

CBAACAA

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CEO'S CORNER

CBAA 2018 Convention Highlights

Held in Waterloo Region, Ontario, in the heart of Canada's high-tech community and at the centre of Canada's largest concentration of business aviation users, CBAA 2018 was an exciting industry event, boasting value-packed sessions and a memorable static display and exhibit.

The convention features leading-edge topics and notable speakers that provided delegates with critical information and strategies to support their operations and corporate goals. Delegates left the convention better prepared to deal with a wide range of challenges, from employer/employee relationships in a post #MeToo world, to the impacts of the legalization of marijuana, how to understand CRA's new tax policy, to ways to attract new employees to business aviation and much more.

Other sessions focussed on hands-on, practical advice, like CBAA's new flight-risk assessment tool (FRAT), emergency communications, upset recovery, fatigue management and many others. CBAA was also pleased to help delegates acquire new certifications at three workshops held in cooperation with the Canadian Council for Aviation and Aerospace (CCAA).



Notable speakers included Keynote, Rolland (Rollie) Vincent, President, Rolland Vincent Associates, LLC and JETNET iQ Creator/Director who presented the Business Aviation Market Overview and Kathy Fox, Chair of the Transportation Safety Board of Canada, who examined several recent accidents and discussed their impact on business aviation. Senior representatives of Transport Canada and NAV CANADA provided an update on their latest activities and a platform for delegates to ask questions at a high-level executive plenary session.

The exhibit and static, featured 59 industry-leading vendors plus 20 aircraft, providing an excellent platform for members of the business aviation community to build

relationships and do business.

This event would not be possible without the support of literally dozens of individuals. Our sincere thanks to everyone who served on our national and local planning committees, volunteers, staff, directors and, of course our extraordinary speakers and subject matter experts who added so much value to our event.

THANKS TO SPONSORS!

CBAA sincerely thanks the many sponsors, including Diamond Sponsors the Region of Waterloo International Airport and Chartright Air Group, who contributed to CBAA 2018. We are deeply appreciative of their support of the CBAA and our convention. To see the full list of sponsors, please visit www.cbaa-acaa.ca. 🍁



The Changing of the Guard: Welcome the 2018-2019 CBAA Chair

The CBAA's new board was appointed at our recent AGM held during CBAA 2018. With a new Chair taking the helm, it is my pleasure to introduce him to the aviation community.

Peter Bing, Director of Operations and Chief Pilot, Sobeys Corporation, has accepted a two-year term as Chair, succeeding Rod Barnard Director, Aviation and Travel Services and Chief Pilot, Kal Aviation Group, who was Chair from 2016 to 2018.

Peter started his aviation career as a pilot over 35 years ago, progressing from flying Piper Cubs on pipeline patrols in southern Saskatchewan to flying scheduled flights on Dash-7 into Toronto Island to Director of Flight Operations with Air Atlantic – Canadian Airlines International based in Halifax, where he flew the Boeing 737 and BAe-146.

continued on page 2



- 3 CBAA launches new initiative to attract young professionals
- 3 CORSIA Canadian implementation update
- 3 Introducing the new CBAA FRAT
- 4 Thanks to everyone who helped make CBAA 2018 a success!
- 4 CBAA appoints new chair and board members at its 2018 AGM
- 4 You may qualify for a spot at the CBAA Canadian Pavilion at NBAA
- 5 BA Labour Issues Survey Results
- 5 Check out the 2018-2019 Buyers Guide

CBAA-ACAA

1 Rideau Street, Suite 700
Ottawa, ON K1N 8S7
Tel: (613) 236-5611 • Fax: (613) 236-2361
Email: lberndt@cbaa.ca • Website: www.cbaa-acaa.ca

STAFF MEMBERS

Interim President and CEO
Rudy Toering, 613.236.5611 ext. 238, rtoering@cbaa.ca

Executive Assistant and Director of Administration
Aime O'Connor, 613.236.5611 ext. 228, aoconnor@cbaa.ca

Vice President, Government and Regulatory Affairs
Merlin Preuss, 613.656.0505, mpreuss@cbaa.ca

Membership and Communication Services Manager
Lindsay Berndt, 613.236.5611 ext. 221, lberndt@cbaa.ca

Marketing & Industry Relations
Debra Ward, 613.274.0619 dward@cbaa.ca

Events Coordinator
Lise Hodgson, 613.854.4686, lhodgson@cbaa.ca

Finance
accounting@cbaa.ca
613.236.5611 ext. 222

BOARD OF DIRECTORS EXECUTIVE COMMITTEE

Chair • Peter Bing
Director Aviation Operations Chief Pilot
Sobeys Inc.

