

CBAACAA

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CBAA 2012: The Bizav World Comes to Canada

CEO'S CORNER

With over 500 delegates and a record-breaking number of exhibits and static displays, CBAA 2012, held in Toronto June 12 and 13, was the place to be for business aviation operators and suppliers.

Expanded to a full two-day format, CBAA 2012 saw a lot of "firsts" aimed at maximizing the amount of time delegates had to visit the trade show, attend key information sessions and enjoy networking and social events.

The event also included the popular charity Golf Tournament, WINGS Magazine's 2nd annual industry roundtable and a new Afterhours Club.

Day one was dedicated to information sessions that provided key and valuable information. Speakers' presentations and the Transport Canada report can be found on CBAA's website. Highlights included:

Toby Lennox, Vice President, Communications, Greater Toronto Airports Authority, on the importance of business aviation to their operations, how it fits into their future plans and the importance of CBAA's support on night flights;

Kathy Lee, President and



CEO of GE Capital Canada, on how GE uses its extensive expertise and knowledge of business aviation to deliver a complete spectrum of financing and business services;

Richard Aboulafia on the Long Road Back to Recovery, suggesting that, barring any new shocks to the global economy, business aviation is poised for a recovery;

Fabio Gambia, President and CEO of the European Business Aviation Association, on the impact of the European Union's Emission Trading Scheme;

Martin Eley, Director General, Civil Aviation, Transport Canada, on their consultation process on the new regulation, and openness to considering CBAA recommendations;

Pat Butcher, Director, Trusted Traveller Division, Canada Border Services

Agency, on Trusted Traveller programs for business aviation passengers and crew.

Day two was dedicated to the trade show and static display at Skyservice Aviation, featuring dozens of exhibitors and aircraft on display, with delegates learning about the latest technologies, services and aircraft options geared especially to them.

"The CBAA convention and trade show is known as the place where business gets done," said Barone. "We are indebted to our sponsors and exhibitors for their ongoing support – they are a major part of our success. We've already begun planning for 2013, and will develop even more enhancement to be sure that all of our participants – sponsors, exhibitors and delegates – get full value for their time and money." 🍁



Sam Barone

TC'S NEW APPROACH TO BIZAV REGS A POSITIVE SHIFT

It looks like we have turned a corner on the new business aviation regulations – and the signs are very positive.

In May, Transport Canada consulted with CBAA and operators on the new set of regulations. We are headed in the direction of IS-BAO, a regime that was not only recommended by CBAA, but was created here in Canada and accepted as an international standard.

The original Interim Order that replaced POC set alarm bells ringing in just about every business aviation operation in Canada, and rightly so. The measures were much more stringent than our sector required. The

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CBAA 2012 Sponsor Recognition

CBAA ACAA

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

Membership and Communications Services,
Rachel Duchesneau, ext. 221, rduchesneau@cbaa.ca
Finance,
Barb VanDoorn, ext. 222, bvandoorn@cbaa.ca

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FlightSafety Canada Ltd.

SAM BARONE CONTINUED

CBAA spared no effort to convince Transport Canada that this approach was not only unwarranted, but that there was a better approach.

After months of discussions and thanks to the efforts and strong working relationship between Martin Eley, Director General, Civil Aviation at Transport Canada, and Merlin Preuss, our Vice President, Government and Regulatory Affairs, a real dialogue finally emerged. Over time, we discovered common ground and mutually acceptable directions that gave the regulator the level of comfort and due diligence it required, while accommodating the reasonable needs of operators.

Our efforts led directly to a special focus group meeting with Transport Canada, Civil Aviation, CBAA and operators. The result is a report outlining the industry's recommendations that will be taken into consideration when Transport

develops its new regulations.

Martin Eley recently addressed operators at CBAA 2012, and his comments were both positive and realistic. While making no promises, and mindful of the fact that the decisions are made at a ministerial level, he was supportive of the CBAA position.

As a result of our ongoing discussions with Transport, CBAA's dealings with government officials are the best that they have been in years. They value our input, listen to our concerns and respect our point of view. This is a sea change from where we were 18 months ago, and bodes well for our future work with Transport Canada and other departments on a range of important files beyond the regulations.

CBAA is entering the last months of 2012 on a strong note, not only advocating well, but producing positive and meaningful results – and this is only the beginning. 🍁

With special thanks to this year's golf tournament sponsors:

Holes



Lunch



BBQ Dinner



Power Cart & Transportation



Bottled Water



Foursome Photos



Chipping Contest



FOR MORE INFORMATION ON THE DEVELOPMENT OF THE NEW REGULATIONS, PLEASE ACCESS A COPY OF THE TRANSPORT CANADA FOCUS GROUP REPORT ON OUR WEBSITE <http://www.cbaa-aca.ca/en/op-info/poc-transition/item/293-cbaa/tc-focus-group-recommendations-and-comments> 🍁

CBAA/TC Focus Group Recommendations

CBAA's continual and close monitoring of Transport Canada Civil Aviation's (TCCA) development of a new regulatory framework for business aviation and our meetings with and briefings from TCCA officials clearly showed that TCCA was proposing a final Subpart 604 framework that was far more demanding than warranted by the business aviation safety record. In response, CBAA provided TCCA with alternative options and recommendations. After a review of these CBAA submissions, TCCA decided to delay further regulatory development and consult with the aviation community via a focus group.

The focus group was asked to

- recommend the types of operations/operators that should be subject to Subpart 604,
- review several options for the regulatory framework, and
- address methods for providing special authorizations (ops specs).

TCCA would then take into consideration the information provided by the focus group in its report when making decisions on further development of the new Subpart 604 regulations.

The CBAA's main recommendations were that:

- Subpart 604 apply to the same operations to which the pre-Interim Order regulation applied with minor changes,
- the regulatory framework be based on International Standard for Business Aircraft Operations registration,
- There be no requirement for a private operator certificate,
- Crew competency continue to be assured by training to proficiency programs, and
- The issuing of special authorities be delegated to the Industry.

The report and subsequent communications from TCCA, the most recent being the presentation by Martin Eley (DGCA) to the CBAA convention on 13 June 2012, while not committing the government to any particular regulatory framework, have left the door wide open to the creation of a regulatory framework have line with the CBAA recommendations.

To permit this work to continue, the current Interim Order will be renewed for another year. CBAA will continue to work closely with TCCA to create a regulatory framework that will both assure safe business aviation operations and also facilitate the growth of the business aviation sector. At the same time, the CBAA will be doing everything possible to encourage TCCA to reduce the current, excessive regulatory burden created by the Interim Order. 🍁

Innotech Aviation Delivers 26th Bombardier Global XRS Completion

**CBA 2012/13
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Frank Burke

Flight Department Manager/
Chief Pilot
Tidnish Holdings Ltd

PAST CHAIR

Rob Madden

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Jean Ménard

Strategic Sales Director -
OEM Accounts
Honeywell

SECRETARY

Andrew Wilson

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Innotech Aviation has delivered a Global XRS (S/N 9426) 11-place interior completion to Bombardier Aerospace. This marks Innotech's 26th interior completion of a Global series aircraft. Innotech is a Bombardier Preferred Completion Facility.

Innotech vice-president and general manager, Rob Brooks, said, "We are very proud of our Montreal team and the relationship we have built with Bombardier Aerospace. We continue to exercise our quality processes to deliver a first class product to Bombardier clients around the world. These processes also support our capabilities and expertise as an Authorized Service Facility (ASF) when working on major refurbishing and heavy maintenance contracts." Brooks added, "We look forward to delivering our first Global 6000 completion in the next few months."

The completion includes a custom paint application from Innotech's 41,000-square-foot paint preparation and application facility at Trudeau International Airport in Montreal. The paint shop is equipped with environmentally friendly technology that provides a cleaner application, better adhesion and substantially less paint waste than conventional spray methods. It has been running at full capacity since it opened in 2008.

Innotech is located in the unique 'Montreal aviation cluster': a concentration of companies that design and produce many significant aircraft components. The company is only a short distance from Bombardier's own manufacturing plant, Bombardier Training Center CAE, and Flight Safety training centers, a Rolls-Royce engine maintenance and overhaul center, and Messier Dowty, which makes the landing gear assemblies for the Global family of aircraft.

Innotech Aviation (www.innotechaviation.com), part of Innotech-Execaire Aviation Group, is an established leader in business aviation with more than 50 years of experience. A division of IMP Group Ltd., a privately held company recently recognized again as one of the 50 best managed companies in Canada, Innotech Aviation is based in Montreal, and provides interior completions on 'green' aircraft, interior refurbishment, exterior paint, maintenance, repair and overhaul, avionics installations / modifications, mechanical / avionics design and engineering to the world's business aviation community.

IMP Group International Inc. is a diversified multinational Canadian corporation with 3,500 employees in four countries. The company has extensive interests in aerospace, manufacturing, airlines and general aviation services, real estate and hotels. 🍁



EVENTS CALENDAR

OCT. 30 - NOV. 1, 2012
NBAA 2012
Orlando, Florida
www.nbaa.org

DECEMBER 6-7, 2012
3rd Annual CBA/NBAA Cross
Border Issues Conference
Marriott Hotel, Ottawa, ON

Joe Sheldrake Joins John Hopkinson & Associates Ltd.

John Hopkinson, President of John Hopkinson & Associates Ltd., is pleased to announce that Joe Sheldrake has joined our team. He joins the firm as Vice President of Business Development. Joe has over 16 years of experience in the commercial lending sector with GE Capital Canada. During this time at GE, Joe held a number of positions of increasing responsibility, most recently as Vice President, Sales, for Western Canada. Joe has led sales teams to achieve strong results through a customer focused approach. Joe holds a Bachelor's Degree in History and Certificate in Business Administration from the University of Victoria. With his strong commercial lending and sales experience Joe will be an asset to our sales and marketing department.



Greater Toronto Airports Authority (GTAA)

The GTAA, operator of Toronto Pearson, is proud to partner with the CBA. We understand the value of business aviation and the role that it plays in the aviation sector.

In terms of operating Toronto Pearson, we have a mandate to operate the airport safely and efficiently for the general benefit of the public. We need to do so on a financially viable basis and in a manner that allows us to participate in growing Ontario's transportation facilities to generate economic activity.

Our mandate guides how we develop and evaluate business strategies and we determine our value in terms of overall economic benefit to the community, our support for business development in the region, customer experience and satisfaction and our determination to run the airport in a financially responsible manner.

Our overall goal is to grow traffic at Toronto Pearson and to become the Premier Gateway to North America. Increased hub development at Toronto Pearson means increased economic growth, trade and business benefits for Toronto, Ontario and Canada.

To that end, we have recently announced several exciting initiatives. Late in 2012 and throughout 2013, a total of 13 new restaurants will be opened in our passenger terminals. Local celebrity chefs will add a new element of dining excellence in the gate areas, offering guests the opportunity to sample some of Toronto's greatest food.

A new partnership with American Express has just been announced. Under the sponsorship agreement, American Express will provide free Wi-Fi for all airport guests, and select cardmembers will be eligible for front-of-the-line security screening. Under the agreement, future entertainment programming will be



NEW MEMBERS

Valair Aviation

Valair Aviation specializes in systems engineering, integration, modification and completions for commercial and government aircraft. With over 50 years of experience, Valair Aviation is known for providing complete aircraft restoration services.

J.A. Spears

Founded in 1979, J.A. Spears continues to provide Business Jet clients with the highest level of service excellence specializing in aircraft acquisition, aircraft sales and aircraft consulting.

HUB International

HUB International is a global insurance brokerage providing a broad array of property, casualty, risk management, life and health, employee benefits, investment and wealth management products and services across North America. HUB is dedicated to helping businesses and individuals evaluate their risks and manage their insurance needs. 🍁

developed and new benefits for cardmembers will be introduced over the course of the year.

Business aviation at Toronto Pearson consists of established businesses who, in their own right, contribute valuable jobs and economic development. Toronto Pearson serves demand for business aviation which cannot be accommodated elsewhere and we also recognize that business aviation clientele tend to be business leaders who bring a great deal more to business and economy of Toronto than the average passenger.

Forecasts for passenger traffic at Toronto Pearson show an increasing trend in the foreseeable future. At the same time, forecasts for overall aircraft operations show increases as well. These increases will put additional pressure on the airfield, as demands for operations continue to grow. Over time, Toronto Pearson will see constraints for all operators at peak times. The GTAA is committed to working with all operators to maximize the effective use of all airport facilities.

As the demand for airport infrastructure requires future development, it will be undertaken in a responsible and cost effective manner, in line with our overall strategy.

The GTAA is committed to continued dialogue with all operators, and we will speak to our airport community regarding future development, demand and effective operations. 🍁

The CBAACAA wishes to thank our 2012 convention sponsors:

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