



Interview with Merlin Preuss, CBAA's Vice President of Government and Regulatory Affairs

As the former Director General of Civil Aviation at Transport Canada, and an architect of Canadian aviation SMS, Merlin Preuss is one of aviation's most knowledgeable and influential people, equally adept in the cockpit of a plane or easing a path through the halls of official Ottawa.

Recently appointed as the CBAA's Vice President, Government

and Regulatory Affairs, Merlin will be working to ensure the legislative and regulatory environment helps promote the growth of business aviation in Canada.

The CBAA interviewed Merlin Preuss to learn his opinion on how the business aviation community in Canada must develop in the coming months and his role in accomplishing these developments.

As Vice President, Government and Regulatory Affairs, what do you believe are the most critical issues facing business aviation and how will you address them?

Canadian business aviation must continue to carve out and sustain a niche in the regulatory framework whether we are talking about safety, security or the environment, similar to the niche we lost in the aviation

safety regulatory framework. We have unique requirements and capabilities that they need to understand, accept and support in the face of continued pressure to treat us like commercial operators either as a matter of convenience or through ignorance of our differences.

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CEO's | CORNER

■ WHERE DO WE GO FROM HERE?

April 1st has come and gone, and with it, the POC program has been moved to Transport Canada. CBAA has upped the ante over the last year for its members, working to ensure that Transport would be able to respond to the operators efficiently, and with a minimum of red tape. In addition to a Board transition committee, Art Laflamme and Merlin Preuss were instrumental in liaising with Transport to ensure that member interests and the CBAA position on POC operational issues were heard and addressed by government officials.

I am pleased to report that we have succeeded in moving the goalpost; Transport not only used our

input, but tacitly acknowledged that CBAA has a store of institutional and operational knowledge that they lacked – and needed for the future success of the program. We are in discussions with TC on how CBAA can provide value to members and services that may not otherwise be provided in a timely manner. I hope to give you more detail shortly.

This outcome was the result of the expertise of our key internal resources, and I want to take this opportunity to thank Art Laflamme, who as a special advisor to me over the last 18 months has proven indispensable as a calm source of sage advice and aviation expertise. On May 1st, Art will be leaving CBAA

to pursue other interests (primarily golfing). Thanks again Art!

This experience has allowed us to gain a greater understanding of our operator members' needs and create a new bundle of services that are focused on delivering value to all business aviation operators, no matter their size. Watch for more details coming out shortly.

We have also reaffirmed our strategic mandate to be our members' voice on government and advocacy issues in Ottawa and beyond. As has already been announced, Merlin Preuss another former Director General, Civil Aviation has joined the CBAA as Vice President, Government and Regulatory Affairs. Merlin will be



Sam Barone, President and CEO

spearheading our government affairs and advocacy initiatives for CBAA members, including tracking and providing feedback to the official version of the 604 Business Aviation regulations that will form the new POC framework.

Merlin will also oversee many of the government-wide liaisons

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Interview with Merlin Preuss

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What is your approach to Government Relations and working with Transport Canada and other agencies and departments, and how will you respond to the particular needs of operators?

Having been on the receiving end of complaints from industry, I know that just going to a government organization with a complaint is unlikely to be very effective and might not result in the desired action. The best approach will be to go to the organization with solutions to the need and convince them to choose and take action on our first choice. This may sound simple but it involves a bit of work up front on my part to first correctly identify and understand the need and then work with members to develop ways to address the needs. This all starts with me getting to know the operators better. I'll be attending the next series of Chapter meetings to do this as well as ensuring all members know I'm here and what my responsibility areas are.

How will CBAA help the operators change to and work under the new regulatory regime?

There are three challenges involved with this change:

- Working with Transport to ensure the new regulations are tailored to our needs while still meeting Transport's requirements.
- Convincing Transport of the need for a high level of service to our members and then follow-up to ensure they deliver.
- Continued communications with Transport to smooth the transition to the new regulatory regime for our operators.

This will involve a great deal of analysis of the new regulations before they become law, consultation with our members to determine the impacts of changes from the CBAA standards and discussions with Transport officials to convince them to make the necessary changes.

None of this will be easy.

How does the small operator fit into your portfolio?

Single aircraft owner/operators are particularly vulnerable to the adverse effects of regulatory change introduced by big government and bureaucratic processes that don't add value to their operation. Their needs are often overlooked and their concerns are not addressed promptly or adequately because they don't have easy access to or receive the priority for resources from government organizations. Especially, in the safety regulation area where we are no longer masters in our own house, their vulnerability is growing. I intend to be there to help them through the maze of changes and ensure that their concerns reach the government officials in a position to address them.

