

CBAAAACAA

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CBAA Members Are Stepping Up to the Plate

CEO'S CORNER

The CBAA's successful transition to a traditional advocacy-based association has mobilized its membership. Becoming better informed and more involved, CBAA's members are driving the national business aviation agenda.

The government is paying attention. Over the last few months, CBAA has made significant gains in its work with Transport Canada on the new regulatory regime. It was an education process that took time, and the unflagging support and thoughtful input of members. We have also made strides in dealing with border facilitation issues. CBAA members set the priorities and agenda for our meetings and discussions with the Canada Border Services Agency (CBSA). A number also attended the recent CBAA/CBSA meeting in person. As a result, we have been able to resolve situations at individual ports and also tackle national issues, such as business aviation trusted traveller programs.

Members are also getting the word out on the importance of business aviation to Canadian companies and to our economy. CBAA has a long history of collaborating with the influential publication, Canadian Business magazine,



on its Business Aviation Supplement. This year's edition will feature three prominent CBAA members discussing the value of business aviation and the impact it's had on their success. Business in Calgary magazine will also be doing a feature – ensuring that we are getting our message out to Canada's foremost corporations.

Our members' involvement is critical. Our professional staff handles the tactical work – they meet with officials on a regular basis, review regulations and policies to assess their impact and generally deal with the day-to-day business of advocacy and member services. It is our members who determine the agenda and push us forward, not only supporting the association itself, but also helping find solutions that benefit the entire business aviation sector.

This is the way an associa-

tion works best: active members and staff working collaboratively towards industry goals. Together, we are building a "virtuous cycle," with each win solidifying our reputation a bit more, leading to more wins and an even stronger voice.

CBAA 2012 is the next opportunity for us to get together face to face and decide our key issues and goals as we head into the latter half of 2012 and beyond. There is a lot on our plate: regulations, EU-ETS, border access, service delivery standards, just to name a few. On the other hand, the economy is sound, and our sector is rebounding from the recession. Harper's pro-business, pro-trade 2012/2013 budget should leverage even more opportunities for business aviation – and CBAA will be there to ensure that there's nothing standing in the way of business aviation's success. 🍀



Sam Barone

PERSISTENCE PAYS OFF FOR CBAA

The CBAA has been the one constant in a changing environment – and we are starting to reap the rewards.

Since 2004, we've slogged through four federal elections, changes to both Canadian and international aviation regulations, a worldwide recession, deep deficit-cutting and even the association's own transition in 2011. Yet, through it all, the CBAA continued to advocate our positions to policy-makers and regulators.

Now that we're in a stable environment, our persistence is paying off. With a majority government and an end to the strategic review, Transport Canada and other relevant

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55 Metcalfe St., Ottawa, Ontario K1P 6L5
Tel: (613) 236-5611 • Fax: (613) 236-2361
E-mail: info@cbaa.ca • Website: www.cbaa-acaa.ca

STAFF MEMBERS

President and Chief Executive Officer
Sam Barone, ext. 238 • sbarone@cbaa.ca

Executive Assistant
Aime O'Connor, ext. 228, aoconnor@cbaa.ca

Vice President, Government and Regulatory Affairs
Merlin Preuss, 613-656-0505, mpreuss@cbaa.ca

Vice-president, Marketing and Communications
Andrew Oestreich, ext. 236 • aoestreich@cbaa.ca

Membership and Communications Services,
Rachel Duchesneau, ext. 221, rduchesneau@cbaa.ca

Finance,
Barb VanDoom, ext. 222, bvandoom@cbaa.ca

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SAM BARONE CONTINUED

departments and agencies can focus on the job at hand without external distractions. This has allowed CBAA to build real working relationships and give officials a better understanding of our issues.

We are providing real solutions to real issues. On the regulatory front, we continue to push for a safe, responsible framework that is equitable and reasonable – using the International Standard for Business Aircraft Operations (IS-BAO) as our gold standard. Transport is listening to CBAA and our members as we continue to try to move the goalposts on the new regulatory regime.

We are also making headway in resolving cross-border irritants. Our close work with the Canada Border Services Agency (CBSA) has resulted in a more consistent application of the rules between ports, and a closer look at workable trusted traveller programs for business aviation flights. CBSA

now consults with us routinely, helping us deal with issues long before they become problems for operators.

Government, and Transport Canada in particular, cannot deal with individual business aviation operators. It won't happen – there are not enough resources or hours in the day. They vastly prefer to deal with a unified voice that provides knowledgeable and professional input – and that is what the CBAA provides.

The CBAA is at every table that affects business aviation. At last count, there were about a dozen of them, ranging from international battlegrounds like EU-ETS to working groups that delve into the complexities of fatigue management, noise abatement, runway safety...the list goes on.

At each, we delve into a complex array of details, objectives, methodologies and the like to ensure that every one of these have

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European Aviation Safety Association (EASA) Licensing Transition Should NOT Affect Most CBAA Members

The Airline Owners and Pilots Association (AOPA) has, along with AvWeb and others, put out some potentially misleading articles regarding the EASA licensing transition. In fact, this change is only relevant to recreational groups or individuals, not professional pilots.

