



AVMARK INC.®

WORLDWIDE AVIATION MARKETING AND MANAGEMENT SERVICE

TRANSPORT AIRCRAFT VALUES™



*Tupolev Tu-204-100
Photo Courtesy: Red Wings Airline*

February 2009

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AVMARK INC.®

WORLDWIDE AVIATION MARKETING AND MANAGEMENT SERVICE

AVMARK CAPABILITIES

Since its establishment in 1962, AVMARK has been providing consulting management services to all sectors of the aviation community. From offices in Washington DC and Singapore, together with associates based in United States (North America), Ecuador (South America), Spain (Europe), Congo (Africa), New Delhi (India and Asian Market), we serve a worldwide clientele. Our staff is comprised of professionals with extensive, successful careers in technical, commercial and managerial areas of aviation enterprises; combining real world operational experience with sophisticated analytical tools to provide our clients with the most effective solutions to their problems.

ASSET MANAGEMENT PROGRAMS

Aircraft appraisal, inspection and technical monitoring; analysis of market conditions and forecast of values; assistance with aircraft acquisitions and placement; valuation of facilities, equipment and other assets.

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We publish the AVMARK Newsletter monthly; containing market information, various analyses and commentary; also reports all orders, purchase sales and leases of new and used transport aircraft. We also publish several other statistical compilations from our extensive database on aircraft, carriers, traffic, costs and operations.

AVMARK's Transport Aircraft Values (TAV); reports current fair market values by year of build and projects the future value of all transport category aircraft.

AVMARK's Historic Jet and Turboprop Values; summary of the then current fair market values as published in the AVMARK Newsletter for all jets and turboprops in service.

AVMARK's Small Transport Aircraft Catalogue (STA); designed as an easy to use reference guide to compare the operating and cost parameters of 35 regional jet and turboprop aircraft.

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Sample of Avmark Publication

SMALL TRANSPORT AIRCRAFT CATALOGUE

STA is designed as an easy to use reference guide to compare the operating and cost parameters of 35 regional jet and turboprop aircraft. Information includes development history, current production status, configuration and operating performance and costs as reported to the DOT. Pictures of each aircraft are also included.

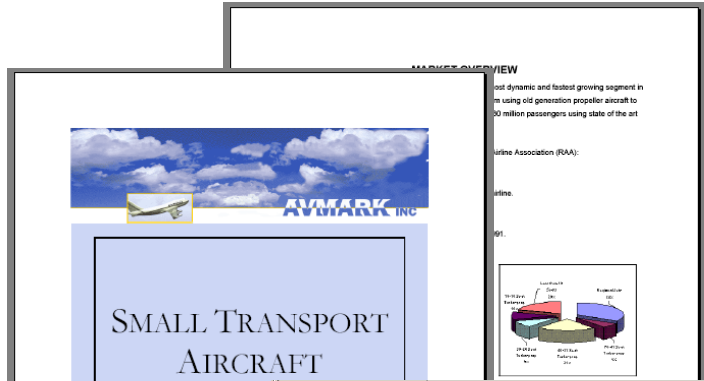


Table of Contents

Introduction	1
Market Overview	2
Regional Jet Phenomenon	4
ATR 42	5
ATR 72	12
BAE ATP	19
BAE Avro RJ 70/85	23
BAE Jetstream 31/32	29
BAE Jetstream 41	36
Beech C99	40
Beech 1900	44
Canadair Regional Jet (CRJ) 100/200	51
Canadair Regional Jet (CRJ) 700	58
CASA 212	62
CN235	66
Dornier 228	70
Dornier 328	74
Dornier 328JET	78
Dornier 728JET	82
de Havilland DHC-6	86
de Havilland DHC-7	90
de Havilland DHC-8 100/200	93
de Havilland DHC-8 300	100
de Havilland DHC-8 400	104
Embraer 120 Brasilia	108
Embraer Regional Jet (ERJ) 135/140/145	112
Embraer 170	121
Metro	124
Fokker 50	128
Fokker 70	132
Let 410/420	136
Saab 340	140
Saab 2000	144
Shots 330	148
Shots 560	152

