

KEYWORDS: Electronic Systems Design; Naval Combat Systems; Program Management; Systems Integration; Training.

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PATLON AIRCRAFT & INDUSTRIES Ltd

ADDRESS: 5502 Timberlea Blvd
Mississauga, Ontario, Canada
L4W 2T7

CONTACT: Mr P B Mann, President - (416) 624-5572

HISTORY: Patlon Aircraft & Industries Ltd has been in business for 35 years and is 100% Canadian owned. It was originally located at 74 Six Point Road, but moved to a much larger facility at its present address. It has a wholly owned subsidiary located in Miami, FL, and a branch office in Ottawa.

CAPABILITY: Patlon is an engineering sales, servicing and warehousing distributor servicing the total aircraft industry which includes the Canadian Government, Canadian Forces, airlines, private aircraft users and electronic and communication companies. Over its 35-year history, it has built up and currently maintains excellent business and personal relationships at all levels of the aforementioned areas.

Patlon maintains one of the largest master reference libraries in Canada which includes most of the military vehicles and equipment purchased in the free world. This capability enables us to cross reference products replacing specified 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 - 5
Support Staff - 9
Sales - 14

GROSS SALES: No Data

PLANT SIZE: 6,000 Sq Ft (Toronto, Canada)
2,500 Sq Ft (Miami, FL)
1,000 Sq Ft (Ottawa, Canada)

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 many 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: Aircraft Parts; Library (Aircraft Parts); Parts (Aircraft); Reference Library (Aircraft Parts).

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PELORUS NAVIGATION SYSTEMS Inc

ADDRESS: #202 - 575 Palmer Road N E
Calgary, Alberta, Canada
T2E 7G4

CONTACT: Mr Don Sinclair, Vice President, Marketing - (403) 250-9377

HISTORY: Pelorus Navigation Systems Inc is a Canadian-owned company started in 1982 as a navigation system specialist in the aviation industry. The company headquarters are in Calgary with sales offices in Toronto, Ontario, and Tucson, AZ.

CAPABILITY: Pelorus supplies, installs, monitors and maintains ground-based aids to aircraft navigation. These systems include - MLS (Microwave Landing systems), DME (Distance Measuring Equipment), AWOS (Automatic Weather Reporting Systems), SCAN (Runway/Roadway Surface Weather Analyzing and Ice Detection Equipment), NDB (Non-Directional Beacons), and VHF-DF (Direction Finding Equipment). Pelorus systems are installed at over 40 regional airports, as well as Vancouver, Calgary, Winnipeg and Halifax International Airports.

The company is a manufacture of radio navigational and meteorological equipment, and as well, supplies products through long-term exclusive distributor agreements with leading manufacturers. Engineering surveys and consulting are also capabilities.

Pelorus has an active R&D program. Currently under development is a low-cost microwave landing system avionics receiver, designed for general aviation operators. The receiver is a state-of-the-art design based on Very Large Scale Integration (VLSI) technology.

AVERAGE WORK FORCE: MBA/B Communications - 2
Engineers/Technicians - 7
Others - 7

GROSS SALES: \$3M (Annually)

PLANT SIZE: 6,000 Sq Ft

EQUIPMENT: Pelorus' electronic test equipment includes: oscilloscopes, spectrum analyzers, watt meters, power meters, and meteorological devices.

EXPERIENCE: Pelorus' present customers include: Transport Canada, Province of Alberta, Canadian Coast Guard, Petro Canada, Shell Canada Resources, Home Oil Co., Canterra Energy Co., City of Calgary, City of Edmonton, Towns of Golden and Salmon Arm, BC, Town of Fairmont Hot Springs, BC, City of Nanaimo, Village of Pemberton, and Port Hawkesbury, NS.

KEYWORDS: Distance Measuring; MLS; Automated Weather Observation; Avionics; Meteorological Stations; Navigation Systems; Ice Detection; Weather Forecasting; Direction Finder.

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PLASTAL Inc

ADDRESS: 840 Vadnais Street
Granby, Quebec, Canada
J2J 1A7

CONTACT: Mr Michael Artus, President - (514) 378-8439

HISTORY: Plastal Inc is a wholly owned subsidiary of Avcorp Industries Inc, Montreal, Quebec. The company was formed in 1952 to produce acrylic cockpit canopies for the North American F-86 Sabrejet fighter.

CAPABILITY: Plastal Inc is a prime producer of specialized plastic and composite components using materials and fabrication techniques that reflect the latest advances in technology.