Vice Chair • James Elian
President & Chief Operating Officer
AirSprint

Past Chair • Rod Barnard
Director Aviation and Travel Services and Chief Pilot
Kal Aviation Group

Secretary • Bill McGoe
President
Aurora Jet Partners

Treasurer • Scott Harrold
Regional Sales Manager
Signature Flight Support

BOARD MEMBERS AT LARGE

Jean-Christophe Gallagher • Vice President and General Manager - Customer Experience
Bombardier Business Aircraft

Gary Wood • Director - Corporate Sales & Marketing
Flying Colours

Susan Gunn • Operations
P.M. Air

Lisa Clarke • Regional Sales Manager
FlightSafety Canada Ltd.

Ehsan Monfared • Associate
YYZlaw

Lyn Shinn • VP, Central Region, HondaJet Sales and Pre-Owned Aircraft Sales
Skyservice Business Aviation Inc.

Cathy Caldarola • Director of Sales and Marketing
Chartright Air Group

Jacqueline Bailey • VP InflightSterling/ICFS Aviation Group

Paul Carter • Director of Maintenance
Skycharter Limited

Ivano Mosca • CPA, CMA
Vice-President Finance and Administration
Innotech-Exeaire Aviation Group

Ian Darnley • Director of Business Development
Sunwest Aviation Ltd.

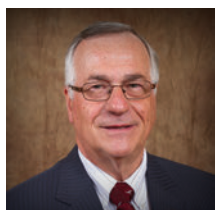
continued from page 1

Today, he is one of business aviation's greatest advocates, saying that he never regretted the decision to leave the airline world and that he has found the unique challenges of corporate aviation to be rewarding and fulfilling.

As well, Peter brings expertise in a critical area for CBAA and our industry: he is a leader in aviation education. Beginning as Chair of Algonquin College's aviation programs in Ottawa, he then went on to found, lead and ultimately build one of the prominent Aviation Colleges in Canada, the Nova Scotia Community College - Aviation Institute, preparing hundreds of students to enter the aviation industry. We look forward to working with him to apply his expertise and knowledge to business

aviation.

Peter joins a long line of involved and engaged industry leaders who chaired the association, and brings his own unique expertise to the task of representing over 400 members of the business aviation community.



Rudy Toering,
Interim President & CEO

Fortunately, he won't be doing it alone an equally expert and committed group of board members and by the hard-working and dedicated staff. You can read the full list of our 2018-2019 directors in this News Brief.

I would like to most sincerely thank all of our current and outgoing board members for their guidance and most especially for their commitment to the CBAA. We could not do our job without them.

CBAA launches new initiative to attract young professionals

CBAA has taken a major step to attract young professionals to its sector, with the BizAv Young Talent Initiative (BizAv YTI), sponsored by AirSprint and Student Aviation Financial Enterprises Corp.

Launched at CBAA 2018, the initiative is spear-headed by four young aviation professionals, Kate Latis, Aurora Jet, Alex Hummer, Edmonton Shell Aerocentre, Gray Norman, Textron Aviation and Donald A. Wheaton, General Bank of Canada.

BizAv YTI plans to reach out to companies, flight schools and post-secondary institutions, organizing presentations and



industry events to promote the exciting careers in business aviation available to students and young professionals.

The first BizAv YTI meeting will be held in Alberta later this year, with a nationwide roll out planned for 2019 and 2020.

