



The Fibreoptic Industry Association

www.fibreoptic.org.uk

NEWSLETTER

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THE FIBREOPTIC INDUSTRY ASSOCIATION

Tel: +44 (0)1763 273039

Fax: +44 (0)1763 273255

Email: fia@fiasec.demon.co.uk

Head Office: Owles Hall, Owles Lane,
BUNTINGFORD, Hertfordshire SG9 9PL
United Kingdom

INDEX

A New Logo, a Newly-styled *Newsletter* and a New Web-site..... 1

The FIA SkillsMatch Scheme..... 2

Adrian Young joins Optical Technology Training Ltd. 2

Broadband 2000 Announces the First Speakers for Paris Conference 3

Fibre-Optics.Com - For Sale! 3

Breakfast Seminars 4

Laurent Amestoy Leaves the FIA Council 4

Guide to Forthcoming Shows and Conferences..... 5

Procurement is Top of the e-Commerce Agenda States Report 5

TRAINING PROVIDERS WITHIN THE FIA..... 6

Structured Cabling Conversion Course for Electrical Contractors 8

FIA Cable Selection Guide 9

FIA Facilities..... 10

A New Logo, a Newly-styled *Newsletter* and a New Web-site

FIA Members and other readers of this *Newsletter* are unlikely to have missed the fact that the publication has undergone a radical change since the beginning of the year. Not only is it being circulated by email, the format has also been altered to make it more suitable for electronic transmission. As part of this process, and also as a means of simplifying reproduction of the Association's logo, the original logo design has been changed to the form now used in the heading of the *Newsletter*.

The change of logo does not mean that your existing stationery, promotional items etc. will now have to be altered - the original logo will be phased out over a period of time during which both versions will be valid.

Although the new logo may look dramatically different to the old one, it does, in fact, use the same typeface but without the complex design features.

The typeface is one that is readily available from most font libraries and is called Rockwell Extra Bold. **The Fibreoptic Industry Association** below the **FIA** is in Arial Bold and is also a popular typeface. These changes mean that, when required, Members can create their own logos with the **FIA** printed (ideally) in process blue and the words below in black reversed out to white on a black background.

Newsletter

The new style used for the *Newsletter* is deliberately simple. For those who send and receive email attachments on a regular basis, they will have noticed a common difficulty in that a computer receiving an attachment can only reproduce typefaces that it has in its own memory. If it cannot recognise a font, then it will use what it believes to be a close match. Invariably, this upsets the layout of a page. The only option is to create what is called a .pdf file which is in an embedded format and is the form in which Newsletters are now distributed.

However, by using very common typefaces and standard sizes for the fonts, the process of generating and finalising the publication is both speedy and effective.

Web-site

In making these change, the FIA has also taken the opportunity of updating and upgrading its web-site www.fibreoptic.org.uk.

This has also been greatly simplified and can now be explored with far more ease than in the past. Why not try it NOW!

Feedback

If there is anything about these changes that you believe requires a comment, the Secretariat will be pleased to hear from you. The *Newsletter* editor will, with your agreement, also be happy to consider publishing your comments as well as any news items about your company or articles of general interest.

200!

The Association was also delighted by the fact that, for the first time ever, its membership total broke the 200 barrier just a few weeks ago. This was

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
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
Crown House Engineering (427)
Carlton Technology Corporation Ltd (428)

a significant milestone for the Council of the FIA and a recognition of the hard work of its Secretariat.

Members can now be assured that they are part of one of the most influential and most widely recognised Industry Associations in the field of communications. However, your views on the new initiatives will be welcomed at any time. Just e-mail the FIA secretariat.

In the meantime ...

... another innovation for both Members and the industry is ...

The FIA **SkillsMatch** Scheme

The fibre optics industry, in common with other "hi-tech" sectors, suffers from a critical shortage of skilled expertise in certain areas. In a rapidly growing market, finding the right people can be a major growth limitation for many companies. Conversely, when compared with other industries such as the copper IT cabling market, there is an abundance of fibre optic installation training schemes and qualifications.

However, when looking for people to fill jobs, companies not only need to find those who have the basic qualifications, they may also be looking for candidates who have a proven ability to manage teams and interface with clients.

The latest initiative from the FIA, therefore, is its **SkillsMatch** Scheme - an on-line database whereby any individual can submit relevant qualifications to the FIA which will post them on its online database at www.fibreoptic.org.uk for a small fee. The applicant does not necessarily have to be a member of the FIA, but must have attained City & Guilds qualifications in the 3466 series or NVQs in the IOL, ICL, SVC and ETE series.

