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## e-Guide to FIA Training Providers

The FIA's *Guide to Training Providers* was always one of the most popular publications issued by the Association. However, like many such guides, it was always likely to be out-of-date by the time the booklet reached members.

This problem has now been rectified by listing the providers on the FIA's web site in pdf format that allows members and site visitors to download the information in just a few seconds and free-of-charge.

A separate page is allocated to each training provider and, in addition, the information detailed is more comprehensive than in the published version and includes:

Full address details for each provider's Registered Office and Training Centres:

- a brief description of its prime activities;
- any Approvals the company has gained;
- details of the courses, their content, and cost;
- details of the type of person who would benefit from any particular course and the levels of existing knowledge required;
- the type of Course Certificate awarded;
- contact name(s) for further details.

The link to the section on Training Providers within the FIA will be found on the home page at [www.fibreoptic.org.uk](http://www.fibreoptic.org.uk). For anyone without Web access, the secretariat will send a hard-copy printout.

## FIA and ECA Force BSI 'EN 50174 Guide'

Two new Standards, BS EN 50174-1 and BS EN 50174-2, were published in January 2001. The first covers the specification and quality assurance of IT cabling installations while BS EN 50174-2 covers the actual installation practices within buildings. A further part of this Standard, BS EN 50174-3, is expected to be published in 2002 and covers external installation practices i.e. between buildings.

A careful reading of these Standards suggests that, while they have little effect upon established practice, it is clear that they could have a significant "contractual" impact. The reason for this is that it is impossible for an installer to provide a statement of unilateral compliance in response to the request "installations shall comply to BS EN 50174" within a tender document. To do so risks the installer accepting responsibilities that can only be honoured by the user/designer of the cabling infrastructures.

The FIA has joined the Electrical Contractors Association (ECA) in asking the BSI to publish a guide that can be used by members of both Associations to explain the implications of the Standards to customers. The guide is intended to be included with tender documentation as an independent review of the responsibilities - thereby freeing the installer of the need to respond directly to each aspect of compliance. It is expected to be similar to that produced to cover the impact of the EU EMC Directive and entitled *EMC and Structured Cabling*.

Mike Gilmore, Technical Director of the Fibreoptic Industry Association initiated the concept of such a guide at the recent BS EN 50174 - Publish and be damned" seminars.

### 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.*)

Installation

John Cupitt - (*Dwellight*)

Peter Thompsett - (*Ensign Communications*)

Steve Strange (*Anixter (UK)*)

**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

451 - IBS

452 - D. R. Lucas Business Services

454 - Cableguys Installations

455 - Santone

456 - Texera

#### Personal

453 - Tony Buckingham

457 - Peter Kelleher

The seminars, for which FIA members enjoyed discounted entry fees, were attended by ECA staff and created the environment in which a joint approach to BSI became possible.

Work on the guide, handled by BSI TCT7, should start in mid 2001 and is expected to be completed by the end of the year.

## Four M's becomes Tough Guy's for Charity

**FIA Commercial Director Andrew Watson reports on a new industry challenge.**



**A combined Molex, Minnesota Mining and Manufacturing team returned for a third time to participate in what is claimed to be one of the toughest Cross Country Assault Courses in the UK.**

The Course is the brainchild of a retired soldier who wanted to get his revenge on people for all the "nasty" things he had to endure during his service. So, on retiring from the Army, he established a horse sanctuary for up to 200 cruelly treated horses.

The event raises considerable money for the operation of the sanctuary, with some 50,000 contestants having taken part over the past 10 years.

The Course is optimistically measured over six "country miles" (one country mile equals approximately two standard miles) of tough terrain, hills, very deep mud (it is amazing what two hundred horses can do to grassland), rivers, ponds, tunnels, pits, walls, and ropes - to name few!!

And everybody gets very cold, wet and muddy.

But at least we learnt that we can all sleep safely in the knowledge that the defence of the realm is secure. The British Army team actually carried a telegraph pole with them for extra "fun". Can anyone be madder?

As I leapt into a river to dive under a submerged bridge I was met by a diver with welcoming eyes, sitting in the cold murky water. Who on earth would wish to spend such valuable time just watching the contorted faces of 3,000 contestants?

How did our team of eight do?

One was a non-starter, one unfortunately got hypothermia and had to be cared for by St Johns Ambulance personnel, and one got severe cramp in both legs and was immobilised for a short while.