If you would like to join the BizAv YTI team and help with the expansion or become a program sponsor, please contact: bizavyti@cbaa.ca. 🍁

CORSIA Canadian implementation update

The CBAA is working with Transport Canada as it develops domestic regulations to implement the ICAO Carbon Offsetting and Reduction Scheme for International Aviation (CORSIA) standards, which come into force in ICAO in 2020. We are pleased to report that there has been some progress in the CBAA attempts to reduce the burden of compliance on PORD holders. For more information, please refer to our online Members Forum or contact Merlin Preuss, mpreuss@cbaa.ca. 🍁

2018 Schedulers & Dispatchers Scholarship Recipients Announced at CBAA 2018



Nelson Billings, flight coordinator at Skyservice Business Aviation and Jonathan Atkinson, licensed aircraft dispatcher at Skyplan Dispatch Ltd., are the recipients of the 2018 CBAA Schedulers and Dispatchers Scholarship.

CBAA thanks the sponsors of the S&D scholarship for their commitment to business aviation: Air Service Hawaii, AirSprint, Flight Safety International, Jet Aviation, Million Air, the National Business Aviation Association, SheltAir Aviation Services, Signature Flight Support, Skyplan and WorldFuel.

INTRODUCING CBAA'S NEW FLIGHT RISK ASSESSMENT TOOL (FRAT)

CBAA members now have access to the newly designed CBAA FRAT that allows pilots to fill out forms even when they have no internet connection and sync them later when they do.



This new tool, part of CBAA'S Partners-in-Safety program, will allow you will receive automatically updated access to all CBAA documents, CBAA news items, FRAT report forms and the NAD RMS at no cost, both online and via OBDS Aviation Docs iPad

and Windows client via a special virtual "CBAA fleet" that allows all documents to be viewable offline regardless of the size of the operation.

Visit www.obds.aero/cbaa to sign up today. 🍁

CBAA ANNOUNCES WINNERS OF THE 2018 SAFETY AWARDS

Irving Oil Transport has won top safety honours in the company, aircraft maintenance and pilot categories of the CBAA National Safety Awards Program. Founded in 1981, these awards recognize outstanding achievements by members in maintaining a high standard of professionalism and safety in their business aircraft operations.

Safety Company Award: 8300 hrs

Awarded to: Irving Oil Transport Inc.

Aircraft Maintenance Safety Awards 8300 hrs, Irving Oil Transport Inc., Challenger 300/350

Awarded to Andrew Merrithew,

Mark McIntyre, Nick Baker and Josh Demerchant.

Pilot Safety Awards 3000 hrs, Irving Oil Transport Inc., Challenger 300/350

Awarded to: Gray Skedgel, James McCombe, Douglas Duchin, Kevin Dicaire, Shane Furlong and Dale Hackett.



The CBAA sincerely congratulates Irving Oil Transport Inc. and its pilots and maintenance staff for their corporate and personal commitment to safety.

The 2018 Hope Air Philanthropist of the Year Award

Enterprise Holdings, a transportation solutions company, has won the prestigious Hope Air



HOPE AIR
THE GIFT OF FLIGHT

Philanthropist Award, presented at CBAA 2018. Enterprise has supported Hope Air since 2012. Their generosity has made over 100 flights possible for Canadians in financial need who must travel to medical care far from home.



THANKS TO EVERYONE WHO HELPED MAKE CBAA 2018 A SUCCESS!

The CBAA thanks the many people who dedicated their time and expertise to help ensure the success of CBAA 2018. We could not have done it without you!

CONVENTION PROGRAM COMMITTEE

- Anneke Urquhart, Sobeys
- Bob Connors, Waterloo Wellington, Flight Centre
- Catherine Caldarola, Chartright - sales
- Dan Rutherford, Fast Air
- Ed Ratzlaff, Aerofoil Consulting Inc.
- Farah Faruqi, TrainingPort.net
- Graham Nicholls, Chartright – flight ops/S&D
- Jean Denis Marcellin, Chartright – Pilots
- Jim Lewis, The Mente Group
- Leo Knaapen, Bombardier
- Louis Anderson, Chartright -. Maintenance
- Merlin Preuss, CBAA
- Michele Mentink, Sterling ICFS
- Simon Roussel, Skyservice

LOCAL ORGANIZING/ GOLF COMMITTEE

- Cathy Caldarola, Chartright Air Group
- Chris Wood, Region of Waterloo International Airport
- Emily Deckert, Waterloo Regional Tourism
- Sandra McCauley, Region of Waterloo International Airport
- Tim Muise, Canadian Skies Magazine

