

# What can we learn from ATC Commercialization?

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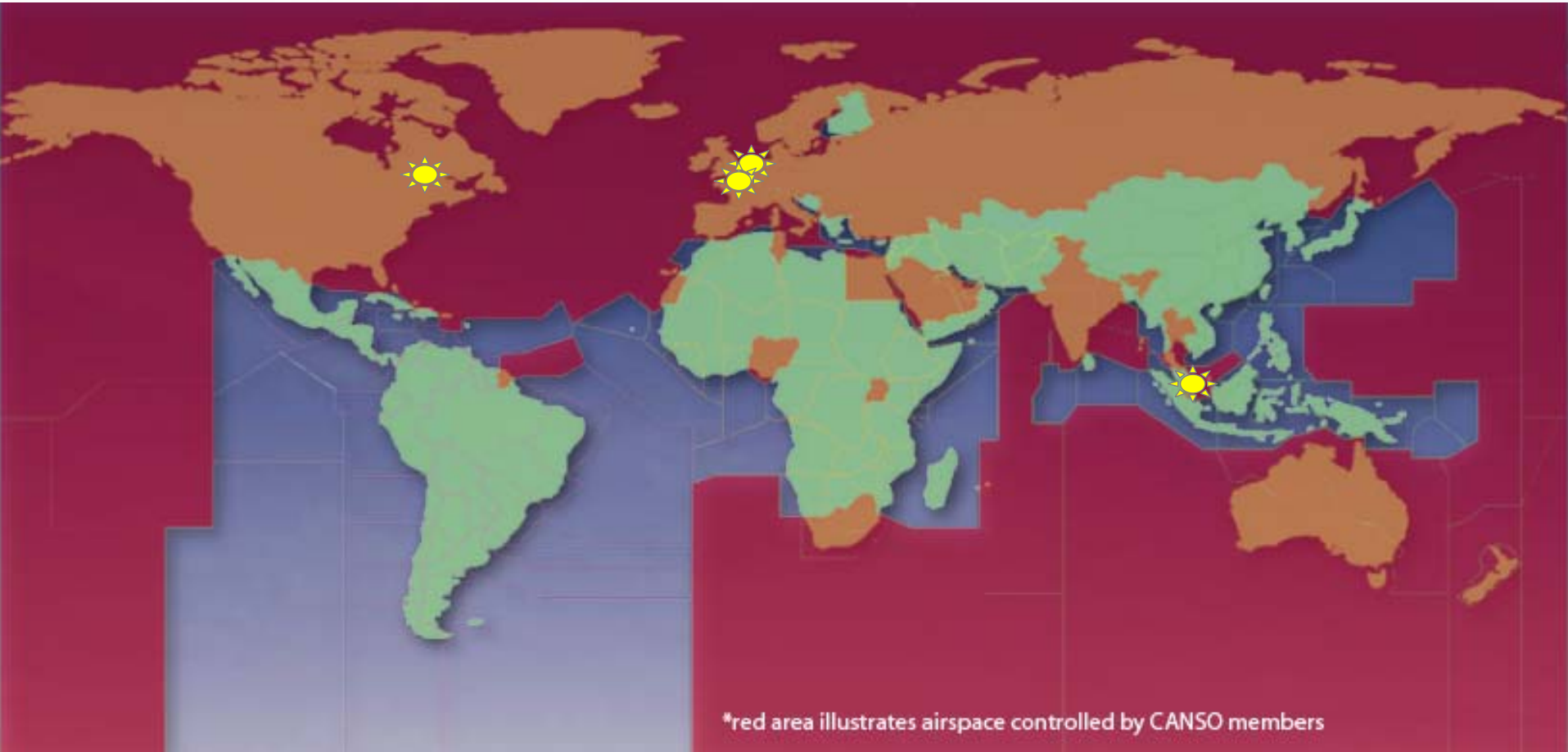
American Enterprise Institute  
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# Introducing CANSO

