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IMPORTANT - PLEASE CHANGE YOUR RECORDS!

As from 2nd January 2001, the **NEW** address of the FIA Secretariat will be:

The Manor House, Buntingford, Herts SG9 9AB
Telephone, fax, email and web site details remain the same

FIA Annual General Meeting

6th December 2000 at the Bisham Abbey National Sports Centre

CHAIRMAN'S REPORT

1999/2000 has been a year during which the FIA Council, on behalf of its Members, has been taking new initiatives and Members have been kept advised about these via the *Newsletter* and other communications.

It has been a strong year financially, reversing the losses of the previous two years. Significant cost cutting has been achieved - partly by making the web site the main vehicle for the distribution of the Newsletter and other documentation, thereby reducing the cost of postage and printing.

Membership has now passed the magic 200 figure, up from 195 a year ago. There is a low level of membership churn but we follow up all resignations, mainly to ensure that the FIA is not failing those concerned. There is also an upward trend in the average membership subscription, indicating a shift in the weighting from smaller to larger turnover Members.

FIA Board

Over the last financial year, the FIA directors have been:

Mike Phillips - Chairman (Fibre Optic Solutions Ltd)

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

Andrew Watson - Commercial Director - Events, PR and *Newsletter*
(Molex Premise Networks)

Peter Thompsett - Director - Installer Activities
(Ensign Network Systems)

Paul Bateson - Director - Test & Measurement
(Optical Test & Calibration Ltd)

Steve Strange - Director - (Anixter)

Stuart Smith - co-opted - Training & Qualifications Director
(Cabling Science Ltd)

Other key contributors to the FIA have been:

Roy Atterbury - *Newsletter*

Nigel May - Public Relations

Richard Wenner - Web site co-ordinator

Margaret MacFarlane - Accounts

Jane Morrison - Secretariat



Mike Phillips

FIBREOPTIC INDUSTRY ASSOCIATION

Management Council

Mike Phillips - Chairman
(Fibre Optic Solutions)

Andrew Watson - Vice Chairman and Commercial
(Molex Premise Networks)

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

Industry Sector Directors

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

Stuart Smith - Training and Qualifications
(Cabling Science Ltd.)

John Cupitt (Dwellight)

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

QA Developments Ltd - Corporate 438

Wood Communications Ltd. - Overseas Corporate
(Dublin) 439

GCH Data Ltd. - Corporate 440

Cable Contract Services Ltd. - Corporate 441

Computer Links Ltd. - Corporate 442

**and a Very Happy Christmas
and Prosperous New Year to All**

Gary Kibblewhite, the former FIA Chief Executive, resigned on 31st December 1999 in line with his announcement at last year's AGM. FIA Director **Laurent Amestoy** resigned in April 2000 as a result of moving to a new job in Switzerland.

On behalf of all the Members of the FIA, I must thank all these people for the effort they have put in to the FIA and offer my personal gratitude for the support they have given to me.

Secretariat

We have been informed that Fleming Gibbons, the Secretariat operation that has been providing services to the FIA for several years, is to close next year.

This is sad news in view of the excellent work its personnel have achieved to ensure the smooth running of the FIA. However, I am delighted to report that **Jane Morrison**, who has been the FIA's main contact at Fleming Gibbons, has agreed to continue working for the Association from new offices in Buntingford (see p. 1).

Accounts

Mike Gilmore, ably assisted by **Margaret MacFarlane**, has been responsible for the financial affairs of the FIA. With Management Accounts prepared for Council Members on a monthly basis, there has been very tight control over the financial position of the Association. Decisions on new project proposals can be, and are, always made in the light of the FIA's ability to sustain them financially. Elements of the Treasurer's Report are detailed on page 3.

Web Site

Mike, in his other role as Technical Director, has also been very much involved with **Richard Wenner** in the development of the FIA web site.