ATR 42-300

In Service: 1985 Orders: Out of Production Deliveries: 284

Specifications	
Accommodations	
Passengers*	40
Pilots	2
Cabin Attendants	1
Powerplant	
2 Pratt & Whitney PWC120 Turboprops	1,800 SHP / 1,342 kW
Horseshoe Propellers	4 blades
74 ft 5 in	
50 ft 7 in	
24 ft 11 in	
48 ft 3 in	
8 ft 5 in	
8 ft 3 in	
170 / 170 / 93 cu ft	
38,815 lb	
36,155 lb	
33,510 lb	
22,075 lb	
10,235 lb	
9,920 lb	
62.83 ft / sq ft	
10.72 ft/lb thrust	

ATR 42-300

Standard Equipment: Right engine Propeller Brake, Airsearch Air Conditioning, Stall Warning

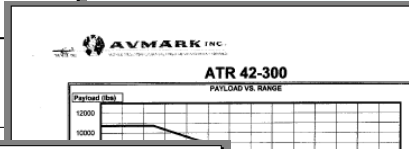
Optional Equipment: KLN 90A GPWS, FMS, Area Navigation (RNAV), Microwave Landing System, VLF/Omega Long Range Navigation System, Dual Honeywell AC 400 Digital Air Data Computers, F/A System, HF Radio, Collins Avionics in place of King Avionics, CAT II

Avionics: EDZ 800 Electronic Flight Instrument System (EFIS) - 4 CRT's for dual Attitude and Heading Reference Systems (AHRS) Computers (ADC), 1 DF2-600 Autotelex/Flight Director, Dual King Gold Crow Dual King Gold Crown VHF, HF Radio, DME Radio Altimeter, Honeywell P-600 Weather Ra

Price List	
Years Built	Base (\$ mil)
ATR 42-300	85-99 3.0

Direct Operating Costs (\$ per block hour)	
Utilization (Block Hours / Year)	2
Average Stage Length (nm)	100 300
Flying Operations	
Flight Crew, Salaries / Expenses	\$188
Fuel, Oil, Taxes	\$173
Other	\$3
Aircraft Costs	
Insurance	\$3
Maintenance	\$470
Depreciation	\$62
Rentals	\$318
Total Direct Operating Costs	\$905 \$933
Cost per Available Seat Mile - s	12.33 6.85
Cost per Airplane Mile	\$5.67
Cost per Seat Block Hour	\$19.67 \$18.1

Note: Data from DOT Airline Rings.



ATR 42

THE AVIONS DE TRANSPORT REGIONAL (ATR) first flew in August 1984, and entered service in December 1985 with the French regional Brt Air. The aircraft is a joint venture between Aerospatiale of France and Aeritalia of Italy. The ATR 42's name originally designated it as a 42 passenger aircraft, but subsequent reduction of the forward baggage compartment now allows for a seating configuration of up to 50 passengers.

The baseline aircraft is the ATR 42-300/320 powered respectively by PW120/121 engines. The latest version is the ATR 42-500 powered by PW127 engines and Hamilton six bladed propellers. Thus increasing the payload to 12,015 lb and the cruise speed to 300 kts.

The standard front cargo door allows the aircraft to be quickly converted from a passenger layout to freighter. Unique among turboprops, is the integration of a Propeller Brake on the right engine, which allows running of the engine in "Idle/Idle" to provide aircraft electrical power and air conditioning without the inconvenience and safety hazards of a rotating propeller.

The ATR 42 and ATR 72 have a very high degree of commonality, allowing for cross-crew qualification, and a common spare parts holding.

TYPICAL CABIN CONFIGURATION

48 seats in a four-abreast layout with a center aisle. Access to the cabin is by an stair at the rear passenger door, and a modular galley in the rear of the aircraft is serviced through the same door. A standard toilet is located in the rear of the aircraft behind the passenger door. Baggage is accommodated in overhead bins on both sides of the cabin, under seat storage, in an extremely accessed forward and aft baggage compartment, and in a closet.

Cost: US \$ 350.00

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TRANSPORT AIRCRAFT VALUES

Table of Contents

FOREWARD.....	a-d
The AVMARK Aircraft Value Forecast Model.....	e-g
 AIRBUS	
A300/A310 Family	
1. Airbus A300-B4-200F.....	1
2. Airbus A300-B4-600.....	3
3. Airbus A300-B4-600R.....	5
4. Airbus A300-B4-600RF.....	9
5. Airbus A310-200.....	13
6. Airbus A310-200F.....	15
7. Airbus A310-300.....	17
8. Airbus A310-300F.....	19
 A320 Family	
9. Airbus A318.....	21
10. Airbus A319-100.....	23
11. Airbus A320-100.....	27
12. Airbus A320-200.....	29
13. Airbus A321-100.....	33
14. Airbus A321-200.....	35
 A330/A340 Family	
15. Airbus A330-200.....	37
16. Airbus A330-300.....	39
17. Airbus A340-200.....	43
18. Airbus A340-300.....	45
19. Airbus A340-500.....	49
20. Airbus A340-600.....	51
 A350 Family	
21. Airbus A350-800.....	53
22. Airbus A350-900.....	55
 A380 Family	
23. Airbus A380-800.....	57