EASA was formed in 2003 to administer new European aviation regulations and rules. One of its key tasks was to create a new set of uniform flight crew licensing (FCL) requirements for the European community. On April 8, 2012, the new regulations for pilot training and issuance of European pilot licences, ratings and certificates became effective.

While these regulations are significant, most CBAA Members holding pilot licences issued by Transport Canada should not see major changes. This is primarily due to Article 33 of the Convention on International Aviation, also known as the Chicago Convention.

Article 33 provides that certificates of airworthiness, certificates of competency and licences issued or validated by the state in which the aircraft is registered, shall be recognized as valid by other states. To be recognized, the certificates and licences must be issued according to minimum standards issued by the International Civil Aviation Organization (ICAO) and both states must be ICAO members.

For example, a pilot who is a Canadian resident, holds a valid Transport Canada pilot certificate/medical and is operating an aircraft based and registered in Canada can

freely operate in Europe without needing to obtain a new licence or have his/her existing licence validated. This is because both Canada and EU Member States are ICAO contracting states and meet the minimum licensing standards.

In the following situations a pilot holding a licence from the Canada (or another non-EU state) could be required to obtain an EASA licence or validation from an EU Member State:

- The pilot is flying an aircraft regulated by EASA that is registered in the EU; or
- The pilot is flying an aircraft regulated by EASA that is registered in a state outside the EU but whose operator is resident or established in the EU.

In other words, a pilot who resides in the EU, but operates an aircraft registered outside the EU would be required to obtain an EASA licence or EU validation based on the new rules. The same would be true for pilots flying for an EU corporation that operates non-EU registered aircraft.

The situations described above should not apply to most CBAA Members operating in the EU, meaning that it will normally NOT be necessary to obtain an EASA pilot licence or EU validation to fly "C" registered aircraft in the EU.

Should you have further questions or face problems related to these changes, contact Merlin Preuss, Vice President Government and Regulatory Affairs, 613 656 0505 or mpreuss@cbaa.ca. 🍁

The Federal Budget and Auditor General's Report Impact on Aviation



Both the 2012-2013 federal budget and the Spring Auditor General's report had implications for the aviation sector. The budget, which was essentially pro-trade and pro-business, fulfilled its promise of deficit reduction, with across the board cuts in all departments, including the ones affecting business aviation such as Transport Canada, CATSA and CBSA. Job reduction announcements came more quickly than anticipated, with CBSA slated to have its workforce cut by almost 10%. CBAA has been working with CBSA on key business aviation issues, and a great deal of progress has been made. We will continue to push ahead on these files, and work to ensure that these cuts have a minimal impact on frontline service delivery to our sector.

The Auditor General's Spring Report included a section related to how Transport Canada manages risk and deploys resources under SMS. The department's responses were included in the Report, with Transport detailing the actions it would be taking to address the issues raised. Most are slated to be implemented by the end of 2012. 🍁

SAM BARONE CONTINUED

considered potential impacts on business aviation. We are competing for limited attention and resources. I can guarantee that business aviation would not even register on anyone's radar if we were not there.

At the end of the day, the CBAA is only as strong as its membership. We work for you and with you. The stronger your support, the better the job we can do. I look forward to continuing to work together. 🍁

JUNE 11, 2012

Toronto, ON
 Introduction to IS-BAO
 FlightSafety International
 95 Garratt Boulevard
 Downsview, ON
 Register at <http://www.cbaa-accac.ca/en/convention/cbaa-2012/introduction-to-is-bao-workshop-and-auditor-accreditation-workshop>

JUNE 12, 2012

Toronto, ON
 Auditor Accreditation IBAC
 Training Session
 FlightSafety International
 95 Garratt Boulevard,
 Downsview, ON
 Register at <http://www.cbaa-accac.ca/en/convention/cbaa-2012/introduction-to-is-bao-workshop-and-auditor-accreditation-workshop>

JUNE 12, 2012

Toronto, ON
 19th Annual Golf Tournament
 benefitting Hope Air
 and For the Love of a Child
 Royal Ontario Golf Course
 6371 Trafalgar Road,
 Hornby, ON
 Register at <http://www.cbaa-accac.ca/en/convention/cbaa-2012/golf-tournament>

JUNE 13-14, 2012

Toronto, ON
 CBAA 2012 Hilton Toronto
 Airport Hotel and Skyservice
 Business Aviation Facilities
 For more information visit
<http://www.cbaa-accac.ca/en/convention/cbaa-2012>

DECEMBER 6-7, 2012

3rd Annual CBAA/NBAA
 Cross Border Issues
 Conference
 Marriott Hotel, Ottawa, ON

CBAA 2012 Expanded Program Gives Valuable Insight to Business Aviation Community

CBAA 2012 is an event not to be missed. This year's expanded informational session at the hotel already boasts an impressive lineup of speakers and sessions that provide valuable information to Canadian business aviation operators. Industry experts, including Richard Aboulafia, Vice-President, Analysis, of the Teal Group, Fabio Gamba, CEO of the European Business Aviation Association (EBAA), Martin Eley, Director General, Civil Aviation, Transport Canada, Kathy Lee, CEO, GE Capital Canada, and senior officials from the Greater Toronto Airports Authority (GTAA) and the Canada Border Services Agency (CBSA), will provide overviews on the issues the industry faces today. These speaker sessions take place on June 13, at the Hilton Toronto Airport Hotel.