As promised at the last AGM, the web site was totally re-built in January 2000. It is now more easily navigated and has delivered a key objective in that non-members can identify the benefits of membership while the specific services offered to members are delivered free-of-charge via a separate secure section.

Further improvements are planned as resources are available – the prime target is to provide the ability for companies to either join the FIA or enter any membership changes "on-line". Full e-commerce functions are still some time away although this is not thought to be a major problem since the Association is endeavouring to provide its members with free services.

New Guidance Documents for 2001

Also as Technical Director, Mike has started the development of a list of guidance documents that the FIA will make available in order to support its membership. The first of these, FIA-TSD-2000-1-1: *Optical Fibre Cabling: LAN Application Support Guide*, is in its second draft phase and is expected to be published in March 2001. "Safety" documents are the next in line for development and many FIA members have already contributed their own 'working practices documents' as a basis for this work.

SkillsMatch

Another of Mike's activities has been the SkillsMatch scheme. The rate of enrolment to this is steadily increasing.

Standards Forum

The Standards Forum has been completely re-formatted and the standards listing is now available (to members only) on the FIA web-site. Further development of the Forum is continuing with

the intention of allowing members to be able to comment on standards in development.

This Newsletter is provided as a means of maintaining communication with our Members.

However, it can also promote the activities of these Members to other Members. Articles, product information, news items etc. are always welcome.

Please send the information via email (jpg illustrations) to Roy Atterbury via roy@attassoc.demon.co.uk

Promotion

Andrew Watson, working with PR consultant Nigel May, has been increasing the information output and the profile of the FIA.

As a result, editorial coverage has significantly increased and a good relationship has been developed with the editors of key publications in our sector of the industry. As a result, the FIA is often asked for comments on topical subjects, ranging from installation practices to training.

Proposals to strengthen this activity still further have already been submitted by Nigel May, and will be discussed by your Council early in the New Year.

Breakfast Seminars

At the end of 1999 the FIA embarked on a "breakfast" seminar programme for members and other interested parties. Sponsorship was provided by 3M Telecom Systems and each was developed to appeal to a different audience. In total, 24 companies were represented across the events.

Delegates also took the opportunity to discuss relevant information and share experiences that enhanced the value of attending the meeting.

Specialists from the industry made presentations at each seminar and a wide range of up-to-date information was conveyed to delegates. Following each event, the seminar presentations were made available on our web-site. It has been a strong and successful programme that provides a good foundation for 2001. Possible topics include:

- *Which Fibre to Install Now! Blown Fibre - the Case For and Against;*
- *Fibre in Industry Applications.*

The organisers of the seminars would also like some input from FIA Members as to what subjects they would find of interest. Please contact the secretariat with any proposals.

In addition, members who would like to sponsor one or more of the events should also contact the secretariat for details on the many benefits that sponsorship can offer.

Training

Stuart Smith has been responsible for Training issues, including the maintenance of a strong relationship with NTO.tele - the ITO that covers our industry. Over the past 3 months, he has

reviewed the suitability of current national training schemes and their relevance to the membership. This has involved visits to NTO to discuss the NVQ delivery and development program and discussions with C&G.

Together with Richard Ednay of OTT, he has also progressed the development of a questionnaire to be sent to FIA members and other associations who may use C&G fibre courses. The questionnaire will explore further developments related to current courses with regard to their content and delivery and is designed to ensure that they fulfil the requirements of members.

Following a recent meeting with Richard Ednay, this questionnaire is now in draft and being reviewed prior to being sent to the FIA membership in January. It is anticipated that the questionnaire phase will be completed by Q1 2001, and discussions with C&G will be held thereafter.

In addition to his training remit, Stuart has also been involved in the final stages of the FIA LAN ASG development in an editorial capacity.