What are your 12-month goals as Vice President, Government and Regulatory Affairs?

Create a sustainable relationship with the government organizations with the most impact on successful and efficient business aviation operations that permits our members' concerns to be heard, understood and addressed. This will be especially challenging respecting Transport Canada Civil Aviation given the fundamental change in the relationship brought about by the cancellation of the delegations of authority active until the first of April of this year.

Where would you like to see business aviation in a year's time?

Business aviation is an economic enabler and as such an essential tool in the success of any enterprise with national or international or global reach. Our job is to help ensure that tool is as sharp and effective as possible and we'll know if we have been successful when we see continued growth in this aviation sector, which is leading economic growth. Bottom line, in a year's time I'd like to see our sector vibrant and successful with effective lines of communication to government organizations provided by the association as an essential ingredient in the success and growth of the sector.

Once again, the CBAA welcomes Merlin and his expertise. 📷

Merlin Preuss, PEng FRAEs

Merlin Preuss has more than 40 years of experience in aviation and management, first as a pilot in the Canadian Air Force, then with Transport Canada (Department of Transportation) where he spent his last seven years in the public sector as the Director General, Civil Aviation for Canada, and most recently as an aviation and management consultant.



Merlin began his career in aviation with the Canadian Air Force in 1967 after graduating from the Royal Military College of Canada with an honors degree in mechanical engineering. He held various positions of increasing responsibility in the Air Force. Merlin achieved the rank of Lieutenant Colonel and the position of Director of equipment acquisition projects, which included two major Crown projects, from definition to implementation, at National Defence Headquarters. Following his military career, Merlin was employed with Transport Canada

Civil Aviation as Air Carrier Inspector and Chief, Air Carrier Standards Division.

In 1997, Merlin was appointed Director, Commercial and Business Aviation / Air Carrier Branch at Transport Canada where he developed the safety policy, regulations, and standards governing operations, certification, occupational safety and health, and the transportation of dangerous goods for all Canadian commercial and business aviation.

By 2002, Merlin would be appointed Director General, Civil Aviation at Transport Canada. While Director General he oversaw the design, development and implementation of a Safety Management System (SMS) regulatory framework for the Canadian Aviation industry. He is recognized globally as an authority on risk management systems in aviation from an industry and regulatory authority perspective. He is also a fellow of the Royal Aeronautical Society of the United Kingdom.

CEO's | CORNER

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that we undertake here in Ottawa and beyond.

We are also busy preparing for a busy 50th Anniversary celebration in Calgary in July. For the first time, you can register online by visiting <http://www.cbaa-aca.ca/convention/cbaa-2011-1>. The convention kicks off with the 18th annual golf tournament benefiting Hope Air and the Alberta Children's Hospital Foundation, followed by the CBAA's 50th Anniversary dinner. The dinner will feature keynote speaker Dr. John Izzo of the Izzo Group. This year's convention also features pre-

convention training sessions on July 4th and 5th. For more information on CBAA 2011, including the pre-convention training sessions and program details, please visit <http://www.cbaa-aca.ca/convention/cbaa-2011-1>.

Thanks to the commitment of our Board and members, CBAA is changing – for the better. CBAA's aim is not only to be your representative, but also to provide you with services and advocacy that make your business, and your sector, stronger. Watch for some important announcements in the weeks ahead. 📷

100/0: 100% Responsibility / Zero Excuses: How Stepping Up Can Change Your Company & the World

The CBAA is pleased to announce Dr. John Izzo of The Izzo Group as CBAA 2011's keynote speaker on Wednesday, July 6, 2011, at CBAA 2011's 50th Anniversary Celebration

Dr. Izzo will be delivering an inspiring keynote address on how taking responsibility can change your life, your company and the world. Can one person or a small group of dedicated people change the world? Is it possible, no matter what we think our talents are, to play a big part in making the world a better place? Are people who believe they can change things happier and more successful than those who think things can't change?

Taking responsibility means stepping up and seeing yourself as an agent of change – whether it is changing your company, improving your community or changing the world. This inspiring keynote shows how “stepping up” and seeing it as “my job” creates positive change while improving our satisfaction at work and in life. Dr. Izzo shows how a simple concept called 100/0: 100% responsibility and zero excuses

transforms how we see the world. Your audience will see why new research shows that the more we think we can change things, the more successful and happy we are.

