



The official publication of the  
Canadian Business Aviation Association

## NEWS BRIEF

### CEO'S CORNER

## Partners in Safety: One Year Later

Partners in Safety, launched by the CBAA in 2015, is designed to give operators the compliance direction and tools they need not only to maintain Canadian business aviation's high standards and stellar safety record, but to build them even higher.

Over the last year, the program has evolved to integrate easily into operations of all sizes, with new elements added to simplify compliance and to increase the amount of trending data that operators can access.

"This program has been well received by our members. They use it every day, and have provided excellent feedback," said CBAA president and CEO, Rudy Toering. "As a result, while there are a lot of good SMS-related products in the marketplace, Partners In Safety stands out. It is the only program designed as 604 compliant from the ground up and vetted by Transport Canada."

Partners in Safety deals specifically with the problems of managing the cost and complexity of implementing a fully compliant 604 SMS system, especially for smaller owner/operators, providing a



variety of tools and resources to support the process.

The program includes a number of elements that work together, including a CBAA Member SMS, a Template Operational Manual, OM Checklist and National Aggregate Database (NAD) for trending analysis. Costs to subscribe are minimal, thanks to the generous support of the program sponsors, Bombardier Business Aircraft and NAV CANADA.

The program is constantly evolving and improving. CBAA is currently in discussions with major operator members to expand the NAD, inputting thousands of new records that will provide

a robust baseline for trend analysis. As well, materials will be updated to reflect the Guidance Material once it is issued by Transport Canada. A flight data analysis component will be released later this year.

"Safety is the hallmark of business aviation, and Canadian business aviation has the best safety record in the world" said Toering. "But simply sitting on our laurels is unacceptable. Our operators are working in a complex and rapidly evolving environment. The CBAA has an obligation to its members – and to the entire sector – to ensure that the best tools are available. In a nutshell, that is what Partners in Safety is all about." 🍁



### My personal invitation to attend CBAA 2016, July 5 – 7, Calgary AB

If you haven't been to a CBAA convention recently, you don't know what you're missing.

CBAA's annual convention and exhibit has gone through a sea-change over the last few years. With close to 700 delegates, focussed educational and plenary sessions, an exciting exhibit and a record-breaking static display in St. Hubert last year, Canada's national event for business aviation has never been more relevant to your business and your future.

Operator delegates have told me how pleased they are at the quality and relevance of the educational and plenary sessions. Associate members have said that the CBAA convention is just the right size to meet the people they want to meet and conduct business. The OEMs report new opportunities to sell aircraft. People also tell us that our networking and social events, from the Hope Air Golf Tournament, receptions, dinner

*continued on page 2*

# CONTENTS



- 3** CBAA secures two critical CARs 604 exemptions
- 3** New economic impact study will increase CBAA's influence
- 3** Meeting with GTAA on de-icing suggests a way forward
- 3** Business aviation gets partial win on TCO requirements
- 3** Back to business as usual for US airspace fly-overs
- 4** Events Calendar
- 4** Register for CBAA 2016: Session Highlights Static Display Exhibitors
- 5** Connecting with Parliament: A New Member Resource
- 5** CBAA thanks the following CBAA 2016 sponsors
- 5** Welcome New Members

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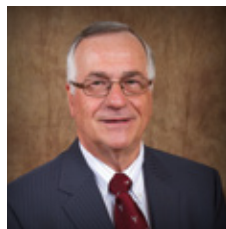
and more, are the best of both worlds: they're fun and pay off in making and strengthening business contacts.

CBAA 2016 is a big-tent convention, with something for everyone – and our aim is to draw operators, big or small, from every corner of the country. Everyone who has a job keeping our planes in motion will find something of value.

Our educational sessions do not come out of a generic box: they are created and customized to meet the needs and challenges of Canadian operators dealing with both Canadian and international regulations. Our associate and OEM members will be exhibiting their goods and aircraft at the full service facility of our Diamond Sponsor, Million Air FBO.

To open the event to as many operators (and their staff) as possible, we are pleased to provide one complimentary convention registration to each operator. The comprehensive

registration package includes free access to all major activities: educational and plenary sessions, the exhibit, static, meals and receptions. Only the charity Golf Tournament and Gala CBAA Dinner are extra.



**Rudy Toering,  
President & CEO**

There is another reason that your attendance is so critical: the power of numbers. Our annual convention is the one time that Canadian business aviation operators come together by the hundreds, with a unified voice, to demonstrate to Transport Canada – and to the entire

government – that business aviation is a force to be reckoned with. We need you all in Calgary to share our good news stories, especially as the safest aviation sector world-wide.

Bottom line, the CBAA convention is a great investment of your time, your business, and in business aviation. And we are constantly in continuous-improvement mode, listening to feedback and tweaking everything to make it better and more relevant to you every year.

I will see you there! 🍁



## CBAA secures two critical CARs 604 exemptions

**A**fter two years of CBAA's continuous advocacy, TC has finally committed to extending the current CAR 604 exemptions relating to guidance materials and training-to-proficiency, under certain conditions. This is the first "formal" acknowledgment that extensions to the exemption currently in place will happen.

It is expected that the

guidance material will enable operators to "right size" their operation and the extension related to guidance material is required to permit operators time to make the changes to operations manuals.

The training-to-proficiency extension is meant to ensure that there is a transition from the training-to-proficiency programs currently being used to the new program in the

exemption without having to revert to a PPC/PCC-based program. It is likely that this extension will only apply to those operators with a training-to-proficiency program using level C and D simulators under an ATO, meaning if an operator has an aircraft-only program or one using only level A or B simulators or training devices, the extension and for that matter the exemption, will not apply to them. We have asked for an extension that would allow for a transition and allow for a year to make the transition. 🍁

## New economic impact study will increase CBAA's influence

**F**ollowing our ground breaking 2014 study that demonstrated the economic impact of business aviation operations, CBAA, with industry sponsors and the support of Innovation, Science and Economic Development Canada, will release an expanded study that includes the direct impact of BA manufacturing as well as operations. Sponsors confirmed to date include Bombardier Business Aircraft, Pratt & Whitney Canada and CAE. The new report is due to be released in both official languages later this spring and will be used as an advocacy awareness tool with governments, key partners such as airports and other business leaders. 🍁

## Back to business as usual for US airspace fly-overs

**T**he FAA has rescinded a December NOTAM requiring private aircraft to apply for a waiver when transiting US airspace. The full text of the revised NOTAM can be accessed on the CBAA Members Forum.

This issue, which could have negatively impacted virtually every CBAA member, provoked the most activity ever on the Members Forum, with literally dozens of comments from operators across the country sharing their concerns.

CBAA sincerely thanks its members, whose input was invaluable, as well as COPA, and Transport Canada for their hard work in resolving this issue. We are currently working with TC and the TSA to help ensure the breach of protocol that led to this chain of events does not happen again. 🍁

## Meeting with GTAA on de-icing suggests a way forward

**C**BAA's recent meeting with GTAA officials on Winter Ops identified actions for the GTAA, NAV CANADA, CBAA and its members, that could resolve issues related to fair access to de-icing. Minutes of the meeting, including action items can be found on the CBAA Members Forum. 🍁

## Business aviation gets partial win on TCO requirements

EASA's Section 6.3.1.2.4, Flight Data Recorders, has been modified to provide some relief to foreign business aviation operators in part thanks to NBAA and CBAA efforts. Both the CBAA and NBAA continue to work to address other issues with the Third Country Operators regulations, including SMS, Flight Data Analysis Program and Pilot Proficiency Checks. 🍁

Tentative Upcoming Chapter Meeting dates 2016:  
Please visit [www.cbba-acc.ca](http://www.cbba-acc.ca) for confirmed meeting dates and meeting locations.

### QUEBEC CHAPTER

March 2016 – TBD (please see website for further details)

### ONTARIO CHAPTER

March 2016 – TBD (please see website for further details)

### ATLANTIC CHAPTER

Last week of April 2016 – TBD (please see website for further details)

### EDMONTON CHAPTER

March 17th 2016 – Sponsored by Falcon Jet

### CALGARY CHAPTER

March 16th 2016 – Sponsored by Falcon Jet

### VANCOUVER CHAPTER

March 15th 2016 – Sponsored by Falcon Jet

## NOTEWORTHY



## Get More at

Over 700 business aviation professionals are landing in Calgary for CBAA 2016, July 5th – 7th. The event – the biggest of its kind in Canada – offers you the best in skills development, educational sessions and networking/social opportunities. Attending CBAA 2016 will contribute to your – and your staff's – professional development and help you do more business, better.

With the Calgary Stampede starting on July 8th, this is a great opportunity to combine your promotional and corporate activities, and invite your C-level executives and VIP clients to the static display. Take them on a private tour of some of the most exciting corporate and private aircraft, at the convention's Diamond Sponsor venue – the Million Air FBO at YYC.

Find out more at [www.cbba-acc.ca](http://www.cbba-acc.ca), and see you in Calgary. 🍁

## EVENTS AND MEETINGS

### Register for CBAA 2016!

Online registration opens March 1st – take advantage of our early bird discounts.

When you register for CBAA 2016, July 5 – 7, Calgary, AB, you'll be joining 700 industry leaders for a national event that includes educational and plenary sessions, great networking and social activities and Canada's largest business aviation exhibit and static. You won't want to miss this made-in-Canada opportunity to learn, network and advance your business interests.

Visit [www.cbba-acc.ca](http://www.cbba-acc.ca) for the latest information and to register. 🍁

## SESSION HIGHLIGHTS

Featuring well known speakers and subject matter experts such as Cpt. John M. Cox, SafeOps, Mike Tretheway, InterVISTAS Consulting, Peter Agur, Van Allan Group, Ric Peterson, Air Culinaire and others. Sessions include:

- Dealing with Unruly Passengers
  - Economic Impact of Business Aviation in Canada, expanded report
  - Federal Government Update
  - Fitness for Duty
  - How Social Media Affects Your ERPs and your Brand
  - Lithium Batteries on Aircraft
  - Maintenance Responsibilities of a Private Operator vs. an Aircraft Maintenance Organization
  - NAT Flight Planning
  - Overview of CARs
  - Safe Food Service
- And much more!