AVRO

24.	Avro International RJ-85.....	59
25.	Avro International RJ-100.....	61

BRITISH AEROSPACE

26.	British Aerospace BAC 1-11-200/300/400/500.....	63
27.	British Aerospace BAe 146-100.....	67
28.	British Aerospace BAe 146-200.....	69
29.	British Aerospace BAe 146-200 QT.....	71
30.	British Aerospace BAe 146-300.....	73
31.	British Aerospace BAe 146-300 QT.....	75

BOEING

B717

32.	Boeing 717-200.....	77
-----	---------------------	----

B727

33.	Boeing 727-100 CF HK/200 AF HK.....	79
34.	Boeing 727-200 AF RE.....	83
35.	Boeing 727-200 RE.....	85
36.	Boeing 727-200/200 A HK.....	87

B737 Family

37.	Boeing 737-200/200 A.....	91
38.	Boeing 737-200/200 A C HK.....	95
39.	Boeing 737-200/200 A HK.....	99
40.	Boeing 737-300.....	103
41.	Boeing 737-300 QC.....	107
42.	Boeing 737-400.....	109
43.	Boeing 737-500.....	111

B737 New Generation Family

44.	Boeing 737-600.....	113
45.	Boeing 737-700.....	115
46.	Boeing 737-800.....	117
47.	Boeing 737-900.....	119
48.	Boeing 737-900 ER.....	121

B747 Family

49.	Boeing 747-100 F.....	123
50.	Boeing 747-200 B.....	125
51.	Boeing 747-200 F.....	129
52.	Boeing 747-200 M.....	133
53.	Boeing 747-300.....	137
54.	Boeing 747-400.....	139
55.	Boeing 747-400 D.....	143
56.	Boeing 747-400 ER.....	145
57.	Boeing 747-400 ERF.....	147

58.	Boeing 747-400 F.....	149
59.	Boeing 747-400 M.....	153
60.	Boeing 747-8 Intercontinental.....	155
61.	Boeing 747-8 F.....	157
B757 Family		
62.	Boeing 757-200.....	159
63.	Boeing 757-200 ER.....	159
64.	Boeing 757-200 PF/SF.....	163
65.	Boeing 757-300.....	167
B767 Family		
66.	Boeing 767-200.....	169
67.	Boeing 767-200 ER.....	171
68.	Boeing 767-200 F.....	175
69.	Boeing 767-300.....	177
70.	Boeing 767-300 ER.....	181
71.	Boeing 767-300 F.....	185
72.	Boeing 767-400 ER.....	187
B777 Family		
73.	Boeing 777-200.....	189
74.	Boeing 777-200 ER.....	191
75.	Boeing 777-200 LR.....	193
76.	Boeing 777-F.....	195
77.	Boeing 777-300.....	197
78.	Boeing 777-300 ER.....	199
B787 Family		
79.	Boeing 787-300.....	201
80.	Boeing 787-800.....	203
81.	Boeing 787-900.....	205
Boeing Business Jet		
82.	Boeing BBJ 700/800.....	207
BOMBARDIER		
Regional Jets		
83.	Bombardier CRJ-100 ER.....	209
84.	Bombardier CRJ-200 ER.....	211
85.	Bombardier CRJ-700 ER.....	213
86.	Bombardier CRJ-900 ER.....	215
BOEING/McDONNELL DOUGLAS		
DC-10		
87.	McDonnell Douglas DC 10-10 CF.....	217
88.	McDonnell Douglas DC 10-30.....	219
89.	McDonnell Douglas DC 10-30 F.....	223

