

FIA NEWSLETTER

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Mike Gilmore - Technical Director

(The Cabling Partnership)

Andrew Watson - Commercial Director

(3M Technical Centre)

Industry Sector Directors

Laurent Amestoy - *Molex Premise Networks*

Paul Bateson - Test & Measurement

(Optical Test and Calibration)

Steve Strange - *Anixter (UK)*

Peter Thompsett - Installation

(Ensign Network Systems)

Secretary: Lady Helen Long

FIA Administrator: Jane Morrison

Chief Executive - Gary Kibblewhite

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Report to the AGM by FIA Chairman Mike Phillips

In his report to the FIA AGM held in Towcester earlier this month, FIA chairman Mike Phillips placed the focus on both existing and forthcoming strategic issues that have to be faced by the FIA.

Mr Phillips commented that 1999 has been a year of great activity within the Association as detailed in the Chief Executive's address on p.2 of this last *Newsletter* of the Millennium. The FIA has benefited from a strong Council as well as substantial contributions from individual Council members. At all times, the Council has endeavoured to ensure that all activities are structured to comply with the FIA's overall strategic goals.



Mike Phillips

In last year's report, the Chairman identified these goals as follows:

- ❑ To act as a focal point for the gathering and provision to members of information which may be vital or of general interest e.g. via the *Newsletter*, Web Site, Standards Forum, and the *Cable Selection Guide*
- ❑ To actively participate in the industry's decision-making processes and, where appropriate, represent members' views to try and ensure that such processes are in accordance with these e.g. UK/International Standards bodies and the generation of NVQs. Ensure that members are kept up-to-date on all matters.

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- ❑ To generate value-added schemes for the benefit of members e.g. Approved Installer Scheme and the Approved Training Provider Scheme.
- ❑ To project the benefits of insisting on FIA membership as a precondition to the contract bidding process.

Information

Providing information to the industry is an important strategic role of the FIA. As such we must continually look for ways of improving both the scope and quality of the content, and the way it is presented to our members.

This year the FIA has made substantial progress in improving the *Newsletter* and the Web Site. In 1999, more issues of the *Newsletter* have been published than in 1998, but this had the inevitable impact on costs.

At the same time it is clear that the FIA Web Site will progressively become the primary vehicle for disseminating information to both members and non-members. Indeed the Council believes that the time has now come to recognise that increasing numbers of members have access to the Internet. So, next year the *Newsletter* is to be published on the Web Site, enabling significant savings in printing and mailing costs to be achieved.

In the future it will become the norm to publish information on the site and, where access is restricted, Members will be given details of how to retrieve the information they require.

Technical Strengths

The FIA has always been and remains technically very strong, and it is clear that this strength must be maintained as a fundamental strategic component.

The strength has been put to very good use in the generation of Codes of Practice, Design Guides, Documentation Templates and so on.

In addition, through the direct participation of Mike Gilmore, the Association receives excellent feedback concerning activities in the world of Standards. Standards activity can be tracked via the Standards Forum, which is available to all members, initially free of charge. This is complemented by a continual process of maintaining awareness of the trends in technology and the market.

Currently, the key issue is gigabit transmission and how this is to be implemented in practice. This issue is now being addressed and the FIA has initiated a project to produce a *LAN Support Guide*.

Service

In the marketplace, a key strategic issue has been the quality of service, at both corporate

and individual level, that can be demonstrated and calibrated. The FIA continues to introduce new corporate schemes such as the Approved Training Provider Scheme and to refine others like the Approved Installer Scheme. All initiatives must be continually adapted to reflect changing conditions and made more attractive to members and their customers alike.

Training and Qualifications

The FIA also continues to be involved in the issues of Training and Qualifications for the individual. In the past, it has been a strong supporter of the NVQ as the basis for demonstrating individual competence. However this year saw the demise of the ELCIS scheme, and this has thrown into question the whole issue of which qualifications the FIA should be endorsing and promoting to its members.

In the meantime, and as an important complement to the other initiative in the field, the FIA has made substantial progress with its own Recognised Qualifications Database (RQD). This is a pragmatic, practical scheme that should establish a platform for future activity.

