



Apex Aircraft and Alpha Aviation: a strategic alliance

Apex Aircraft Group and **Alpha Aviation** finalised an agreement today **to transfer the Alpha production from Darois-France to Hamilton-New Zealand.**

Apex Aircraft will continue to sell Alpha aircraft and related services including spare parts in Europe with renewed ambitions based on highly competitive prices. **Alpha Aviation** will sell Alpha aircraft in the rest of the world. Premises are currently under construction at Hamilton International Airport in New Zealand's North Island. First Alpha rollout is scheduled April 2005.

Alpha is a range of two-place metal aircraft designed by Apex Aircraft for flight training schools. Five different models are currently available for basic training and aerobatics. More than 300 aircraft have been sold mainly in Europe. Alpha is **FAA** and **EASA** certified and is the ideal replacement for Cessna 150 and 152's, which have not been manufactured since 1982 and represent a considerable but aging worldwide fleet.

The partnership with **Alpha Aviation** originates in a 5-year distribution contract with Izard Pacific Aviation, whose founder Richard Izard is also a major shareholder of Alpha Aviation.

Production of **Alpha aircraft** in New Zealand will enhance sales in the Pacific zone. Expected worldwide annual sales should reach one hundred aircraft within three years. Alpha Aviation plans to develop sales in the US market, which for this type of aircraft represents the major portion of the world market. High volume production should allow lower sales prices and aggressive marketing worldwide.

In the US, the partnership with Alpha Aviation could be in the future a major factor to introduce other aircraft manufactured by **Apex Aircraft**.

For the time being, **Apex Aircraft** and **Alpha Aviation** are working together to achieve a smooth transfer of the know how and the tooling from Darois to Hamilton while ensuring continued new aircraft and parts production for their customers.

Darois, Octobre 8th 2004.

Apex Aircraft
[Guy Pellissier](#)

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