

# CBAAA ACAA

The official publication of the  
Canadian Business Aviation Association

## NEWS BRIEF

### CEO'S CORNER

## CBAA's Partners in Safety Program to offer SMS Turnkey

**T**hrough Partners in Safety, the CBAA is committed to ensuring that every operator, regardless of size, can easily incorporate the highest quality safety culture into all aspects of its operations, based on standardized and professional processes. We are currently developing two separate programs for operators: a Turnkey SMS Solution and standardized proficiency training options for business aviation operations of all sizes and types.

The "turnkey SMS" was created as a result of feedback we received at the CBAA 2014 convention's SMS Gap Analysis Workshop. Available to members for a fee, this turnkey SMS would meet the new 604 requirements with very little customization required by our members. It would take advantage of and

link to the CBAA SMS as a means of compliance for SMS regulations that cannot readily be met by small operators. An offline solution is in the works for all operators. As well, it will be designed as an online SMS provided through a CBAA-endorsed SMS service provider,



soon to be announced. The development of this "turnkey" has commenced and will be offered as early as Fall 2014 which will allow members a full year to implement before the SMS exemption to the new regulations expires.

As well, CBAA is currently working with the major training providers to

develop and make available standardized proficiency training and evaluations. Through this program, members can be assured that their training is scaled to their operations, while, at the same time, meeting both the highest and best training standards, and Transport Canada's

needs. This will include a clear process from the training providers to Transport Canada to demonstrate how Train to Proficiency is confirmed.

Members will receive updates on the status of these programs in our weekly email CBAA Business Aviation Bulletin, distributed every Thursday. ✦



### CBAA IS YOUR PARTNER IN SAFETY

Airplanes fly but time flies faster! With a busy year under my belt it seems as if it was yesterday that I was introduced in Vancouver. As many of you have discovered, I can be pretty passionate about our business. What has really fuelled my fire is that you, our members, are just as if not more passionate about safety in our sector and ensure we "walk the walk." Over the last year, CBAA has escalated its advocacy and services to members – adding value to your membership, and wins for our sector. I am pleased that we have found a way forward on many challenges and am indebted to many of our members and board for their guidance and support.

While we deal with many issues, from safety management systems to Canadian and international

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## INDUSTRY PARTNERSHIP PROGRAM

### CBAA Membership Benefit and Partner Opportunities

- **Operators** - Take part in discounts and preferred rates provided by our Industry Partner associate members
- **Associates** – If you haven't already, contact CBAA to partner with us and leverage your business

For more information contact  
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## RUDY TOERING CONTINUED

regulations, to taxation and more, I find that they all relate to three underlying pillars. The first is to instill a culture of safety into every business aviation operation, regardless of size; the second, and equally important, to constantly strive, through strong advocacy, for fair treatment and understanding of the nature of business aviation; and third, to provide tools and support that create cost efficiency and sector standardization for our members.

It all begins with safety. Business aviation's commitment to the highest standards of safety has many benefits besides the obvious. We would not have retained our train-to-proficiency privileges under the new regulations if our sector did not have the safest private business aviation record in the world. As well as ensuring the confidence of clients and passengers, it eases the regulatory burden. We are low on the TC radar. Regulators tend to have a lighter hand if we demonstrate that safety standards are maintained (and exceeded) by all operators within the business aviation community, irrespective if they are flying under CARs 604, 703 or 704. Our aim is to reach such a high standard that the regulators will realize that they have no concerns with business aviation and that their limited time and resources can be better used in solving the persistent level of service issue.

With our **Partners in Safety** program, the CBAA is developing tools and negotiating with third party suppliers to provide all of our operator members with a suite of standardized, affordable and scalable safety and training products and services. Why is the CBAA doing

this? We have found that one of the obstacles for members, particularly smaller operations, is the complexity, time needed, and cost of embarking on a full-scale SMS or customized training program. It's fine if you manage staff for a flight department or a flight management company, but next to impossible when you are a one- or -two person operation. Yet, these elements are every bit as important to the company with one aircraft as for the company with a dozen.