Promotion

Finally, promoting to the industry's customers the added value offered by FIA members continues to be a key strategic activity. This year the FIA has been working with a new PR agency and has been increasing its profile and credibility. Attracting the attention of the end-user community has been, and remains, one of the more complex aims we have to achieve.

Appreciation

At the conclusion of his report, Mr Phillips thanked, on behalf of all FIA members as well as personally, all his fellow Council members for their commitment: 'The effort that has been expended by them in pursuing the ideals of the FIA has been truly remarkable', he said.

He also thanked the FIA Secretariat and Jane Morrison in particular, for their excellent work in ensuring the smooth running of the Association. He also commended Margaret McFarlane for her work on the FIA's accounts.

Lastly, Mr Phillips referred to the resignation of the FIA's Chief Executive Gary Kibblewhite to enable him to spend more time on charitable work. 'He leaves at the end of the year and I fully understand the reasons for his decision,' commented the Chairman, 'but there is no doubt that the Association has benefited enormously from the contribution he has made to it over the past five years. In addition to the enormous amount of energy and commitment he has shown, the FIA has benefited greatly from the experience of industry and other Trade Associations in which he has been involved.

'I have very much enjoyed working with him and greatly appreciated the wise council that he has unfailingly provided. This AGM allows me to express my thanks personally and to wish him success in the future.'

At the AGM, Mike Gilmore of *The Cabling Partnership* was formally elected to the Council. Because of his many commitments, he had decided to serve as a co-opted member until his situation became more settled. However, his input has been considerable in recent years and the FIA is delighted that his association with the Council has been formalised.

CHIEF EXECUTIVE'S REPORT FOR THE AGM

In his final report as Chief Executive of the FIA, Gary Kibblewhite was very upbeat about the current situation of the Association and its future prospects. He commented that 1999 has been another strong year for the FIA and, over what has been a difficult period for many Trade Associations its membership has increased from 186 in 1998 to 193 this year. 'An excellent result!', he said.



Under the Chairmanship of Mike Phillips, the FIA Council has been involved in many activities as detailed below.

Installer Activities

Peter Thompsett from Ensign Communications is the FIA Director responsible for Installer activities and is currently upgrading the FIA's "Approved Installers Scheme" which is designed to provide end users with a known quality of fibre optic installations.

Training

Until recently, Colin Snook from Cablenet was responsible for Training and Qualifications. He helped launch an "Approved Training Provider Scheme", which is designed to improve the standards in Fibre Optic Installation Training throughout the industry. The scheme has 2 levels - one for Training Providers with fixed premises and a second for Training Providers working on a floating location. The FIA is currently looking for a replacement for Colin on Council.

Also on a training related issue, the FIA has been represented by Richard Wenner from Light Data on the Council of the "ELCIS" project. ELCIS was intended to be a European Licensed Communications Installer Scheme funded under the "ADAPT" project but the initiative was abandoned in September of this year.

Earlier this year, the Association held a major seminar at the Cable and Wireless College focused on the Industry's training needs.

Test & Measurement

The Industry Director responsible for Test & Measurement Industry is Paul Bateson from Optical Test & Calibration. Paul has an active programme planned that is designed to highlight the visibility of Test & Measurement resources to both members and their potential customers.

Passive Components

Laurent Amestoy from MOD TAP is the FIA Director responsible for Passive Components and is currently developing a programme for this industry segment. He has already opened up international links with the FIA's counterparts in France and the Association is now an associate member of the French "Club Optique" which allows a free exchange of ideas and information between the two organisations.

Technical Directorate

Mike Gilmore from The Cabling Partnership is the Technical Director and has an extremely active programme involving representation on many of the UK and European standards committees. In addition he provides information on current standard documents relating to fibre optics via the "Standards Forum" which is constantly updated and is accessible through the FIA web site.

Mike is also in the process of developing other "expert services" designed to support the industry including the Recognised Qualifications Database and, with substantial help from members, a new *Applications Support Guide*.

Commercial Activities

Commercial activities are headed by Andrew Watson from 3M who is responsible for seminars and events, an area important to the FIA .