Other Qualifications

Although **SkillsMatch** is mainly concerned with UK national qualifications, with many of the major networking and cable manufacturers running well-regarded training courses, there is space on the database for individuals to note qualifications gained from proprietary schemes.

FIA member companies will be able to access this database on-line at anytime - thus bringing prospective employers together with potential employees.

'Record Only' Registration

For an annual fee of £25.00 (including VAT), an individual can register on the "Record Only" section of the **SkillsMatch** web-base. This will list full name and qualifications and allows employers to check credentials. The FIA will provide information regarding further training and education opportunities in the technology area of its web-site.

Full Access

Subject to certain restrictions to safeguard FIA members, a person can advertise their availability for work by upgrading to the "Full Access" registration for an upgrade fee of £15.00 (including VAT). This displays more information including the general location (city, county etc) and enables FIA member companies to access the individual's selected contact point. This information is available to all FIA members, all the time, from the web-site. In addition, a list will be e-mailed to all FIA members once per

month. Over a year, this equates to an individual paying an additional 11p per day for advertising to more than 200 prospective employers.

With a severe shortage of skilled people, particularly those with project supervisory and management skills, the FIA believes that **SkillsMatch** will become a very valuable service for members - as well as for those seeking employment.

Adrian Young joins Optical Technology Training Ltd.

Optical Technology Training Ltd, the leader in professional training for communications cabling installation, is pleased to announce on the 8th May 2000, Adrian Young formally of Fluke (UK) Ltd, joined their team of trainers.

Adrian joins OTT with 14 years experience in the telecommunications field. After successfully completing a 4-year apprenticeship with KRONE (UK) Technique Ltd, he spent a period at KRONE AG in Germany. Upon his return he played a key role in developing KRONE's structured cabling products including the completion of a fully functional test bed in order to establish a KRONE Cabling System.

After 5 years of laboratory testing, it was a natural progression to join Fluke (UK) Ltd, the portable tester manufacturer, in 1996. He began as a Product Specialist and became the European Segment Marketing Manager for Datacom Test Products. After 4 years of travelling the world and the ritual of driving into Watford, the attraction of OTT was too irresistible to turn down, the Yorkshire Dales, a cyclist's paradise.

The new job role also means that one aspect of his job at Fluke he enjoyed the most, training, could become a full time pursuit. His wealth of knowledge in structured cabling and cable testing and OTT's expertise and resources for developing and delivering quality training programmes make a powerful combination for ensuring the best quality of training is available to OTT's customers.

The industry is not losing one of its' experts, but that expertise is now available in an independent flavour from OTT!

Optical Technology Training can be contacted on 01756 797155 or by e-mail: sales@ott.co.uk

New Fibre Optics Company to Represent OTC

Mike Phillips, Managing Director of Fibre Optic Solutions Ltd (FOSL), has signed a new agreement with Optical Test and Calibration (OTC) that allows FOSL to represent OTC throughout the southern region of the UK.

Mike Harris, managing director of OTC, commented that FOSL's headquarters in Maidenhead, Berkshire, are ideally situated to handle the area: 'But more importantly,' he said, 'the company's wide experience in the fibre optics field will provide invaluable back-up to the sales, marketing and support of the products and services we provide.'

NPL-Traceable

OTC is based in Bradford and, as an independent calibration and test house, is accredited by UKAS for a broad spectrum of fibre optic, electrical and illuminance measurements. Calibration work is also carried out to NPL-traceable procedures. In addition, the company offers a service and repair facility for a wide range of products and is also the recognised European service centre for the Agilent Technologies range of Cat. 5 cable scanners, Noyes fibre optic products, ILX Lightwave laser diode and fibre optic test/measurement equipment, and NHC fusion splicers."

Influential

Mike Phillips, one of the pioneers of the fibre optics industry in the UK, formed FOSL earlier this year as an international marketing and representation company: 'OTC is one of the most respected and influential companies in the fibre optics and calibration field' he said, 'and we are delighted to be able to act on its behalf in an important market area'.

FOSL will service calibration enquiries, general enquiries, quotations, collections and deliveries, pre- and post-sales support, sales of test equipment, and equipment hire requirements.

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

Broadband 2000 Announces the First Speakers for Paris Conference

Broadband 2000 has announced the names of several speakers who will be presenting papers at its Paris conference which runs from 30th October - 1st November.