Approved Installers

Peter Thompsett has worked hard to improve the effectiveness of the FIA Approved Installer Scheme. To date there are 5 Approved Installers within the FIA membership:

- **Fibernet Ltd**
- **Line Management Group Ltd**
- **Excel IT Ltd**
- **WG & R Communications**
- **Serco Rakmulti Ltd**

A further application is in the pipeline. All information including the application forms etc. for the AIS are on the FIA web site.

All FIA Approved Installers are strongly promoted via the web site. They receive a certificate confirming their Approved status and can add the details of the approval to their letterheads.

Cable Selection Guide

Steve Strange has completed the production of the FIA *Cable Selection Guide* and is now working on the production of the FIA *Connecting Hardware Selection Guide* that is expected to be published shortly.

Test & Measurement

Paul Bateson is continuing to represent the Test & Measurement sector of our membership and has been working on an OTDR comparison chart.

In conclusion

Last year my report was largely concerned with the strategic issues the FIA is aiming to confront. This year I have focussed on many, but not all, of the day-by-day activities. I look forward to another good year for the FIA, with continuing growth in membership to reflect the growing value that our Association provides to its Members.

Mike Phillips
December 2000

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Treasurers Report

The Fibreoptic Industry Association made a profit after tax for the year 1999/2000 of £10,118. Table 1 shows that, after reversing the losses of the previous two years, the Fibreoptic Industry Association is in the best financial position in its history and with a growing membership base.

	1995/1996	1996/1997	1997/1998	1998/1999	1999/2000
Sales (£)	60,275	109,193	98,556	101,353	72,356
Costs (£)	57,213	108,007	99,445	109,913	62,238
Net Profit (after tax) (£)	3,062	1,186	(889)	(8,560)	10,118
Reserves (£)	20,391	21,577	20,688	12,118	22,236

Five year historical financial analysis

The improvement in financial status will enable new programmes to be initiated during the year 2000/2001.

Appointment of Auditors

The FIA Council had investigated the possible reduction of the audit fees, which appear high in view of the turnover of the Association. It was found that fees were appropriate for a full corporate audit. Although a less rigorous audit could certainly reduce the fee it was felt that full audited accounts should be prepared for members' perusal since the FIA is largely funded by members' subscriptions. The re-appointment of the Auditors was, therefore, unanimously agreed.

Elections to the Council

There were 2 places vacant as per the Annual General Meeting calling notice. 2 nominations had been received – **John Cupitt** of Dwellight Ltd. who had been nominated by Mr. P. Donohue of Optech Fibres and **Stuart Smith** of Cabling Science Ltd. who had been nominated by Mr. M. Gilmore.

It was therefore proposed by Mr. Hogg and seconded by Mr. Pearson that both John Cupitt and Stuart Smith be elected as Council members. This was unanimously agreed.

Telecommunications training

The item below was published in our last issue and attracted considerable attention. However, we had been provided with an incorrect url and the information is, therefore, reprinted with the correct information.

Open and work-based learning in advanced telecommunications is now available free-of-charge via the Internet at www.owlatel.co.uk. This European training initiative is run by OWLATEL and is designed for people in small or medium businesses with a 250 limit set on the number employed.

The on-line learning environment is aimed at both new and experienced technicians working within the IT and Telecoms industry, while the multimedia learning materials provide underpinning knowledge for the NVQ SVC2/3 - *Providing a Telecommunications Service*. The training could also benefit non-technical staff who want to know more about communication technologies and their associated business applications.

The initiative is co-funded by the ADAPT European Social Fund and its partners. It is managed by the Lee Valley Centre of Middlesex University.

Tel: **+44 (0)20 8880 4162** Fax: **+44 (0) 20 8880 4268** and e-mail: owlatel@leevalley.co.uk

Five New Programmes from CableNet

CableNet Training has announced five new programmes for telecomms professionals, two of which have been designed in association with Alan Flatman, Principal Consultant of LAN Technologies.

The first is called *EMC Explained* - a 1-day introduction to EMC, which includes guidance on requirements and responsibilities associated with the provision and use of IT networks, cabling and equipment.

