

INDEX

Tried Tesco? – Now for the Krone Loyalty Points Scheme!	1
Breakfast Seminars.....	1
Cabling community gets conference for networking	2
FIA Chairman Launches New Company	3
Migrating Towards the Intelligent Optical Network ..	3
Guide to Forthcoming Shows and Conferences	3
FIA Guide Out Soon	4
Internet Site Targets £8b Savings for Businesses ..	5
New Web site helps manufacturers embrace e-business.....	5
Translations for Association Members.....	5
Data cabling in the "Melting Pot"	6
FIA Facilities	6
FIA Cable Selection Guide.....	7
FTTD is already a viable solution	7

Tried Tesco? – Now for the Krone Loyalty Points Scheme!

"Free products or free holidays?" was one of the questions asked by KRONE's researchers when starting up the structured cabling specialist's No.1 Club loyalty scheme.

"Free product!" was the resounding reply from installers and systems integrators who, it appears, are keen to put extra margin into their companies and grow their businesses.



Ten months downstream, KRONE is happily giving away tens-of-thousands worth of new product each month through what has become a very successful and rapidly growing initiative. Wendy Jones, KRONE's marketing and communications manager and the mastermind of the scheme said: "Installers and integrators who join the No.1 Club earn 200 points for every £100 they spend on KRONE structured cabling and voice connection technology. We send them a 'points-make-product' Club catalogue and they can claim their free product whenever they have enough points. It's simple."

Other benefits to joining the club are preferential technical advice and sales support, invitations to KRONE events and seminars plus regular news updates on technical issues and standards.

"Membership is free for installation companies, and I'd like to double the number of members in the next six months" says Wendy.

To join KRONE's No.1 Club and get a "Free KRONE product" catalogue, call 0845 604 2401 or email: contact@krone.co.uk

Breakfast Seminars

With the first FIA Breakfast Seminar taking place on 22nd March, there is still time to book for the next three events which are scheduled for 21st June, 20th September and 6th December.

FIBREOPTIC INDUSTRY ASSOCIATION

Management Council

Mike Phillips - Chairman
(Fibre Optic Solutions)

Andrew Watson - Vice Chairman and Commercial
(3M Technical Centre)

Mike Gilmore - Technical Director and Treasurer
(The Cabling Partnership)

Industry Sector Directors

Laurent Amestoy – Passive components
(Mod Tap)

Paul Bateson - Test & Measurement
(Optical Test and Calibration)

Steve Strange
(Anixter (UK))

Peter Thompsett - Installation
(Ensign Communications)

Secretary: Lady Helen Long

FIA Administrator: Jane Morrison

The FIA is a Company Limited by Guarantee

A warm welcome to the following NEW MEMBERS

Corporate

Fibre 2000 Network Services (421)

Intouch Communications Fibre Systems (422)

Voicepath (423)

Datacoms Systems (424)

Optical Technology Training (425)

Eagle UK Corporation (426)

The idea behind this latest FIA initiative is to enable members to both meet and learn from respected experts in the networking industry while minimising the impact on their time.



Bisham Abbey - Run by Sport England

The events are sponsored by **3M Telecom Systems, Volition™ Network Solutions** and the venue is the prestigious Bisham Abbey, Marlow - the site of the England Football Team's training grounds.

The venue has been carefully selected to make it reasonably accessible to many members and a good starting point from which to continue a day's business.

The subjects will address key topic areas and include:

- ❑ **22nd March** - Designing to support high bit rate LANs, including the latest moves by the IEEE towards 10Gb/s Ethernet. **Presented by Mike Gilmore, Senior Partner in The Cabling Partnership and Technical Director of the FIA**
- ❑ **21st June** - Testing solutions for new fibre optic cables, networks and connectors. **Presented by Paul Bateson, Sales & Marketing Director, Optical Test & Calibration Ltd.**
- ❑ **20th September** - Update on training trends in the industry and the growth of the RCCD certificate. **Presented by Andrew Stephens, Sales & Marketing Director, CableNet Training.**
- ❑ **6th December** - Fibre channel - its impact on networks, trends and opportunities in the UK. **Presented by Dr Chris Boorman, Marketing Director, Europe, Middle East & Africa for Veritas Software and Director, FibreChannel Association Europe.**

Put these dates in your diary now!!!

