

CBAAAACAA

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CBAA YEAR IN REVIEW: Stronger advocacy, new leadership, more value

The CBAA chartered a new course in 2013. CBAA's new president & CEO, Rudy Toering, who came on board in June, worked closely with the Board of Directors, Chapter Chairs and staff to build on the progress made by former president Sam Barone to increase member value, improve communications, push our advocacy agenda and promote the value and importance of business aviation to Canada's economy.

"All of these objectives are interconnected, so strengthening one area helps us build the others and increase the value proposition to members" said Rudy. "We have made substantial progress this year on many fronts, and we are in a good position to make even more progress in 2014."

ADVOCACY HIGHLIGHTS

Providing input into the new regulations was a prime focus but was only one of many areas CBAA addressed in 2013. A brief summary is below. You can find detail on our actions and the current status of all of CBAA's advocacy efforts on our members' forum, CBAA Matters!



New Safety Regulations

CBAA objective:

- Create a regulatory framework that would both assure safe business aviation operations and facilitate the growth of the business aviation sector.

Actions:

- Consultation with members began with a briefing/workshop at CBAA 2013, followed by a request for comments to all members. Meetings have been held or are planned with the Minister, Deputy Minister and other senior officials to sensitize them to the issues. Members will have an opportunity to review the new regulations and provide comment via CBAA Matters!

Fatigue Management Regulations

CBAA objective:

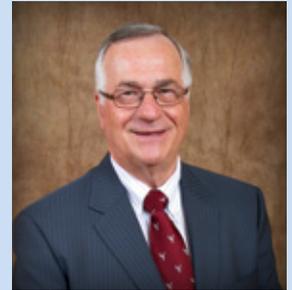
- To exempt non-scheduled commercial and business aviation operators from commercial scheduled service-centric flight and duty time regulations recommended in the Fatigue Management Working Group Report. Reports and positions submitted in January have not yet been responded to.

Actions:

- If necessary, CBAA will escalate its efforts and make representations at all levels, including to the Minister of Transport, in an effort to exclude our member operators from any new flight and duty time regulations not

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CEO'S CORNER



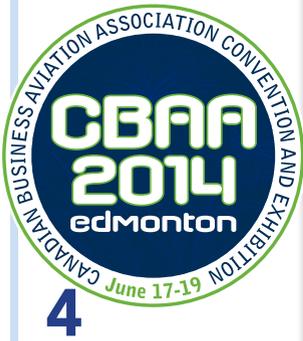
CBAA READIES FOR EASA'S THIRD COUNTRY OPERATOR (TCO) STANDARDS

It may not be common knowledge in the Canadian business aviation community, but the European Aviation Safety Agency's proposed rules to ensure that all third country commercial carriers comply with ICAO standards could affect operators who fly non-scheduled commercial flights into Europe.

There are several issues at play. For one, there are gaps between CARs and ICAO standards which may cause significant compliance problems for Canadian operators. Second, the authorization process to exercise operational permits (commercial traffic rights) states that for ad-hoc charters, a separate process will be put in-place to accommodate these flights. However, this instrument can only be used once every 24 months. Many

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RUDY TOERING CONTINUED

operators' business to Europe is ad-hoc all the time, especially if you consider the Air Ambulance business. Finally, these actions point to a larger picture: the increasing drive, on the part of EASA to include TCO commercial business aviation operations into their larger risk management scenario, forcing them to comply with the ICAO standard as European business operations already have to.

This action is one example of unnecessary regulatory creep – EASA is trying to forcefully influence other authorities as to what their regulations / standards should be. This is not an acceptable practice, considering that Canada has an exceptional record and our regulatory regime does not need to blindly follow ICAO standards to maintain its stellar record.

CBAA is addressing this issue in three ways. First, we will work with EASA, IBAC and other business aviation associations to get clarity on how to address the gap between the CARs and ICAO standards. The second element is to deal with the unacceptable standard for ad-hoc flights.

Our third level of activity will be the most important as we improve on our already high Safety standard by initiating a CBAA pro-active safety program that

assists its members to facilitate their safety programs which would meet or exceed both domestic and international oversight requirements – and by allowing Canadian operators to comply on their own terms.

A Canadian-made, industry-based solution is clearly the way to go. This CBAA initiative would focus on SMS data management, analyze and mitigate hazards, benefit from larger sampling pools for trending in a way that can be verified. Operators would see many benefits by participating in this National program. In the short term it would simplify SMS data collection, it could reduce insurance costs and reduce the operating costs and time associated with Transport Canada oversight. Longer term, it allows Canadian operators to stay one step ahead of international regulatory bodies by already having their own compliant and validated SMS program in place.

