



CBAACAA | News Brief

The official publication of the Canadian Business Aviation Association

FOCUS ON...Lobbying the New Federal Government

With the new MPs settled into their seats, it's back to business in Ottawa – but long before the election results were announced, the CBAA was already hard at work to get its agenda heard, and acted on.

Strengthening its ability to influence government decision making, the CBAA recently appointed John McNamara as Director, Government and Regulatory Affairs, to report to Merlin Preuss, VP, Government and Regulatory Affairs. John's Transport

Canada background in working with POC and CBAA adds an extra layer of expertise to what CBAA has built with Merlin's personal experience and knowledge.

CBAA's Government and Regulatory Affairs team has laid the foundation with Transport Canada and other departments to highlight concerns and recommend solutions in the five key areas where government regulates business aviation: safety, security, economic policy, customs & immigration and the environment.

CBAA's biggest challenge is trying to contain Transport Canada's unbridled enthusiasm to over-regulate business aviation while, at the same time, supporting members as they begin to access services from TC that had been efficiently and readily provided by CBAA in the past.

In the three months since Transport Canada took over the POC program, there have been far too many unanswered questions about what TC requires, or will require, or how

operators would comply. The bottom line is that TC simply was not prepared to consult with, or provide service to, the business aviation sector. As a result, CBAA has continued to pressure TC to find solutions to the myriad of current and anticipated problems – and to find them quickly.

The CBAA has a long, hard fight ahead if it is to prevent the new regulations from choking off

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CEO's | CORNER

With the new session of Parliament, Ottawa is settling into its business-as-usual mode. As anticipated, the recently released federal budget contained no surprises, and some good news for business aviation of all sizes and types of company, including a temporary hiring tax credit for small business, the launch of the review of aerospace policy and programs, the continued push towards the Canada-US Shared Vision for Perimeter Security and Economic Competitiveness, and a series of initiatives to enhance international trade and expand free trade agreements.

This good news is tempered by the reality of day-to-day Ottawa, where the standing order seems to

be to stand still.

This has never been clearer than in our protracted discussions with Transport Canada on the POC transition. From the day the transfer was announced, we've been in constant discussion with Transport Canada. Working with our members, CBAA has identified key issues, proposed realistic solutions and tried to educate Transport Canada on the real harm that their lack of preparation could cause to the business aviation sector. Yet at this writing, three months into Transport Canada's management of POC, many critical issues still remain unresolved and others have been fixed with temporary and patchwork solutions.

This was, and continues to be, unacceptable. CBAA's response has been to up the ante significantly, building on our internal expertise with the appointment of John McNamara as Director, Government and Regulatory Affairs, supporting Merlin Preuss, who was named Vice President, Government and Regulatory Affairs, in April.

Coming from senior positions within Transport Canada, Merlin and John not only have vast experience in our critical files, including POC, but have insider expertise on how Transport Canada works, and how to get things done; they know how to go under, around, over and through the obstacles that seem to be the norm in Ottawa. That



Sam Barone, President and CEO

doesn't make our job easy – but it does make our ability to resolve issues infinitely more likely.

While POC is the chief priority, it is not the only one. CBAA continues to pressure government on other files, dealing with border and customs issues, the environment, safety and other areas that impact our members' business.

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FOCUS ON...lobbying

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business aviation in Canada, and affecting Canada's corporations' ability to serve customers, do deals and create jobs. Business aviation is a prime mover in Canada's Economic Action Plan; TC's actions fly in the face of everything the government is trying to achieve. The strategic importance of aviation to Canada is not in doubt; the government was quick off the mark, ready to legislate Air Canada's strikers back to work. Certainly, the millions of dollars and uncountable hours of productivity riding on business aviation services are at least of equal importance.

Simply said, all indications are that Transport Canada is proposing a regulatory regime very like that for commuter airlines (Subpart 704). This would add a regulatory burden to our sector that is unsubstantiated by any risk assessment. Even under the CBAA delegation, Canadian business aviation was already the most heavily regulated in the world, and the new regulatory regime promises to make the past one look tame by comparison.