Costs are just £45 + vat for FIA members (£125 + vat non-members). Call the FIA secretariat for full details.

Cabling community gets conference for networking

A new conference for cabling end users will be launched in April. Called the *Building Networks 2000 Conference*, it will

confront the multitude of issues facing buyers and specifiers of communications infrastructures.

Organised by Nexus Media, the publishers of *Cabling World*, the event takes place at the Barbican Centre, London on 6th April 2000.

Underpinning the importance of the event, it has attracted the support of such high profile sponsors as Lucent Technologies, Molex Premise Networks, ITT Canon Network Systems & Services, 3M Telecom Systems, Alcatel Data Cables, Krone, the FIA and BICSI Europe.



6 April 2000

Barbican Centre, London

A dedicated steering committee was established to deliver a conference programme which will prove authoritative and an invaluable business tool for a broad spectrum of end users.

"It is time to provide the industry with an event that educates companies about network infrastructure and systems integration. These buying decisions need to be made in-house by those responsible for the systems in place," comments Paul Cave - Chairman of the Conference committee.

The event will tackle such issues as cost of ownership, development drivers, managing existing resources, migration issues, planning, technology issues by using case studies and papers given by a high level mix of manufacturers, consultants and blue chip end users.

The sessions are broken down into various subject areas as follows:

**Development Drivers -
Future Fibre Technology -
Technology/Strategy -
Management -
Future Technology**

Keynote addresses will be given by senior figures in the industry and a series of technical workshops will also take place.

8pp colour brochures about the event are now available from the secretariat. Please call or email Jane Morrison and she will be pleased to send you one.

For other information please contact Warren Edge - Conference Marketing Manager on Tel: 01322 660070, Fax: 01322 661257, e-mail: warrene@csi.com

FIA Chairman Launches New Company

Mike Phillips, who has been a leading figure in the fibre optics industry since the technology was first exploited for communications use in the early 1970's, has formed a new company to serve what is now one of the world's most rapidly growing markets.



Called **Fibre Optic Solutions Ltd (FOSL)**, the Maidenhead-based operation provides manufacturers throughout the world with a total resource based upon many years of sales and marketing experience, an in-depth knowledge of the technology and the differing markets throughout the world, and a rare ability to create and manage distribution channels on an international scale.

In 1975 Mr Phillips helped to launch STC's original Fibre Optics Unit in Leeds. He later became an executive with Plessey's Optoelectronics Division, where he was responsible for launching a range of innovative fibre optic products developed at the company's Caswell Research Laboratories. He subsequently led a management buy-in of STC's OTDR and fusion-splicing business, which was reformed as Fiberoptic Transmission Technology Ltd (FTT). For the past 10 years, much of his time has been dedicated to working in partnership with a leading company in the field of fibre optics and high-speed networking technologies.

Mike Phillips has served as chairman of the Fibreoptic Industry Association (FIA) for the past 7 years and was appointed a founder director of the influential Fibre Channel Association-Europe (FCAE) in 1997. Commenting on this latest initiative, Mr Phillips remarked: 'We are not trying to reinvent the wheel - our particular wheel is quite capable of reinventing itself. What we are addressing is a market that is expanding so rapidly that it needs the right advice, the right technology, the right products and the right pricing to go forward. Without such inputs, costly mistakes can occur.'

'Our UK and International customer base is already significant, our personnel are multi-lingual and well-versed in pan-continental marketing, and our remit is simply to provide users with the very best in fibre optic components, subsystems, test and maintenance equipment - efficiently and cost-effectively.'

FOSL can be contacted on +44 (0)1628 637637 or via email at sales@fibreopticsolutions.co.uk

Migrating Towards the Intelligent Optical Network

15-18 May 2000, Berlin

The FIA is supporting a new optical network show that has been organised by CI Communications and takes place in May this year. The dates are as follows:

15th May 2000: Workshop - *Interworking and Interoperability in Optical Networks*

16th-17th May 2000: Conference - *Strategies for Migrating Towards the Intelligent Optical Network*

18 May 2000: Briefing day - *Network Management Strategies for the Intelligent Optical Network*

Speakers already confirmed include leading figures from: RHK; Williams Network; Pirelli Optical Systems; Telekom Austria; BT; GTE, Qwest Qtera Corp; Swisscom; Qeyton Systems; Telenor R & D

For further information, contact CI Communications on +44 (0)20 7878 6886 or send a fax to: +44 (0)20 7878 6885 or email: clairret@euroforum.co.uk

Guide to Forthcoming Shows and Conferences

Microsoft Free Technet Briefings Reading, Edinburgh, Towcester and London.