These include:

- Giuliano Berretta, Director General, Eutelsat
- Jan Steenkamp, CEO, OpenTV
- Candace Johnson, President, Europe Online
- Katharine Everett, Contoller Interactive TV, BBC
- Bob Ross, CEO, New Skies
- Simon Dore, Chief Technical Officer, ONdigital
- Matt Child, Group Business Director, Kingston Communications

Organised by Phillips Business Information, the international cable, satellite and telecoms information provider, **Broadband 2000** is intended to become Europe's major annual showcase for cable, satellite, digital television, ADSL and other broadband technologies.

Conference streams on digital television, multimedia via satellite, broadband delivery and broadband technology deployment will run throughout the three-day exhibition.

Keynote speeches will largely be restricted to one scene-setting presentation at the start of each day from a leading operator. Subsequent sessions will be panel debates led by a team of incisive moderators, mostly Editors of Phillips market-leading publications.

For further information contact: Peter Gaskell, tel: +44 (0)20 7423 4563, email: pgaskell@the-phillips-group.com

New Look to Copper Cabling

Even though the FIA is an Association dedicated to promoting the cause of fibre optics, there seems little to be gained from pretending that copper cable does not have a powerful presence in the market.

FIA member KRONE, for example, now has a cabling portfolio that includes complete solutions within the company's PremisNET^R family for Cat 5, Cat 5e and Cat 6 Channel to the latest draft specification.

All these have the traditional high levels of headroom over the relevant specifications and come with 20 year performance warranties when installed by KRONE PremisNET^R Partners and Associate Installers.

What's New?

KRONE has recently refocused much of its technology development work on achieving real very highly tuned network data throughput which, it believes, to be the true requirement of network managers. Its research has shown that Cat 5 systems constructed to the outer limits of the specifications are unlikely to perform well with 100BASE-T and 1000BASE-T - due largely to the reflective effects of impedance mismatches at the transmission frequencies which are, in effect, VHF radio frequencies!

Experiments in the lab and field experience have shown that the Bit Errors caused by these reflections can frequently lead to throughput degradation of 40%. Indeed, KRONE has seen examples in the field where throughput is down to 4% of the theoretical 100Mbit/s - making 1,000Mbit/s totally out of the question.

A New Approach

This disturbing situation has driven KRONE to develop a solution which it calls TrueNet^R technology. The TrueNet^R approach is to highly tune the entire channel - including the patch leads which are not normally tested. By developing a new patented manufacturing technique for patch leads and by using specially tolerance-controlled cable, the company has developed both Cat 5T and Cat 6T systems where the impedance matching is $\pm 3\Omega$ in both time and frequency domains. As a result, with TrueNet^R Technology within PremisNET^R installations, KRONE will now guarantee network performance with Zero Bit Error Rates end-to-end.

For further information, call Wendy Jones, KRONE UK on 01242 264 400

Fibre-Optics.Com - For Sale!

Whatever the FIA's views might be about people registering domain names and selling them on, there will always be companies around who might think the cost of a particular name is worth the investment.

We have received a communication from a John Reynolds who is the registered owner of fibre-optics.com. He wants around \$(US)250,00 to part with the url. The Newsletter editor has contacted the gentleman who states that it is a genuine offer, he is not associated with any specific company or organisation, and if anyone is interested, they should contact him in the UK via tel/fax: +44 (0)1793 790039; e-mail: REYDJ@compuserve.com

We will not go into any of the blurb that accompanied the communication and would simply advise that any transaction will be carried out via a UK-based solicitor.

Have You Got Your Copy?



The FIA's latest *Guide to Members' Products and Services* has just been published. Although we hope that all our members have received a copy, please call, fax or e-mail the Secretariat if yours is missing.

This 72pp is a mine of useful information about the Association's membership and we will be delighted to send you further copies if other staff members or your customers would like one.

Breakfast Seminars



Bisham Abbey - Run by Sport England

The **FIA Breakfast Seminar** programme has been successfully launched with the completion of the first presentation by Mike Gilmore.

Mike is Senior Partner of The Cabling Partnership as well as being the FIA Technical Director.

An enthusiastic group of delegates from across the industry heard the latest information on *Design specifications and standards relevant to High Bit Rate Optical Fibre Networks*.

The superb location of Bisham Abbey, the training centre for the England football team, helped to create a relaxed and informative atmosphere. This enabled delegates to quickly engage in an active dialogue and share ideas and experience.

The feedback was very positive with a much better understanding gained by all attending.

Visit the 'new look' FIA Web-site (www.fibreoptic.org.uk) for a copy of Mike Gilmore's presentation and up to date information on all the FIA's activities.