CBAA will be evaluating this new operators' tool over the next few months. For updates, please visit CBAA Matters! where we will post our latest activities and the latest news, or call me directly with your ideas. I welcome your comments and ideas as we move ahead and I look forward to working with you on this key objective. 🍀

CBAA YEAR IN REVIEW CONTINUED

tailored to their operations. TC has indicated that the proposed new 604 regulations will not be subject to these fatigue rules.

EU-ETS/Climate Change

CBAA objective:

- To work for fair application of EU-ETS for third party countries and to ensure that business aviation's higher cost and paperwork burden to comply with climate change protocols is reduced.

Actions:

- CBAA worked with TC to make sure the Canadian government position at ICAO responds to Canadian business aviation needs;
- CBAA worked to develop and support the IBAC position on environmental issues through the IBAC working groups and board meetings.

Wins:

- European Union "stopped the clock" – third-country flights into and out of Europe have not yet been subjected to EU-ETS;
- ICAO has proposed its own "market place measures" scheme, which includes the recognition that business and general aviation should be subject to simpler requirements.

Protecting concept of "publicly available" business aviation flight

CBAA objective:

- to stop the Canadian Transportation Agency's move to consider business flights carrying non-employees (e.g. clients) as "publicly available."

Actions:

- Working with the NBAA, the CBAA made representations to the Canadian Federal Court hearing the case.

Win:

- The Federal Court rejected the CTA's appeal, requiring it to resubmit its case. Business aviation flights can continue to carry non-employees without triggering a higher level of oversight and licensing.

Operational Issues

CBAA objective

- To resolve regulations-related service and operational issues as rapidly as possible.

Actions:

- Working with NBAA towards the government of Canada reinstating the Ops Spec provision for US Part 91 operators in Canada and the US government reinstating its equivalent for Canadian operators, the FAA Letter of Authorization.

Border Facilitation and Access Issues

CBAA objective:

- To ensure that business aviation operators have ease of access and entry to and from Canada.

Actions:

- working with CBSA on a case-by-case basis to ensure reasonable access to CBSA services at FBOs and class "other" airports which serve our members;
- working with CBSA to ensure that new measures to track passengers on scheduled flights, such as the electronic travel authorization (eTA), exit/entry initiative, and IAPI, have a minimal effect on business aviation flights.

NAV Canada

CBAA objective:

- To ensure equitable levels of service and fees for business aviation.

Actions

- Successful intervention to remove the bias against business aviation on approach design work, which would have been charged for this service, while scheduled services would have received it for free;
- NAV CANADA proposed level of services policy will be reviewed at a CBAA-sponsored meeting.

COMMUNICATIONS AND MEMBER ENGAGEMENT

In 2013, CBAA augmented its 'click to read' communications with active and hands-on communications designed

to engage members across Canada. Continuing into 2014, these include:

- Increased direct communications and contact by the president, with more face to face meetings and communications planned with chapters and stakeholders in the new year;
- The launch of our national forum, *CBAA Matters!*, a key way to inform members of our actions, solicit their feedback and share information across Canada;
- An enhanced role for CBAA regional chapters, to engage grassroots members in the association's activities;
- More effective use of our weekly email bulletin and other communications tools to inform members of current issues and news. "Looking at what we've accomplished this year, and the clear path ahead, I am indebted to the Board for its guidance, our Vice President of Government and Regulatory Affairs, Merlin Preuss, for pushing ahead on so many advocacy issues, and our staff who have delivered above and beyond over the course of the year." Rudy said. "I am especially grateful to our members for their support and trust, and invite anyone who would like to discuss the CBAA and its role in more detail, to call



Mark your calendars for CBAA 2014, June 17 - 19th in Edmonton.



Get ready for Canadian business aviation's biggest event!



Schedulers and Dispatchers Conference
January 14-17, 2014
New Orleans, LA
 Info: www.nbaa.org/events/sdc/2014/

EBACE 2014
May 20-22, 2014
Geneva, Switzerland
 Info: ebace.aero/2014/

CBAA 2014
June 17-19, 2014
Aurora Jet Partners and Sutton Place Hotel
Edmonton, AB
 Info: www.cbaaconvention.com

Mark your calendars for CBAA 2014, June 17 - 19th in Edmonton. With educational streams for pilots, schedulers & dispatchers, maintenance engineers and flight managers, exhibits from our leading suppliers and Canada's largest static display of corporate and private aircraft, it's one event you'll want to attend.

The convention's National Organizing Committee already at work to make this one of the best ever, with

- a new Show Guide that will be combined with the CBAA's resource Buyers Guide, featuring special discount rates, expanded print and electronic circulation and more;
- new opportunities for golf and convention sponsors;
- exhibits and sessions in the state-of-the-art Signature Flight Support FBO.

Do you have ideas for speakers or ways to improve the event? Sign up to *CBAA Matters!* CBAA's national members' forum and join the conversation on the CBAA 2014 Convention Forum, at cbaamatters.com. You'll find information on the program, sponsorship opportunities and more online at cbaaconvention.com, or contact Lise Hodgson, lhodgson@cbaa.ca, directly.

