

CBAAA ACAA

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

The year in review



2012 was the year that the CBAA's advocacy produced real and measurable results. "With the association restructuring behind us, this year we focused all of our efforts on protecting and promoting our members' interests, and we are winning the day," said President and CEO Sam Barone.

The CBAA advocates for its members on five regulatory fronts: safety, security, environment, customs/immigration and economic regulation. "Our underlying message has been that business aviation is a key corporate advantage and business tool and cannot be regulated or viewed as commercial aviation," explained Barone.

"Last year at this time, our

message to members was one of urgency and alarm," he said. "Transport Canada was proposing new regulations that would have made Canadian business aviation the most heavily regulated in the world. The effects could have been crippling. Today it's a completely different environment. Thanks to the unrelenting efforts of the CBAA, in particular our Vice President, Government and Regulatory Affairs, Merlin Preuss, we have shifted Transport Canada thinking 180 degrees. They are now considering an IS-BAO type model that would work for business aviation operators and provide the level of safety management that we need."

Another issue CBAA addressed this year was the pro-

posed new regulations for crew fatigue management and flight and duty times. "This was another example of government trying to treat business aviation as if it were commercial," said Barone. "Flight and duty times that work for commercial flights simply do not work in our world. The CBAA, in concert with like-minded associations, has

issued a dissent report, outlining a more realistic approach. The report is working its way up the channels now, and we hope for a positive and responsive outcome shortly."

The CBAA has also helped the international aviation community's push back on the EU's Emissions Trading System (EU-ETS). "Thanks to a concerted global effort, the EU has 'stopped the clock' on its costly and potentially harmful scheme," said Barone. "As onerous as the proposed cap and trade system was for commercial aviation, it was far worse for business aviation, and demonstrated a complete disregard for how business aviation operates. With increasing numbers of our members now flying to

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CEO'S CORNER



Sam Barone

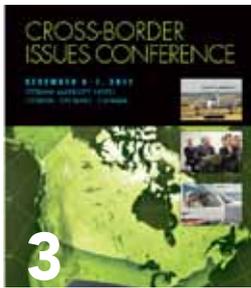
STEPPING IT UP IN 2013

When I look back at our successes in 2012, compared with where we started from, when Transport Canada repatriated the POC program in mid-2011, I am almost astounded by how far we have come, and how quickly.

With our members solidly behind us, and leadership from our Board, the CBAA has become an influential and respected voice both in Canada and internationally. We bring a professional and unified voice of business aviation to the table, with advocacy positions that are well-reasoned, persuasive and reasonable. As a result, we are receiving an increasingly positive reception from civil servants, politicians and the business community. CBAA has become part of the solution.

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CBAACAA

55 Metcalfe St., Ottawa, Ontario K1P 6L5
Tel: (613) 236-5611 • Fax: (613) 236-2361
E-mail: info@cbaa.ca • Website: www.cbaa-aca.ca

STAFF MEMBERS

President and Chief Executive Officer
Sam Barone, ext. 238 • sbarone@cbaa.ca

Executive Assistant
Aime O'Connor, ext. 228, acoonor@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

Marketing & Industry Relations
Debra Ward, 613 274 0619 dward@cbaa.ca

Finance,
Barb VanDoorn, ext. 222, bvandoorn@cbaa.ca

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SAM BARONE CONTINUED

Our aim for 2013 is simple: to do more for business aviation than ever before. CBAA will continue to press for a fair and appropriate regulatory environment that acknowledges our sector's unique needs and importance to our economy; a strong relationship with those who affect our sector, from airports to officials to suppliers; a financing system that allows the maximum number of businesses to take advantage of business aviation; and more.

Success has many fathers, and there are many people to thank for the progress we've made. I would like to note our staff, who have been unflagging in their hard work and determination to do the best job possible for our members. Our board has guided the association through some rough waters, always keeping us focused on our goals and supporting the Ottawa office at all times. Our chapter chairs have been our active and committed voice in the regions, promoting the value of the

association and keeping the Ottawa office on top of local issues as they break. Finally, and most importantly, I recognize our members, who understand that the CBAA is their partner and a necessary part of their success.

I urge everyone who has a stake in business aviation – and that is a large group – to continue to support our efforts and renew or join the CBAA today. Quantity, they say, has a quality all its own. As strong as the CBAA has become, we can become stronger. As many wins as we have achieved, we can win more. But we can only do it with the clout of a large and stable membership. CBAA will continue to fight the good fight – and do it better and more effectively every year. But we need every one of you to add to our collective voice if we are to reach our ultimate goals.

On behalf of the staff and board of directors, I'd like to thank our members for their support and direction. It is our honour to work with you and for you. Best wishes for a joyous, and prosperous, new year. ✶

Cross-Border issues – and answers – at joint conference

Operators who attended the Cross-Border Issues Conference jointly held by the CBAA and NBAA in Ottawa this past December, will find cross-border activities a lot simpler, thanks to the value of briefings and information they received at the event.

Now in its third year, the conference reached a new high, according to CBAA President and CEO Sam Barone. “The quality of the information was outstanding,” he said. “I cannot think of any other single venue that could provide so much needed and topical information, from such an expert field of speakers.”

Sam also acknowledged the NBAA’s huge contributions to the event. “The NBAA was a key partner, helping shape the program, manage speakers and promote the event. Cross-Border is just an indication of what CBAA and NBAA can achieve working co-operatively. My special thanks go to Scott O’Brien, Senior Manager, Finance & Tax Policy, and Dina Green, Director Registration, Meetings and Seminar Exhibits for everything they did.”

Cross-Border Issues Conference presentations, which include U.S. licensing and enforcement, cabotage, operational issues, and taxes and fees are available to CBAA members online at cbaa-aaaa.ca. Member login is required. 🍁



SAVE THE DATE!



CBAA 2013 is Canada's premier event for business aviation.

Join your peers from across Canada for informative educational sessions and seminars, exhibits from aviation's leading suppliers and Canada's largest static display of private and corporate aircraft.

More information will be posted on the CBAA website as it becomes available, at www.cbaa-aaaa.ca

June 25 to 27, 2013 in Vancouver, BC





THE YEAR IN REVIEW CONTINUED FROM PAGE 1

Europe, this was a priority file for us, and we worked with our counterparts through the International Business Aviation Council (IABC) and with the government of Canada to stop EU-ETS in its present form.”

As long-haul and cross-border flights become more important to members, the CBAA stepped up its international efforts, working with the CBSA to increase the number of passengers allowed into Canada on business flights from 15 to 39, and joining forces with its U.S. counterpart, NBAA, to address cross-border issues, including holding a successful bi-national conference dedicated to this topic.

The CBAA also supported its industry with local advocacy. “The CBAA doesn’t live in the clouds with Ottawa-based regulators and international bodies,” said Barone. We are constantly working

with our local chapters and individual members to identify and fix problems on the ground. For example, we have been working with individual airports and regional CBSA stations to address a wide range of issues that impact our members. Each region is different, but a short list of our activities includes increasing night flights, ATC, customs clearance at FBOs, runway taxi times, deicing costs, and others.”

Finally, 2012 saw CBAA increase its reach to the influential business community with targeted media stories in the National Post, and Business in Calgary and Business in Edmonton magazines. “Ultimately, our clients are Canadian enterprises of all sizes which use business aviation as part of their corporate strategies. Their understanding and support of our sector is vital,” Barone said. “This year, we began to use public

media in a very focused and intentional way, promoting the value of business aviation to key audiences.”

The work accomplished by CBAA in 2012 is only the beginning, according to Barone. “We have done an enormous amount of behind-the-scenes work, building a foundation of understanding and trust. I think in 2013 those efforts will be translated into even more accomplishments and wins for CBAA and our members. My one message to close out the year is to urge everyone who is involved in business aviation to be a part of the CBAA. A strong and united membership is critical as we go forward. Every time we rack up a win for our members, the entire business aviation community benefits. We need everyone involved in our sector to be a member and get behind us, if we are to make the strides I know are possible.” 🍁

JANUARY 22-26, 2013

Schedulers & Dispatchers
Conference
San Antonio, TX
Information: <http://www.nbaa.org/events/sdc/2013/>

MARCH 4-7, 2013

International Operators
Conference
San Diego, CA
Information: www.nbaa.org

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

MAY 21-23, 2013

13th Annual European
Business Aviation Convention
and Exhibition (EBACE2013)
Geneva, Switzerland
Information: <http://www.ebace.aero/2013/>

JUNE 25-27, 2013

CBAA 2013
Vancouver, BC
Information: www.cbba-acaa.ca

CBAA2013 sponsorship and exhibit opportunities

CBAA2013 sponsorship and exhibit 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 and exhibitors front and centre at the industry's most dynamic event.

Prime sponsorship slots fill up quickly. For more information, contact Lise Hodgson, lhodgson@cbaa.ca. ✦

CBAA featured at first Business Aviation Safety Seminar (BASS) to be held outside the United States

Merlin Preuss, CBAA Vice President of Government and Regulatory Affairs, will address the first Business Aviation Safety Seminar (BASS) to be held outside the United States. As a former Director General of Civil Aviation at Transport Canada and an architect of the Canadian aviation SMS, Merlin is one of Canadian aviation's most influential and knowledgeable individuals.

Held annually in partnership with the U.S. National Business Aviation Association (NBAA), and this year supported by the CBAA, the 58th annual Business Aviation Safety Seminar provides a forum for examining safety matters of special concern to business aviation industry leaders, operators, regulators and university researchers.

The 2013 event will be held April 10–11, 2013 at the Fairmont Queen Elizabeth Hotel in Montreal, Que.

For more information, please visit: www.flightsafety.org/BASS. ✦

CBAA2013 coming together as one of the best events of the year

CBAA2013, slated for June 25-27 in Vancouver, is shaping up to be one of the industry's most exciting and informative events of the year under the direction of conference committee chairs Darryl Shaw, Manager, Client Services, London Air Services; Peter Stanislawski, General Manager, Airside FBO Operations Ltd.; and Christine Marcenuik, Executive Assistant, Aurora Jet Partners.

"Our members have told us what they want at their annual convention, said Lise Hodgson, CBAA Event Planner. "As a result, we are increasing the number of workshops and seminars, looking to providing practical "how-to's" on daily operational activities, from scheduling to SMS. We will also be holding special plenary sessions and one-of-a-kind executive briefings at the hangar to maximize the time delegates have with exhibitors and the static display."

CBAA2013 will start with its annual charity golf tournament on Tuesday, June 25. Wednesday will be dedicated to hands-on workshops and seminars and Thursday to plenaries, the exhibit and static at the state-of-the-art London Aviation Centre, sponsored by London Air Services in Vancouver. Social events and networking opportunities will round out the event.

"CBAA2013 will have something of interest for everyone in the business aviation community, and we are very pleased to be back in Vancouver" said CBAA President and CEO, Sam Barone. "The committee and staff are developing a program that will provide value for everyone attending, from operators to suppliers to OEMs." ✦

Members' resources online at cbaa-aca.ca

CBAA members are reminded that they can access a wide range of current and archived information and important notices at cbaa-aca.ca. Check the website frequently for the latest in national and international airworthiness directives, NOTAMS, bulletins, reports and more. Member login is required.

CBAA members also receive exclusive advanced notification and access to this information in the CBAA Business Aviation Bulletin e-mailed directly to them every Thursday. If you are a CBAA member, but are not receiving your weekly e-mail Bulletin, **please contact Rachel Duchesneau, rduchesneau@cbaa.ca**. 🍁



Membership matters! Become part of the CBAA today

If you are not yet a member of the CBAA, we urge you to join hundreds of business aviation operators and suppliers who have come together to make their businesses – and sector – stronger.

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.

And, as a 2013 member, you will also have unlimited and timely access to need-to-know information such as Airworthiness Directives, NOTAMS and other official notices, IFR Type Rating renewal services, special discounts on a range of goods and services, and more.

Please visit cbaa-aca.ca for more information. 🍁

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

Canadian Business Aviation Association

2013 MEMBERSHIP

Letter from the CEO

Your ability to use business aviation is essential to your ability to succeed. The CBAA is the only Canadian association that promotes business aviation's interests both in Canada and internationally. As the Canadian and global economies and regulatory regimes evolve, the need for a collective and clear voice has never been more important. **Protect your interests. Be heard. Make a difference. Join the CBAA.**

Sam Barone
President & CEO

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.cbaa-aca.ca/> or contact **Rachel Duchesneau**, rduchesneau@cbaa.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@cbaa.ca for more information.

IFR AND AIRCRAFT TYPE RENEWAL FORMS

CBAA will complete and file these forms for members.

www.cbaa-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@cbaa.ca