There is now an opportunity to attend the next Seminar on **21st June** when Paul Bateson will be making a presentation on **Testing solutions for new fibre optic networks**. Here, with the combination of higher speeds, the launch of new fibre optic cables and different options for short form factor connectors, he will demonstrate how traditional methods of testing will be challenged.

Paul is Sales & Marketing Director of Optical Test and Calibration Ltd. and is a member of the FIA Council.

To book your place for the next Breakfast Seminar on 21st June, as well as any of the following events, please contact the FIA Secretariat.

Forthcoming seminars are as follows:

- 20th September** - Update on training trends in the industry and the growth of the RCCD certificate. **Presented by Andrew Stevens, 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.**

The events are sponsored by **3M Telecom Systems, Volition™ Network Solutions.**

Put these dates in your diary now!!!

Laurent Amestoy Leaves the FIA Council

Laurent Amestoy, who has been a loyal and hard-working member of the FIA Council for many months, has reluctantly been forced to resign his position following his move from Molex Premise Networks to a new company.

His experience and work for the FIA in the area of Passive Components has been greatly appreciated.

Telecoms News Straight to Your Computer

ETIB E-news is a FREE personalised weekly news service from the publishers of European Telecoms Intelligence Bulletin at <http://www.europeantelecoms.com>. This e-mail services enables readers to personalise the data they receive so they know it is relevant to them.

The contents of the issue received by the FIA is as follows:

- MOBILE E-NEWS FOR UK VODAFONE USERS
- NEWS HEADLINES
- THE DEFINITIVE ONLINE TELECOMS COMMUNITY, FIND OUT WHAT IT MEANS TO YOU
- FREE ISSUES OF EUROPEAN TELECOMS INTELLIGENCE BULLETIN
- CONFERENCE NEWS
- SECTOR CHOICES
- FEEDBACK

Under the 'News Headlines', stories covered included:

- CZECH STATE PRIVATISATION BODY CHOOSES ADVISERS
- RUSSIAN MOBILE OPERATOR TO FLOAT
- FRANCE TELECOM BUYS ORANGE
- TELEKOM AUSTRIA PULLS OUT OF SLOVAK BID

Free Issues of Hard Copy Publication

For two free issues of the full publication, e-mail your full postal address to <mailto:etibsample@smipublishing.co.uk>. Alternatively, visit the publication's web-site www.europeantelecoms.com/news

Personalising Information

Readers can personalise their weekly copy of *ETIB E-News* so that they receive the latest stories from a selection of four from the following categories:

- Emerging markets
- Mergers and acquisitions
- Local loop unbundling
- Regulation
- Licence awards
- EC directives
- Interconnection
- Fibre optic and copper fixed line networks
- Mobile networks
- New products and services
- Internet and IP Telephony

For more information on the Bulletin, as well as a chance to win a FREE bottle of champagne, visit the web-site or e-mail the contact points listed above.

Guide to Forthcoming Shows and Conferences

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

WEB WATCH

Don't forget to use the official FIA web-site www.fibreoptic.org.uk for lots of information, useful links and technology updates!! In addition, try the following sites.

Commercial topics

Looking for new business property?

www.cpdonlineplc.com

enables you to register your needs - and they do the searching!!

Looking for finance?

www.find.co.uk

is a comprehensive and quick way to find over 3,500 web-sites for financial services.

Business matters and market information

www.ft.com

The *Financial Times* has updated its web-site to make it easier to navigate. Offers a tremendous database of information on all matters concerning business.

Technology

Need to learn about the opportunities in the Storage Area Networks? Then try

[www.fibrechannel-](http://www.fibrechannel-Europe.com/education/frameset_education.html)

[Europe.com/education/frameset_education.html](http://www.fibrechannel-Europe.com/education/frameset_education.html)

... or just to get a basic understanding of the technology, try www.hps.co.uk. Just go to white papers. Or better still, book now to attend the FIA seminar (covered in this issue) in December.

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

www.fibreoptic.org - the fast route getting the latest FIA news

Procurement is Top of the e-Commerce Agenda States Report

Driven by the prospect of massive cost savings, finance directors in big UK companies have put procurement at the top of the corporate agenda, according to independent research commissioned by Transmit plc.

Three quarters of FDs now regard procurement as a strategic function that figures explicitly in their companies' e-commerce

plans. While most companies continue to see the benefits of e-commerce in terms of new ways of selling, many have more to gain by concentrating on the buying process, the report claims. Big companies continue to waste millions of pounds each year by failing to address the problem.