A second is called *Wireless Networks* and is a 2-day programme covering wireless network technologies and services with special focus on the support of data and multimedia applications.

Another is *ISDN Introduction*, a 2-day introductory programme providing an overview of the concepts and terminology of ISDN coupled with practical examples and design exercises of standards-based installation and configuration techniques.

SOHO (Small Office/Home Office) Installation is a 5-day programme providing the main cabling elements to meet the needs of the growing community of home workers and small offices. Content includes structured cabling, CCTV, entry and alarm systems.

The fifth course enhances CableNet's 5-day datacomms programmes. Titled *Network Engineering Data III*, this covers the topics found in Layer 3 of the ISO model and completes the physical layers. The course content includes comparisons of high speed network design both in copper and fibre and the interconnection of high speed LANs and ISDN in the WAN arena. Also covered is Router and Firewall configuration for internet access.

For further details on these and other training programmes, call CableNet on 01284 767100 or visit their web site at www.cablenet-training.com.

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SPOTLIGHT FEATURE

Collaboration with Aston University

Aston University has invited FIA Members to collaborate with Aston University where common goals can be achieved in what is likely to be a cost-effective and fruitful way.

Background

Aston is a relatively small niche-market University with an applied, business-oriented curriculum. Under its recently appointed Vice-Chancellor and with a strengthened management team, it has a mission to work with industry and the University actively seeks opportunities for collaboration with the local industrial and commercial community.

Areas of expertise

The areas of expertise of its four schools are business oriented. The School of Engineering and Applied Science is recognised for its abilities in material and manufacturing technologies, whilst Aston Business School has a reputation for the essential and

complementary business processes. Between them, they have a well established and highly deserved reputation for achieving success in a wide range of area including:

- optoelectronics and telecommunications
- manufacturing systems engineering
- production and operations management
- systems engineering and agile machinery
- electronic design
- marketing
- product innovation
- business strategy
- finance

Aston's reputation has been built on academic knowledge and research in specialist subject areas, backed up, where appropriate, by laboratory and test facilities and coupled with long experience of working with industrial and commercial partners. This has resulted in a proven track record in successful collaborations, which have delivered bottom-line benefits to companies through the introduction of novel technologies and innovative techniques.

Access to Expertise

The University has a team to work across all schools, to facilitate partnerships by putting industrialists in contact with the appropriate academics, to help them develop proposals (where necessary), and to resolve administrative issues. That team (the Institute of Continuing Professional and Managerial Studies) ensures that all partnerships have agreed objectives, deliverables, time scales and budgets,

Teaching Company Scheme (TCS)

TCS is a long-running successful Government initiative to stimulate technology transfer from Higher Education to businesses in the UK. Companies use TCS programmes to improve their profits by resolving business issues which enable them to increase sales revenues and reduce operational costs. They also gain access to a broad spectrum of University expertise, and are able to carry out an extended assessment of a graduate working in their business environment.

Aston University was a partner in the first-ever TCS programme nearly 25 years ago, and has a record of successful involvement up to the present.

The continued success of TCS has recently encouraged the Government to announce plans to significantly increase the funding for this initiative and, thus, the number of programmes supported.

Research Projects

Companies whose business plans involve long-term or in-depth research, and who wish to carry this out without setting up their own specialist teams and facilities, can profit from joint projects with the University. They can either directly sponsor doctorate-level work, or collaborate with the University to obtain part-funding from bodies such as the Engineering and Physical Sciences Research Council (EPSRC).

Corporate Development Programmes

Competitive pressures on companies not only require them to raise the capabilities of their staff, but to help them develop in a focused and time-effective manner. The University works closely with many industrial and commercial concerns to develop customised programmes to meet the specific training and development needs of senior technical and managerial staff.