CBAA2012 June 13-14, Toronto CBAA-ACAA

CBAA2012, Canada's premier event for business aviation is fast approaching! Mark your calendars to attend - Toronto, Ontario, June 13-14 at the Hilton Toronto Airport Hotel and Skyservice Business Aviation.

MEET with industry leaders including C-level executives, flight department personnel and owner-operators

VISIT industry-leading companies at the trade show

LEARN how to deal with critical issues from industry leading speakers, including FABIO GAMBA, RICHARD ABOULAFIA and others.

TOUR business jets presenting emerging airplane technology on static display.

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CBAA-ACAA
 Canada's Voice For Business Aviation
 La voix de l'aviation d'affaires canadienne

cbaa-accac.ca

VISIT
www.cbaa-accac.ca/convention
 for more information



The CBAA 2012 Trade Show and Static Display, held at Skyservice Business Aviation facilities, will showcase Canadian business aviation's latest technologies as well as give convention attendees an opportunity to interact with C-level executives, flight department personnel and owner-operators. This event is the perfect opportunity for company executives to get business done.

For more information or to register for CBAA 2012 visit www.cbaa-aca.ca/en/convention/cbaa-2012. 🍁

Save the Date!

The 3rd Annual CBAA/NBAA Cross Border Issues Conference will be taking place in Ottawa, Ont., on Dec. 6-7, 2012, at the Ottawa Marriott Hotel.

Join business leaders from across Canada and the U.S., including government officials, aviation attorneys and international service providers, as they gather in this interactive seminar on cross-border issues.

Visit www.cbaa-aca.ca or www.nbbaa.org for more information as it becomes available.



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Canadian Skies

Canadian Skies magazine is your best source for Canadian aviation news. We send top industry journalists into the field to report on all sectors of the industry, and then we package that content with big, bold photography and cutting edge design. We deliver the industry to 27,000+ readers, in our print and electronic magazines, e-newsletters and social media feeds. At Canadian Skies, we are passionate about aviation because it's all we do! Check out the current edition, online now at www.skiesmag.com/digital. For the latest news between issues, join the conversation at [facebook.com/skiesmag](https://www.facebook.com/skiesmag) and @SkiesMag on Twitter. 🍁

Wings magazine launches Introduction to Business Aviation Event Series

Wings magazine will launch an ambitious Introduction to Business Aviation event series this year designed to take the message of Business Aviation out to a broader audience.

Wings, along with a number of supporting sponsors, will host events in Edmonton, Calgary, Toronto and Montreal in 2012. Invitees will include C-level executives, leading entrepreneurs, and executive travel planners from the local business community in each city. Wings editors will present an introductory overview of Business Aviation including the history, benefits and financial models (charter, fractional, ownership). The presentation will be followed by a networking reception with local sponsors, and Business Aviation Ambassadors representing local business aviation users.

"We felt there was a role for Wings as an authoritative information brand to help the business aviation community do some much-needed outreach work," said Alison de Groot, Associate Publisher of Wings. "Plus we have the internal resources to do the

prospecting work, event co-ordination and content development on behalf of the event sponsors."

By providing a learning environment in a private social setting, de Groot believes the events will lower some of the barriers to accessing high-level decision makers.

CBAA is working in partnership with Wings on the event series, contributing to the content of the presentation and recruiting Business Aviation Ambassadors to attend each of the events.

Industry sponsors of the Introduction to Business Aviation event series so far include Aurora Jet Partners, Hawker Beechcraft, Starlink Aviation/Signature Flight Support Montreal, Gulfstream and GE Capital Canada.

"Our sponsors recognize that they need to invest in the long-term growth of their businesses here in Canada. They are demonstrating real leadership and forward thinking," said de Groot.

For more information on the project, contact Alison de Groot at Wings magazine, 519-429-5191, adegroot@annexweb.com. 🍁

COMING SOON MOBILE APP!

The CBAA 2012 Mobile App is your interactive guide for CBAA 2012, Toronto, ON, June 13-14 at the Hilton Toronto Airport Hotel and Skyservice Business Aviation Facilities. Access the CBAA 2012 program and floor plan right from your mobile device.



CBAA-ACAA

- Plan your booth visits;
- Gather information on CBAA suppliers in advance;
- Sponsorship opportunities available to leverage your company's profile.



www.cbaa-aca.ca

Contact

Andrew Oestreich for more information on
CBAA 2012 mobile app sponsorship opportunities.

Visit www.cbaa-aca.ca for more information as it becomes available.