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Flight Training International Marketing

The ATAC flight training companies have been active participants in the Department of Foreign Affairs & Trade Development (DFATD) GOA program for more than a decade. GOA enables small/medium size enterprises to access international markets by participating in Canadian missions. In October 2014, five ATAC companies were invited to the China Academy of Civil Aviation conference in Shanghai. ATAC companies met with the regulator and were informed of future developments in general aviation. On this mission ATAC signed a MOU with the Shenzhen Aviation Transportation Association in Guangzhou, China. On the heels of the ATAC mission, Prime Minister Harper led a Canadian mission to Beijing and with the help of DFATD signed a MOU with the National Development and Reform Commission of the People's Republic of China. ATAC will support the Prime Minister's MOU in aviation training services and equipment, maintenance repair and overhaul and technical support, to name a few. At this time of the year ATAC creates proposals for future GOA flight training missions. The following missions have been submitted by ATAC and are waiting for approval from DFATD. They include a Professional Pilot Exhibition in Dublin, Ireland in March 2015, AOPA Flight Training Exhibition in Shenzhen, China in September 2015 and a Professional Pilot Training Exhibition in London, England in November 2015. To increase visibility for Canadian flight training in international markets, the plan is to incorporate a Canadian booth at each venue, manned by ATAC companies.

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ATAC Weighs In On Upcoming Ontario Budget

ATAC made a presentation to the Ontario Standing Committee on Finance and Economic Affairs on January 22, 2015. The Ontario Legislative Committee was holding pre-budget consultations.

ATAC highlighted three issues which were seen as crucial to ATAC's Members:

1. Aviation Fuel Tax Increases - last year's budget saw a 148% increase in aviation fuel taxes. ATAC advocated rolling this back.
2. Ontario Retirement Pension Plan - this measure, again introduced last year, calls for a joint employer/employee 4% contribution to a retirement fund to those employees not currently covered. This will negatively affect flight schools in Ontario.
3. Carbon Tax - a carbon tax for Ontario has been trial ballooned by the Ontario Government. ATAC advocated that if it is regulated that it applies to motor vehicles only.

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ATAC Provides Solutions to TC re: Pilot Flight & Duty Time Regulation Proposal

ATAC has continued to work closely with our members and other industry colleagues to find reasonable ways forward regarding the regulatory proposal that TC issued as a Notice of Proposed Amendment (NPA) last September on Pilot Fatigue after several years of deliberations followed by silence. The proposals from industry would allow for gradual improvements in the various sectors of our industry, where warranted, and be commensurate with the anticipated safety gain and have a much reduced negative impact on safety and air carrier service to communities with lower

ATAC IS PROUD TO WELCOME THE FOLLOWING NEW MEMBERS



Avianor Inc.
Mirabel, QC



Global Aerospace
Mississauga, ON



Mxi Technologies
Ottawa, ON



Pacific Sky Aviation Inc.
North Saanich, BC

population levels. In addition the Canadian economy would be less significantly impacted and allow air service to continue to be the great socio-economic enabler that it is, within this vast country of ours with its many remote areas. ATAC will continue to advocate for solutions that improve safety and at the same time do so in a sustainable manner.

ATAC MRO Successes @ MRO Latin America in Buenos Aires

For the first time ATAC and Canadian MROs attended MRO Latin America held this past January in Buenos Aires, Argentina. On the afternoon before the trade show, ATAC and our embassy colleagues in Buenos Aires worked hand in hand to hold a "Meet the Trade Commissioners" session with Canadian MROs attending the event and to gain intelligence regarding the South American MRO market, with a particular focus on Argentina and Brazil. Aerolineas Argentinas' senior management provided an excellent briefing to the group regarding their recent restructuring and MRO needs for the immediate future and longer term. The following two days of conference and B2B meetings were found to be very productive and it is anticipated will lead to many contracts.