The survey of *The Times* Top 500 companies conducted by Byline Research identifies a change in attitude to the procurement function, once regarded as a necessary evil, but now seen as the key to eliminating waste and improving profitability. Non-production spending can account for 30% of more of turnover, which amounts to tens or hundreds of millions of pounds in a large organisation. E-procurement could cut at least 10% from the procurement bill, even after systems costs have been taken into account.

However, according to the report, the bad news is that most companies have failed to address the problem adequately. Although 80% of the survey respondents had automated at least part of the procurement process, more than half said they were not satisfied with their existing ERP or finance systems. And while most plan to move some or all of their purchasing on-line in the near future, the report warns against seeing the internet as a panacea. "Internet based procurement services promise to reduce costs both for supplier and customer and should lead to a fall in the price of goods and services, but without the right internal systems in place, companies will be unable to take advantage of these savings," it says.

John Adamson, joint managing director of Transmit, said: "Big companies have not been slow to appreciate the potential of on-line procurement, but they also understand that there are huge gains to be made by solving internal process problems. They also know that until that happens, there is little point in bringing the internet into the equation."

The promise of cost-savings continues to drive e-procurement plans: 56% of respondents identified this as the most important factor. But the report also makes it clear that the ability of e-procurement systems to integrate with the existing IT infrastructure is also important. "Fit with existing systems" was seen as the single most important criterion for an e-procurement system by 26%.

John Adamson said: "These companies have just gone through the pain of Y2K and some of them have also recently undertaken major ERP projects. The last thing they want is further expense, upheaval and disruption. It's the job of e-procurement vendors to make the automation process as painless as possible."

The main reasons given for failing to address the procurement issue were lack of technical knowledge and a shortage of suitable products and services, but the report notes that the negative factors are far outweighed by the positives: "FDs are virtually unanimous in their belief that a well-executed e-procurement strategy will have a dramatic and lasting impact on costs, and plays a key role in e-commerce and other wider competitive strategies."

For a copy of the report *Corporate E-procurement: the Key to the Missing Millions*, call Mary Kingman on 01264 365060 - but ask if there is a cost involved

TRAINING PROVIDERS WITHIN THE FIA

(Request 18pp Training Guide from Secretariat for further details)

Brand Rex Ltd

Chester Road, HELSBY, Warrington, Cheshire WA6 0DJ UK
Tel: 01928 728244 Fax: 01928 728301 Email: ITORR@BICC-Brand-Rex.com Web: www.BICC-Brand-Rex.com

COURSE 1: Optical Fibre - Practical Cost: Around £195 + VAT per day – 1, 2 or 3 days

COURSE 2: Category 5 Cabling – Practical Cost: Around £195 per day – 2 days

FORM OF QUALIFICATION: In-house certificate

Cable Television & Telephony Training Services Ltd

FIA Approved - Level 1

300 Skellingthorpe Road, LINCOLN, Lincolnshire LN6 0EX UK
Tel: 01522 880900 Fax: 01522 880901 Email: martyn.cook@cable-training.co.uk Web: www.cable-training.co.uk

COURSE 1: Careers in Cable (Delivered in six modules) Cost: Around £998 incl. VAT – 10 days

FORM OF QUALIFICATION: National Open College Network (OCN)/BTEC North East Midlands Accreditation Partnership (NEMAP) two credits to Level 2

COURSE 2: Telecommunications Vocational Standards Council SVC2 NVQ Underpinning Knowledge. Termination of fibre optical and copper links Cost: Around £99.80 incl. VAT per day

FORM OF QUALIFICATION: NVQ Level 2

CableNet Training Services Ltd

FIA Approved - Level 1

National Training Centre, 2 Northgate Avenue, Bury St Edmunds Suffolk IP32 6BB
Tel: 01284 767100 Fax: 01284 767500 Email: enq@cablenet-training.com Web: www.cablenet-training.com
also at Suite 3, Albans House, 40 Lynchford Road, Farnborough, Hampshire GU14 6EF

Tel: 01252 540466 Fax: 01252 542466

COURSES 1 & 2: Multimode Fibre Optics Installation & Testing - C&G 3466-02 and Approved for 34 hours BICSI continuing education credit - 5 days & Single-mode Fibre Optics Installation C&G 3466-03 and Approved for 34 hours BICSI continuing education credit - 5 days

Cost: Around £940 + VAT per course

COURSE 3: Fibre Optic Termination - 1 day.