Izzo shares a simple formula: “change begins in this room, it begins with me, and it begins now.” Filled with inspiring examples of how people have stepped up and made things better, your audience will leave knowing that the more each of us takes personal responsibility, the better the workplace, the better our

life and the better the world will be.

Among other things, you will hear:

- How a small group of employees got together and transformed service and morale at a large hospital;
- How a leader took a dying business unit within a large telco and got employees to step up creating a “cash cow” for her company;
- How a homeless alcoholic spurred a recycling revolution;
- How a paramedic became one of *Time* magazine's most influential

people of the decade;

- How one woman with a vision tackled poverty in Africa;
- How a small group of people stepped up and transformed one of the worst slums in the world into a thriving community.

From global warming to improving customer service and profits, to making your family a better place, this keynote will show how making the choice to step up changes everything. 📺

About Dr. John Izzo

*John Izzo is one of North America's most sought after speakers on creating great workplaces who build sustainable success through their people. He is the author of five books, including the international business best-sellers, **Awakening Corporate Soul** and **Values Shift**. He is also author of the international best-seller **The Five Secrets You Must Discover Before You Die** and host of the five-hour Biography Channel TV series by the same name. His newest book is about how stepping up and taking responsibility changes everything (published fall 2011). He has spoken to over one million people and close to 600 companies, including HP, IBM, Novartis, Northrop Grumman, Blue Cross, Mosaic, Marriott, Dow, GE, Xerox and Exxon.*



NEW CBAA 2011 BRONZE SPONSORSHIP OPPORTUNITY

HAWK ONE SABRE \$5,000

“Resurrect, Celebrate and Motivate”

is the theme behind the refurbishment of a classic RCAF F-86 Sabre 5 (Canadair Serial Number 23314) in the colours of the legendary Golden Hawks aerobatic team that thrilled Canadians from coast-to-coast for five airshow seasons commencing in 1959.

Help celebrate CBAA's 50th Anniversary and our aviation heritage by sponsoring the participation of HAWK ONE on the **CBAA 2011 Static Display in Calgary, July 7.**

BENEFITS OF SPONSORSHIP

Company name and acknowledgment of support:

- on CBAA website before, during, and after the Convention
- in CBAA publications before, during, and after the Convention
- on a banner stand at the convention
- on a screen at the Plenary Session and Annual General Meeting
- verbal acknowledgement at your sponsored event, where applicable
- hyperlink to your website from CBAA website

- post-conference list of registrants: name, title, company affiliation
- inclusion of one promotional piece in delegate registration bags
- display of one (1) piece of company-branded material at your sponsored event
- two (2) complimentary Trade Show passes
- 10% discount on an ad in the CBAA 2011 Show Guide by WINGS Magazine

CONTACT: Andrew Oestreich, Vice President, Marketing and Communications, 613-236-5611 x 236, aostreich@cbaa.ca for more information or to reserve this opportunity.



New CBAA Members

Aversan Inc.

Aircraft embedded software development and verification and validation. Aircraft systems design and testing; hardware circuit design and build; aircraft automated test station development and build. DO-178B and DO-254 certification. Program management and project engineering; contract engineering; simulation and training.

Cavanagh Williams Conway Baxter LLP

Commercial litigation counsel specializing in insurance defence, corporate and commercial law, professional liability, administrative & regulatory law, and aviation law.

FltPlan.com

Flight planning, flight tracking, eAPIS, SMS, FAA-approved weather and FBO/Airport database. Professional IFR flight plans and navigational logs for corporate, charter, and business pilots.

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PELESYS is a training solutions provider to airlines and airline training organizations. Their focus is to provide cost-effective solutions and consultancy services that deliver targeted training/e-Learning to meet customers' specific objectives and business needs. Pelesys offers domain knowledge in both e-Learning and aviation training that is easily demonstrated in its Learning Management System, Exam and Assessment System, Content Management System, CrewKey offline delivery platform and Qualifications Management System. In addition to their proven delivery environment and track record, they offer the most comprehensive flight training courseware library in the industry.