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- Civil Air Navigation Services Organisation
- Global Trade Association for ANS providers
- Founded in 1997, based in Amsterdam
- Worldwide 48 ANSP & 38 Associate Members

# CANSO Members – February 2008



## Some observations...

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- A victim of bad government policy
- Beset by delays due to ATC congestion
- Safety concerns related to runway incursions
- Growing air traffic demand
- Air traffic system in need of an overhaul
- Public policy debate centered on FAA funding

# The pork barrel.....



**FAA is a victim of bad  
government policy and politics**

# Is commercialization the answer?

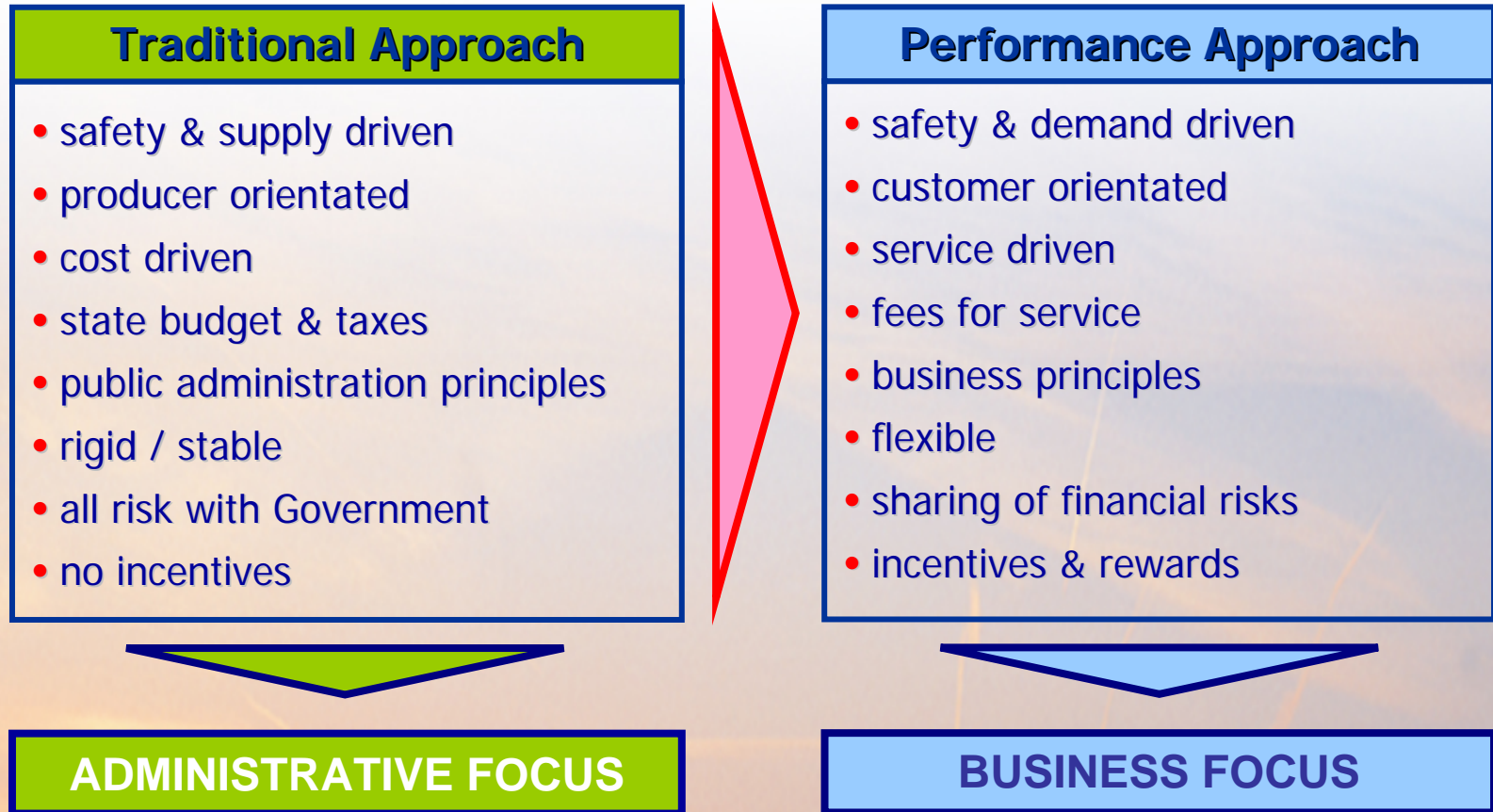


# Different organizational forms exist...

Public-Private Partnership	Privatised	Corporate	Corporate	Government Department
For Profit	Non Profit	For Profit	Non Profit	
NATS	NavCanada	Airways NZ Airservices Australia	ANSPs Continental Europe	DSNA France FAA

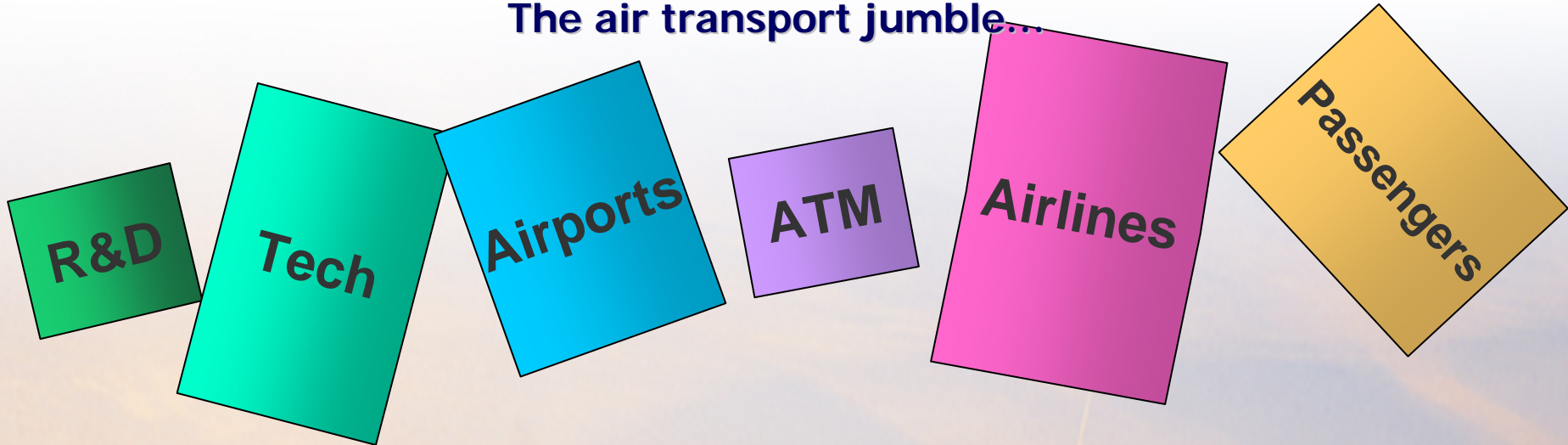
**It is not about ownership and organizational form!**

