



TECNAM “DIRECT FACTORY” STRATEGY PAYS OFF AT WINGS INDIA 2026

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Following its recent announcement to transition to Direct Factory Representation in India, Tecnam Aircraft has concluded a highly successful edition of Wings India 2026. The event served as the first major validation of this new strategic approach, resulting in record engagement with Flight Training Organizations, high-level policy contributions, and widespread acclaim for the aircraft on display.

Tecnam showcased a powerful lineup designed to meet the diverse needs of the Indian market. The static display featured:

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The P-Mentor: The two-seat IFR trainer that has revolutionized pilot training with its modern glass cockpit and low operating costs.

- The P2010 TDI: A game-changer for private mobility and air taxi services, featuring a luxury cabin and the ability to run on Jet A1/Diesel fuel.
- The P2006T: The world's lightest twin-engine aircraft, a staple for multi-engine training and a favorite among FTOs for its efficiency.

Just days after announcing the shift to a direct sales and support model to strengthen its footprint in the region, the Tecnam team, led by Chief Sales Officer Walter Da Costa, demonstrated the immediate impact of this decision on the ground. By removing intermediaries, Tecnam established direct lines of communication with India's leading aviation academies. The response was overwhelming, with legacy partners like ARCA Aviation, Chimes Aviation Academy, and Redbird Flight Training Academy reaffirming their trust in the brand, while a wave of new FTOs engaged directly with the factory team to discuss fleet modernization.



Giovanni Pascale Langer, Managing Director of Tecnam, commented: “India is a key market that demands our highest level of attention. By establishing a direct connection between our headquarters and the Indian operators, we are positioning Tecnam to better support the steady growth of major flight schools and airliners in the region. Our institutional partners require immediate, unfiltered access to our support and sales teams to maintain their operational tempo. This direct structure allows us to stand shoulder-to-shoulder with them as they expand their fleets.”

While the entire fleet drew attention, the P-Mentor emerged as the undisputed star of the static display. The aircraft's advanced glass cockpit and fuel efficiency captured the attention of the entire industry, culminating in a notable visit by Mr. Campbell Wilson, CEO of Air India. His personal inspection of the aircraft underscored the industry-wide shift towards training "Airline-Ready" pilots on modern platforms—a gap the P-Mentor is uniquely designed to fill.

Walter Da Costa, Tecnam Chief Sales Officer stated: "This edition of Wings India was truly electric. From the viral success of the P-Mentor to the honor of hosting Mr. Campbell Wilson at our stand, the validation from the Indian market has been immense. With our full fleet on display—from single-engine trainers to our twin-engine versatile platforms—we showed that Tecnam has the right tool for every mission. The future of Indian aviation is here, and Tecnam is powering it."



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