In Memoriam

James (Jim) Gordon Edward

May 8, 1944 – April 1, 2011



It is with heavy hearts and great sadness that the family of Jim Edward announces his passing on April 1, 2011, after a short and courageous battle with cancer. Jim leaves behind his loving and beloved wife Jean, his sons Doug (Shelley), Derek and daughter Laura, stepdaughters Kristina (Ron), Lisa, granddaughters Sarah, Stefanie, Lily, and grandson Evan. He will sorely be missed by his beloved dogs whom he called his babies, Saydie, Sonny, Missy, and Milo. Jim served from 1961 to 1988 in both the RCAF Police and Military Police Branch after unification. He had served in Germany, Moose Jaw, SIU in several locations, a key leader for the Canadian Embassy in Iran during the U.S. Embassy Tehran Hostage Crisis, 1 MP Platoon, Cyprus and Cold Lake. Up until his current illness at age 66 years, Jim had been the Security Manager at the Calgary International Airport for The Calgary Airport Authority since 1988. The Family wish to say Thank You to Unit 61 and Unit 47 at the Foothills Hospital for all of their support and the caring of Jim. If family and friends so desire, memorial donations can be made to the Calgary Poppy Fund Veterans Food Bank, 1, 4539 - 6 Street N.E., Calgary, AB, T2E 3Z6. A Memorial service in Jim's Memory was held on April 8 at 1300 hours at the Aerospace Museum, 4629 McCall Way N.E., Calgary (Telephone 403-250-3752). A Graveside Ceremony Service at the Field of Honor was held at the Mountain View Funeral Home on April 9, 2011, at 1100 hours.

A Husband, Father, Gentleman, Friend, Mentor Never Forgotten! Forever in our mind "To my Always... from your forever"

CALENDAR | OF EVENTS

CBAA Dates to Note:

May 25, Halifax

Atlantic Chapter Meeting sponsored by FltPlan.com. Citadel Hotel.

Information: clementnadeau@hotmail.com

June 24, Vancouver

Pacific Chapter Meeting sponsored by Gulfstream. 1730. Landmark Aviation.

Information: scotth@fbvancouver.com

July 4, Calgary

Introduction to IS-BAO Workshop presented by IBAC. Sponsored by Colt International. 0830-1630. Skyservice FBO.

Information: www.cbaa-aca.ca/convention/cbaa-2011-1/introduction-to-is-bao-workshop-and-auditor-accreditation-workshop

July 5, Calgary

Auditor Accreditation Workshop presented by IBAC. Sponsored by Colt International.

0830-1630. Skyservice FBO.

Information: www.cbaa-aca.ca/convention/cbaa-2011-1/introduction-to-is-bao-workshop-and-auditor-accreditation-workshop

July 5, Calgary

Aviation Human Factors Seminar presented by Convergent Performance. Sponsored by Global Aerospace. 0830-1630. Westin Calgary Hotel.

Information: www.cbaa-aca.ca/convention/cbaa-2011-1/aviation-human-factors-course

July 6-7, Calgary

CBAA 2011 – Celebrating the Association's 50th Anniversary.

Information: www.cbaa-aca.ca/convention

Other Dates of Interest

May 17-19, Geneva

11th Annual European Business Aviation Convention & Exhibition (EBACE2011).

Information: www.ebace.aero

Order AEROPUBS at the NAV CANADA Online Store

NAV CANADA customers looking for a fast and convenient way to order aeronautical publications now have a new option – online shopping.

Launched on January 31, the NAV CANADA Online Store can be accessed by visiting the NAV CANADA website (www.navcanada.ca), or directly via its own address at products.navcanada.ca.

In the virtual store, all NAV CANADA aeronautical publications are available for ordering through the secured website.

“Our customers have been asking for online purchasing for a long time,” says Janelle Denton, Manager, Customer Contact Centre & Aeronautical Publications at NAV CANADA. “It enhances our customer service, and makes the ordering process more convenient for everyone.”

NAV CANADA currently has between 7,000 and 7,500 active cus-



tomer accounts for its publication products (including the CAP and CFS, charts, maps, books and other documents).

Before shopping online, all customers – including those with existing accounts – must first register to obtain a User ID and password.



Once registered, customers can order all the publications they need from the convenience of their desktop or laptop. They also receive other

benefits such as renewal notices for documents that are regularly updated. Payments for online orders are through either Visa or MasterCard.

NAV CANADA became the supplier of aeronautical publications in 2003, taking over from Natural Resources Canada (NRCan). Online ordering is the first phase of an enhanced customer service initiative. NAV CANADA is also exploring the possibility of soon offering electronic downloads of its publications.

While ordering by phone or fax is still an option, online volumes indicate customers are catching on quickly to the new method, with sales orders at the Online Store increasing by 100 per cent in March compared to February.