Costs: Around £275 + VAT

COURSE 4: Datacommunications Cabling C&G 3466-04 and Approved for 37 hours BICSI continuing education credit - 5 days.

Cost: Around £940 + VAT

COURSE 5: Structured Cabling Installation - 2 days Cost: Around £450 + VAT

COURSE 6: LAN Design & Implementation - 5 days Cost:

Around £940 + VAT per course

COURSE 7: CATV & Telecomms - 5 day Cost: Around £940 + VAT

COURSE 8: BICSI PROGRAMMES Three courses at three levels - Apprentice, Installer and Technician **Cost:** Around £940 + VAT per course

COURSE 9: RCDD Registered Communications Distribution Designer- 9 days plus home study leading to RCDD status Cost: On application

The Cabling Partnership

PO Box MT 65, LEEDS, LS17 8YD UK

Tel: 0113 232 3721 Fax: 0113 232 3724 Email:

Mike.Gilmore@BTInternet.com Web: www.it-cabling.com

COURSE TITLE: All training provided by The Cabling Partnership is customer-specific. The company being trained sets the agenda
COST Around £260 per person per day. Duration depends on customer requirements

FORM OF QUALIFICATION In-house

Devonport Training for Quality

Phase 2, Kings Road, DEVONPORT, Plymouth, Devon, PL1 5QG UK

Tel: 01752 305330 Fax: 01752 305824 Email:

dtq@pcfe.plymouth.ac.uk

COURSE TITLE: *Fibre Optic for Technicians*

Cost: Around £550 + VAT – 5 days

FORM OF QUALIFICATION: DTQ certificate

Fujikura Europe Ltd

FIA Approved - Levels 1 & 2

C51 Barwell Business Park, Leatherhead Road, Chessington, Surrey KT9 2NY UK

Tel: 0181 240 2000 Fax: 0181 240 2010 Email:

sales@fujikura.co.uk

Training Centres are at Westbury in Wiltshire and Chessington, Surrey

COURSE 1: Fibre Optic Termination - MT-RJ Connector

Cost: Around £850 + VAT - 3 days

COURSE 2: Fibre Optic Installation & Testing - Single Mode C&G 3466-03

COURSE 3: Fibre Optic Installation & Testing - Multimode C&G 3466-02

Cost: Courses 2 & 3 Around £850 + VAT each (5 days) or £1415 + VAT for both

COURSE 4: Advanced OTDR Testing

Cost: £550 + VAT - 3 days

COURSE 5: Advanced Fibre Optic Test & Measurement

Cost: Around £850 + VAT - 5 days

COURSE 5: Bespoke Training Time & Cost variable

Highbury College Portsmouth

School of Electronics and Electrical Engineering, Dovercourt Road, Cosham, PORTSMOUTH, Hampshire PO6 2SA UK

Tel: 01705 313206 Fax: 01705 210636 Email:

training@highbury.ac.uk

COURSE TITLE: *Fibre Optics Technology & Application* – 4/5 days **Cost:** Around £550 + VAT

FORM OF QUALIFICATION

City & Guilds 3466 plus a Highbury College certificate

Light Networking

40 Ravenswood Drive, Shawlands, GLASGOW, Scotland G41 3QS UK

Tel: 0141 632 7338 Fax: 0141 632 7338

COURSE 1: Fibre Optics for Installers - 5 Days, 4 People

Cost: Around £498 + VAT for a 3-day course.

COURSE 2: Fibre Optic Installers Appreciation Course - 4

Days, 20 People **Cost:** Contact Light Networking

COURSE 3: Fibre Optics for Engineers - 4 days, 12 People.

Held at City University, London; in Glasgow; Manchester and in Stevenage **Cost:** Around £920 + VAT for a 4-day course.

Discount for pre-payment.

COURSE 4: Introduction to Fibre Optics 1 or 2 days **COST** around £189 + VAT

Lineartron Cabling Systems Ltd

Lineartron House, 7 Black Moor Road, Ebblake Industrial Estate, VERWOOD, Dorset, BH31 6AX UK

Tel: 01202 828001 Fax: 01202 828089 Email:

sales@lineartron.co.uk Web: www.lineartron.co.uk

COURSE TITLE: *Fibre Optic Cabling - Practical Skills and Training* - 3 days **Cost:** Around £750 + VAT

FORM OF QUALIFICATION: In-house

Motherwell College

Dalzell Drive, MOTHERWELL, North Lanarkshire, ML1 2DD UK

Tel: 01698 232323 Fax: 01689 275430

COURSE 1: Fibre Application and Data Transmission - Unit No. 8540307 **Cost:** Around £230 + VAT for a 7-day course.