THANKS TO SPONSORS

DIAMOND

- Chartright Airgroup
- Region of Waterloo International Airport

PLATINUM

- National Business Aviation Association (NBAA)

GOLD

- Innotech-Exeaire Aviation Group

SILVER

- Bombardier
- Lektro
- Pratt & Whitney Canada
- Tronair

BRONZE

- CAE
- Celtic Air Services
- Columbia Aircraft Sales, Inc.
- Dassault Falcon
- Enterprise Rent-a-car
- GlobalAir.com
- Gulfstream
- JetAviation
- LBC Capital
- NAV CANADA
- Peterborough Airport
- PNC Aviation Financial
- Sheltair
- Signature Flight Support
- Sobeys
- Southern Ontario Airport Network
- Standard Aero
- Sterling/ICFS Aviation Group
- WorldFuel

CBAA APPOINTS NEW CHAIR AND BOARD MEMBERS AT ITS 2018 AGM

We are pleased to announce that Peter T.R. Bing, Director Aviation Operations & Chief Pilot, Sobeys Inc. was named Chair of the CBAA for a two-year term.

New members joining for a two-year term are Ian Darnley, Director of Business Development, Sunwest Aviation Ltd.; Ivano Mosca CPA, CMA Vice-President Finance and Administration, Innotech-Exeaire Aviation Group; Lyn Shinn, VP, Central Region, HondaJet Sales and Pre-Owned Aircraft Sales Skyservice Business Aviation and Paul Carter, Director of Maintenance, Skycharter Limited; Cathy Caldarola, Director of Sales and Marketing Chartright Air Group;

Jacqueline Bailey VP Inflight Sterling/ICFS Aviation Group.

Returning as directors-at-large are James Elian, President & Chief Operating Officer, AirSprint, Scott Harrold, Regional Sales Manager, Signature Flight Support, Susan Gunn, Operations, PM Air; Lisa Clarke, Regional Sales Manager, FlightSafety International and Ehsan Monfared, Associate Clark & Company.

CBAA thanks its outgoing board members, Past Chair, Rod Barnard, Treasurer, Mike Fedele and directors at large Mark Van Berkel and Clement Nadeau for their many contributions and service to the association and to business aviation. 🍁



EVENTS

This calendar is subject to change. For confirmed chapter meeting dates and information please refer to the Calendar of Events on the CBAA website.

Northern Alberta (Edmonton) Regional Chapter Meeting

Tuesday September 18th 2018
Sponsored by Innotech-Exeaire

Southern Alberta (Calgary) Regional Chapter Meeting

Wednesday September 19th 2018
Sponsored by Innotech-Exeaire

Pacific (Vancouver) Regional Chapter Meeting

Thursday September 20th 2018
Sponsored by Innotech-Exeaire

Quebec Regional Chapter Meeting

Wednesday September 26th 2018
Sponsored by Gulfstream

Ontario Regional Chapter Meeting

Thursday September 27th 2018
Sponsored by TrainingPort.net

You may qualify for a spot at the CBAA Canadian Pavilion at NBAA

We are pleased to offer our members exclusive space at the CBAA Canadian Pavilion at NBAA BACE 2018, October 16 – 18, in Orlando, Florida. This is a great opportunity for CBAA member companies who are new to NBAA to meet with the international business aviation community and showcase their products and services, using the marketing and logistics support of the CBAA.

Spots in the pavilion are limited to CBAA members who have not previously exhibited at the NBAA (except at the Canadian Pavilion).



For more information, please contact Lindsay Berndt at lberndt@cbaa.ca or (613) 236-5611 Ext. 221.

BA LABOUR ISSUES SURVEY RESULTS

According to a CBAA member survey, 38 percent of respondents said they are not losing pilots to other opportunities. Of those who had had pilots leave their companies, almost a quarter identify pay as the main issue, followed by lifestyle at 15 percent. When asked where they thought pilots were going once they left business aviation, four out of ten respondents said mainline carriers. Just over three percent attributed attrition to retirement.

The next most critical talent shortage is in maintenance, an issue identified by 60 percent of respondents. Shortages were less critical in scheduling/dispatching and administration.

The most common recruitment/retention tool used was pay increases, with 74 percent reporting that they used increases to prevent or counter attrition. One third of respondents raise wages significantly – by 20 to 30 percent. However, almost one quarter did not increase their pay scale at all in the past two years.

It doesn't appear that retention bonuses are a commonly used tool, with 66 percent reporting that they do not provide them at all, and just over a quarter, 26 percent, offering yearly retention bonuses.

The survey also looked at a number of other related issues, such as how companies adjusted their operations to deal with scheduling issues, the impact of technical factors and others. CBAA members can access all the survey results through the Members Forum.



THE 2018-2019 CBAA BUYERS GUIDE IS NOW ONLINE!

Visit www.cbaa-aca.ca to access CBAA's new Buyers Guide. The guide provides listings of leading aviation companies who offer products and services to the Canadian business aviation community. With information on industry suppliers, CBAA activities and member benefits, we trust that you will find the Guide to be a valuable resource that you will turn to again and again.

CBAA welcomes new members

Continuum Applied Technology, Inc.

CORRIDOR is an aviation maintenance software platform that dramatically improves process and information flow throughout any aviation service organization (FBOs, Repair Stations, Operators, MROs).

CORRIDOR has partnered with CAMP Systems to create a seamless aviation ecosystem with electronic bi-directional flow of maintenance task cards between the two products providing reduced cost, decrease downtime, and increased revenue benefits to both Maintenance Organizations and Aircraft Owners/Operators.

Flight Insight

Flight Insight audits each Air Carrier or UAV operator in a helpful, professional and confidential manner; clients can then access the audit results through a secure, confidential and live platform that is accessible 24 hours a day, 365 days a year.

Our system gives the end-user confidence in booking air travel with an Air Carrier that satisfies the commitment to safety that clients expect, as evidenced by the data presented through an on-site, Flight Insight Audit.

Offering real-time, objective and quantifiable audit results for the client and the Air Carrier themselves, our system offers a user-friendly interface for Air Carriers to update operational and maintenance information, keeping clients current on updates and improvements within the Air Carrier's organization. Our primary aim is to educate clients and enhance their level of comfort, knowing that they possess the relevant information to confidently fly with Air Carriers that meet their safety standards.

We create important partnerships with key leadership within an organization to develop safety standards and promote industry best practices. Flight Insight offers a multi-level performance criteria that encourages all Air Carriers to continually develop their own world-class safety management system and culture.

JETNET

JETNET, is a research company with world wide reach and expert knowledge about business and commercial aircraft. Our mission is compiling and delivering the key data used by aviation professionals. Our 50 researchers proactively call aircraft contacts thereby maintaining records over the lifetime of each unit. JETNET offers data on 110,000 business, commercial, and helicopters worldwide. We deliver: owners, operators, flight activity, sold prices, for sale listings, fleet data, make/model production reports, full equipment details and more.

Visit us: www.jetnet.com

Mike Foye, JETNET Director of Marketing, at 800.553.8638 (USA) ext. 223 or mfoye@jetnet.com



Levaero Aviation
PC-12 NG

AIRCRAFT ON DISPLAY AT

CBAА 2018



CANADIAN BUSINESS AVIATION ASSOCIATION

CONVENTION & EXHIBITION

WATERLOO, ON • JUNE 12-14

AVIATION UNLIMITED
Quest Kodiak



Cessna
Caravan



Bombardier
Challenger 650



Embraer
Legacy 500



Columbia Aircraft Sales
Socata TBM



Gulfstream G280



AVIATION UNLIMITED
Piper M600



Beechcraft
King Air 350i



Skyservice
HondaJet



Dassault Falcon
Falcon 8X



Waterloo Warbirds
MiG-15



Cessna Citation
Longitude



Embraer
Phenom 300E



Aero Structural Inc
Spitfire



Waterloo Warbirds
DH-115 Vampire



CWHM Lancaster
Presented by Skies Magazine



Waterloo Warbirds
T33 Silver Star



Waterloo Warbirds
L-29 Delfin



Chartright
Global 5000