CBAA SHOW GUIDE AND BUYERS GUIDE TOGETHER AT LAST!

CBAA has combined its two major publications – the convention Show Guide and members' resource Buyers Guide – into one. CBAA is working with its media partner, Wings magazine, on this new "flip" publication, which will be available in both print and digital editions.

"The combined Guide will give our supplier members a bigger bang for their advertising dollars and a much wider circulation, while reducing the number of solicitations they receive from CBAA media partners. Our operator members will receive a much more useful resource. It's a win-win for everybody," said CBAA's President & CEO, Rudy Toering.

"We are excited to work with the CBAA on this project," said Scott Jamieson, Group Publisher & Editorial Director at Annex Business Media, Wings' parent company. "In our experience, these combined publications are very popular, and tying into our full digital community will give both sections a much wider audience and a longer shelf life. For advertisers wanting to reach a targeted market, it's a compelling opportunity."

For more information, contact Scott Jamieson, sjamieson@annexweb.com, 519-429-5180.



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- Scott Jamieson, Group Publisher & Editorial Director at Annex Business Media

CBAA launches new national forum

CBAA's new communications tool, **CBAA Matters!**

is now online. A members-only network and forum for collaboration and discussion on the issues that matter to business aviation, CBAA Matters! is one of the most important – and simplest – ways for members to find out about the continual advocacy and other work CBAA does on their behalf, and engage them in nation-wide consultations.



As well as providing input into CBAA advocacy positions and actions, members are able to add their own topics, share their views and information, access government documents and

notices, and get information and answers on issues that affect their operations.

Joining **CBAA Matters!** is simple. Visit the website, **cbaa**ma**tters.com**, and click on "How to Sign up" to

be guided through the process.

CBAA members will be sent a temporary password to begin, and non-members will be guided to a membership registration site.

CBAA works for you. We understand, and deal with, the issues that affect your business. As a member, you are part of a national voice and focus, with unique access to decision-makers and to special benefits available only at CBAA.

Be part of CBAA Matters! Join our members-only forum to:

- Communicate your concerns, questions, gripes and insights with your fellow members on nearly any topic relevant to the group;
- Provide your views and input into CBAA advocacy positions on issues ranging from the new regulations to emission trading schemes and more;
- Get information and answers on issues that affect daily operations from senior CBAA staff;
- Access government documents and notices.

Drive the agenda – and let CBAA help address your operational concerns to:

- Ensure a reasonable business aviation regulation framework;
- Proactively deal with national and international safety regulations;
- Access major slot-restricted airport hubs such as Toronto, Calgary, Montreal and Vancouver;
- Avoid the implementation of commercial airport-style security processes at FBOs;
- Ensure that commercial fatigue management rules are not applied to business flights;
- Avoid restrictions on who you can fly;
- Get equitable access and pricing on de-icing;
- Ensure that international climate change measures are reasonable and consider the special needs of small operators and business aviation flights.

Save time and money – let CBAA support your bottom line

- CBAA will handle your IFR Type Rating renewal services at no charge;
- Operator members get one free registration (value of \$469.00) for CBAA 2014, Canada's biggest business aviation event;
- Get special discounts at CBAA 2014 with member discounted rates on convention registration, exhibitors fees and Show Guide advertising;
- Take advantage of special supplier rates with our Industry Partners program.

If you are a member, please watch for your renewal notice in the mail.

If you are not yet a member of the CBAA, we urge you to join hundreds of business aviation operators and suppliers who have joined together to make their businesses – and sector – stronger.

For more information, please contact Rachel Duchesneau, rduchesneau@cbaa.ca.

GREATER THAN THE SUM OF ITS PARTS

2014 JOINT CBAA BUYERS & SHOW GUIDE

The CBAA, together with its media partner Wings magazine, brings you a one-stop marketing option to reach the key decision makers in Canada's business aviation sector. This combined "flip" style publication contains two industry resources into one print and digital product, including outstanding combined rates, wide-scale distribution, new hi-visibility opportunities, and more.

NEW FOR 2014

- ✓ Wider distribution: given to all CBAA delegates, mailed to all members, distributed at industry events (NBAA), posted on the CBAA and Wings websites
- ✓ Digital reach to Wings' massive online and enews community
- ✓ Dual purpose, longer shelf life
- ✓ Larger, glossy format
- ✓ Hi-visibility options to stand out
- ✓ Lower buyers guide rates, combined discounts

PLUS

Advertisers in both sides of the guide receive an additional 20% off both ads. Lower rates, wider distribution, and one buy! Contact Weng Ng for rates, premium space availability and other details - wng@annexweb.com, 905.727.0077



WINGS



CBAA-ACAA