“Ultimately we’d love to have all our customers order our publications online, but we think a target of about 75 per cent is more realistic,” says Ms. Denton.

BLG welcomes Carlo Vairo

Carlo brings in-depth experience in aviation and transportation law to the Firm

Borden Ladner Gervais LLP (BLG), Canada’s largest full-service law firm, is pleased to announce that *Carlo Vairo* has joined the Firm as a partner. Carlo will practise in BLG’s Financial Services Group, focusing his practice in the areas of aviation and transportation finance and leasing.



In addition to aviation finance and leasing matters, Carlo practises in such areas as aviation commercial and tax matters, aviation regulation, aviation bankruptcy, restructuring and litigation, aviation insurance and litigation, and business/corporate aviation, as well as maritime and rail law.

Carlo is a member of the

Canadian Bar Association (Air and Space Law Section), the American Bar Association (Aircraft Finance Subcommittee), the Ontario Bar Association, Professional Engineers Ontario, and the Canadian Business Aviation Association. He was admitted to the Ontario Bar in 1992

after graduating from the University of Windsor Law School in 1990 with Honours. Prior to that, Carlo received a Bachelor of Applied Science from the University of Toronto in 1985. Carlo is an accredited Professional Engineer (P.Eng.) in Ontario and is fluent in English and Italian. He is the author of “The Business of Owning a Business Aircraft”, published in Report on Business, May 2009.

Save the Date!

CBAA 2011
July 6 & 7 - Calgary, Alberta



CBAA 2011 is Canada’s premier event for Canadian Business Aviation, and this year marks the 50th anniversary of the Canadian Business Aviation Association (CBAA).

Come celebrate CBAA’s 50th anniversary with business leaders, government officials, business aircraft manufacturers, corporate aviation department personnel and fellow CBAA members for what is sure to be CBAA’s most successful event to date!

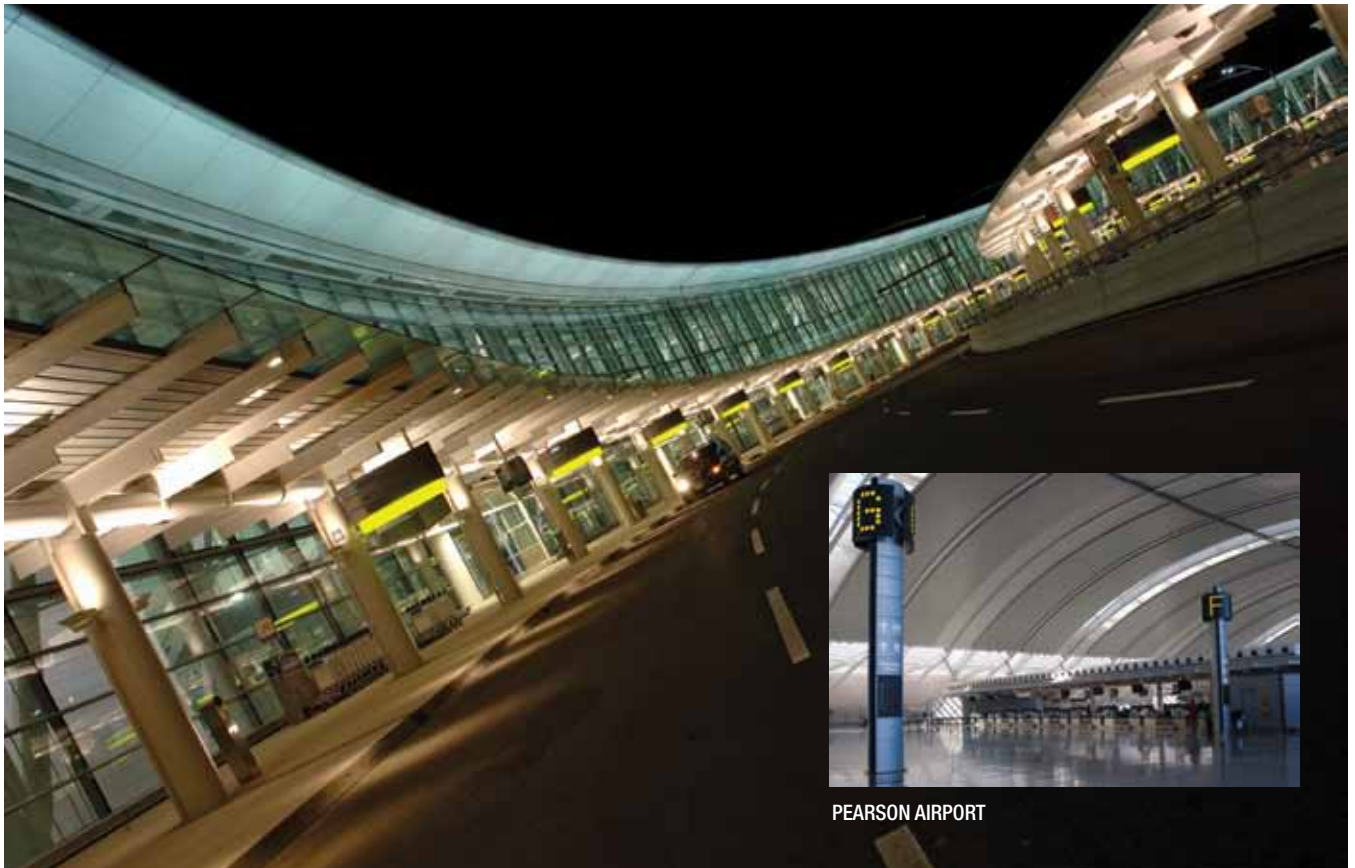
For more information, visit www.cbaa-aca.ca/convention