Consultancy and Testing Services

In today's demanding commercial environment, companies often concentrate on their core competencies, but are still faced by occasional and short-term demands requiring sophisticated facilities and expertise. Under these circumstances, where rapid access to objective advice and verification is needed, University academic staff and laboratory facilities are available for specific consultancy and testing services.

Undergraduate Placements

Companies recruiting graduates may be aware of Aston's reputation for developing individuals who are immediately useful to the business sector. The University is always in the top ten in the graduate employment league tables. A majority of the University's undergraduate programmes include a period of industrial placement.

Postgraduate Project Assignments

Companies often have short-term issues to address that require a fresh mind, but with more business experience than found in an undergraduate. Aston offers a number of postgraduate programmes, almost all business-related, many of which require the students to have several years' business experience before being admitted.

As an integral part of these programmes, the individual is expected to complete a project for a company (usually over three months), specified by them and contributing to their business development.

For further information on any of the University's areas of expertise, or the means of accessing them, please contact

Geoff Hutt, Business Development Manager, Aston University, Aston Triangle, Birmingham B4 7ET Tel: **0121 359 3611 ext. 4581** Fax: **0121 359 4759** email: g.g.hutt@aston.ac.uk

ICM NetServ Solutions achieves KRONE Associated Installer Status

ICM NetServ Solutions plc (NetServ) has been awarded Associate Installer (AI) status by KRONE. With over 60 billion connections worldwide, KRONE claims to lead the field in voice, data and network communications. NetServ became an approved Associate Installer through the PremisNET LINK Solutions Programme, having been recommended to KRONE by its distributor, Comtec.

To attain KRONE AI status, NetServ had to undergo a rigorous selection procedure involving quality assessment checks and site surveys. NetServ then had to complete an intensive 2-day **Structured Wiring Installation Practices** course at KRONE's Cheltenham site.

Associate Installer status is only available to a very limited number of operations and is reviewed annually to ensure that quality is maintained. The continuous assessment includes *ad hoc* installation site visits and refresher training courses to ensure that installers are kept up-to-date with the very latest technology.

NetServ's AI accreditation ensures customers that they will get a quality service from highly qualified professionals, guaranteeing the performance of installed cabling systems.

ICM NetServ Solutions plc is a member of the ICM Computer Group of companies, specialising in networking and Internet solutions. NetServ's accreditations with industry leading manufacturers enable its consultants to offer impartial advice on

the latest technologies and to implement fully integrated network solutions which fulfil its customers' business requirements.



L. to r., Paul Claton, Account Manager, COMTEC, Tony Robinson, KRONE and Neil Roberts, ICM

New Catalogue from CableNet

CableNet Training has published a new 32-page colour catalogue detailing the company's 26 training programmes. The Catalogue also includes details of the company's new employment service FIRE as well as the On-Site Training opportunities available.

Over the past few months, CableNet has expanded the breadth of its training programmes to encompass areas outside the company's traditional training spectrum of cabling installation. For example, it now provides training in project management, wireless LANS, mobile communications and management of cable software. Whilst the company has expanded its portfolio, considerable attention has also been paid to updating existing programme content and widening the communications cabling programmes to include, amongst others, an ISDN introductory course and a 2-day programme on Advanced OTDR testing.

New training centre currently under construction

Also included in the catalogue are details of the company's new purpose-built training centre. Currently under construction and due for completion in the second half of 2001, the building will replace the company's existing premises in Bury St. Edmunds.

Located within a mile of the existing site, it will cover 15,900 sq. ft. providing CableNet with the capacity to train more than double the number of individuals each year. As well as featuring more classrooms, a large practical area and a 58-seater auditorium, the new building will include an extensive bar and cafe for exclusive use by delegates. CableNet believes the new building will be the largest single independent training centre for communications training in Europe.

To obtain CableNet's new catalogue ring call **01284 767100** or visit their website on www.cablenet-training.com

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Photonics “cluster” in the Midlands

Interested FIA members are invited to join an initiative based in and around the Midlands.

