



The official publication of the  
Canadian Business Aviation Association

## NEWS BRIEF

# CBAA/NBAA CONFERENCE AIMED AT EASING CROSS BORDER FLOWS

If you or your clients do business in the United States, you won't want to miss the third annual CBAA/NBAA Cross Border Issues Conference, December 6 and 7, 2012, at the Ottawa Marriott Hotel, Ottawa, Ont.

Anyone who's flown across the U.S./Canada border knows that the rules have changed – and seem to change every day. A confusing jumble of different regulatory and filing requirements can cost you thousands of dollars in lost time and opportunity. Generally available information tends to target commercial flights – and cannot always meet business aviation's needs.

The CBAA and NBAA understand the unique nature and requirements of business aviation – and have used their expertise to develop the 2012 Cross Border Issues Conference based on the issues and needs that members – on both sides of the border – have identified as priorities.

Drawing on expert speakers and the most currently available information, the conference will give delegates practical information and advice,

featuring key intelligence on compliance and regulations, including sessions on best practices, operational and facilitation issues, trusted traveller programs, international arrival fees,



cabotage and more.

New this year, the conference will also cover some of the most talked about issues in business aviation, such as the European Union Emissions Trading Scheme (EU-ETS) and use of iPads on the flight deck.

Invited speakers include representatives of both nations' key regulatory bodies, including the Canadian Border

Services Agency, the U.S. Department of Transport, the U.S. Customs and Border Protection Agency and the Canadian Transportation Agency.

Interactive sessions will give delegates ample opportunity to ask questions, raise red flags and support their associations' goal to identify and deal with the particular needs of business aviation and the critical bi-national trade and commerce it supports.

The 2012 Cross Border Issues Conference is intended for flight department personnel, aircraft owners and operators, management companies, dispatchers, schedulers and others involved in U.S.-Canada flights. It is a perfect opportunity to network and compare notes with our U.S. counterparts and to develop a two-nation perspective that put the needs of business aviation first.

CBAA and NBAA are offering special discounted rates to their members, with savings of over 30% off the non-members rate. For more information, and to register, visit [cbaa-acaa.ca](http://cbaa-acaa.ca).

## CEO'S CORNER



Sam Barone

### OUR ADVOCACY IS CHANGING WITH THE TIMES

The way the federal government operates has changed dramatically. The CBAA has kept pace, adapting to the "new normal" and finding new and better ways to reach our advocacy goals.

In the past, the main job of senior bureaucrats was to create policies, programs and regulations that were aligned with the government's goals. That critical job still exists, but today these same people must also be highly skilled managers, reporting up the line, sometimes as high up as the Prime Minister's Office, before any decisions can be implemented.

With more time spent managing process and less time and fewer resources available to deliver

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**SAM BARONE CONTINUED**

programs, senior bureaucrats have to be open to new ideas and innovative ways of getting the job done. Early on, we recognized this as an opportunity for business aviation and the CBAA.

We are spending a lot less time debating overarching policies and a lot more time getting into the day-to-day details, working with civil servants to find solutions that meet our sector's needs as well as theirs.

This means two things for our association and members. First, we have more work to do on each file; we can no longer simply state our views on government's approaches and wait for them to find solutions. We have to work with them on their tactics – and that takes time and expertise. Second, with fewer resources, government becomes more reactive; if no one is sounding an alarm, there will be no action.

In other words, unless the CBAA is there to speak up for the unique needs of business aviation, our sector will just

get lumped in with commercial and commuter regulations and policies. Not because it is the best way, but because it is the path of least resistance. We are seeing this trend on a number of files, and we are pushing back very hard. Our members are a critical component, providing us with their real-life examples as ammunition.

One proof of our success is how Transport Canada Civil Aviation is now approaching the business aviation regulations file. Initially, the Interim Orders were conceived as the blueprint for the new regs – as complex and over regulating as they are. Today, TCCA is seriously considering a completely different approach – the IS-BAO model, which is far simpler, realistic and a method that has already demonstrated its bona fides through IBAC.