DC-8		
90.	McDonnell Douglas DC 8-60 F HK.....	227
91.	McDonnell Douglas DC 8-70 F.....	229
DC-9		
92.	McDonnell Douglas DC 9-10 CF HK.....	231
93.	McDonnell Douglas DC 9-30 HK.....	233
94.	McDonnell Douglas DC 9-40 HK.....	237
95.	McDonnell Douglas DC 9-50 HK.....	239
MD-11		
96.	McDonnell Douglas MD-11.....	241
97.	McDonnell Douglas MD-11F.....	243
MD-80/90		
98.	McDonnell Douglas MD-81.....	245
99.	McDonnell Douglas MD-82.....	249
100.	McDonnell Douglas MD-83.....	253
101.	McDonnell Douglas MD-87.....	257
102.	McDonnell Douglas MD-88.....	259
103.	McDonnell Douglas MD-90-30.....	261
EMBRAER		
ERJ-145 Family		
104.	Embraer ERJ-135.....	263
105.	Embraer ERJ-140.....	265
106.	Embraer ERJ-145.....	267
E-Jets Family		
107.	Embraer ERJ-170.....	271
108.	Embraer ERJ-175.....	273
109.	Embraer ERJ-190.....	275
110.	Embraer ERJ-195.....	277
FAIRCHILD DORNIER		
111.	Fairchild Dornier Do 328 Jet.....	279
FOKKER		
112.	Fokker F28-1000/2000/3000/4000.....	281
113.	Fokker F70.....	283
114.	Fokker F100.....	285
LOCKHEED		
115.	Lockheed L1011-1/50/100/200/250/500.....	287
TUPOLEV		
116.	Tupolev Tu-154 M.....	291
117.	Tupolev Tu-204-100.....	295

FOREWORD

2009 is the 34th year of publication of Transport Aircraft Values (TAV). Since our first issue was published in 1976, we have continuously made improvements to ensure that the TAV provides up to date and accurate data in a format most useful for the users.

In 1996, AVMARK introduced a CD-ROM version of the TAV. In addition to the TAV numbers, the CD-ROM contains the Commercial Aircraft Value Analysis System (CAVAS), which permits on-screen display of the data, in both tabular and graphical form, print output and electronic manipulation of the data for use in other financial programs.

AVMARK keeps updating the TAV. February 2009 issue comes with some corrections that were made to the manufacturing years of some aircraft. Due to the changes in manufacturing years, the values have been adjusted accordingly. AVMARK encourages all readers to please send us ideas and corrections that will improve our publication for your own benefit.

Manufacturing Year Corrections

Aircraft Type	Previously Published Years		Corrections	
	<u>First</u>	<u>Last</u>	<u>First</u>	<u>Last</u>
BOEING B747-400	1989	2008	1989	2005
BOEING B747-400 ER	2002	2008	2002	2003
BOEING B767-300	1986	2008	1986	2001
BOEING B767-300F	1995	2008	1995	2007
BOEING B777-200	1995	2008	1995	2007
BOEING B777-200 ER	1996	2008	1997	2009
BOEING B777-300	1998	2008	1998	2006
BOEING B717-200	1996	2005	1996	2006
BOEING B737-600	1998	2008	1998	2006
BOEING B737-900	2001	2008	2001	2005
BOEING B757-200	1982	2004	1982	2005
EMBRAER ERJ-135	1999	2008	1999	2006
EMBRAER ERJ-140	2001	2008	2001	2006

THE AVMARK AIRCRAFT VALUE FORECAST MODEL

The TAV model has been developed to predict future worth of commercial jet aircraft in service today. The model is simple in theory, but quite complex in construction. Future values are generated using a financial model, which calculates a discount curve from projected cash flows over the remaining life of the aircraft. The curve is then applied to AVMARK's own assessments of fair market base-value of each type, which are regularly updated and revised. The basic premise of the model is that the value of a revenue-generating asset (the aircraft) is directly tied to its ability to produce profit for the owner. Hence, the greater the potential profits a specific aircraft is capable of generating, the greater its value should be in relation to other similar aircraft.

A distinction must be drawn between the terms "value" and "price". The price of an aircraft is a function of two primary factors: the worth of the aircraft as a profit-generating asset (as mentioned above), and the amount that a buyer is willing to pay for the profit potential of the aircraft--in the market conditions prevalent at the time of sale.

The profit potential of a specific aircraft model is a function of a myriad of factors that include operating characteristics of the aircraft, the routes flown, passenger acceptance of the aircraft relative to alternatives, and cost of fuel and services. In essence the revenue generated by the aircraft over its operating lifetime gives the aircraft its economic value.

