional 200-lb. passenger reduces range by about 50 nm.

Runway performance is a strong suit, but the aircraft is not as sprightly as the Bombardier Challenger 300 or Gulfstream G280 on a standard day. However, it compares more favorably on hot and high days. Departing *BCA's* 5,000-ft. elevation, ISA+20C airport, TOFL is 6,701 ft., assuming full fuel and four passengers.

Long-range cruise is Mach 0.76 to 0.78, but most pilots fly these aircraft at Mach 0.82 or faster in typical missions. Fuel burn for a 600-nm mission is 2,333 lb., and it's 3,584 lb. for a 1,000-nm mission.

While the biggest bargain in super-midsized jets isn't without risks, it's somewhat reminiscent of the Sabreliner just after North American Rockwell ceased production in the 1980s. That fleet survived and thrived for more than three decades. Some are still flying today.

So, you now can buy a super-midsized jet with 3,000+ nm range for the price of a Cessna Citation CJ4 or Embraer Phenom 300. But get a good lawyer and undertake thorough due diligence to assure you're getting a great air transportation bargain and not a long-term hangar queen. **BCA**



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