Andrew is also responsible for the FIA *Newsletter* which is the primary communication source for members. It is intended to convert the publication to an electronic format starting in January 2000.

Web Site

The Web Site, which provides members with a whole range of added value services, is now being updated with the provision of a secure credit card payment facility. This is planned to improve revenue from the FIA from outside sources. The site is now being visited by around 800 companies per month and achieving around 15,000 "hits" per month, so it is being heavily used by the outside world to find out about the FIA and the services offered by its members.

Golf Days

The FIA held a golf day for members. Unfortunately last minute cancellations resulted in it operating at a loss. The area of social events is now being reviewed.

Documentation

The FIA has, with the help of a team headed by Steve Strange from Anixter, recently completed a revision of the Cabling Selector Guide which is designed to help end users best select the right type of fibre optic cables for specific applications. Further details are provided in this *Newsletter*.

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Arbitration Service

Early in 1999, the FIA launched a new Arbitration Service aimed at resolving commercial disputes involving member Companies.

Audit Service

The Association also launched during a technical Audit Service aimed at resolving technical disputes involving member companies.

Insurance Service

And, finally, the FIA has negotiated a special Insurance Service designed to meet the special needs of companies in the communications industry.

To all Members

I have thoroughly enjoyed the 5 years that I have had as Chief Executive of the FIA.

However, I now wish to spend just a little time on other interests and have, therefore, tendered my resignation as from the end of December.

I believe that I am leaving the FIA in a strong position with a great Council, a strong P & L and a high level of membership.

I will continue to support the FIA's activities indirectly via my other directorships wherever possible and wish the Association every success in the new Millennium.

Gary Kibblewhite

Guide to Forthcoming Shows and Conferences

Submarine Fibre-Optic Cables Summit 2000 London 19-20 January 2000. Regulation, financing options and commercial impact of technologies. Organised by SMi. **Call +44 (0)171 827 6180 for details or fax: +44 (0)171 827 6181**

MPLS - for IP Traffic Engineering, IP VPNs and other enhanced IP Service Offerings Geneva 31 January 2000 (pre-Conference Workshop on MPLS: Functionalities, Operation and Deployment Strategies); 1-2 February 2000 (Conference - MPLS & ATM, Scaling MPLS, The Business Case for MPLS, Choosing MPLS Architecture, MPLS and Diffserv, MPLS Multicast); 3 February 2000 (Post Conference Workshop on MPLS-VPNS - Service Opportunities and Network Architecture) **Call Vision in Business on +44 (1)207 839 8391 or fax +44 (1)207 839 3777**

CommunicAsia 2000 Singapore 6-9 June 2000 The 11th Asian International Information and Communication Technology Exhibition & Conference **Call Vivienne Caisey on +44 (0)171 486 1951 Fax: +44 (0)171 413 8211 Email: sing@montnbet.com**

NetworkAsia 2000 Singapore 6-9 June 2000 The 5th Asian International Networking Exhibition/Conference

Call Vivienne Caisey on +44 (0)171 486 1951 Fax: +44 (0)171 413 8211 Email: sing@montnbet.com

CableSat 2000 Singapore 6-9 June 2000 The 2nd Asian International Trade Showcase for Cable & Satellite Technology & Services **Call Vivienne Caisey on +44 (0)171 486 1951 Fax: +44 (0)171**

Building Networks - Conference 2000 London, 6 April 2000 **SUPPORTED BY THE FIA** Designed to service the information needs of end users such as financial directors, IT/facilities managers and premises managers. Papers will be presented in two separate streams on such topics as Cost of Ownership; Development Drivers; Managing Existing Resources; Managing Projects; Migration Issues; Planning for the Short and Long Term Future; Technology - the Issues. **Contact +44 (0)1322 661257 for further details**

Join the London Export Explorers Visit to Ireland 2nd-5th April 2000

Business Link London, in conjunction with the London Chamber of Commerce and Industry, are organising a Trade mission to Ireland from 2 - 5 April 2000, with the aim of taking a group of 10- 15 UK companies to meet potential Irish agents, distributors or customers.

The Export Explorer Mission is designed to assist and encourage the novice or very small exporter to take part in an overseas visit and expand their business.

For an inexperienced exporter, Ireland is an ideal market:

- It is the UK's fifth largest export market.
- In 1998 UK companies sold over £9 billion worth of goods and services.
- Each year Ireland buys more British goods and services per person than any other overseas market.
- The Irish have traded with the UK for centuries, and the UK is the dominant supplier.
- It is an English speaking market.

If you have a product that sells well in the UK, then it is likely that it will do well in the Irish Market. You will receive full support and guidance from Business Link London's Export Development Counsellors before, during and after the mission.

To qualify for this initiative, you must employ fewer than 200 people and have a turnover of less than £25m. You should not have received DTI support to attend Trade Fairs or Missions within the last five years and exports must currently represent less than 15% of your turnover.

For more information please call Geoff Bird on 07000 40 50 60.

Free Web Based IT Information Service

ITNETWORK.com is a free, Web-based service designed to help users gain access to information on many 1000's of IT products.

All you have to do is to log on and register.

Anixter & CableNet Link Up

Anixter (UK) has chosen CableNet Training Services as its UK training partner. Nine CableNet courses are now being marketed direct to Anixter customer's through the company's distribution channels.

The courses, which are run at CableNet's training centres in the UK, are aimed at improving the installation, testing, maintenance and design skills of individuals working in the network cabling sector. Anixter are reselling a wide selection of CableNet's programmes, ranging from a 2-day introductory Structured Cabling course to the 10-day BICSI RCDD (Registered Cabling Distribution Designer) programme.

Steve Strange, Anixter's technical sales manager said: 'We chose CableNet as a partner because its courses reflect new developments in the communications sector as well as fitting in with our warranty agreements. The partnership allows us to offer a range of proven courses to ensure our customers and employees get the best training - thus helping them to keep up-to-date on developments and providing an opportunity to obtain qualifications.'

For further information, contact Steve Strange at Anixter (UK) Tel: 01895 276800, fax: 01895 276946, email: steve.strange@anixter.com. The CableNet contact is Andrew Stevens Tel: 01284 767100, fax: 01284 767500, email: enq@cablenet-training.com.

SEC DATACOM WINS BIG VOICE AND DATA NETWORK CONTRACT

SEC Datacom has won a £750,000 contract to design and install a new voice and data network for AIT Group plc, the Henley-based financial software developer and systems integrator. Core factors in the new installation are flexibility and upgradeability as AIT's long-term strategy includes further substantial growth.

The new network, which will link AIT's existing headquarters with a brand new five-building campus two miles away, will use a Brand-Rex Millennium structured cabling system, alongside a blown fibre infrastructure.

AIT expects its staff numbers to increase from 250 to 400 in

just over a year and it is, therefore, important that the network can continue to meet the company's needs, both now and in the future. SEC Datacom will design the network to grow with AIT, incorporating large amounts of spare bandwidth capacity, additional data points and upgradeable switches. In addition, the use of blown fibre means the network will be very easy to upgrade.

Adrian Pike, General Manager of SEC Datacom, said: 'AIT will not only have one of the fastest communications networks available on the market today, it can also be confident that it will be highly resilient. We will be building in a number of key features to ensure business continuity, such as duplicate power feeds from the electricity grid and a back-up communications room. In addition, each of the five buildings will have its own separate data and telecomms source, with a UPS in each building.'

SEC Datacom will also run the new voice network over fibre and replace AIT's existing telephone system with an Alcatel PABX, incorporating DECT and voice mail. The network will also transmit CCTV and future uses will include video conferencing to the desktop, as well as collaborative distance working.

'We had three key criteria when specifying our network: high performance, 100% reliability and cost,' explained AIT's IT manager, Steve Heath. 'We could have drawn up a list of 200 companies to do this project, but we chose SEC Datacom because we've worked with them before and we know they can do an excellent job.'

For further information, contact Penny Porter on 01491 614228

Instalec Networking is a National Award Finalist

Aberdeen-based Instalec Networking is the only Scottish Finalist in a UK-wide competition to find the best networking organisation in the country.

It is one of just 12 short-listed companies in the *Network Reseller of the Year Awards*, which aim to recognise and reward excellence and innovation amongst Network Resellers.

Nominated after a rigorous judging procedure, which included interviews with customers and suppliers, Instalec will attend the national finals of the scheme at an event hosted by the competition sponsors *Network Reseller Magazine* and distribution agency Westcon.

Bruce Masson, Managing Director of Instalec Networking said: 'We are delighted to be short-listed for this prestigious reward, which recognises our ability to tackle a wide range of networking projects to a very high standard. It also demonstrates that we can compete with the best in the industry from across the UK.'

Instalec Networking Ltd. is one of Scotland's leading networking companies and was formed over 16 years ago by Managing Director Bruce Masson. The company has over fifty staff and is based in Aberdeen.

For further information, contact Carole Pendle Tel: 01224 624 494 Email: cpendle@instalec.co.uk

FIBRE-TO-THE-DESK, THE ENABLING TECHNOLOGY FOR 21ST CENTURY NETWORKING

by Andrew Watson, FIA Commercial Director

Fibre media is rapidly moving from the telecom closet to the desk, driven by the insatiable demand for higher bandwidth across Local Area Networks (LAN) as telephony, voice, data and video converge on the desktop.

For those responsible for providing an organisation's infrastructure services, upgrading the LAN has been very much a "no-win" activity, with every improvement just about keeping pace with the developments in computing power and file sizes. However much bandwidth is provided, it will never be enough.

Full-screen real-time video conferencing, word processing documents with embedded voice read out, animated graphics and video clips will make today's file sizes look puny. Full colour DTP files which, for a large document today, easily approach 100Mb, will be routinely exchanged in a matter of minutes. A single printing quality image can already run to 20 or 30Mb in size: there will be no need to use compression techniques such as JPG in the future. 2Gb/s Internet access is already a reality: in five or ten years time, this will seem as outmoded as a 9.6k fax does today.

Bandwidth

Imagine everyone on the network trying to access the Internet at the same time - the bandwidth required is horrendously large. How many times does one hear the dreaded words: 'Hold on, my machine is very slow today.'

The problem is that the LAN will normally have been constructed using copper media. We have all heard of Category 5, 5e, 6 and 7, each of which was apparently going to do the impossible: provide sufficient bandwidth headroom in the LAN.

Unfortunately, each advance in copper cabling technology is only a relatively small step forward; any alleviation of the bandwidth problem in only short term. To genuinely future-proof the network, fibre-to-the-desk (FTTD) is the only solution.

Continued on p.7

ABOUT THE FIA

An update on the wide range of facilities for FIA members

The FIA is managed by an elected Council under the Chairmanship of Mike Phillips from Fibre Optic Solutions. Any representative from a Corporate Member company may apply for election to the Council. The responsibilities of the Council Members are divided as follows:

INSTALLER ACTIVITIES Peter Thompsett (Ensign Network Systems) is responsible for Installer activities and is currently in the process of upgrading the FIA's "Approved Installer Scheme" which is designed to provide end users with a specified quality level of fibre optic installation

TRAINING Colin Snook from CableNet was formerly responsible for Training but was forced to resign due to pressure of work. He initiated the dual level "Approved Training Provider Scheme" designed to improve standards in Fibre Optic Installation Training

Richard Wenner from LightData has represented the FIA on the Council of the "ELCIS" project. ELCIS was a European Licensed Communications Installer Scheme designed to provide pan-European registration for fibre optic installers. However, this scheme has now been abandoned

The FIA has recently completed a Training Booklet aimed at supporting training providers and held seminars on the sector

TEST & MEASUREMENT The Test & Measurement Industry is represented by Paul Bateson from Optical Test & Calibration. Over the '98 - '99 period, he has activated a programme designed to raise the visibility of Test & Measurement resources to membership and potential customers.

PASSIVE COMPONENTS Laurent Amestoy from Molex Premise Networks has recently initiated a programme for that industry segment. He has opened up international links with the FIA's counterparts in France

TECHNICAL DIRECTORATE Mike Gilmore (The Cabling Partnership) is the FIA's Technical Director. He provides representation on many UK and European standards committees plus Standards information to members via the "FIA Standards Forum." By next year, he will have created a Recognised Qualifications Database and an Applications Support Guide.