Necessity truly is the mother of invention – we had to reinvent how we work with the civil service. As it turns out, for business aviation and for government, it is also the best way forward. \*

# www.cbaa-acaa.ca

**EVENTS CALENDAR****OCT. 30 – NOV. 1, 2012**

NBAA 2012 – Orlando, FL

Information: [www.nbaa.org](http://www.nbaa.org)**NOV. 5 & 6, 2012**

**Safety in Aviation North America**  
 Presented by Flightglobal and Flight International, Montreal, Quebec.

Special CBAA-member discounts available  
 Information:  
[www.flightglobalevents.com/safetyna2012](http://www.flightglobalevents.com/safetyna2012)

**DEC. 6 & 7, 2012****CBAA/NBAA Cross Borders****Issues Conference**

Ottawa, ON

Special CBAA-member discounts available  
 Information: [www.cbaa-acaa.ca](http://www.cbaa-acaa.ca)

**APRIL 11 & 12, 2013**

**Flight Safety Foundation**  
**Business Aviation Safety Seminar**  
 Montreal, QC  
 Merlin Preuss, CBAA Vice President, Government and Regulatory Affairs to speak.  
 Information:  
[www.flightsafety.org/BASS](http://www.flightsafety.org/BASS)

**STAFF MEMBERS**

**President and Chief Executive Officer**  
 Sam Barone, ext. 238 • [sbarone@cbaa.ca](mailto:sbarone@cbaa.ca)

**Executive Assistant**  
 Aime O'Connor, ext. 228, [aconnor@cbaa.ca](mailto:aconnor@cbaa.ca)

**Vice President, Government and Regulatory Affairs**  
 Merlin Preuss, 613-656-0505, [mpreuss@cbaa.ca](mailto:mpreuss@cbaa.ca)

**Membership and Communications Services**,  
 Rachel Duchesneau, ext. 221, [rduchesneau@cbaa.ca](mailto:rduchesneau@cbaa.ca)

**Finance**,  
 Barb VanDoom, ext. 222, [bvandoom@cbaa.ca](mailto:bvandoom@cbaa.ca)

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NEW MEMBERS

## Signature Flight Support

**Signature Flight Support**, a BBA Aviation plc company, is the world's largest fixed-based operation (FBO) and distribution network for business aviation services. Signature's services include fueling, hangar and office rentals, ground handling, maintenance and a wide range of crew and passenger amenities at strategic domestic and international locations. Headquartered in Orlando, Florida, Signature currently operates at more than 100 locations in the United States, Canada, Europe, South America. 



## CBAA advances its agenda as fall session of Parliament begins

The new session of Parliament is providing CBAA the opportunity to further the agenda it's been actively advancing all summer. While MPs were on the summer barbecue circuit, CBAA continued to work with government departments and regulators to build the appropriate regulatory and policy regime for business aviation.

CBAA continues to advance the IS-BAO model as the new regulatory system for Canadian business aviation, promoting it as the reasonable solution that both works for operators and provides Transport Canada with the safety oversight it needs. Transport Canada's serious examination of an IS-BAO-type regime was kick-started by the industry/government focus group held in the spring, which took place, in large part, at the urging of CBAA.

CBAA has also provided a much-needed business aviation perspective on Flight Crew Fatigue Management. Members' input was critical and strengthened CBAA's comments on the TC committee report, which lumped business aviation flight fatigue rules in with commercial aviation. CBAA comments were submitted jointly with like-minded associations that shared our concerns and wished to provide a common front to initiate change.

Facilitation continued to be another key file for members. The CBAA has been working with the NBAA on the third annual Cross Border Issues Conference, designing a program that will help business aviation pilot its way through the complex regulatory and operational issues that affect travel to and from our two nations.

Also on facilitation, CBAA's relationship with the Canada Border Services Agency (CBSA) continues to evolve towards finding mutually acceptable solutions. Thanks to our lobbying efforts, the Canada Border Services Agency (CBSA) now allows business aviation aircraft carrying up to 39 persons on board, including crew, to report to the CBSA through the Telephone Reporting Centre. This is not only a major victory but also a stepping stone to better accommodation of business aviation needs.

Our direct work for members continues as well, providing an expanding range of services and flight operations support, including filing IFR and Type Rating renewal at no charge to members, and special savings and benefits available only through the CBAA.

Watch for updates on CBAA activities on our website and in our weekly bulletins. 

## XN Air

**XN Air** is the fixed-base operator at Spokane International Airport in Spokane Washington (KGEG). XN Air can provide convenient quick-turn fueling services at the US Customs ramp for aircraft enroute to US destinations beyond Spokane. 

## FYI OPERATORS

CBAA members can log in to our website to access a range of critical documents and information, including:

- CBAA dissent to Fatigue Crew Management Working Group Report
- Transport's Updated Guidance to Airport Security Program
- Recently issued NOTAMS
- CBAA Industry Partner Programs
- New FAA Climb VIA and Descent VIA Procedures
- and more....