Photonics is a large and growing marketplace and there are clusters of Photonics-related organisations in the South-East, Scotland and North Wales, but not yet in the Midlands. It is expected that the Midlands cluster will form around research providers such as Aston University and DERA Malvern, large end-users such as Marconi Communications plus Fujitsu and component suppliers, distributors and infrastructure builders.

The benefits of joining a cluster of companies include:

- networking opportunities;
- technology transfer;
- identifying local suppliers/customers;
- local training courses;
- joint EU and Government finding opportunities etc.

Along with local government representatives, it is expected that some or all of the following organisations will become involved:

Marconi Communications, Fujitsu Europe, TRW, Oxford Fiber Optic Tools, Spectron Laser, Davin Optical, Aston University, DERA Malvern, Laser Lines and Optilan.

For further information, please contact Ian Murgatroyd, Oxford Fiber Optic Tools Ltd, Aston Science Park, Love Lane, Birmingham B7 4BJ Tel: **0121 250 3590** Fax: **0121 250 3587** e-mail: sales@oxfordfiber.com or visit www.oxfordfiber.com

European Policy Directorate - and a Free CD

The FIA has been asked to promote several initiatives that are being taking forward in the DTI's European Policy Directorate. The initiatives are aimed at helping businesses deal with the competitive challenges of Europe and they are:

- the 3es initiative;
- the booklet on enlargement and
- the work to ensure that the single market is open and fair.

DTI's 3es (e-business, exports and the Euro) CD-ROM

The CD-ROM is a tool to help business respond to the challenges created by the Euro and e-business. Both the Euro and e-business are powerful catalysts for the globalisation of business, dissolving, as they do, many barriers to trade. This will stimulate exports, but also drive competition in the domestic market.

It is designed to help businesses understand the implication of the 3es. It uses a practical approach to get to the heart of issues that many small businesses have found intimidating or have mistakenly believed to be irrelevant to their needs. It gives a glimpse of the whole picture, encouraging a joined-up business response.

The 3es CD is not aimed at the IT experts, but at those who make the business decisions. It shows businesses how to avoid the pitfalls and get a worthwhile return on their investment. It hopes to put the business back into e-business.

The 3es message has been distilled from expert advice and in response to business needs. It is a treasure trove of practical support for your business.

The European Policy Directorate will be happy to provide the CD. For a copy or more details send an email to: 3e@dti.gsi.gov.uk

Enlargement of the European Union

The DTI has just published *EU Enlargement and the Single Market - Opportunities for Business*. This booklet aims to increase the understanding and awareness of enlargement in UK business and to highlight the opportunities it offers. The EPD would be very keen for businesses to take this opportunity to express their views and concerns on commercial opportunities in the Candidate Countries. It can be viewed on the DTI website at www.dti.gov.uk/europe/enlarge/. If you want to order copies or to ask any other questions call Emma Ward in the EU Enlargement Unit on 020 7215 4224.

Action Single Market

Action Single Market was launched in 1996 to help firms and citizens experiencing barriers to trade when exporting to other Member States in Europe. It is also called the UK Co-ordination Centre and there is an equivalent body in every Member State.

It provides advice and suitable contact points for export problems, and takes up approximately 80 substantive complaints each year. It tries to resolve these matters informally through its extensive network of EU contacts in Embassies and other Co-ordination Centres: alternatively, it will take up the matter more formally with the Commission. It hopes to resolve the majority of complaints within two to three months.

It deals with a wide variety of matters including problems with the mutual recognition of technical standards, Public Procurement and discriminatory taxation to name but a few.

ACS has recently published a short booklet which gives information on the single market and the work of its unit. You can view the publication on www.dti.gov.uk/europe/asm/

It is always happy to talk about this free and confidential service. If you want any more information or copies of the booklet please contact Nicola McLaughlin on **0207-215-4212** (email: asm@dti.gsi.gov.uk).