COMMERCIAL ACTIVITIES Commercial activities are headed by Andrew Watson from 3M who is responsible for seminars and events - an area important to the FIA. He is also responsible for the FIA *Newsletter*.

WEB SITE With the support of DTI funding the FIA has set up a state of the art web site which provides members with a whole range of added value services. This web site is achieving around 15,000 "hits" a month by visitors seeking information about the FIA and its members.

DOCUMENTATION The FIA has, with the help of a team headed by Steve Strange from Annixter (UK), fully updated the "*Cabling Selector Guide*" which is designed to help end users best select the right type of fibre optic cables for specific applications.

ARBITRATION SERVICE A new FIA Arbitration Service aimed at resolving commercial disputes involving member Companies.

AUDIT SERVICE The new FIA Technical Audit Service is aimed at resolving technical disputes involving members

INSURANCE SERVICE The FIA's unique Insurance Scheme is tailored to the needs of installers and others in the industry

DETAILS ON THESE AND OTHER SERVICES ARE AVAILABLE FROM THE SECRETARIAT (01763 273039) OR ON THE FIA WEB SITE:

www.fibreoptic.org.uk

Fibre-to-the Desk

Article continued

In an all-fibre network, the bandwidth limitation is in the electronics, not the interconnect media.

Installation Cost

With advances in fibre cable manufacturing and the de-skilling of the termination process, the actual installation cost for a fibre-based network is only slightly higher than for an equivalent copper one. However, over the lifetime of the network, the total cost of ownership is considerably lower. Less network outages occur because fibre is immune to electrical interference and upgrades to increase bandwidth are a thing of the past.

FTTD systems are a reality and some prestigious installations have already been completed. For instance, a 3M Volition FTTD network went live in the Lego headquarters building in Denmark earlier in 1999.

Investment

Some of the world's largest manufacturers, such as 3M Telecom Systems, AMP, Honeywell, Lucent, Panduit and Siemens have all invested huge amounts in developing an integrated, comprehensive family of FTTD products. These cover all aspects of a LAN from the telecommunications cabinet, through the backbone, along the horizontal breakouts and finally to the desk. The system components, copper-to-fibre media converters, patch panels, patch cords, wall boxes and plugs and sockets, are supported by dedicated test kits, reference cables and termination kits.

To specify a complete FTTD network is a significant decision. In the real world, very few organisations have the luxury of a completely clean sheet of paper when installing a new structured cabling network.

Even if a blank sheet of paper is made available for the network infrastructure design, there are legacy hardware and software issues to be taken into account.

Future Requirements

However, any business which is heavily dependent on its IT infrastructure – and, let's face it, today, that is just about any business one cares to mention – needs to consider very carefully its future networking requirements.

It would be very difficult to find an organisation which expects its IT requirements to reduce. Already, application-specific servers are a reality: Web servers, e-mail servers, CAD servers and so on all co-exist and inter-operate across the network. With the future so clearly mapped out, there is only one logical route to follow. Install

FTTD and be confident that the network can cope with demand for the foreseeable future. Or don't install it and restrict the company's development. Not much of a choice really, is it?

Bell Labs Fibre Record Claimed

According to a recent report, Bell Labs claims to have broken two world records for transmitting data using optical fibre networks. Researchers at the Labs state that they have sent data at speeds of up to 160Gbps down a 300km long single optical fibre cable using only one wavelength of light.

The speed increase has ramifications for business use, according to Bell Labs. The trial 'created the world's first commercially viable Gigabit system, and that - using a semiconductor-based transmitter and multiplying the speed over additional wavelengths - it would be able to scale up to many trillions of bits per second.'

While it remains to be seen whether the achievement can be replicated outside laboratory conditions, Bell Labs is also claiming to have increased the number of separate light channels that can be sent as separate signals down the same optical fibre to 1,022 - which is 10 times the number used in current commercial systems.

If the Bell Labs research proves to be viable commercially, it would certainly help the cause of optical technology for large-scale switching applications.