The problems started with the total lack of consultation with industry on the new requirements, on a transition plan, or on how and at what level TC was going to provide services. Given that the April 1, 2011, deadline for publication of new regulations is long past, the CBAA requested that it be fully consulted on the Gazette Part I regulations before they were to be released. This request was denied; therefore, the CBAA anticipates a long and difficult consultation period once the new regulations are officially published.

CBAA and operators faced their first major hurdle on the very first day of TC program management. Transport Canada brought the new Interim Order requirements into effect immediately as of April 1. Since there was no consultation and no pre-publishing of the Order, POC holders had no time to prepare to meet the new requirements. This meant that each and every POC holder was

in regulatory non-compliance as of midnight of March 31, 2011, with all the attendant risks of ad hoc enforcement, legal liability and compliance with conditions of insurance. After over a month of effort, the CBAA succeeded in having TC issue a "Letter of Comfort" providing POC holders a measure of protection from these risks throughout the life of the Interim Order.

TC's decision to change the issuing of Temporary POCs to the registered owner rather than the title holder of the aircraft, which had been the CBAA practice, has also presented many challenges. If the registration shows that the aircraft is commercial ("commercial" rather than "private" selected on the registration) and the flight is operated under a TPOC issued by TC, there is no proof provided in the TPOC that the flight can be operated privately. While the problem does not exist as long as the private operator is operating under a TPOC covering a CBAA-issued POC, this is only a temporary and partial answer. TC, at this point, refuses to provide any information to prove that the flight is being operated privately on the documents they issue. CBAA will continue to work with TC to find a solution to this problem.

Another unintended consequence of issuing TPOCs to registered owners is that TC has indicated that management companies are not authorized to operate aircraft under a POC and carry the title holder et al. As nearly half of the former CBAA POC holders use management companies, the TC approach technically grounded these aircraft on April 1, 2011. The CBAA requested that 1) TC issue a blanket exemption to restore the status quo, and that 2) TC should require title holder information on the TPOC, so inspectors could easily know which aircraft are being operated privately by a management company. This would effectively solve both problems.

Another pressing, ongoing need is to resolve service level issues. TC has not published a level of service policy for the sector. Actual levels of

service are problematic given questions around the level of knowledge of field inspectors and TC capacity. Service, which the CBAA provided within days, now can take months. Having multi-million dollar aircraft on the ground for weeks awaiting TC service, as Canadian business opportunities are left to languish, is unconscionable.

The CBAA lobbied TC heavily on the problem and presented TC with a solution: the creation of a Delegation of Authority to an individual to provide special authorized person, ops spec issue, a/c type addition to POC, and recommendations to issue a POC or any part thereof.

The delegation would also include, while the Interim Order is in effect, the approval of such things as

the addition of aircraft to a POC, and management changes that are part of the maintenance of the CBAA POC, which is the base document supporting the TPOC. CBAA developed and presented TC with a draft delegation document and is willing to sponsor such a delegate in the same way that Air Canada, for example, sponsors its pilots, who are delegated check pilot authority. TC is currently reviewing the CBAA delegation document.

While the problems with POC transition have absorbed a lot of the CBAA's time recently, there are many ongoing challenges in the other operational and regulatory development areas that we continue to work on. Updates and progress on these issues will be offered in future articles. 📄



CBAA Online Buyers Guide

Visit CBAA's Online Buyers Guide for a complete listing of CBAA Associate Members to provide valuable services for your operations!

Visit www.cbaa-aca.ca for more information!

CEO's | CORNER

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Above and beyond our central role as the advocate for business aviation, CBAA is working to support growth and opportunity in other ways as well. For example, our participation at EBACE, the European Business Aviation Convention & Exhibition, helped broker some key deals and open doors to new business opportunities. We're also working with key

media to promote the public's understanding and appreciation of the impact and importance of business aviation to the Canadian economy.

We have an aggressive and challenging agenda. But, over the last few months, we have built an internal core of expertise and ability that is more than up to the task. 📄

ARGUS International, Inc.

The mission of **ARGUS International** is to provide the aviation industry and the public it serves with the information needed to make informed decisions and manage risk. We strive to be the acknowledged global leader in delivering innovative solutions to help our customers succeed in the world's rapidly evolving aviation markets.

CRS Jet Spares, LLC

CRS Jet Spares supports the Business Aviation industry through sales, services and exchange of parts. Founded in 1982, CRS has been providing services to Gulfstream, Hawker, Falcon, Lear, and Challenger operators around the world. Providing AOG services to meet and exceed the global business aviation community.

Eagle Tugs

Eagle Tugs has been providing commercial aviation, military, industrial and transit customers in Canada with robust, reliable and highly functional tow tractors, for over 40 years. Responding to customer demands, Eagle created an electric version of its successful all wheel drive diesel tractor line. The Eagle eTT series are All Wheel Drive, All Wheel Steer electric aircraft tractors, providing customers with an all-weather, zero-emission solution to their aircraft handling needs. Eagle Tugs is committed to providing its customers with the highest quality equipment and the highest level of customer service. Eagle backs this commitment with the only standard 3-year/3,000-hour Warranty. At Eagle Tugs, we earn our wings without ever leaving the ground.

Fly Service Canada

Fly Service Canada has been experienced in aviation services since 1996 and is now covering Canada for assistance in arranging, handling, and slot permissions. Fly Service also offers GSA business and cargo services across Canada.

Gateway Facilities, ULC

Gateway Facilities, ULC is a combined service provider for the aviation industry. We provide a fixed base of operations (FBO), cargo handling, office and warehouse space, and in co-operation with our partners, we offer aircraft maintenance and chartering services to our clients. We pride ourselves on our superior customer service, which we believe will keep our clients happy and assure them that they have come to the right place.

Genesis Aviation

Genesis Aviation is a specialized corporate aircraft charter, business aviation sales & consulting firm based in Calgary, AB. We are dedicated to providing practical advice and effective client service solutions to corporations and individuals who use or are considering the use of business aviation.

Satcom Direct

Satcom Direct is the leading innovator of satellite voice, fax and broadband data service solutions for Business, Military, Government and Heads of State aircraft that demand secure and reliable global communications. Our extensive product portfolio includes: Inmarsat's SwiftBroadband, Swift 64 and Classic Voice; Iridium Aero Services; and ViaSat's Yonder Ku-band Mobile Broadband. In addition, our primary product, Global One Number, is an advanced connection service for aeronautical, maritime, and land mobile applications that make satellite communications as reliable and simple to use as ground-based telephones. Satcom Direct's innovative technologies also include Aero V, Aero X, FlightDeck Freedom, OneView, Plane Simple, SD Flight Tracker and Satcom OnSite.

Ship it AOG

Based in Addison, Texas, **Ship it AOG** is a rapidly growing international distributor of business aircraft parts, ground support equipment, specialized tooling and technical services, and maintains a complete library of technical documentation on site. The company supports major aircraft manufacturers, such as Bombardier Challenger 601, 605 and 300; Global express; Learjet; Gulfstream; Raytheon Hawker 700 and 800; and Falcon jets. True to its name, Ship it AOG prides itself on prompt and efficient service through instant availability of spare parts and ground-support equipment.

Starlink Aviation

Starlink Aviation is an integrated business aviation services company providing aircraft management, charter, maintenance and FBO (under the Signature Flight Support Services banner) services to the business aviation community. We are a Hawker Beechcraft- and Embraer-authorized services facility.

Toronto Aircraft Maintenance Inc.

Toronto Aircraft Maintenance is a premium jet maintenance centre location at Lester B. Pearson International Airport. This Transport Canada approved AMO specializes in Bombardier Challenger and RJ series, Cessna Citation, Hawker Beechcraft, and Gulfstream jets.