The market cost of an aircraft is a function of a variety of other factors as well, including: investors' perceptions of the certainty (risk) of revenue and profit potential, the cost and availability of funds, competition for ownership of individual aircraft models, scarcity or ubiquity of specific models, and perhaps most importantly urgency of the seller.

While these two principal factors are inextricably tied together, rarely if ever, are "price" and "value" the same. Moreover, the TAV financial model is based on average aircraft as described below, rather than individual serial numbers, which is how aircraft are generally bought and sold.

The mechanism by which the TAV estimates profitability is a detailed multi-year cash profit and loss (P&L) analysis for each of the aircraft models. The purpose of the P&L is to forecast the cash that can be generated over the life of the aircraft. From this forecast, we then construct a profitability curve, the structure of which provides the factors for future value estimates. The financial model requires input data encompassing all costs and revenues accruing to each aircraft model over the remaining anticipated service life.

MAJOR FACTORS BEARING ON AIRCRAFT VALUES

AVMARK has made a number of basic assumptions that are standard for all of the aircraft entered in the database.

- The aircraft is in an overall “Good” condition by industry standards.
- The aircraft is certified for U.S. FAR Part 121 or similar government agency operation.
- With the exception of the first few years in service, the aircraft is considered to be in “half-life” condition, that is, halfway between major maintenance (D-check) overhauls. This status applies to engines and high value components, as well as airframes.
- The aircraft is deemed airworthy and in compliance with all Airworthiness Directives and mandatory Service Bulletins.
- The aircraft is not in a unique configuration, with seating capacity based on industry norms.
- The aircraft utilization is average given the number of years that it has been in service.
- The aircraft is free of liens or other encumbrances, which would otherwise hinder an arms-length, non-distress transaction.
- The supply and demand for used aircraft is in a reasonable state of equilibrium.

Each model of aircraft is then individually evaluated by assuming a weighted average stage length similar to current industry usage of the particular type. Load factors are assumed constant in the early years of aircraft service life, and then vary over the remainder of the life of each aircraft based on the ubiquity, age, and industry capacity forecasts. Revenue yields are forecast using current worldwide actual yields as the base. AVMARK collects relevant fare data and determines by regression analysis the most likely yields for specific stage lengths. Fare commissions are scrutinized and analyzed by stage length for both U.S. domestic and non-U.S. international services.

Operating expenses incurred in service are estimated based on average actual data culled from industry sources by AVMARK. Both crew and maintenance expenses are applied from actual experience by aircraft model. Maintenance costs vary according to the age of the aircraft, with D-Check expense accruing to the point at which the aircraft is considered in half-life condition.

Airbus A300-B4-200F

DESCRIPTION

A basic medium haul cargo aircraft, the B4-200F is also designated as the A300 C4 and A300 F4. The C4/F4 aircraft were equipped with a cargo door, a reinforced cabin floor and a floor loading system. The C4 is a combi version. The F4 is the cargo/frighter version with passenger windows blanked out.

SPECIFICATIONS

Aircraft:	A300-B4-/200F	Max Payload, lbs:	101,400
Type:	2 Engine Wide Body	Max Zero Fuel Weight, lbs:	277,780
Engines:	CF6-50C2	Max Takeoff Weight, lbs:	363,760
U.S. FAR Part 36:	Stage 3	Max Landing Weight, lbs:	299,800
Flight Crew:	3	Max Range, nm:	3,340
Seating Capacity:	N/A	Last Year of Production:	1986
First Delivery:	1975		

Transport Aircraft Values (TAV) - February 2009



Model:- Airbus A300B4-200F
Description:- Widebody 2 Engine Freighter
Display:- Constant Dollars

Year	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986
2009	5.75	5.80	5.90	6.05	6.24	6.49	6.78	7.13	7.52	7.97	8.46	9.00
2010		3.90	5.11	5.63	5.95	6.24	6.55	6.90	7.29	7.73	8.22	8.75
2011			3.54	4.91	5.54	5.95	6.31	6.67	7.06	7.50	7.98	8.50
2012				3.42	4.84	5.54	6.01	6.41	6.82	7.26	7.73	8.25
2013					3.39	4.84	5.59	6.11	6.56	7.00	7.48	8.00
2014						3.39	4.88	5.68	6.24	6.73	7.22	7.73
2015							3.41	4.95	5.79	6.40	6.93	7.46
2016								3.45	5.04	5.93	6.58	7.16
2017									3.50	5.14	6.09	6.79
2018										3.55	5.26	6.27
2019											3.62	5.40
2020												3.69