The FIA's Exclusive Insurance Service

The FIA's exclusive insurance scheme for members, which has been made available in association with M.J.Mac & Co. Insurance Management and Colonia Baltica Insurance, offers a wide choice of cover designed for companies in the communications industry.

MAJOR FEATURES

1. Only available to FIA Members
2. Wide cover at competitive rates
3. Free insurance/legal HelpLine
4. All Risks incl. Fire, Theft and Accidental Damage to buildings, contents and stock; goods in transit (UK and Europe); installation kits & tools (UK and Europe)
5. Consequential Loss or Business Disruption - All Risks to gross profit and/or increased cost of working (can be extended to customers if required)
6. Liabilities - Public, Products and Employer's - Employer's is £10m as standard; Public and Products is £5m as standard; cover available for USA, Canada and Offshore work; consequential loss cover e.g. failure of a product to fulfil intended function
7. Contractors All Risks/Physical Loss or Damage - goods/employees in transit in UK and Europe; hiring in/out Plant and Contractors Plant; employees tools; unattended vehicle theft
8. OPTIONS: Professional indemnity; Products guarantee; Performance bond/financial loss; Marine cargo; Directors' and Officers' liability; Personal accident; Credit insurance; Legal expenses. Other extensions to cover can also be arranged

Contact the FIA Secretariat on 01763

272020 for more details

Revised Cabling Selection Guide Now Available

FIA Council Member Steve Strange of Anixter (UK) has now completed the revision of the FIA Selection Guide for Standard Optical Cables with invaluable help provided by Alcatel Data Cable, Anixter (UK), Brand Rex, CableNet Training, Pinacl Communications Systems, and Pirelli Cables.

The 20pp publication will not be available in hard-copy form but, when paid for, it may be downloaded from the FIA Web Site using a special access code. It can also be sent via Email or on a floppy disc. The .pdf format will ensure that the *Guide* cannot be amended by any unauthorised person.

Credit Cards

It is now possible to place orders via the Secretariat by Credit Card (VISA/Mastercard/JCB/Delta/Solo/Switch)

The costs are: **FIA Members - £25**
Non-Members - £75

This *Guide* had been designed to assist with the selection of cable constructions typically used in today's fibre optic industry. In all cases, a combination of the application and the environment in which the cable will be installed will call for differing cable construction requirements.

The *Guide* is applications based and, in its first section, provides the full spectrum of applications coverage for copper, multimode fibre and singlemode fibre together with a table of optical performance.

Whether indoor, outdoor, loose tube, tight buffered riser or duct, the publication will help provide the correct selection.

Other sections cover Cable Materials, Cable

Types, Applications, Installation Considerations, Standard Specifications, and a Glossary of Terms.

While the publication provides as much detail as possible, users should always be aware that if they are in any doubt about the suitability of a construction, they should contact the manufacturer for advice.

Both Steve Strange and the FIA would welcome any comments from Members and any comments or suggestions should be relayed to the Secretariat.

and to All our Members, we wish you very Happy Christmas and a Profitable and Enjoyable Start to the New Millennium

FIA Cable Selection Guide - Order Form (please cut out or photocopy)

To: The FIA Secretariat, Owles Hall, Owles Lane, BUNTINGFORD, Hertfordshire SG9 9PL Fax: 01763 273255

Will you please provide me with a copy of the *Guide*

I would like it to be supplied as: Floppy Disc
Via Email FIA Web Site Download

I will pay as follows:

Cheque + Purchase Order Purchase Order
Credit Card

If Credit Card, state: VISA Mastercard JCB
Delta Solo Switch

Please tick appropriate boxes

Card Number:

Expiry Date

Name of Cardholder

Card issue number (Solo or Switch)

Card holders name

Amount of transaction £.....

Name:

Company.....

Address

.....

Tel: Email:

Signed

Welcome to the following

New FIA Members

ABB Steward Ltd. - Corporate

In-Touch Network Solutions Ltd. - Corporate

Christopher Clarke - Student Member

BATT Cables plc. - Corporate

Furukawa Electric Europe Ltd - Corporate

KP Activation Ltd. - Corporate