## STATIC DISPLAY

### Canada' largest display of private and corporate aircraft will include:

- Bombardier Business Aircraft
- Dassault Falcon Jet Corp.
- Embraer Executive Jets
- Gulfstream
- HondaJet
- Quest Aircraft Company
- Textron Aviation

## EXHIBITORS

### Join us in welcoming returning and new companies to CBAA 2016

- |  |  |                                  |
|--|--|----------------------------------|
| • Apron Fuel Services                    | • IBAC                                     | • Scott Builders Inc             |
| • Avfuel                                 | • Irving Aviation Services                 | • Scott International Procedures |
| • CAE                                    | • Jet Aviation                             | • Signature Flight Support       |
| • Canadian Business Aviation Association | • Kinnear Upholstry                        | • Skies Magazine                 |
| • CASP Aerospace                         | • LEKTRO Inc                               | • Skyservice Business Aviation   |
| • Duncan Aviation                        | • Maxcraft Avionics                        | • SKYTRAC Systems                |
| • Enterprise Holdings                    | • Million Air Calgary                      | • TRAININGPORT.NET               |
| • FlightAware                            | • PNC Aviation Finance                     | • West Star Aviation             |
| • FlightSafety International             | • Pratt & Whitney Canada Corp.             | • Wings                          |
| • FItPlan.com                            | • Professional Flight Management           | • Wipaire                        |
| • Flying Colours Corp.                   | • Region of Waterloo International Airport | • Women in Corporate Aviation    |
| • Foreflight                             | • Satcom Direct                            |                                  |
| • GoGo Business Aviation                 |  |                                  |
| • Hope Air                               |  |                                  |



## Connecting with Parliament: A New Member Resource

**C**onnecting to Parliament is a new program developed by the CBAA to encourage members to engage personally with their MPs at a local level. Available on the CBAA Members Forum, it consists of a number of tools and resources, including a customizable template letter to MPs, links to MPs' contact information, the updated CBAA study on the Economic Impact of Business Aviation in Canada and more.

Connecting to Parliament has three aims. First, increase the general awareness of the value and safety of business aviation, so that MPs can make good decisions based on factual information. Second, to encourage MPs to back government initiatives that directly support business aviation. Third, to create a cadre of knowledgeable MPs who will champion Canada's \$5.5 billion business aviation sector with their colleagues, and who we can turn to for support, should we face a critical issue. 🍁

## Welcome New Members

### Brian Deane Consulting Ltd.

Brian Deane Consulting Ltd. is a Winnipeg-based company providing Quality Assurance program development and implementation services since 2009. Other services included company training program development and delivery, compliance audits, manual development and corrective action plan development and implementation.

### AviMall

AviMall is a Swiss online aviation platform offering its Charter Promotion Module for FREE to instantly connect air operators and charter brokers worldwide on one charter marketplace.

Members receive a Certificate of Lifetime Free Membership upon completing their profile guaranteeing the permanent access to the Charter Promotion Module without fees or commissions.

It takes minutes to watch the tutorial videos on [www.avimall.com](http://www.avimall.com) and discover the advanced search features AviMall offers for ad-hoc flights and empty legs using the most accurate real-time pricing calculation.

Sign up now and broaden your revenue's horizon with AviMall, the fastest growing aviation network.

*AviMall - Connecting Aviation Professionals.*

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the evolution of mobility

### SILVER SPONSOR



### BRONZE SPONSOR



# CBAA ACAA

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

## JOIN TODAY

[cbaa-aca.ca](http://cbaa-aca.ca)

Be part of the CBAA,  
and take advantage  
of our advocacy and  
representation,  
operational support,  
unique discounts,  
and networking  
and partnership  
opportunities.

**Contact the CBAA or visit our website to find out how membership will:**

- ▶ Enhance your safe operations and simplify regulatory compliance
- ▶ Save you hundreds – or even thousands – of dollars with members' only discounts
- ▶ Allow the CBAA to help promote your business
- ▶ Keep you informed and engaged on the Members Forum
- ▶ Increase your influence with government and opinion leaders
- ▶ Keep you on top of the latest news in aviation

From its one-of-a-kind Partners-in-Safety program, to major victories on transiting US airspace, extending exemptions on 604 regulations, and beyond, CBAA is committed to actions that ensure your success – and the ongoing success of our \$5.5 billion business aviation sector.

**BAM** BUSINESS  
AVIATION  
MATTERS

CBAA ACAA  
**SAFETY  
MATTERS!**  
Partners in Safety

To find out what CBAA can do for you, contact Lindsay Berndt, [lberndt@cbaa.ca](mailto:lberndt@cbaa.ca); 613.236.5611, ex. 221.