# A Performance-oriented Approach

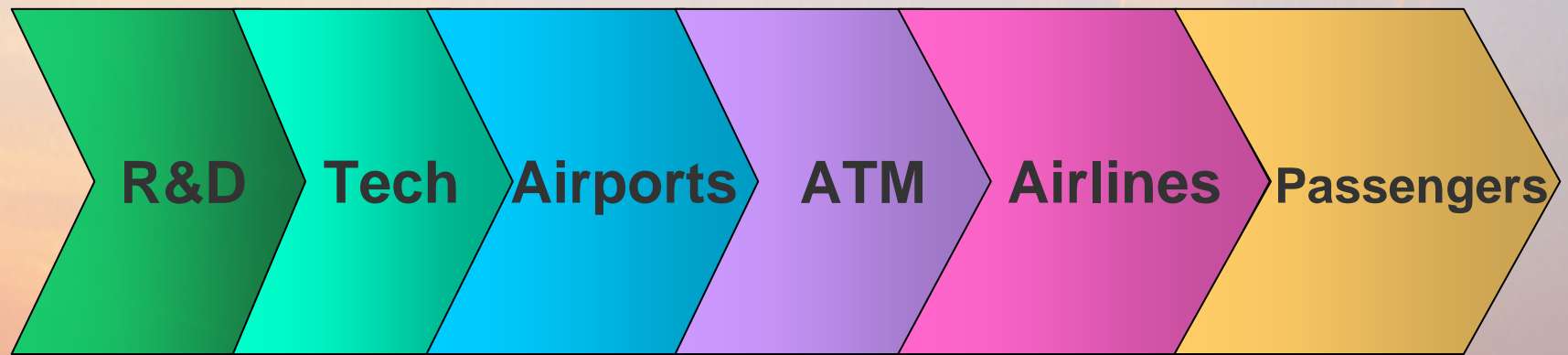


# The Air Transport Value Chain

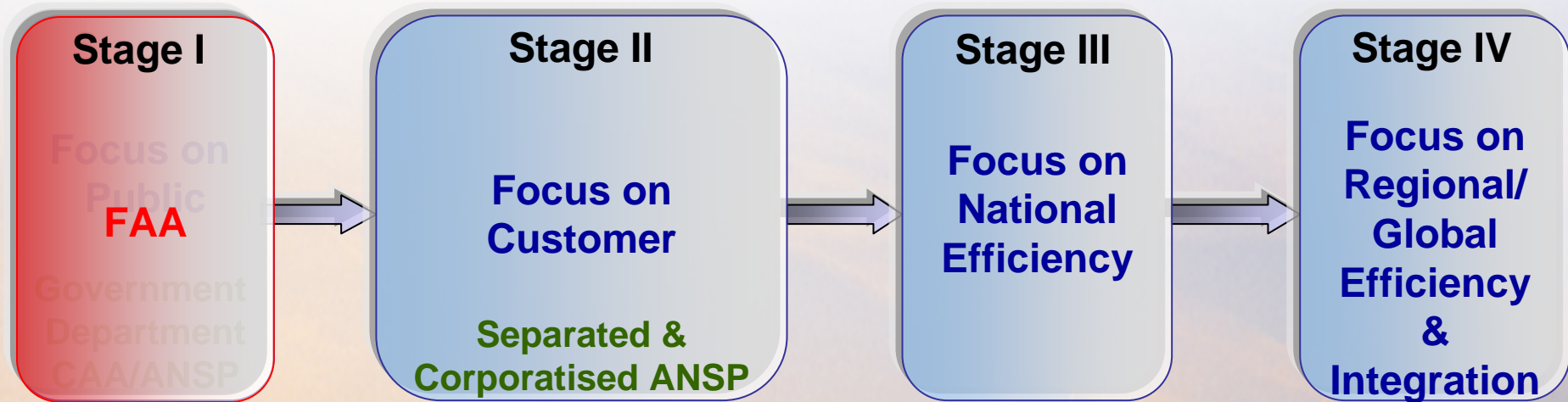
The air transport jumble...



... needs to give way to an integrated air transport system.



# Evolution in ANS Provision



# Toward better ATM Performance

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- What is the public interest?
- Who is the client?
- Mandate and objectives
- Enabling legislation and institutional framework
- Professional, independent supervisory board
- Empowered and qualified management
- Institutionalized customer-provider relationship
- Labor relations and social dialogue

Visit [www.canso.org](http://www.canso.org) for studies on ATC Commercialization.

# Thank You !