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Accelerate Laser and Electro-optic Technology Transfer - ALERTT

The UK Government, via the DTI, wants to support Photonics in the UK. As one measure to accomplish this, the DTI, together with CLAORD, a consortium representing all aspects of the industry, including large and small companies and academic research, have funded the ALERTT Programme.

Among other things, ALERTT is tasked to build up a database of photonics expertise in the UK, covering all aspects of technical optics, optical instrumentation, optoelectronics and lasers, and including manufacturing and research capabilities as well as associated services. This database, as well as other facilities, is accessible via the UK CPO ALERTT web site www.ukcpo.org.uk where powerful browsing and search engines allow UK expertise and capabilities to be located swiftly and accurately. The ALERTT database and web site, therefore, acts as a valuable

resource and shop window for the UK Photonics community. The facilities are currently free both for inclusion and use.

If you would like to know more, visit the web site www.ukcipo.org.uk or contact Dr Geoff Hogan, ALERTT Project Manager, via Tel: **+44 (0)1865 272205** Fax: **+44 (0)1865 272400** e-mail: g.hogan@physics.ox.ac.uk

If you would like your organisation to be included in the ALERTT database then just complete the on-line questionnaire via the web site providing contact details and a summary your capabilities and expertise. If you would prefer a paper version, please contact Dr Hogan by email or 'phone and he will forward a copy of the questionnaire together with a pre-paid return envelope.

Guide to Forthcoming Shows and Conferences

Digital Household World - Networked Homes (Conference and Exhibition) London, 14-16 February 2001

Television T-Commerce World, Europe 2001 - The world of interactive opportunities London 14-16 February 2001

For further details on the above two events, call **+44 (0) 207 827 5996** Fax: **+44 (0) 207 242 1508** or e-mail: gayle.berry@terrapinn.com

Delivering Voice Over Integrated IP/IN London 23 - 24 January 2001 with **Pre-Conference Workshop** on 22 January

2nd Annual Optical Switching Summit Paris 31 January - 2nd February 2001

For further information on the above two events, contact Vision in Business on **+44 (0)207 839 8391** Fax: **(0)207 839 3777** Email: booking1@visioninbusiness.com Web-site: www.visioninbusiness.com

Global IP Carriers - Where ISPs and Carriers do business London 26 February - 1 March 2001. For further information, call **+44 (0)20 7827 4178** Fax: **+44 (0)20 7242 1508** e-mail: carriers@aicworldwide.com Web-site: www.carriersworld.com

BICSI 2001 Europe Conference and Exhibition Brighton 2-5 July 2001. For further information, call **+44 (0)1206 57 98 99** Fax: **+44 (0)1206 36 43 28** e-mail: BICSI-Europe@bicsi.org

Value-for-money Advertising on the FIA Web Site

As an FIA member, your company is automatically promoted on the site. Free access to the membership search pages for all visitors to the site provides complete details of our members and the services and products that they offer.

The site is extremely popular and is often the first port of call for FIA enquiries via the Secretariat. Recent figures received from the server show that the site receives around **1000** visitors per month - in a recent 7 day period, the site received **281** visitors!

The comprehensive statistics relating to visitors to the site are regularly updated and can be checked out by visiting www.fibreoptic.org.uk/logfile.htm.

Many areas of the site are available to members who wish to advertise their products and services and several of these have already been taken up. A list of the pages available is provided below together with the highly competitive rates for the space.

The first advertisements appeared on the site in September and all contracts will run for one year. The advertisements can consist of a company logo or text (or both) but must be within the size of 80 x 80 pixels. The advert will appear at or near the top of the relevant page. All prices quoted are for 12 months advertising - representing excellent value for money!

If you have a particular page you wish to reserve (there are only 18 pages available!) please ensure that the slip in this Newsletter is returned as soon as possible. On receipt of this, we will send you instructions on how to send your advert to our webmaster together with our invoice for the relevant amount.