Information and registration via Microsoft.com/uk/technet

Internetworking Amsterdam 28-30 March 2000

Call **Lan Masters** on +31 344 662150

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

World Telecommunications Congress/ISS 2000 Birmingham 7-12 May 2000

Call the **IEE** on +44 (0)171 344 5471

Intelligent Optical Networks Berlin, 15th - 18th May 2000
SUPPORTED BY THE FIA. See details on this page

Call the **IEE** on +44 (0)171 344 5471

Intelligent Optical Networks Berlin, 15th - 18th May 2000

SUPPORTED BY THE FIA. See details on this page

SUPERCOMM Atlanta, USA 4-8 June 2000

Call the **US TIA** on +1 703 907 7700

Eurocable Conference Stuttgart 5-7 June 2000

Call **EC 2000** on +41 61 686 7711 for details

Networks and Optical Communications 6-9 June 2000

Call **NOC 2000** on +41 61 686 7711

CommunicAsia 2000 Singapore 6-9 June 2000

The 11th Asian International Information and Communication Technology Exhibition & Conference

NetworkAsia 2000 Singapore 6-9 June 2000

The 5th Asian International Networking Exhibition/ Conference

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)171 413 8211 Email: sing@montnbet.com

International Conference on Communications New Orleans 18-22 June 2000

Call the **IEEE** on +1 504 528 2553

Networks Telecom/Computer Telephony Expo NEC Birmingham 27-29 June 2000

Call **Miller Freeman** on +44 (0)20 8742 2828

European Conference on Optical Communications Hamburg
4-6 September 2000

Call Nexus Media on +44 (0)1322 660070

Networld+Interop Atlanta USA 25-29 September 2000

Call ZX Comdex on +44 (0)1325 340222

TMA Exhibition and Conference Brighton 9-11 October 2000

Call TMA Ventures on +44 (0)1732 361000

Global Telecommunications Conference San Francisco 27
November - 16 December 2000

Call the IEEE Communications Society on +1 212 705 8941

FIA Guide Out Soon

The Association is planning to print a new issue of the very popular **FIA Guide to Members' Products & Services**.

The *Guide*, which should be completed and ready for circulation at the end of April, is a handy A5 booklet that promotes member companies and their range of activities. We shall be printing **2,000** copies.

Once printed, the new *Guide* will automatically be sent to each FIA member. The remaining copies will be used during the rest of the year for promoting the FIA in general enquiries via the Secretariat and at a number of industry related Exhibitions and Seminars.

The information from our database relating to every member will be sent for formatting and printing on 27th March. If you believe that your details may require updating etc. or if you would just like to confirm the details we are holding, then please contact the Secretariat as soon as possible.

Members have the opportunity to place advertising within the new *Guide* and the advertising costs are as follows:

Centre spread - A4 landscape - full colour - £700

Outside or Inside back page A5 - full colour £400

A5 full colour (within the body of the Guide) £350

A5 - B & W with spot colour £250

A5 - B & W £200

FIA Council

Andrew Watson (right) was appointed Vice Chairman at the first FIA Council meeting of 2000 - held on 26th January



At the same meeting, Mike Gilmore was appointed a Director and Treasurer.



WEB WATCH

As internet, E-commerce and web site technology continue to grow undaunted, we will carry regular lists of interesting sites for both members and for those who develop and maintain their own web sites.

Don't forget, however, to use the official FIA web site

www.fibreoptic.org.uk

for lots of information, useful links and technology updates!!

This month we focus on travel and accommodation while not forgetting those poor souls who are managing and operating their own websites!!

Travel and accommodation

www.mapquest.com

Put in a post code and find the location on a map!

www.multimap.com

For detailed maps by place or postcode.

www.theaa.co.uk/hotels/index.asp

Looking for a comprehensive choice of hotels - enter the destination.

www.lastminute.com

A "fun" site which just keeps on winning awards. With a serious purpose of offering the lowest guaranteed flight prices.

For Web Designers

www.stars.com/Vlib

A virtual library of resources for just about anything you need or want for a website.

www.easyjavascript.com

Bored with HTML? A great way to learn and use javascript.

www.webcrawler.com

Worried about all those web robots crawling around your site? Just enter 'web robots' in the search engine and you will arrive at everything you ever needed to know about robots!!

Out of a job? Then check out www.Jobworld.co.uk hosted by Computing or www.dotjobs.co.uk.

Web sites are always changing. Help us build up the list and share your coolest sites with other members - details via email to: roy@attassoc.demon.co.uk

Internet Site Targets £8b Savings for Businesses

What is said to be a unique concept in business-to-business (B2B) buying has been announced by GroupTrade with the unveiling of a new Internet-based purchasing model which, it is claimed, could bring savings of more than £8bn a year for British businesses.

GroupTrade will use the Internet to promote a radical shift in the dynamics of the marketplace and place more power in the hands of the buyer. It will enable millions of companies, whatever their size, location or industry, to be brought together over the Internet to buy from suppliers as a single powerful trading unit.

Operating Costs

The initiative will initially target operating costs which can account for between 30% and 60% of a company's turnover and which conservative estimates put at £32b of expenditure a year.

By using the collective purchasing power of companies both large and small, GroupTrade aims to reduce operating costs by between 10-25%. The lower prices will be negotiated by its in-house purchasing experts and will be immediately available to companies who join up.

Crucially, from a business perspective, any savings in operating costs feed straight through to a company's bottom line - hopefully making the proposition compelling to businesses up and down the country.

Buying Consultants

In-house purchasing experts will also act as a buying consultancy to companies, offering impartial advice on the best and most relevant product.

This service could offer a competitive advantage to millions of businesses who cannot afford the time or money to develop their own specialist buying unit and currently waste time trying to identify the best deals inefficiently.

Through targeting these operating costs, GroupTrade believes it can yield a high level of savings for businesses. The service will be launched in the Summer of 2000.

Financial Backing

GroupTrade has secured first round financial backing from GE Equity; London Merchant Securities plc (LMS) via Westpool, its venture capital subsidiary; The e-Vestment Company plc, and a number of private investors.

The operation has appointed Adair Turner, the former Director General of the CBI, as its non-executive Chairman

Registration can be made via the website www.grouptrade.com

New Web site helps manufacturers embrace e-business

A 'unique Internet portal' has been launched to help manufacturers in the UK harness e-business technology in order to thrive in competitive world markets.

www.e4man.com went 'live' in February following its launch at the BT Tower. The site, which has been set-up following

exhaustive research by parent company_M.S. Taft & Associates Ltd, is targeted at manufacturers.

Nationwide, there are said to be around 144,000 manufacturing outlets with some 100,000 producers having e-mail access. Approximately, 50,000 of these have a web presence and **eForManufacturers** aims to help manufacturers working in all sectors to embrace e-business in the 21st Century.

The Web site offers many unique features and services to its members, who pay an annual subscription. e4man.com will provide a comprehensive range of services and products to enable manufacturers in all areas exploit the power of the Internet in their business operations.

David Latham, Business Development Director at **e4man**, said: "The successful business of the future will be the one that harnesses the power of the Internet. Those manufacturers that exploit e-business technologies will thrive in fiercely competitive world markets."

"Members of **e4man** will be supported every step of the way as they build their e-businesses strategies to compete in these markets."

The site will initially offer members the following services:

- **eFair (a virtual trade show allowing products/services searches)**
- **Advantageous purchasing**
- **ebusiness tools**
- **Online Networking/Information**

Wide ranging topics on the web site will allow the user to keep up to date with changes and opportunities within the manufacturing industry.

Visit the Web site at www.e4man.com

For further information contact:
Barbara Kopczynska
Sales and Marketing Director
eForManufacturers
0208 239 6175
bkopczynska@e4man.com

Please mention the FIA if you make contact.

Translations for Association Members

Specialising in working for members of Trade Associations, Alden Translations would be happy to talk to FIA members about technical translation services covering anything from manuals to literature.

Alden Translations is willing to discuss discounted rates for members and also embraces scientific work ranging from one page of text up to hundreds of pages. The translators are qualified both technically and linguistically and have been translating for a minimum of ten years. Alden Translations will quickly respond to any requests or queries and will send full details of the services provided as well as the discounts for FIA members.

For further information, email (mentioning the FIA) jlrimmer@alden.co.uk

Data cabling in the "Melting Pot" - Light at the end of the tunnel?

Thursday, 23rd March and Tuesday, 28th March 2000 at BSI, Chiswick, London

In the year since the last "Melting Pot" seminars, a great amount of work has been undertaken both in Europe and the United States on the development of specifications for Cat. 5e, 6 and 7 - both as components and installed cabling (classes D, E and F).

Recent meetings of CENELEC and ISO/IEC (Sydney, 7th/11th February 2000) have endeavoured to complete much of the work necessary for the revision of EN50173 and IS11801. Realistic time scales for publication are now agreed.

In the Melting Pot (March 2000) seminars, Mike Gilmore, FIA Technical Director, Senior Partner with The Cabling Partnership, and Convenor of the European and UK IT cabling standards committees will review the outcome of these meetings in detail.

What's the cost?

The cost of the day is £295 + VAT per person. Members of the FIA and other selected industry bodies enjoy a discounted rate of £245 + VAT per person. The fee includes lunch, refreshments and a comprehensive workbook.

If FIA members want to attend the Melting Pot seminars, they still have time to book for the event on **28th March**. Contact Mike Gilmore direct on 0113 232 3721 or via email at Mike.Gilmore@btinternet.com

- For those already trying to specify or install the "new" copper products, it is proposed that performance limits and procedures be amended to resolve issues for the testing of cabling using Cat. 5e, Cat. 6 and Cat. 7 components.
- For optical fibre, it is proposed that the revised EN50173 and IS11801 will support the 10Gb/s Ethernet approaches now under consideration by IEEE. Some sensible planning information is emerging for other applications giving greater prominence to 50/125 MMF and other enhanced bandwidth products. In the meantime, SFF connectors are gaining a limited acceptance.
- Finally, the forthcoming standard for the installation of IT cabling, EN50174-1 (Quality Assurance), is in its final draft form and its content should be fully understood by all those involved in our industry.

FIA Facilities

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 as follows:

Andrew Watson (3M) heads the **Commercial Directorate** and is responsible for seminars and events - an area important to the FIA. He is also responsible for the FIA Newsletter.

Mike Gilmore (The Cabling Partnership) heads the **Technical Directorate**. He provides representation on many UK and European standards committees plus standards information to members via the "FIA Standards Forum." He is currently in the process of creating the FIA SkillsMatch service and the new Applications Support Guides.

Installer members are represented by Peter Thompsett (Ensign Communications) who is responsible for Installer activities including the FIA's "Approved Installer Scheme".

Test & Measurement topics are managed by Paul Bateson from Optical Test & Calibration. He has activated a programme designed to raise the visibility of Test & Measurement resources to membership and potential customers.

Passive Components suppliers are represented by Laurent Amestoy from Molex Premise Networks. He has also opened up international links with the FIA's counterparts in France

Some of the most recent services offered by the FIA are listed below:

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

Arbitration Service aimed at resolving commercial disputes involving member Companies.

Audit Service aimed at resolving technical disputes involving members

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)

and at

www.fibreoptic.org.uk,

the FIA web-site, established with the support of DTI funding.

FIA Cable Selection Guide Details

Members are reminded that the full revision of the FIA *Selection Guide for Standard Optical Cables* is now available.

The 20pp publication is not be available in hard-copy form but, when paid for, may be downloaded in .pdf format from the FIA Web Site using a special access code. It can also be sent via Email or on a floppy disc.

Credit Cards

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

Costs are: **FIA Members - £25 Non-Members - £75**

The *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 *Guide* helps to provide the correct selection.

Other sections cover Cable Materials, Cable Types, Applications, Installation Considerations, Standard Specifications, and a Glossary of Terms.

Any comments or suggestions about the publication will be welcomed by the Secretariat.