With my background at CAE and FlightSafety International, I've seen these issues first hand and am convinced that CBAA, working with member service providers, can provide the solution by offering members a range of quality, affordable and scalable services they could not negotiate on their own.

There's an old saying: "**Justice must not only be done, it must be seen to be done.**" That's exactly where we are in business aviation. BA is already the safest form of aviation, and Canadian business aviation is one of the safest of its kind in the world. However, we must back up our assertion with action, and give every operator, large or small, the opportunity to attain the same levels of safety. "We talk the talk but we must also walk the walk."

That is our aim for Partners in Safety and our vision for business aviation: a made-in-Canada sustainable quality standard that is the best in the world. I look forward to working with every member to achieve this goal and with your help grow our membership as we both share the CBAA values and services with prospective new members. 🍀

**CBAA+ACAA**

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## Advocacy update

**T**here was no summer break for CBAA's advocacy, as competitive issues, taxes and regulations dominated the agenda.

A brief recap is below. As we continue to engage with governments, these issues can change on a daily basis. For the latest updates, members are encouraged to read our weekly emailed CBAA Business Aviation Bulletin. For more detail and to provide your own comments, sign up or log on to our national members forum, CBAA Matters! at [www.cbaamatters.com](http://www.cbaamatters.com).

### 604 Regulations

An exemption delaying "coming into force" of certain parts of the new regulations for two years is available for operators who had a TPOC on 29 May, 2014. A similar exemption is being prepared for those members who had CBAA POCs but didn't require TPOCs because of the Interim Order. They now need them as the 604 applicability has changed to once again require them to operate under 604. No exemption is being contemplated for new entrants.



This presents a significant barrier to new entrants as they will have difficulty meeting the new requirements at this time.

Issues with the new regulations are being resolved (almost daily). The CBAA met with TC on 20 May, 6 June, 18 June, and 27 July to identify and attempt to resolve issues with compliance with the new regulations and will continue to do so.

### HST applicability on ad-hoc charters

CBAA president & CEO Rudy Toering, CBAA members and tax experts met in August with

Director General, Excise and GST/HST, Danielle Lafleche, Canada Revenue Agency, to resolve the Toronto CRA office's decision to assess cross border charter flights (retroactively) as a transfer of personal property rather than a transportation service, and therefore subject to the full 13% HST. This action has surprised all members affected since there was no warning of any change in administrative policy to existing practice. The CBAA has had the opportunity to provide Ms. Lafleche and her colleagues with factual information that will help

in the interpretations and a request for urgent action due to the loss of business the extra 13% is already causing our members. We are hopeful that our very collaborative meeting will solve this issue.

### CBAA asks for moratorium on Ontario aviation fuel hike

The CBAA has joined other members of the aviation and airport communities requesting a moratorium on Ontario's 150% aviation fuel tax hike. As business aviation is a key input for Ontario manufacturers and exporters, the tax grab is both short-sighted and counterproductive.

### Other active files

Over the past few months, CBAA has made representation and met with government officials regarding Flight Attendant Ratio Regulations, new CBSA requirements for ETA and IAPIS, the Nav Canada Runway Safety and Incursion Prevention Panel. CBAA has also been representing Canadian business aviation on the EU-ETS, Europe's new Third Country Operations regulations among others. ✳

# CBAA Matters!

Building An Even Stronger CBAA  
Visit [cbaamatters.com](http://cbaamatters.com) to learn more

CBAA+ACAA  
Canada's Voice For Business Aviation



**EBAA & EASA to hold TCO Seminar**  
September 24, 2014  
Cologne, GR

**NBAA 2014**  
October 21 - 23, 2014  
Orange County Convention Center  
Orlando, FL  
Info: www.nbaa.com

**Northern Alberta & The Territories Chapter Meeting**  
November 11th 2014  
Sponsored by – Innotech-Execaire

**Southern Alberta Chapter Meeting**  
November 12th 2014  
Sponsored by – Innotech-Execaire

**EBAC 2015**  
May 19 – 21, 2015  
Palexpo and Geneva International Airport  
Geneva, CH

**CBAA 2015**  
June 16 – 18 2015  
Diamond Sponsor AVFUEL  
CYHU H-18 Services  
St-Hubert, QC

# Highlights of CBAA 2014

With record-breaking attendance, and a highly successful exhibit and static, CBAA 2014 in Edmonton has set a new standard. Thanks to everyone who participated in Canadian business aviation's biggest event. ✦



