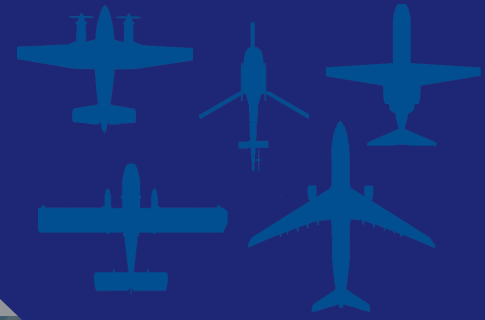




# Airport Management Council of Ontario

NOVEMBER 2011

Volume 1, Issue 1



The Airport Environment and You

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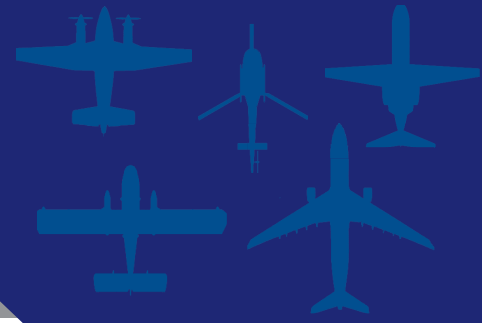
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# Airport Management Council of Ontario

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The Airport Environment and You

## From The President's Desk

It is no surprise that the airport industry is a diverse and ever changing environment, with unique challenges and equally unique successes. In years past, the Airport Management Council of Ontario (AMCO) published quarterly newsletters to distribute information on changes, developments, improvements, and many other aspects of the industry, in an effort to inform airport operators, and the many businesses and government agencies that support them, with the information they need to effectively and safely operate. Over the past year, AMCO has been busy implementing new strategic objectives to better serve its members, and the industry at large, and with the success of many initiatives, AMCO determined that reintroducing the Airport Environment and You is essential to advance the industry.

The Airport Environment and You is the quarterly publication of AMCO, reflecting its members, and the airport industry across Canada. While its focus is on the development of aviation and airports in Ontario, from time to time articles which focus on different aspects of operations from the national aviation industry, will assist in providing a national representation of concerns and challenges, as well as how other operators and regions of Canada are dealing with them from day to day.

We encourage anyone who wishes to be involved in the production of the Airport Environment and You contact us to learn more about writing articles, providing updates, placing ads, etc. With your help, we can grow the E-zine into much more. Over time it is our hope to grow the E-zine, making it a more effective tool for airport operators.

Lastly, thank you to those who continue to support our initiatives, and actively assist us in representing all the airports of Ontario. With your input for the newsletters, our meetings, conventions, and everything else we do, we continue to evolve to meet your needs, while showing the industry we have a clear and concise unified voice.

Thank you to our members, both as attendees and vendors, who came together for the 26th Annual Convention and 14th Annual Trade Show in Brantford, Ontario in October of this year. We look forward to seeing all of you, and many more, next year in Sault Ste. Marie.

Highest Regards,

Terry Bos, BBA, CM  
President, Airport Management Council of Ontario  
CEO, Sault Ste. Marie Airport Development Corporation

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## Industry Profile

Located to the west of the Greater Toronto Area (GTA), the Burlington Executive Airport has been making great strides to develop its infrastructure, and engage the users of the airport in order to remain a key component of the Region's transportation infrastructure, and economic development.



The Burlington Executive Airport is an executive level regional airport centrally located within the City of Burlington and the Halton Region, and as of 2009 has an economic impact estimated at 150 jobs, \$100,000 in annual property taxes and \$19.3 million in annual value added GDP for the region.

When the airport was purchased in 2007 from the Kovachik family, who had owned and operated the airport since it was founded in 1962, the new owner and management began planning for the future, and as it turns out, they couldn't have chosen a better time. Since purchasing the airport, Mr. Vince Rossi, the owner of the airport, has contributed nearly \$3 million dollars in personal funds to develop the airport to where it is today, while always maintaining the image the Kovachik family had created over the years. With these funds, the airport has undertaken numerous developments, growth, and changes, in a time when many airports are finding it increasingly difficult to fund maintenance, let alone growth initiatives. These developments include paving crosswind runway 27/09, leveling the main runway 32/14, installing new fuel systems, developing business plans, and much more.

