



Delivering on Freight
San Francisco, CA | September 2022

The Moderator and Panelists

RAYMOND JAMES



**David Fowkes –
Managing Director
Head of Aviation & Aerospace
Investment Banking**

- 25+ years in aviation investment banking
 - Capital markets and M&A at Salomon Brothers, Citibank, Lehman Brothers, and Deutsche Bank
 - Restructuring at Seabury & Imperial Capital
 - M&A and integration at Bristow Group
- Fixed Wing, Helicopter and eVTOL
 - Capital raise (debt & equity)
 - Global M&A
 - Global restructuring
- BS Chemical Engineering, Rensselaer Polytechnic Institute
- MBA, NYU



**David Merrill –
CEO & Co-Founder**

- Tech Startup Founder & Executive
 - Co-founded Elroy Air in 2016
 - Venture Partner at Lemnos
 - Computer Science, drones, hardware/software systems
- Elroy Air partnered with Lockheed Martin, NASA, US Air Force, Embraer
- Elroy Air featured by Wired, Forbes, VentureBeat, The Verge, Aviation Week, TechCrunch, Business Insider, and eVTOL
- Previously led R&D and IP strategy at 3D Robotics, which acquired his first startup, tactile learning system company Sifteo.
- BS (Symbolic Systems) and MS (Computer Science) from Stanford
- Ph.D. from MIT



**Svilen Rangelov –
CEO & Co-Founder**

- 8+ years developing the world's leading middle-mile cargo drone
 - Strategy, fundraising and business development
 - World's first cargo drone airline license
 - Global team in 12 countries
 - Strategic partnership with DHL and Hellmann Worldwide Logistics
 - Thought-leader in the unmanned air cargo space
- Serial entrepreneur
- BA Economics



**Joshua Resnick –
CEO/CTO & Co-Founder**

- Tesla – Semi Truck Program
 - Led system architecture and EE for truck prototypes
 - Multiple electromechanical subsystems
 - Supported M3 Prototype
- Genesis Machining & Fabrication
 - Industrial marine power installs up to 500kW
 - PI for Variable Speed Hybrid Diesel System project
- BS Electrical Engineering, Worcester Polytechnic Institute
 - Built a tabletop fusion system (got hit with neutrons)

Advanced Air Mobility Freight Solutions



The Chaparral

- Autonomous Vertical Take-Off and Landing (VTOL) aerial cargo platform: commercial shipping, humanitarian / relief, defense.

In Service	2023
Payload	300 – 500 lbs.
Range	300 mi.
Control	Autonomous / remote
Motors	8 (vertical), 4 (forward)
Power Source	Hybrid-electric



The Black Swan

- The first long-range, remotely-piloted aircraft built specifically for cargo, enabling same-day delivery.

In Service	Q4 2022
Payload	770 lbs.
Range	1,550 mi.
Control	Autonomous / remote
Speed	125 mph
Landing Distance	~1,300 ft. / 400 m.



Firefly

- Parallel Hybrid UAS powered by proprietary tech stack, enabling heavy lift and long endurance missions with full hover capability.

In Service	2023
Payload	100 lbs.
Endurance (Max Payload)	2+ hrs.
Control	Autonomous / remote
Dimensions	3 ft. x 5.5 ft. (h x l)
Power Source	Parallel Hybrid

Contact Information

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**David Fowkes –
Managing Director
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Investment Banking**



David.Fowkes@
raymondjames.com

Email



908-768-1797 (M)

Phone



**David Merrill –
CEO & Co-Founder**



dave@elroyair.com

Email



inquiries@elroyair.com

Email



<https://elroyair.com>

Website



**Svilen Rangelov –
CEO & Co-Founder**



info@dronamics.com

Email



<https://dronamics.com>

Website



**Joshua Resnick –
CEO/CTO & Co-Founder**



Joshua@
parallelflight.com

Email



831-252-4175 (M)

Phone



<https://parallelflight.com>

Website



Thank you!