Class sizes no higher than 10

FORM OF QUALIFICATION: Higher National Certificate from SQA

COURSE 2: Principles of Optical Fibre - Unit No. 3471577

Cost: Around £230 + VAT for a 7-day course. Class sizes no higher than 10

FORM OF QUALIFICATION: Higher National Certificate from SQA

Optical Technology Training Ltd.

Gargrave Road, Broughton, Skipton, North Yorkshire, BD23 3AW, UK.

Tel: 01756 797155 Fax 01756 797112 E-mail: sales@ott.co.uk

Website: www.ott.co.uk

The following courses are delivered at the main OTT training centre in Skipton on the edge of the Yorkshire Dales. Apart from the C&G3466.04 they are also run at locations throughout the UK and may also be delivered on your site for groups of six delegates – call for prices.

COURSE 1: C&G 3466.02 Fibre Optic Installation & Testing (Multimode) - 5 days **Cost:** £900 +VAT (Skipton) ,£1,000 + VAT (elsewhere in UK)

COURSE 2: C&G 3466.03 Fibre Optic Installation & Testing (Singlemode) - 5 days **Cost:** £900 +VAT (Skipton) ,£1,000 + VAT (elsewhere in UK)

COURSE 3: C&G 3466.04 Datacomms Cabling Installation & Testing (Copper) - 5 days **Cost:** £900 +VAT (Skipton)

COURSE 4: Advanced OTDR Testing & Documentation - 2 days **Cost:** £450 + VAT (Skipton), £500 + VAT (elsewhere in UK)

COURSE 5: Advanced Copper Datacomms Testing - 2 days **Cost:** £450 + VAT (Skipton), £500 + VAT (elsewhere in UK)

COURSE 6: Overseeing External Communications Cable Installations - 2 days **Cost:** £450 + VAT (Skipton), £500 + VAT (elsewhere in UK)

COURSE 7: OTDR Testing - 1 day **Cost:** £225 + VAT (Skipton), £450 + VAT (elsewhere in UK)

COURSE 8: Health & Safety Issues & Laser Legislation - 1 day **Cost:** £225 + VAT (Skipton), £450 + VAT (elsewhere in UK)

COURSE 9: Introduction to Fibre Optics Termination - 1 day **Cost:** £225 + VAT (Skipton), £450 + VAT (elsewhere in UK)

COURSE 10: Introduction to Fibre Optics Splicing and Testing - 1 day **Cost:** £225 + VAT (Skipton), £450 + VAT (elsewhere in UK)

COURSE 11: Introduction to Structured Cabling Systems - 1 day **Cost:** £225 + VAT (Skipton), £450 + VAT (elsewhere in UK)

COURSE 12: Introduction to Datacomms Systems - 1 day **Cost:** £225 + VAT (Skipton), £450 + VAT (elsewhere in UK)

Optical Training Sales & Services

FIA Approved - Level 2

Technical Training Bureau, 37 Fulmar Drive, EAST GRINSTEAD, West Sussex RH19 3NN

Tel: 01342 300350 Fax: 01342 300350 Email:

Tonywotss@aol.com

COURSE 1: Design and Installation of a Fibre Optic Link - 2 days Cost: Around £438 + VAT

FORM OF QUALIFICATION: In-house plus NVQs

COURSE 2: Basic Skills in Installing a Fibre Optic Link - 3 days Cost: Around £498 + VAT

FORM OF QUALIFICATION: In-house plus NVQ Levels 1 and 2 assessment

Redcar & Cleveland College

Corporation Road, REDCAR. Redcar & Cleveland, TS10 1EZ UK

Tel: 01642 473132 Fax: 01642 490856 Email: clived@ac.uk

www: cleveland.ac.uk

COURSE 1: Fibre Optic Installation & Testing

Cost: Around £920 - VAT non-applicable - 5 days

FORM OF QUALIFICATION: C&G3466 - 02 Multimode; - 03 Singlemode

COURSE 2: Introduction to Fibre Optics - Cost: Around £100 - VAT non-applicable - 1 day

COURSE 3: Fibre Testing Cost: Around £580 - VAT non-applicable - 2 days

COURSE 4: Maintenance of Fibre Optics Cost: Around £590 - VAT non-applicable - 2 days

COURSE 5: FDDI Cost: Around £600 - VAT non-applicable - 2 days

COURSE 6: TVSC NVQ Assessment in Fibre Optics - Levels 1 & 2 Cost: On application

COURSE 7: Structured Cabling Cost: Around £450 - 3 days (Ortronics recognised)

COURSE 8: Category 5 Installation Cost: Around £175 - VAT non-applicable - 1 day (Ortronics Recognised)

Structured Cabling Conversion Course for Electrical Contractors

FIA Member KRONE has announced a new course for electrical contractors.