Another way to be airborne at Edmonton Night



Breaking the ice at the opening reception



Duelling pianos entertain at Edmonton Night



Gary Banks (left) receives the CBAA Lifetime Achievement Award from Andrew Hopkins



Rudy closes the convention with great prize give-aways



Rudy Toeing (L) presents a \$25,000 cheque to Doug Keller-Hobson, Hope Air



Networking at Signature Flight Support's reception



Swinging for Hope Air at Golf Tournament



Getting down to business

## Evolution of “Business” Airports as CBAA Members

**T**raditionally, associate membership in CBAA has been confined to FBOs, fuel suppliers, manufacturers and corporate aviation departments. In an effort to offer seamless and high value service to business aviation, both Boundary Bay Airport (CZBB) and Lake Simcoe Airport (CYLS) find value in CBAA membership.

believes that collaboration between business aviation airports can lead to better customer service, joint marketing, education programs, improved regulations and ultimately service excellence. Both Boundary Bay and Lake Simcoe airports offer uncongested airport infrastructure and airspace,



Boundary Bay Airport, BC

Collaboration between business aviation airports can lead to better customer service, joint marketing, education programs, improved regulations and ultimately service excellence.

This allows airport staff to focus on all aspects of business aviation operations and tailor their airports to meet and exceed corporate expectations. Martin Lamprecht (who handles marketing for Lake Simcoe) refers to this class of airport as “Corporate Jetports.” He

fast and convenient highway access, 24/7 operations, Port of Entry with Canada Border Services, modern terminals with pilot lounges, board rooms and offices, full range of ground support equipment and services, modern hangars, fully serviced and un-serviced airside lots and

growing lists of locally based jet and turbine aircraft. They serve the Vancouver and Toronto metropolitan areas respectively and can offer better rates and more convenience than their International sisters. Business aircraft landing at CZBB and CYLS can expect fully customized service with a ‘VIP touch’ as they bring in the most important type of clients the two airports serve. Katherine Mesho, Supervisor of Boundary Bay Air Services, outlines some of the advantages of a business aviation orientated airport. She is able to offer fully integrated landing and ramp

fees, has access to airside and groundside parking, restaurant and ground transportation services, has airport management support and can set priorities for apron and terminal use. She invites business aviation customers to “come and experience the difference” and enjoy the advantages of a fully dedicated business aviation orientated airport. Both CZBB and CYLS intend to continue their partnership through CBAA and invite other business aviation-orientated airports to join them in their focus on advancing service excellence for business aviation. 🍁

# You're Invited...

**CBAA** 🍁 **ACAA**

**to gather with CBAA members, showcased at our Canadian pavilion at the 2014 NBAA Convention and Exhibition**

A great opportunity for you to network and build lasting business relationships.

**BOOTH # 1098**

**October 21-23 2014 - Orlando, FL**



**Business aviation is essential, linking Canadian businesses and communities to the world. The safest form of aviation, it embodies the highest standards of professionalism, efficiency and productivity.**



## CBAA matters

- Representing 604, 703 and 704 operations, the Canadian Business Aviation Association protects the interests of a wide range of business aviation operations at home and abroad. From safety, security, customs and immigration regulations, to environmental issues, to taxation and more, the CBAA is your guarantee that business aviation is represented and its views are heard.



## Membership matters

- As a member of CBAA, you are a part of a national effort to protect your interests. Exclusive benefits include access to subject matter experts to answer questions and address concerns, money and time-saving services and discounts, a tool to support regulatory compliance, a national on-line forum to request and access information and to share views in real time, and much more.

**CBAA is the only national association dedicated to business aviation operations.**

***Experience the benefits of CBAA membership.***

For more information on the value of membership, please contact **Lindsay Berndt** at [lberndt@cbaa.ca](mailto:lberndt@cbaa.ca) or **(613) 236-5611 ext 221** | [www.cbaa-aca.ca](http://www.cbaa-aca.ca)