# MORE TECNAM'S WINGS IN THE SKY - AERO2026 INTERVIEW WITH GIOVANNI PASCALE LANGER

**News / Events / Festivals, Manufacturer**

**People often say the sky is the limit. When it comes to Tecnam Aircraft, the sky is more like their playground—the perfect place where all their models showcase their best capabilities. "Since 1948... and just getting started." The company gives the impression that building planes is simple—you just need a genuine passion for aviation, outstanding technical expertise, and the willingness to listen to customers and the market. AERO 2026 was the perfect opportunity not only to see many of Tecnam Aircraft's models and witness the work of this proactive team, but also to discuss the latest news from the Italian manufacturer with Managing Director, Giovanni Pascale Langer. I am delighted to share the highlights of our discussion:**

**T.O. Pleasure to meet you at AERO. Day three, I think. First impressions and first Italian touch of German event ?**

**G.P.L.** Well, first of all, for Tecnam, AERO, is a very special event. We do attend AERO once every two years, and for us it's always great to be back here. It represents how Tecnam is moving forward, which are the new developments, and it give us the possibility to show off not only our aircraft, but our great team and and our latest news. The past three days have been very

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interesting for Tecnam. We closed many deals. I do believe we're around 70-plus aircraft sold so far (86 total at the end), and that's a great number, which represent how Tecnam is focused on today's market, both for flight training organization, commercial operators, as well as private ownership.

**T.O.: I was absolutely amazed by the latest brilliant aircraft you announced which I loved, the P2012 VIP version. How many did you sell already?**

**G.P.L.:** So far we didn't sell any P2012 VIP. This is the first time we are presenting the aircraft. And usually on the P2012, the negotiation takes few days.

**T.O.: I can tell you, yesterday I saw people getting out of the aircraft. They were just amazed. So I am sure it’s not gonna take long.**

**G.P.L.:** At least, you know, few days, few weeks in order to draft the right agreement and get everything in place. But anyway, the P2012 VIP, it's a big revolution for Tecnam. It's the missing configuration that the P2012 needed. We've always seen the P2012 as a regional aircraft for regional airlines. But I think we missed a very important touch, which is the charter version, the VIP version. A very good choice also for private pilot that are looking for a simple aircraft, a big twin-engine piston with the capability of bringing six passengers, six family members and and fly around.

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**T.O.** I've seen the P2012 at St.Barths… They in love with the aircraft, and all the passengers flying with that aircraft, they are in love with the aircraft as well. People are sleeping flying with that aircraft, so the noise is not an issue.

**G.P.L.:** That's, very good to hear.

**T.O.: How long do I need to wait if I'm ordering an aircraft today? Because I know it's on demand.**

**G.P.L.:** It depends if you're talking about the P2012? Correct. We do not produce any kind of stock. We just produce aircraft base on a fixed order from from the customer. We do have different production line. As you can see outside, we do have many products and many models available. Flight training models oscillates between 12 to 15 months for delivery terms, something we don't really like, because we prefer to have very good delivery terms in order to satisfy customers' requests. And that's the reason why we are we are developing, we're very close to finish a brand new manufacturing hangar of 13,000 square meters in order to improve our production capabilities.

**T.O.: I hope I'll be invited for the opening.**

**G.P.L.:** Absolutely, yes. You're more than invited. And concerning the P2012 we are in a, in a, in a better place. The delivery terms can oscillate between six to eight months for every configuration. From the Lycoming version, the cargo, the combi, the medevac. So six to eight months to get a brand new aircraft delivered at your place.

**T.O.** You're better than a number of car manufacturers in term of delivery terms.

**G.P.L.:** We know aircraft is most of the time an urgency, especially when you're talking to commercial operators and flight training organization. They have urgency and we want to be with them. We want to fulfill their needs. And that's the reason why the backlog we have today, which is something we, we like at all at the same time, it's something that doesn't stands with the, with our standards. So that's the reason why we're working in order to improve that.

**T.O.: In two years, you will get older. You will be celebrating Tecnam' 80th anniversary. How exactly you will welcome 80 years of the company? Can you share some information ?**

**G.P.L.:** We already know how to welcome the 80 years of the company. Absolutely not. But you're right. Tecnam is a very proactive company. We've always been. I always like to tell people is that for us building aircraft and coming up with new aircraft design, I don't wanna say it's a hobby, but it's something we purely like to do. And it's our passion. In my family, we're all pilots. We like aircraft. We like flying. We like developing new things new features that is not just related on you know, installing the latest Garmin avionics or, you know, washing of the exteriors and interiors of the plane. We like building something new that is gonna make sense for the future, is gonna make sense for our end customers. We like to listen, we like to, to be on the field.

**T.O. : I must say an evidence Tecnam, as Italian company,created a brand and made it live a very special story. I will definitely visit Tecnam. Thank you.**

**G.P.L.:** I will be waiting for you. Thank you!

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