

fied materials and equipment with qualified products from multiple sources, usually at a lower cost. Patlon has been particularly successful in this area with the Canadian military, airframe and engine repair and overhaul depots.

Its selling procedure includes meeting with management, procurement, engineering, sales, service and manufacturing personnel, depending upon the product and customer requirements. With its knowledge of the industry and personnel involved, it has the opportunity of discussing projects at the drawing board stage, and in many cases, has been successful in having its equipment specified.

To summarize, Patlon provides both spare support service as well as product support at the original equipment manufacturer level.

Average Work Force: Management - 4
Support Staff - 4
Sales - 10

Gross Sales: No Data

Plant Size: 6,000 sq ft (Toronto, Canada)
2,500 sq ft (Miami, FL)

Equipment: Patlon is equipped with all the required communications equipment to conduct business around the world.

Experience: Patlon provides the services mentioned above to several other countries. The list of foreign countries which it has sold to includes Germany, Turkey, Australia, Denmark, Indonesia, the US, and virtually all South and Central American countries. The Miami office of Patlon, which was opened in January 1980, has vastly improved Patlon's ability to service both the South and Central American countries.

Keywords: 1 = Aircraft; 20 = Miscellaneous; Aircraft Parts = 1, 20; Parts = 1, 20; Library (Aircraft Parts) = 1; Reference Library (Aircraft Parts) = 1.

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PERLEY TECHNOLOGIES CORPORATION

Code: PTC

Address: 35 Holiday Drive
Constance Bay, Ontario, Canada K0A 3M0

Contact: Mr. Daniel R Perley, President - (613) 832-3500

History: PTC is a highly specialized systems consulting firm offering expertise in three areas - workplace technology, computer simulation and emergency planning. The company was founded in 1983 by Daniel R Perley, who during the past several years, has managed more than 20 projects in these areas ranging from feasibility and implementation studies, through definition, design, system implementation and installation. These projects were performed for private and public sector clients in Canada and the US. In addition, Mr. Perley has managed several hardware development/integration projects in the avionics and computer-assisted learning areas. PTC is supported by employee principals, consultants and support staff, as well as by consultants and resources of associated firms in closely related fields.

PTC provides a conceptual, but thoroughly practical approach to meeting client requirements, drawing on a variety of disciplines and specialties. The firm offers its services in Canada, the US and overseas, and operates in English, French, German and Spanish. The firm is also represented by local agents in South America, Europe, the Middle East and the Pacific Rim countries.

Capability: The simulation experience of Perley Technologies Corp principal consultants and associate consultants spans more than 25 years and the widest variety of civilian and military applications. Since the mid-1970s, a substantial number of professional papers and tutorials have been presented at simulation conferences and symposia throughout North America. It is thus possible for PTC to offer an extensive range of theoretical and practical experience in the application of simulation technology to a variety of fields. During the past five years, the use of computer simulation as a tool for training, planning and research has been extended to a large number of new application areas. In addition to providing proprietary and customized simulations for workplace technology projects, PTC conceptualizes, defines, designs and implements advanced computer simulations in the following areas:

- Air transport management and policy
- Air transport operations
- Surface transport management and policy
- Surface transport operations
- Inter-modal transport/energy modelling
- Military air-air and air-ground operational environments
- Communications system operations
- Emergency planning and civil defense
- Industrial emergency/security planning

In various other application areas, PTC consultants can quickly assess the feasibility and desirability of constructing simulations for training, research, strategic planning or other purposes. Such assessments include not only an estimation of the cost and quantitative benefits of the construction and use of a specific simulation, but also detail qualitative information as well.

The company is also the sole Canadian firm offering an extensive range of capabilities in the application of computer systems technology to emergency planning/civil defense based on a proven record of project success. Specific capabilities include:

- Feasibility and implementation studies of training, database, command and control, warning and other emergency planning systems.
- Critique of existing plans and procedures.
- Public participation coordination for emergency plan creation or revision.
- Creation or revision of computer systems and emergency procedures for use on industrial or military sites.
- Base warning system definition, design and implementation supervision.

Average Work Force: Consultant Level Personnel - 5/10
Associate & Staff Support -
As required

Gross Sales: No Data

Equipment: PTC employs in-house computing resources including Digital and Mitel computer systems and executive workstations.

Experience: PTC's clients include various Canadian and foreign government agencies in the transportation, communications and defense fields, as well as emergency planning.

Keywords: 1 = Aircraft; 16 = Security & Safety; 17 = Software Services; Operational Simulation = 1; Civil Reserve Air Fleet Simulation = 1; Transportation Simulation = 17; Communications Simulation = 17; Defense Simulation = 17; Simulation = 1, 17; Training = 16;