If you have any queries please do not hesitate to contact the FIA Secretariat.

Whole site: Home page and on every page listed below - a banner sized as **480 x 40 pixels. £1,000 - for 12 months starting in January 2001.**

Individual pages: The following pages are available **NOW.**

About the FIA	£150
Join the FIA	£150
FIA Links	£150
FIA Membership Search Engine	£150
FIA Policy Statements	£75
Audit Scheme	£75
Employment	£75
e-Services	£75
Events	£75
FIA Membership Fees	£75
Guidance Notes	£75
Insurance Scheme	£75
Arbitration Scheme	£75
Mart	£75
FIA SkillsMatch	£75
Standards Forum	£75

Approved Training Provider Scheme £150 (available only to FIA Approved Companies)

Approved Installer Scheme £150 (available only to FIA Approved Companies)

The prices shown are for a 80x80 pixel advert which will appear at or near the top of the relevant page. All prices are net of VAT and cover a 12 month period. An order form is included on page 9.

City & Guilds 3466 Syllabus Update Questionnaire

During January 2001, all members will be sent a questionnaire which follows on from a favourable industry response to the proposal for an update to the City & Guilds 3466 series. This was issued to interested parties this Summer.

It will be greatly appreciated if members will take time out to complete this document so that the FIA is armed with suggestions and comments that will enable it to contribute to the update.

It is increasingly apparent that the City & Guilds scheme is the most popular qualification in the communications cabling industry

as hundreds of awards are made every month. Given the popularity of the scheme, it is important that the quality of the programme is assured - thus maintaining the value of the qualification that has been fully established by the leading training providers.

As highlighted in the original proposal, there are a number of issues that need to be addressed, including: scheme titles; syllabus update and control of the quality of training provision.

Syllabus update

While the reputable training providers with expert knowledge will have already updated their courses, many others have not. This update of the syllabus will contribute to ensure that all training provision under this scheme is up-to-date.

**INSTALEC Networking moves to new
£750,000 Headquarters**

The recent move to new purpose-built premises on Westhill's newest industrial estate, marks a milestone for Aberdeen company and FIA Member, Instalec Networking Ltd.

With relocation complete, Instalec Networking is now operating out of new premises almost twice the size of its old building, on the outskirts of Aberdeen. Occupying a 9,700 square metre (two acre) corner site on Arnhall Business Park, the two-storey building will provide scope for future expansion of the business.

A unique feature of the new building is the 'network suite' - a custom built area which houses Instalec's network servers and all communications equipment. An area adjacent to this suite will be used by engineers to build, pre-configure and test equipment before delivery to customers.

Instalec Networking provides the complete spectrum of network solutions to the business computer user. Within the new premises, a high-speed network infrastructure was installed capable of carrying both voice and data traffic with the ability to support data transfer speeds of up to 1.2 GB/s. Next generation patch panel technology was used for the termination and management of the cabling infrastructure, one of the first installations of the patch panel system in Scotland. Cisco Catalyst switching technology has also been installed at the core of the network, providing a high level of scalability, flexibility and functionality to the network infrastructure.

For further information, please contact: Andrena McKenzie, Marketing Co-ordinator, Instalec Networking Ltd Tel: **01224 746400**

FIA WEBSITE ADVERTISING ORDER

Please reserve the following page(s) from the list above:

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I understand that I will receive details on how to send my advert to the FIA web master and an invoice for £ plus VAT in the next 28 days

Name:

Company:

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Signed:.....

Date:

**Please post/fax this form to:
FIA Secretariat, Manor House, Buntingford, Herts SG9 9AB
Fax: 01763 273255**

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 BS 7718 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.

**To: FIA Secretariat, Manor House, Buntingford, Herts SG9 9AB 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

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FIA Member? Yes/No* (*Delete where inapplicable) *Note - Prices include post and packing*

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