FIA Cable Selection Guide Order Form

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:

FTTD is already a viable solution

says Mike Gilmore

In response to a survey by *Network Contracting News* on whether fibre-to-the-desk (FTTD) is yet ready for the market, FIA Technical Director Mike Gilmore commented that it has been a practical, realistic and cost effective cabling solution for many years.

However, it makes this claim in a supportive role only - not as a medium of first choice. There are two reasons for this: firstly, the lack of viable voice service delivery, and secondly, the high cost of transmission equipment for comparatively simple network protocols.

The rapid increases in data rates and the burgeoning and continuing technical problems surrounding copper cabling

beyond Category 5e certainly strengthen the justification for FTTD for applications above 1Gb/s (and possibly even above 100Mb/s). Nevertheless, copper will still be required for the more benign applications including voice, for which even VoIP will necessitate remote powering, beyond the capability of optical fibre, to be fully functional.

A more relevant question is not "whether FTTD" but "which FTTD". Distances in excess of 300 metres, and possibly less, will require singlemode technology as data rates rise to 10Gb/s in corporate backbone infrastructures. However, the universal adoption of singlemode transmission would render lower data rates, commonly used in horizontal cabling, uneconomic over optical fibre. The challenge we face is the correct planning of optical fibre for backbone solutions whilst simultaneously supporting the migration of FTTD.

FIBRE OPTIC INSTALLATION

FIA Support Documentation for the Installer and User

The introduction of BS7718, a *Code of Practice for the Installation of Fibre Optic Cabling* the initial Draft B of the document in 1991. Since then, the use of the document has identified various areas which require support documentation to ensure both that the recommendations of the are effectively implemented and that standard quality and recording practices are employed. The FIA, therefore, has published the following:

This 34pp publication analyses every section and sub-clause in the two documents using a cross-referencing system. Where appropriate, clarification of the recommendations is given together with step-by-step guidance on the design, technical, implementation implementation. For the user, it simplifies the task of understanding the requirements and their importance to the generation of a . **Price: FIA Members £20**

Fibre Optic Cabling - Recommended Installation Documentation Practices

With documentation of complex fibre optic cabling systems being a fundamental quality assurance requirement, it follows that it has important implications for the long term operation of a cabling system. In particular, such documentation should ensure all parts of a network can be identified by future users with minimal difficulty.

This publication, which is based on the requirements of both *Codes of Practice*, introduces and describes both schematic and textual documentation approaches and how these may be used either individually or in concert. 12 master documentation templates are contained in a special folder and these are designed to achieve industry standardisation of such documentation as well as forming a clearly deliverable item within an installation contract.

Price: FIA Members £15

Non-Members £20

Installation Specification Template

This step-by-step proforma document, based on *Code of Practice* recommendations, enables an installation to be fully defined in terms of all its required components (modules, nodes, routes, etc). It is designed to prevent important aspects being omitted and provides a comprehensive and invaluable reference for both users and installers.

Price: FIA Members £15

Non-Members £20

Quality Plan Template

This template, based on *Code of Practice* recommendations, defines all the inspection and test criteria required to ensure an installation fully meets its specification. It is an invaluable aid for both users and installers.

Price: FIA Members £10

Non-Members £15

NOTE - If all the above four documents are ordered at the same time, you may take advantage of the following package price:

Package Price: FIA Members £50

Non-Members £70

Cable Selection Guide

A comprehensive aid for designers and installers in the Fibre Optic Networking Sector generated by the Cable Committee of the Fibreoptic Industry Association. Provides an easy-to-use guide to fibre optic cable selection.

This publication has just been upgraded. See details on p. 8

**To: FIA Secretariat, Owles Hall, Owles Lane, Buntingford, Herts SG9 9PL United Kingdom Tel: 01763 273039
Fax: 01763 273255 Email: jane@fiasec.demon.co.uk**

Please supply:

-copy/copies of *Guidance Notes*
- copy/copies of *Documentation Practices*
- copy/copies of *Specification Agreement Template*
- copy/copies of *Quality Plan Template*
- copy/copies of ALL FOUR publications at the special package price

Cheque for £ enclosed* Please invoice me for the sum of* My Order No. is
FIA Member? Yes/No* (*Delete where inapplicable) *Note - Prices include post and packing*

Name: Position: Company:
.....

Address:.....
..... Tel:

Email: