

## **S1 E5** The Axe's US assembly and service centre

The Axe is a two-seat Electric Vertical Take Off and Landing aircraft – more sustainable, quieter, smaller; easier to fly and just a fraction of the cost of a loud helicopter. It has a base price of just 180,000 dollars. We envision the United States being the largest market for the Axe, which is why we have partnered with AltiSky, the country's largest Tecnam dealership, to offer assembly and service support to Axe owners.



AltiSky CEO Bill Minkoff explains more:

## 1. **The Axe and the US market**

AltiSky has become the largest Tecnam dealer for the United States; we're a stocking dealer, and we do sales, service and support. Why, if I am busy with piston-powered airplanes, would I be interested in an electric-powered airplane? The answer is cost and simplicity.

We know that battery technology is rapidly gaining acceptance in the marketplace, and we know that the airplane of the future is the eVTOL.

I live in Nashville, TN. I love Nashville, it's growing rapidly, and a lot of people in Nashville, my friends in particular, own farms in the Nashville environs. They might be as close as 35 miles, or as far as 50 miles from town. Often, that 35 mile drive can take an hour and a half to two hours. It's not uncommon to look at the TV and see that the drive times have just doubled, because of a tie-up or an accident.

The Axe really solves that problem because you can hop over the traffic and get to your destination. Because of the Nashville rolling terrain, you can get to a beautiful mountain-top cabin literally 50 miles out of town, and be very secluded. The Axe will get you there.

## 2. **The Axe in a suburban environment**

Let's talk about why the Axe is comfortable for somebody who might live in a suburban environment. You certainly can't land your helicopter in certain neighbourhoods because of noise complaints, but the Axe is quiet. The Axe will let you get in and out without disturbing any of your neighbours. While you're doing that, you're jumping out of your suburban lot, you're going to your club that might be out in the countryside somewhere, and you're enjoying yourselves.

## 3. **US assembly and support centre**

What AltiSky is doing is building an assembly centre for the Axe. This will be a place that's convenient, where owner-buyers can have their Axe shipped, and then they can come in and spend their time assembling their Axe under the qualified supervision of an airframe and powerplant mechanic.

This really makes sense, because you have somebody in the assembly centre who sees the airplane every day, and you follow the tried and true examples that the airframe and powerplant mechanics are helping you with.



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