The Burlington Executive Airport is ideally located in a green belt, meaning that it will not witness city encroachment, and the many difficulties which accompany it, as other airports in the GTA have seen over the years.

The Burlington Executive Airport also supports an active aviation community, and not all are pilots. Initiatives such as the airport's newsletter, and community wide programs LIKE "Keep Your Business On The Field", Annual Christmas Party, airport open houses throughout the year, and a "Fuel/Airport Support Program" not only promote the airport, and the businesses on the property, it also promotes the use of them, and the great community environment that the airport has.



With no federal, provincial, or municipal funding, as the airport is owned and operated privately, it has been an important goal to make the most out of the current aviation market, to help grow for the future. To fund the recent airport development, tenants were also asked to support the construction, as they too have a vested interest in the airports infrastructure and capabilities.

Although the airport is not owned, operated, or supported in any way by the surrounding communities, the airport's management works very hard to involve local politicians as much as possible in the developments and progress of the airport. Building this relation obviously takes time, but can significantly help in the long term when it comes to taxation issues, and working with the community for different permissions. Greater awareness has assisted the airport in receiving greater support, something that seems to be growing every year.

Working alongside the Burlington Economic Development Corporation, the airport has been able to effectively recognize their user market, as well as their social and economic impact on the region. With the release of the airport's business plan in 2009, there is a clear commitment from the region and the owner to operate the airport for the next 25 years, providing a very stable and attractive environment for prospective businesses and investment.

For more information on the Burlington Executive Airport, or how some of these initiatives may help your airport, please contact: **Tim Crawford, Airport Advisor (905)-634-1817** or at [tim@ecinsurance.on.ca](mailto:tim@ecinsurance.on.ca).

<http://www.burlingtonairpark.com>

## New and Increased Air Carrier Services in Ontario

### WestJet

Beat the cold this winter by travelling to fun and fabulous Las Vegas. Westjet has added a number of flights from Ontario cities to Las Vegas over the winter months. Frequencies include:

- Ottawa, ON. Flights depart Thursdays and Sundays from Sept. 8 to April 26.
- Hamilton, ON. Flights depart Mondays and Fridays from Sept. 9 to Nov. 28.
- London, ON. Flights depart Thursdays and Sundays from Oct. 30 to April 26.

### Porter Airlines

In September, Porter Airlines added a third, and fourth daily flight from the Greater Sudbury Airport to Billy Bishop Toronto City Airport.

After increasing the daily flights from Sault Ste. Marie to Toronto to three this past spring, Porter airlines reported increases in passenger numbers, available seat miles and revenue passenger miles. Porter also introduced service between Timmins and Billy Bishop Toronto City Airport, beginning January 16, 2012, with three daily roundtrip flights, as well as launching seasonal service to Burlington, Vermont, beginning on Dec. 15 until April 8, expanding its U.S. network with twice-weekly roundtrip flights.

### Air Canada

Sky Regional Airlines (operated under Air Canada Express) began operations in May 2011, and offers fifteen daily flights between Toronto Billy Bishop Airport and Montréal -Pierre Elliott Trudeau International Airport.

Air Canada Jazz is also set to begin flying Bombardier Q400 aircraft on its regular routes to Sault Ste. Marie Airport, Greater Sudbury Airport, and other destinations, replacing some of their older aircraft.

### Sunwing

Introduced weekly flights from Ottawa MacDonald Cartier Airport, to North Bay Jack Garland Airport, and then to Juan Gualberto Gómez Airport in Veradero, Cuba, beginning December 20, 2011.

### Air Transat

Introduced weekly flights from Sault Ste. Marie Airport, to North Bay Jack Garland Airport, and then North Bay Airport to Punta Cana Airport, Punta Cana, Dominican Republic, beginning Dec. 20.

## Porter Turns Five



Five years, and five million passengers later, Porter Airlines continues to grow steadily, and offer their "Porter Experience".

To celebrate the occasion, and many other milestones, Porter Airlines gave away 140 free flights to their passengers on Sunday, October 23, and held a party for their dedicated employees. In addition, Porter Airlines also offered a 50% off your next flight, up until November 4, 2011.

"Five years of successful flying is directly attributable to the dedication of our employees and the loyalty of our passengers," said Robert Deluce, president and CEO of Porter Airlines. "Everyone involved can be proud of the contribution we've made to redefine the flying experience for millions of people by focusing on service and energizing competition in the markets we serve. Our 'flying refined' motto is upheld daily by our team and it's something that separates Porter from the competition."

As of their fifth birthday, Porter Airlines operated 24 Bombardier Q400 aircraft; with two more set to be delivered in November 2011, employed approximately 1,300 people across their route network, and served 16 destinations across Canada and the USA, including 7 in Ontario. Porter Airlines is a great addition to Ontario Aviation's great track record of providing premier service, as well as economic and social benefits throughout the province.

You can read more about their birthday bash, and five years of success, at <https://www.flyporter.com/About/News-Release-Details?id=169&culture=en-CA>

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## Rising Load Factors

Written by Jennifer Kerr

The strengthening Canadian economy manifests itself within the aviation industry with many Canadian airlines seeing rising load factors over the summer months.

During July and August, three of Canada's largest carriers saw their load factors rise by at least one percentage point over the same time the previous year.

Airline	Load Factor (%)	Rise in Load Factor (%)	Rise in Available Seat Miles (%)	Rise in Traffic (%)
Air Canada	87.8	1.0	2.2	3.5
WestJet	83.3	1.1	6.2	7.7
Porter	68.7	4.8	19.2	28.1



Numbers like these suggest healthy growth and reater revenue for the Canadian aviation industry. While larger carriers such as Air Canada show a steady increase in load factors, smaller airlines, like Porter, demonstrated an impressive and significant growth compared to their figures from last year.

All airlines are optimistic about maintaining this momentum and continuing to see increasing load factors in the future.

### Airport Fundraisers

2nd Annual 5K on the Runway  
Sunday, October 23, 2011.  
Oshawa Municipal Airport

On Sunday, October 23, 2011 the Oshawa Municipal Airport held off all air traffic from 9 a.m. until 1:30 p.m. for the 2nd annual 5K on the Runway fundraiser hosted by Health Place Cancer Support Centre.

Health Place operates out of Oshawa and offers a variety of programs to Durham residents coping with cancer. Programs include support groups, wellness programs and a new pediatric cancer program.

## New Aviation Academy Opens Doors in Ontario

Written by Jennifer Kerr

Hicks & Lawrence Ltd., a wholly owned subsidiary of Discovery Air Inc., opened the doors on their new aviation school Discovery Aviation Academy (DAA) on September 1, 2011.

DAA offers ground and flight training to fixed-wing students from its facility at the Greater Sudbury Airport. The facility provides office and classroom space, as well as access to a 13,000-square-foot hangar floor. Students of DAA will receive practical, real-world aviation training that will help them close in on the gap between graduation and employment.

Hicks & Lawrence Ltd. supplies airborne fire management services to the Ontario government and charter services to government agencies and corporate clients.

Discovery Air Inc. offers specialty aviation services across Canada, with more than 130 aircraft in service and employing more than 600 flight crew, maintenance workers and support staff.

## Fee Reduction at Toronto Pearson

The Greater Toronto Airports Authority (GTAA) has approved a net reduction in fees charged to airlines at Toronto International Airport. The new rates and charges will take effect on January 1, 2012, and will result in a 2.5% reduction in overall fees charged to the airlines, marking the 5th consecutive year fees have been reduced. Cargo airlines will see an even greater reduction of 6.9% in January 2012, in hopes of attracting and retaining cargo operations.

"Our goal is to make Toronto Pearson as competitive as possible," stated Lloyd McCoomb, President and CEO of the GTAA. "We are working to become North America's premier passenger gateway and these fee reductions show that we are committed to helping the air carriers grow their business in Toronto."

## Airport Business Park at North Bay's Jack Garland Airport

Written by Jennifer Kerr

Companies began breaking ground this fall on the new Airport Business Park at Jack Garland Airport in North Bay. This development is the first phase of what promises to be a multi-phase project taking place for the years to come.

The City of North Bay considers the expansion of its local aviation and aerospace sector to be a major contributor to its economic growth. Included in the city's incentives package are: the newly-resurfaced 10,000 foot-long runway, over 600 acres of vacant land for development, discounted municipal taxes, waived building permits and development charges. This new airport marketing strategy hopes to attract aircraft maintenance and overhaul shops, as well as non-aeronautical businesses, to settle in the area.

Forthcoming upgrades include taxiway improvements, an extension of the municipal road along the north side of the airport to connect directly with Highway 11. The business park in North Bay is expected to create up to 44 jobs for the local economy.



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## White River's Fuel Innovation

When you look at a forest, you likely see its beauty, but maybe not all its function. In the case of Ontario's lumber industry, which has seen hard times for many consecutive years, forests may now provide the industry with its needed boost by providing diversification into the biofuel industry. Today, some foresters are viewing trees as giant versions of traditional biofuel sources, such as corn and sugar cane plants.

In Ontario, the lumber industry; provincial government; and a California based renewable energy developer, are all looking to develop a plant in White River, ON that will be capable of transforming wood into other products, including aviation fuel. It is projected that this plant will produce 85 million litres of aviation fuel, which is the equivalent of operating one out of ten aircraft which use Pearson Airport today.

At a price tag of \$500 million for the plant, the company is hoping to receive a \$200 million, interest free loan from Sustainable Development Technology Canada, a federally supported fund to assist clean-tech venture developments. Regardless of such a grant, the company plans to move forward with plans to develop the plant. It may still be years before any development, let alone feasible private-sector funding for future developments are realized in this emerging market. Even in its initial development, this initiative is a great example of how industries interrelate, and depend, on one another, proving to the importance of not only the logging industry, but also the aviation industry in Ontario.



## Breaking Ground at Greater Sudbury Airport

Written by Jennifer Kerr

Ground breaking began this summer on the new infrastructure project at the Greater Sudbury Airport.

The \$3.3-million land development project is part of a plan to attract more companies to the area and create new jobs. The development plan represents potentially 10 to 20 years' of growth for the community.

Some of the infrastructure improvements include sewer, water and natural gas to the northeast quadrant, a roadway built around the secondary runway for access, security fencing, proper lighting, taxi-ways and aprons.

One of the privately owned businesses coming to Sudbury is Geotech Aviation, a division of Geotech Ltd. out of Aurora. The company, that performs electromagnetic geophysical aerial surveys for a variety of applications, is expected to create 30 new jobs.

The project is expected to be completed by the end of 2011.

## Airport Funded Projects

**Burlington Executive Airport** makes progress on a large number of construction and development initiatives, including surfacing runway 27/09, taxiways, leveling of runway 32/14 and much more. Total costs of development are approximately \$3 million, all privately raised.

**Cochrane Airport** was given \$700,000 in NOHFC funding. Improvements include a new 7,000-square-foot heated hangar for Sky Wrench Inc., an expansion of the terminal building and main area for parking and loading aircraft, improving the runway and taxiway and upgrading their navigational aids and ground services.

**Gore Bay-Manitoulin Airport** completes rehabilitations including the repaving and reshaping of the airport's runway, taxiways and apron. Project costs were funded by the Government of Canada's Infrastructure Stimulus Fund and local towns and townships, totaling approximately \$3.3 million.

**Gore Bay-Manitoulin Airport** awarded \$842,996 through the province's Infrastructure and Community Development Program to execute a job retention program that involves the restoration and repaving of aircraft runways and to improve the Gore Bay- Manitoulin Airport's safety standards.

**Jack Garland Airport in North Bay** received \$3.7 million investment from FedNor to complete its business park project, servicing 120 acres of land put aside for incoming aviation and industrial clients.

**Kapuskasing Airport** receives \$997,625 from the NOHFC, toward the airport water and fuel serving improvement project, assisting with the establishment of industrial airside/ground side development, attracting new tenants and/or sell property at the airport as industrial lands. The total project cost is \$2,597,250 and the municipality has also applied to FedNor for grant funding assistance.

**Niagara District Airport** completes construction worth \$12 million from Canadian federal, provincial and regional governments to build a new terminal, a new taxiway and make security and fencing improvements.

**Red Lake Airport** nears completion of a number of projects, receiving NOHFC funding, providing \$825,000 for the construction of a single storey airport terminal building and parking lot to accommodate an increase in airline passenger traffic, and \$1 million for the development and installation of services such as water, sewer and hydro on 10 commercial lots along Highway 105. The new airport terminal building will be 11,272 square-feet, five times bigger than the previous ATB. Total project cost is approximately \$7.7 million.

**Sault Ste. Marie Airport** granted \$1 million in funds from NOHFC to complete expansion and upgrades to its terminal building to accommodate more passengers and a greater volume of flights.

**Sault Ste. Marie Airport** also granted \$200, 000 from city and an additional \$1 million from the Northern Ontario Heritage Fund Corp. (NOHFC) to build a new airport hangar. The new hangar will allow J.D. Aero Technical Inc. to expand its current operations for aircraft maintenance, repairs and overhaul for commercial airline clients such as Porter Airlines and Air Canada Jazz.

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Contact the AMCO Office to let us know what projects you've had funded and how they are developing. [amco@amco.on.ca](mailto:amco@amco.on.ca)

## WestJet in Support of Troops

Written by Jennifer Kerr

WestJet does their part to lighten the load of Canadian soldiers travelling in uniform, and in civilian clothing.

WestJet has declared that it will allow Canadian military personnel in uniform, and as recent as October 19, in civilian clothing, to check a maximum of four bags at no additional charge, which makes a significant difference to soldiers travelling with their kit and supplies. Oversized bags however are not exempt, as the airline states these must be shipped via cargo.

WestJet's break for uniformed military travelers is a goodwill gesture to demonstrate support and appreciation for the men and women who serve our country by making their trip easier and more affordable.

In addition to Canadian soldiers, WestJet will waive all baggage fees for any military personnel, including those from other countries, upon presentation of military identification.

Depending on their destination and the nature of their business, commercial flights can be more convenient and cost-effective for military personnel.



## CATSA Consolidates Contracts

In early August, the Canadian Air Transport Security Authority (CATSA) announced that it had selected four private security contractors to provide screening at airports across Canada.

These contractors would be responsible for the screening of passengers and baggage, and would be divided into four geographical regions throughout the country.

The companies chosen to provide this screening function are G4S Secure Solutions (Canada), Pacific Region; Aeroguard Company; Prairies Region; Garda Security Screening; Central Region; and Securitas Transport Aviation Security, Eastern Region.

According to the Winnipeg Free Press, these contracts totaled nearly \$2 billion over five years, with the following contracts being awarded.

- G4S, \$416.2 million
- Securitas, \$481.7 million
- Garda, \$652.1 million
- Aeroguard, \$431.6 million

Even with the high price tag for airport security, CATSA believes that consolidating the number of contracts from 17 to 4 will help it streamline its operations and ultimately reduce its costs.

These new contracts commenced Nov. 1, 2011, and end on March 31, 2017, with the option of extending each an additional 5 years.

Interested to learn more about CATSA's RFP?

Visit: <http://www.acsta.gc.ca/File/Library/93/English/1.0%20ASSA%20RFP.pdf>

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## “New” Toronto Pearson

The Greater Toronto Airports Authority (GTAA) has re-branded Toronto Pearson International Airport in an attempt to make it “North America’s leading international gateway”, focusing on expanding Toronto’s reach through growing connecting traffic and the number of international destinations served from the airport. Throughout the re-branding, officials say Toronto Pearson will place more focus on improving the overall airport experience.

Over the coming months and years, a number of new products and services will be introduced to help all passengers move more easily and comfortably through the airport, and a new brand identity has been introduced to signal the change.

Travellers will see a new Toronto Pearson logo, featuring a new colour scheme and the slogan: “For You. The World.” Examples of changes that are being introduced between now and early 2012 include:

- A new airport web site: TorontoPearson.com will replace GTAA.com and will carry significantly improved features, functionality and ease of navigation;
- New guest services: New Guest Service Centres in the Arrivals areas with representatives formally trained by Tourism Toronto will be onsite to provide directions and to help visitors to Toronto when they arrive at the airport. In addition to the free Wi-Fi services introduced last year, new charging stations for electronics will be introduced throughout both terminals, allowing guests to recharge their handheld devices and laptops while they wait for their flights.
- New retail: Toronto Pearson will provide more shopping and dining choices for guests by introducing both global and local brand options including the recently opened Fionn MacCool’s in Terminal 3 and iStore -- the new electronics store offering Apple-license products that will open soon in Terminal 1.
- Car Care: Car detailing is now available for Valet Care users, adding to Toronto Pearson’s on-airport parking choices such as Daily, Express and Value Park, Valet Care and Cell Lot.
- Events & entertainment: In 2010, Toronto Pearson celebrated a number of key tourism events happening in the region and Toronto Pearson will continue to grow its program of featuring many exciting cultural and entertainment activities while entertaining guests and visitors to the airport.

## Launch of New Canadian Aviation Magazine

The first edition of Canada’s newest aviation magazine, Canadian Skies, took flight this past September.

Canadian Skies is published by the team of aviation enthusiasts at MHM Publishing. No stranger to aviation publications, MHM Publishing also produces Vertical and Vertical 911.

Published six times per year, Canadian Skies reports on a number of different aspects of the aviation industry, focusing largely on flight. It’s full of stories written about and by industry leaders and filled with relevant Canadian content. In addition to the special features, regular features of the magazine include airport profiles and the Faces of Flight column.

As of the first of September the magazine saw 8,000 print subscribers and many more were able to view the digital version available on the magazine’s website. The first issue was also showcased at the 2011 National Business Aviation Association Conference and Exhibition, the Canadian Aviation Maintenance Council Conference and Exhibition and the Ontario AME show.

To sign up for your free magazine subscription visit: [www.skiesmag.com](http://www.skiesmag.com)

## Lake Simcoe Regional Airport Presents Business Plan For Growth

The Lake Simcoe Regional Airport has seen recent improvements to their facilities and infrastructure, completing \$14 million of construction and the lengthening of its runway to 6,000 feet, allowing them to take the most of the changing airport industry in the region.

With the closure of Buttonville Airport in the coming years, Lake Simcoe Regional Airport Manager Michael Drum and his team have been proactively looking to grow the airport, and make the best of the situation.

In October 2011, the airport presented its business plan to Barrie councilors with plans for modest growth, generating more jobs, and even more business. Currently, there are 45 people working at the airport and associated business park.

In addition to greater aeronautical activity at the airport, there is also 142 acres of property that has the potential of being developed to accommodate the “modest growth”, and the businesses that are associated with it.

Ward 6 Councilor, Michael Prowse, who is on the Lake Simcoe Regional Airport Board, said that a vibrant airport is really just a business park that supports the aerospace industry. Maintenance jobs, manufacturing jobs, food industry jobs and service-related jobs, will come from a local airport.

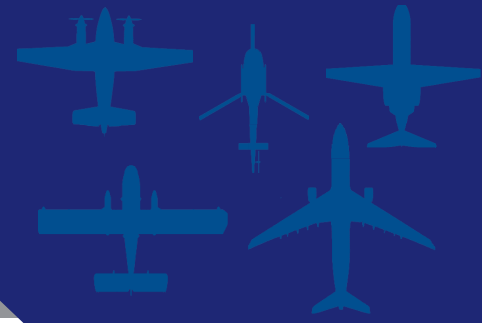




# Airport Management Council of Ontario

NOVEMBER 2011

Volume 1, Issue 1



The Airport Environment and You

## Special Thanks to our Sustaining Members for their support:

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## Transport Canada Celebrates 75 Years

Beginning on November 2, 2011, and for the next year, Transport Canada (TC) is celebrating its 75th anniversary as a department of the Government of Canada. Transport Canada has bared witness to many changes in the multi-model transportation industry in Canada, spearheading many changes in many of these industries.

"One of the most significant changes over the last 75 years has seen TC transition from the role of operator to leader and policy maker," said Minister Lebel. While Transport Canada has seen many changes to its operations over the past 75 years, the past year has seen many changes to the way Transport Canada works to communicate with the public. You can visit Transport Canada's new website, as well as their new Flickr, Twitter, Facebook, and YouTube accounts to see images of their past at every step of the way.

For more information visit <http://www.tc.gc.ca/eng/mediaroom/infosheets-tc75-6490.htm>

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Writer and Editor — Bryan Avery  
Columnist — Jennifer Kerr

The Airport Management Council of Ontario was formed to represent the interests of airport owners and operators. The AMCO Newsletter, The Airport Environment and You, is distributed quarterly to members and the airport industry as one method of disseminating information. Contributions should be addresses to:

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The opinions and views expressed in the newsletter are not necessarily those of the Airport Management Council of Ontario, its Board of Directors, or its members, nor are they responsible for such opinions and views or for any inaccuracies in the articles.



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