Information is updated as it becomes available, so check in frequently for the latest news that affects your operations. 

# MEMBERSHIP BENEFITS

@CBAA-ACAA.CA

CBAA defends your interests – and helps support all aspects of flight operations. Members enjoy a wide array of exclusive benefits, plus direct influence on the CBAA's advocacy agenda.

## **INFLUENCE GOVERNMENT**

Members drive the CBAA advocacy agenda, determine the issues and propose solutions. Recently, members have provided essential input into our discussions with the Canada Border Services Agency, fatigue management regulations, and the new business aviation regulatory framework.

For more information on CBAA member benefits, visit our website, <http://www.cbaa-acaa.ca/> or contact **Rachel Duchesneau**, [rduchesneau@cbaa.ca](mailto:rduchesneau@cbaa.ca).

## **OPERATORS RESOURCE CENTRE**

The Operator Resource Centre is your one-stop destination for all information relating to operations in Canada and internationally. Here you will find information and documents from NAV CANADA, Transport Canada Internal Process Bulletins, the POC Manual (for reference), and more.

## **INDUSTRY PARTNERS PROGRAM**

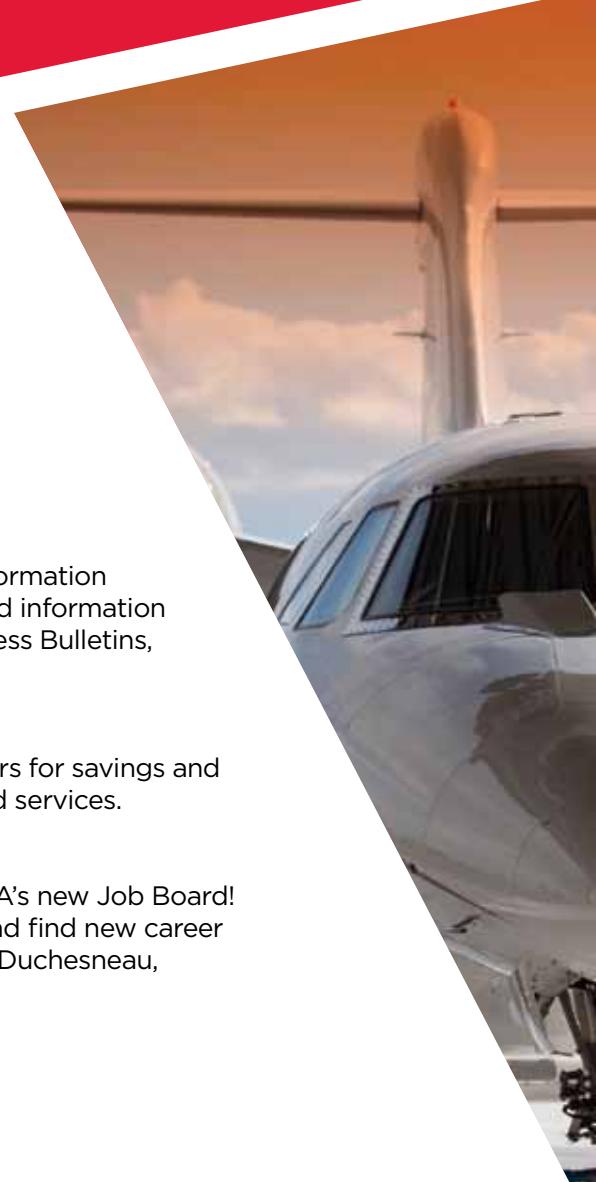
Take advantage of CBAA's exclusive agreement with industry suppliers for savings and special deals on insurance, training and a range of other products and services.

## **NEW JOB BOARD**

CBAA members can now submit employment opportunities on CBAA's new Job Board! Reach out to industry professionals to fill your employment needs, and find new career opportunities with other CBAA member companies! Contact Rachel Duchesneau, [rduchesneau@cbaa.ca](mailto:rduchesneau@cbaa.ca) for more information.

## **IFR AND AIRCRAFT TYPE RENEWAL FORMS**

CBAA will complete and file these forms for members.



[www.cbaa-acaa.ca](http://www.cbaa-acaa.ca)

For more information on how the CBAA works for the business aviation community, and how it can work for you, contact Rachel Duchesneau, [rduchesneau@cbaa.ca](mailto:rduchesneau@cbaa.ca)