Transport Aircraft Values (TAV) - February 2009



Model:- Airbus A300B4-200F
Description:- Widebody 2 Engine Freighter
Display:- Current Dollars

Year	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986
2009	5.75	5.80	5.90	6.05	6.24	6.49	6.78	7.13	7.52	7.97	8.46	9.00
2010		3.99	5.23	5.76	6.09	6.38	6.70	7.06	7.46	7.91	8.41	8.95
2011			3.71	5.14	5.80	6.23	6.60	6.98	7.39	7.85	8.35	8.90
2012				3.66	5.18	5.93	6.44	6.86	7.30	7.77	8.28	8.84
2013					3.71	5.30	6.12	6.69	7.19	7.67	8.20	8.77
2014						3.80	5.47	6.37	6.99	7.54	8.09	8.67
2015							3.91	5.68	6.64	7.34	7.95	8.56
2016								4.05	5.91	6.96	7.72	8.40
2017									4.20	6.17	7.31	8.15
2018										4.36	6.46	7.70
2019											4.55	6.79
2020												4.74

Airbus A300-B4-600

DESCRIPTION

An enhanced A300 incorporating A310 systems and technology to produce higher passenger and cargo capacity. The –600 has an advanced two-man “glass cockpit” and up to nine-abreast seating for high-density operations. The range with 267 passengers and baggage is 3,700 nm, with international fuel reserves.

SPECIFICATIONS

Aircraft:	A300B4-600	Max Payload, lbs:	82,000
Type:	2 Engine Wide Body	Max Zero Fuel Weight, lbs:	286,600
Engines:	CF6-80C2/PW4000; JT9D-7R	Max Takeoff Weight, lbs:	378,530
U.S. FAR Part 36:	Stage 3	Max Landing Weight, lbs:	304,200
Flight Crew:	3	Max Range, nm:	3,700
Seating Capacity:	267 (2 Class)	Last Year of Production:	1992
First Delivery:	1983		

Transport Aircraft Values (TAV) - February 2009



Model:- Airbus A300B4-600
Description:- Widebody 2 Engine Passenger
Display:- Constant Dollars

Year	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992
2009	6.00	6.13	6.40	6.80	7.33	8.00	8.80	9.73	10.80	12.00
2010	5.21	5.60	5.99	6.44	6.99	7.66	8.44	9.36	10.40	11.56
2011	4.10	4.90	5.48	6.02	6.61	7.29	8.07	8.97	9.98	11.12
2012	2.49	3.90	4.81	5.51	6.18	6.88	7.67	8.56	9.55	10.66
2013		2.40	3.84	4.83	5.64	6.41	7.23	8.11	9.10	10.18
2014			2.37	3.86	4.93	5.84	6.71	7.63	8.61	9.68
2015				2.38	3.92	5.08	6.09	7.06	8.06	9.13
2016					2.41	4.02	5.27	6.37	7.44	8.53
2017						2.45	4.15	5.49	6.68	7.84
2018							2.51	4.29	5.72	7.00
2019								2.57	4.43	5.96
2020									2.63	4.58
2021										2.69

Transport Aircraft Values (TAV) - February 2009



Model:- Airbus A300B4-600
Description:- Widebody 2 Engine Passenger
Display:- Current Dollars

Year	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992
2009	6.00	6.13	6.40	6.80	7.33	8.00	8.80	9.73	10.80	12.00
2010	5.33	5.73	6.13	6.59	7.15	7.84	8.63	9.58	10.64	11.83
2011	4.29	5.13	5.74	6.30	6.92	7.63	8.45	9.39	10.45	11.64
2012	2.67	4.18	5.15	5.90	6.62	7.37	8.21	9.17	10.23	11.42
2013		2.63	4.21	5.29	6.18	7.02	7.92	8.89	9.97	11.15
2014			2.66	4.33	5.53	6.55	7.52	8.55	9.65	10.85
2015				2.73	4.50	5.83	6.98	8.10	9.24	10.47
2016					2.83	4.72	6.18	7.47	8.73	10.01
2017						2.94	4.98	6.59	8.02	9.41
2018							3.08	5.27	7.03	8.60
2019								3.23	5.57	7.49
2020									3.38	5.89
2021										3.54