See you at CBAA 2011!

Canadian Business Aviation Association
cbaa-aca.ca



Focus on... Airports



PEARSON AIRPORT

CBAA's work on behalf of its members doesn't end at the gates of Parliament Hill. We put our efforts wherever operators need issues resolved; and one of our most critical files is the relationship between airports, airport partners and business aviation.

In general terms, we work to resolve issues of access in all forms, working with all classes of airports (Class I, Class II and Class Other) to ensure fair treatment of business aviation within their operations. Right now we are working to resolve specific issues for members at Oshawa and St-Hubert, to name only two examples. We have also stepped up our interventions with Class 1 airports, especially now that many small airports are closed or closing. As well, we hold ongoing meetings with agencies such as CBSA and CATSA to ensure that they understand, and make provisions for, the unique needs of business aviation at every airport.

This work is continuous. CBAA

President Sam Barone and board members identify issues, set detailed agendas based on members' needs and input and then meet with senior personnel at airports across Canada. We deal with highly detailed and complex issues, unique to each airport, working to find mutually beneficial solutions and reasonable accommodations.

We are pleased to report on some recent meetings, and most importantly, the significant outcomes we received for business aviation operators large and small.

GREATER TORONTO AIRPORTS AUTHORITY (GTAA)

GTAA is a major player for BA, and as a result of our meetings with senior staff, we have agreed to collaborate on a long-term development plan for BA at GTAA. This will mean that we will have input into land development issues, forecasts and assumptions, and other issues that would affect our sector, and a commitment that CBAA and its members

will be consulted and involved going forward.

EDMONTON INTERNATIONAL AIRPORTS AUTHORITY (EIAA)

When Edmonton's downtown "Muni" closed, CBAA met with EIAA to put in place a transition plan for BA's migration to the international airport location. Our outreach has included organizing a meeting between EIAA President Reg Milley and the local CBAA chapter, and the establishment of a local working group made up of EIAA and CBAA local chapter members to deal with issues on an ongoing basis.

VANCOUVER INTERNATIONAL AIRPORT AUTHORITY (YVR)

CBAA met with YVR to resolve issues around de-icing costs, which resulted in a commitment from the airport to review the fee structure for BA. We also addressed the issues and needs arising from the closing of runway 26R, to ensure equitable access for our sector.

CALGARY AIRPORT AUTHORITY (YYC)

At Calgary Airport Authority, a major issue we addressed dealt with NAV CANADA and airspace restrictions. Meeting with officials from both the airport and NAV CANADA, we had an opportunity to raise awareness of the delays BA had experienced, and to discuss mechanisms that would be acceptable to our sector.

These meetings are only a part of our work with airports and airport partners. We are in routine contact with senior personnel at Class I and Class II airports across the country, alerting them to issues, finding solutions and maintaining professional and informed relationships.

CBAA is very aware that Ottawa's impact on business aviation is only part of the story. The most urgent issues are often local, and we deal with them in our members' backyards: providing leadership, support and solutions in every region of the country. 📍

CBAA 2011

July 6 & 7 - Calgary, Alberta



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