Universal Avionics Systems Corporation

Universal Avionics manufactures and markets an extensive line of advanced flight deck avionics. Product lines include the UNS-1 SBAS-enabled (WAAS) Flight Management Systems; the EFI-890R Flat Panel Display system; a line of LCD Integrated Cockpit Displays; Vision-1® Synthetic Vision Systems; Terrain Awareness and Warning Systems; Cockpit Voice and Flight Data Recorders; Radio Control Units and the Application Server Unit which integrates charts, electronic documents and checklists with displays systems. Sales channel to business aviation is through the authorized Canadian dealer network to CAR 703/704/705 operators and state aircraft operations.

CALENDAR | OF EVENTS

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

September 29, Vancouver

Pacific Chapter Meeting
Landmark Aviation

Contact: sharold@landmark.com

Other Dates of Interest

December 8-9, Toronto

CBAA/NBAA Cross Border Issues Conference
<http://www.cbaa-aca.ca/communications/calendar-events/industry-events/cbaa-nbaa-cross-border-issues-conference>

CBAA Continues to Add Resources to Enhance Member Services and Offerings

Sam Barone, President and CEO, is pleased to inform the membership that, effective immediately, **John McNamara** joined CBAA as Director Government and Regulatory Affairs, reporting to Merlin Preuss, VP, Government and Regulatory Affairs.

John was born and raised in Hamilton and went on to enjoy a 28-year career with the Canadian Forces. After graduating with an engineering degree from Royal Military College, John completed pilot training at Moose Jaw and Cold Lake, Alberta. Highlights of his

career included a tour with the Snowbird Aerobatic team and several tours overseas, including an exchange tour with the Royal Netherlands Air Force, staff of the NATO Tactical Leadership Programme at Florrennes, Belgium, and flying CF-18s at Canadian Forces Base Baden, Germany.

After leaving the CF, John joined the Bombardier Aerospace Training Center, where he was type-rated on the Challenger 604. He subsequently flew the Challenger for Execaire before returning to Ottawa to work at

FltPlan.com Authorized Flight Planning Privileges by NAV CANADA

NAV CANADA has authorized flight plan filing privileges to FltPlan.com for Intra-Canada flights. This approval process was initiated in January 2010 by Randy Charron and undertaken by Ken Wilson, President of FltPlan.com, and Jeff MacDonald, NAV CANADA Director, Operations Planning & Programs. Their combined efforts have made this no-cost Internet service an effective flight planning tool in Canada that all of our members can enjoy and benefit from. This website is geared towards the IFR Business Aviation Pilot and is overwhelm-

ingly utilized by business aviation in the United States.

This unique website is easy to set up and use. If you want to file flight plans with FltPlan.com, you only have to e-mail FltPlan.com one time to register and verify that you are a valid user and that all your pertinent information has been entered correctly. After that, you only need to click the "File This" checkbox on the Main Menu page and press the "Press Here When Done" button. A message will be returned saying Flight Plan will be Filed. It's easy and, best of all, it's free. 📧

CBAA at EBACE

In May, the Canadian Business Aviation Association was able to attend the 11th annual EBACE event in Geneva through the support of the Department of Foreign Affairs and International Trade's (DFAIT) Global Opportunities for Associations (GOA) program. The event was hugely successful and CBAA was able to accomplish many of the goals set out in the application to the program. The event was extremely well attended and the attendees were there to do business. CBAA generated several leads with various organizations from around the world, including Canada, the U.K., U.A.E.,

Turkey, Malta, China, the U.S. and other European countries.

Some of these leads will attend CBAA 2011 in July, have already become members and are looking to expand their network of contacts and partnerships. CBAA has created the awareness that Canada has many operators and a strong business aviation industry.

Unfortunately, due to the late notice from DFAIT that the CBAA was successful with the GOA application, we were unable to invite member SMEs to join us at EBACE. We were, however, able to invite SMEs to join us at NBAA in Las Vegas. 📧

Transport Canada's Operational Standards branch. He participated in several Operational Evaluations on new aircraft types and was rated on the Challenger 605, Challenger 300, Global Express and Embraer 175 as well as TC's own Citations.