"Qualified electrical contractors make ideal students for data and structured cabling.", said KRONE's technical services manager Karl Tryner launching the new one-day Electrical Conversion training course. "Many electrical contractors have already realised the potential for increasing their hourly rate and the size of their market by offering data and structured cabling as well as conventional electrical contracting. We have been training electrical contractors for several years now on our conventional courses and they frequently tell us that they can double their hourly rates by offering structured cabling."

The new course has been specifically designed by KRONE's professional trainers based on the company's experience in the training of electrical contractors. It is specifically formulated to build on contractors' existing electrical training and their experience of working with standards and safety procedures.

"The fact that electrical contractors already understand the importance of standards, procedures, testing and safety means that we can concentrate on the data issues that are new to them." said Tryner. "This means we can teach them an immense amount in only one day"

The course covers the terminology of LANs, WANs and structured cabling; data and signalling; specific standards and testing requirements; site surveys and project costing; plus hands-on practical installation, testing and fault finding techniques. There is a comprehensive examination at the end of the day leading to a KRONE certificate for those who pass. This gives contractors access to KRONE's Number One Club which authorises them to offer their customers the KRONE PremisNET Connectivity warranty.

The first manufacturer in the UK to be accredited by the two overseeing training bodies TVSC and BICSI, KRONE has always spearheaded the drive for UK installers to be properly qualified.

Although designed and run by KRONE, the Electrical Conversion Course is strictly manufacturer independent. "It's a highly intensive day" states Karl Tryner, "but for an investment of only £275 and one day off-site, it is a small amount to invest for what is potentially a major return and we expect the course to be a sell-out."

For course details and application forms please contact Tina Browne at KRONE via e-mail training@krone.co.uk or Tel: 01242 264631.

Going to Networks Telecom?

If you are going to the Networks Telecom 2000 show at the NEC in Birmingham from 27th - 29th June, it is worth remembering that a quick visit to www.networks-telecom.com will allow you to register free-of-charge.

If you pay on arrival, the entrance fee is £20. You may also call the organisers on +44 (0)870 7511 524 and register. If you also access the VisitWizard on the above web-site, you can enter the kind of products you would like to see and the VW will come up with all the information you require.

Over 500 business communication suppliers will be at the event, and the organisers are laying on a free Educational Programme as well as the established Voice & Data Networking Technical Conference.

Gigabit Ethernet Conference

EuroForum is organising a conference in London from 19th-21st June called *Gearing Up for the Deployment of Gigabit Ethernet in the WAN, MAN & RAN*.

Designed to provide an insight into the latest WAN, MAN and RAN technologies, it is intended to ensure that delegates are given the confidence to deploy what has traditionally been an enterprise technology into a network infrastructure. The organiser states that Gigabit Ethernet in the WAN is now being regarded as a serious and inexpensive alternative to SDH for solving bandwidth bottlenecks. In addition to the technologies, the event will also look at the latest gigabit Ethernet deployments and strategies. Presentations will be given by the leading operators, service providers, and vendors together with members of the Gigabit Ethernet Alliance and the 10 Gigabit Ethernet Alliance.

Call +44 (0)20 7878 6886 or Fax:+44 (0)20 7878 6887 for more information

FIA Cable Selection Guide Details

Members are reminded that the full revision of the **FIA Selection Guide for Standard Optical Cables** is now available **free-of-charge** to all members and £75 to Non-Members. The form must be completed even if no payment is involved.

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)

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.

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:

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 were originally represented by Laurent Amestoy from Molex Premise Networks who also opened up international links with the FIA's counterparts in France. He recently resigned from the Council and will be replaced shortly

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.

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*, follows the original publication by the FIA of 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 *CoP* are effectively implemented and that standard quality and recording practices are employed. The FIA, therefore, has published the following:

Guidance Notes to BSI7718 and FIA-CCP-1/91

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 and contractual implications of the contents. For the installer, it removes the possibility of misinterpretation and simplifies implementation. For the user, it simplifies the task of understanding the requirements and their importance to the generation of a contractual agreement. **Price: FIA Members £20 Non-Members £30**

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. 9

**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: