

The official publication of the  
Canadian Business Aviation Association

## NEWS BRIEF

# CBAA/NBAA Conference Aimed at Easing Cross Border Flows

## CEO'S CORNER

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, ON.

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, U.S. Department of Transport, 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). 🍁



Sam Barone

## HOW THE CBAA DEFENDS YOUR INTERESTS GLOBALLY

While the majority of the rules and regulations that govern Canadian business aviation are generated out of Ottawa, international aviation rules have an enormous impact on your business. Even if you fly only domestically, your operations are affected by the international agreements, protocols and conventions set thousands of miles away from Canada's borders.

A big part of our job is to ensure these rules work for you.

The CBAA advocates internationally in three ways. First, we work with business aviation associations around the world, to promote an international regulatory regime that is designed

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## www.cbba-accacaa.ca

### SAM BARONE CONTINUED

for business, not commercial, aviation. Second, we ensure that international agreements align with Canadian needs. And third, we help market Canadian aerospace and aviation services and goods around the world.

A recent example is our work on the EU Emissions Trading Scheme, which has been condemned by nations around the world for its unfair and adverse effect on aviation. Its impact is even more severe on business aviation. The CBAA is fighting this on two fronts. First, we helped shape Canada's official response to the EU and ensured that the specific impacts on business aviation were well understood. Second, we used our board position on the International Business Aviation Council (IBAC) to help orchestrate an international business aviation response to EU-ETS. We coordinated both of these efforts at ICAO, the International Civil Aviation Organization. While the battle continues, the Canadian business aviation position has been clearly and strongly communicated.

Similarly, we used our knowledge of IBAC's IS-BAO regulatory regime to

reboot Transport Canada's thinking on our new regulatory framework. IS-BAO has become a gold standard – an industry-driven safety management system that saw its genesis in Canada. Merlin Preuss, CBAA's Vice President of Government and Regulatory Affairs is on IBAC's Standards Board and business aviation will get further support with the recent appointment of Scott Macpherson, founder and president of trainingport.net, as the CBAA representative to the IBAC board. With years of hands-on operational experience, Scott is a former CBAA director and was involved in developing the IS-BAO standards, ensuring that CBAA is represented by someone who has both practical operational experience and understand IS-BAO.

CBAA also promotes Canadian business aviation on the world stage, recently co-hosting a special networking luncheon at NBAA2012 in cooperation with the Consulate General of Canada in Miami and providing special funding from the federal government's Global Opportunities for Associations (GOA) to reimburse eligible companies for 50% of their NBAA 2012 costs. 🍁

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## CBAA protests CTA's draft interpretation of who can fly on business flights

**O**n August 17, 2012, the Canadian Transportation Agency (CTA) issued a non-binding, Draft Interpretation Note that, if accepted, would allow only officials, directors, employees, contractors, suppliers or goods on business flights and would exclude guests, clients and customers. If not addressed, this new interpretation of the rule would have a serious impact, leading to the need for a permit to fly guests or customers, or even seeing flights disallowed. While this is a "draft" note only and the matter is already under judicial review by the Federal Court, CBAA has taken early and proactive action, writing a formal response to the CTA, and meeting with both Transport Canada and Ministerial staff on this issue to have this interpretation changed.

In its detailed response to the CTA, the CBAA suggested that these issues can be mitigated by simply adding clients and customers, guests to the definition of those allowed on business aviation flights. The response also touched on a number of related issues, including the larger concern of re-regulation by reverse onus on the part of the CTA and an examination of the broader implications of this direction on the aerospace sector, Canadian competitiveness and economic growth. 🍁

## CBAA makes progress on IS-BAO-like regulations for Canadian business aviation

**T**he CBAA and Transport Canada Civil Aviation continue to work on the details of a new framework for business aviation using the IS-BAO standard. This represents light-years progress from where we started when Transport assumed responsibility for the former POC program in 2011. Then, its vision of the new regulations was far more onerous and complex than the business aviation industry warranted, far exceeding the standard of risk management required. Because of the ongoing efforts of the CBAA, Transport Canada has re-examined its direction, and is now seriously considering the Canadian-initiated IS-BAO model as the new regulatory framework for business aviation. 🍁

## FYI Operators!

**C**BAA 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. 🍁

## CBAA member Scott Macpherson appointed as Canadian rep on IBAC board

**S**cott Macpherson, founder and president of TrainingPort.net has been named as the Canadian representative to the board of the International Business Aviation Council (IBAC) on behalf of the CBAA.



Scott brings a wealth of experience as a CBAA member and operator to his new position. He has been an active member of the CBAA for many years, serving on the board of directors, as well as on a number of association committees, including a term as Chair of the Standards Review Committee. His previous work with IBAC on behalf of the CBAA includes participation in the development and implementation of IS-BAO standards and IBAC's draft Business Aviation Safety Culture Evaluation Toolkit.

A hands-on business aviation operator, Scott has been a pilot for 30 years, with over 20 years in corporate aviation and over 10 in corporate aviation management roles. IBAC is the international non-government organization that represents the interests of business aviation operators from around the world. 🍁

FYI



**OCTOBER 30 –  
NOVEMBER 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, QC  
Special CBAA-member  
discounts available  
Information: [www.flightglobal-  
events.com/safetyna2012](http://www.flightglobal-events.com/safetyna2012)

**DEC. 6 & 7, 2012**

CBAA/NBAA Cross Borders  
Issues Conference  
Ottawa Ontario.  
Special CBAA-member  
discounts available  
Information: [www.cbba-acaa.ca](http://www.cbba-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) 🍁

## CBAA hosts its first webinar in cooperation with the Canadian Council for Aviation & Aerospace (CCAA)

**A**t the request of NAVCANADA, as a service to the aviation industry, the CCAA, working in cooperation with the CBAA, has developed a two-hour webinar workshop focusing on changes to air navigation procedures. The webinar, to be held on November 29th, 2012, is free to members, and vital to any stakeholder using the air navigation system in Canada.

This CBAA/CCAA webinar is designed for:

- Individuals providing instrument training to student pilot
- Individuals currently exercising instrument rating privileges
- Organizations operating aircraft in instrument conditions

For those who wish to attend the workshop in person, limited in-classroom seating will also be available at CQFA, 640, Orly Avenue, Suite 130, Dorval (QC).

For more information and to register, please visit [www.cbba-acaa.ca](http://www.cbba-acaa.ca). 🍁

## CBAA2013 sponsorship opportunities now available

**S**ponsorship opportunities are now available for CBAA2013, Canada's premier business aviation gathering. With operators from around the country, a trade show featuring the latest in goods, technology and services, a static display and a series of must-attend educational seminars, CBAA2013 will put sponsors front and centre at the industry's most dynamic event.

Prime sponsorship slots fill up quickly. For more information, contact Lise Hodgson, [lhodgson@cbba.ca](mailto:lhodgson@cbba.ca). 🍁

# Save the Date!



CBAA/NBAA

Cross Border Issues  
Conference

*December 6-7, 2012*

*Ottawa, ON*





## Renew your membership for 2013!

**M**embership renewal notices are in the mail – and we urge you to reinvest in your business – and industry – today by renewing your membership in the CBAA. Together, we can ensure that you will be able to use your business aviation advantage, unimpeded, to move people and equipment where you need them, when you need them.

Your membership will allow us to protect your interests and enhance your ability to:

- Manage your business under a responsive, industry based, IS-BAO type regulatory regime;
- Access major slot-restricted airport hubs such as Toronto, Calgary, Montreal and Vancouver;
- Avoid the implementation of commercial airport-style security processes at FBOs;
- Ensure that commercial fatigue management rules are not applied to business flights;
- Avoid restrictions on who you can fly;
- Fly under reasonable and business aviation-centric international rules and regulations;
- Find the goods and services you need – at your fingertips – with the expanded 2013 CBAA Buyers' Guide.

And, as a 2013 member, you will also continue to enjoy unlimited access to CBAA information, IFR Type Rating renewal services, special discounts on a range of goods and services, and more.

Protect your interests. Be heard. Make a difference. Renew your membership today. 🍁

### Thanks to the CBAA's recent advocacy...

- Transport Canada is considering adopting an IS-BAO type of regulatory regime.
- Business flights can now carry up to 39 persons when returning to Canada – just one of the wins we achieved for members in 2012.
- CBAA representatives sit on planning committees at major airports across Canada, to ensure fair access to slots, deicing and other airport services.
- Appropriate, risk-based security measures have been proposed for FBOs. 🍁



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.



### 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. 🍁

# 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.cbba-aca.ca/> or contact **Rachel Duchesneau**, [rduchesneau@cbba.ca](mailto:rduchesneau@cbba.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@cbba.ca](mailto:rduchesneau@cbba.ca) for more information.

## IFR AND AIRCRAFT TYPE RENEWAL FORMS

CBAA will complete and file these forms for members.

[www.cbba-aca.ca](http://www.cbba-aca.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@cbba.ca](mailto:rduchesneau@cbba.ca)