While at Transport John worked very closely with CBAA staff in the development and implementation of the POC program.

John has spent most of the past three years working in Kandahar, Afghanistan, as Director of Operations and deputy Project Manager for ATCO Structures and Logistics' contracts to support NATO's International Security Assistance Force. The many services ATCO provided included transient aircraft services, freight handling and a Category 9 Fire department as well as numerous airfield facilities and support functions. 📧

More Performance. More Leadership. Bombardier Leads The Way.

With the new Global family of aircraft, Bombardier reaffirms its position as the 'First Family' of business aviation. The new I AM GLOBAL initiative is driven by a mindset focused on providing global leaders with not only faster, more comfortable travel, but also greater control, new power, and a more responsible way to reach the world. Shining examples of Global creativity and ingenuity at work are a revolutionary transonic wing design, contributing to optimizing aerodynamic efficiency for the new Global 7000 and Global 8000 aircraft; and an engine specifically designed for Global aircraft, producing the lowest emissions in its class. In the cockpit of all Global aircraft, the Global Vision flight deck – first avionics suite to blend seamlessly with the cabin –

presents pilots with advanced technologies, unparalleled ergonomics and unprecedented control. In addition to their outstanding performance and uncompromising cabin environment, all Global jets are 'future-minded' manufactured, using greener technologies, processes and resources.

The Bombardier Challenger series is ensuring an even more essential response to today's business needs with many additions to its aircraft baseline equipment offering. The Challenger 605 aircraft's Bombardier Enhanced Vision System (BEVS) option takes visibility to a new level of clarity, significantly increasing situational awareness in difficult weather or low visibility conditions. The Challenger 300 aircraft now include Dual HF communication with SELCAL, 3D

flight plan mapping, and enhanced weather radar as part of the original equipment installation.


The new Learjet generation balances sleek beauty and smart business like never before, with

large cabin concept to a midsize jet. Additionally, no other in its category can deliver as many nonstop destinations on as little fuel*. The Learjet 45 XR aircraft is the only jet in its class offering true double-club

BOMBARDIER

new strength, and unprecedented efficiency and range capabilities. The Learjet 85 business jet is first in its class with a composite wing and fuselage structure. Powered by more efficient next-generation engines, the new aircraft will offer a transcontinental range of 3,000 nautical miles*. The Learjet 60 XR Signature Series, with its redesigned interior, combines bold design with increased functionality to bring the

configuration and fuel efficiency that increases with range.

As Bombardier consistently sets standards against which all others are judged, 2011 will stand out as a particular milestone year, with the world's pre-eminent business jet manufacturer demonstrating leadership on so many new and exciting fronts. 

*Under certain operating conditions.

CHECK OUT CBAA'S NEW WEBSITE: <http://www.cbaa-aca.ca>


The Canadian Business Aviation Association (CBAA) has created a new look and website.

"The new clean corporate look represents the CBAA going forward – it is a completely new brand and fresh approach to how we represent our sector and communicate to our members," said CBAA CEO Sam Barone.



The website, online in English and French, offers a number of new features and resources for both members and non-members, intuitive navigation and frequent updates on industry news and association activities. The corporate logo and graphics reflect the new direction and focus of the association and will now be used in all promotional and business materials.

"As the website evolves, it will become an essential tool for everyone involved in business aviation," explained Andrew Oestreich, CBAA Vice President of Marketing and Communications. "The new website will feature more current news as well as online registration options for both membership and conferences. Over time, we will enhance its content and useability for the industry."

"We are in a sense, a new organization, and we developed a new corporate identity that reflects our new approach," Sam explained. "The new look and website are central to our commitment to serve our membership and to present a strong and unified voice for the business aviation community." 

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!

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July 6 & 7 - Calgary, Alberta



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