Five members, including myself, completed the course. A reasonable result!

I have undertaken many different challenges, some of longer duration and complexity. But to me, this was the ultimate challenge - physically, mentally and in teamwork.

**I can only be inspired by the number of businesses and organisations that field teams for such an event, and in support of the noblest of animals, who have been at the mercy of the most deprived and sick people.**

If you are interested in having a go for charity visit [www.toughguy.co.uk](http://www.toughguy.co.uk).

## FIA Breakfast Seminars

### March 2001

**Very popular throughout 2000, the FIA Breakfast Seminar programme continued its success into the New Year when, in March, *Mike Gilmore, FIA Technical Director*, gave a fascinating and highly informative presentation on *The new OF Categories - what do they promise?***

The event had a truly European flavour. Mike Gilmore, had recently returned from a ISO/IEC meeting in Nice and was able to bring delegates up to date with progress on the proposed optic fibre cable categories.

Fifteen of the delegates came from France as part of a group representing the French optical trade association, Club Optique a French association that has strong links with the FIA.

To address the increased bandwidth demands from higher performance networks, standards committees are developing different "levels" or categories of performance for fibre optic cables. Understanding these will have a considerable impact on the approach to specifying fibre optic networks.

Mike detailed the different options that were being proposed and there is no doubt that, to meet gigabit applications, a greater level of understanding will be required to ensure the optimum level of performance. Confusion could certainly arise!! Gone are the days when simple choices could be made and the only benchmark was the attenuation of the cable!!

Mike used several charts to illustrate both the technical implications and commercial aspects of the different proposed categories - OM1, OM2 and OM3. There is the expectation that these standards will be ratified during 2002 so it will be important to keep up-to-date with developments.

Following the presentation, Jean-Michel Mur, President of Club Optique, gave a presentation on the French Association, its structure and activities. In particular, he expressed his support for joint initiatives.

One such initiative may be a joint activity at Opto2001 in Paris (October 2001) and this was discussed with a representative of the event, Martine Renout.

A wide range of issues were discussed between French and British representatives.

**The seminar presentation can be downloaded from the FIA web site.**

The seminar also coincided with the launch of the **FIA LAN Application Support Guide** (free to members, £150 to non-members) which introduces the concept of optical fibre cable categories in support of the international and European standards. **The Guide is now available for members to download free of charge from the 'members' (password protected) area of the FIA web site.**

## Future Seminars

**5th/12th June 2001: Installation testing practice - are you in control?** - Speaker from Technical Network Support Ltd.

This event will be held at Bisham Abbey, Marlow, Buckinghamshire on 5<sup>th</sup> June and will be repeated in Scotland at the Edinburgh Airport Hilton on 12<sup>th</sup> June.

The seminar will deal with the problems posed by the fact that, as infrastructures become increasingly complex and the options more varied, it becomes progressively difficult to know whether what you see is what you are getting? Is the test practice in compliance with the latest developments in standards and what are the choices?

The event will outline the options, their implications and the correct practices and should be of interest to both those responsible for testing and to the end-user in understanding that due diligence has been correctly carried out and, equally importantly, has been properly documented. Details of the practical aspects of testing fibre in the field will be given together with the kind of experiences encountered.

**11th September 2001: Servicing the desktop - challenging approaches** - Speakers: Rob Cardigan – Molex Premise Networks and a representative from Brand –Rex

This will take place at Bisham Abbey, Marlow, Buckinghamshire.

With optical fibre and wireless competing with copper in the horizontal cabling environment to service mixed media, Gigabit Ethernet, voice over IP and many other applications - the choice has never been so great. How do you ensure the right infrastructure is specified? And how do you balance the needs of the business now and for the future against cost implications.

If you are to provide a solution, which one should it be? There are rarely any "right" answers as much depends on the application and company needs. The seminar, therefore, will outline the options and provide a framework that will form a basis from which to work.

The event will also include a short presentation by **FIA Technical Director, Mike Gilmore on New Structures.**

**4th/11th December 2001: The New Singlemode Technologies** - speakers to be confirmed.

This seminar will be at Bisham Abbey on 4<sup>th</sup> December and in Scotland at the Edinburgh Airport Hilton on 11<sup>th</sup> December.

As Gigabit technologies become increasingly adopted, more applications will be specified over the proposed fibre optic cable categories and new cable construction variants will be made available to address bandwidth limitations.

New developments in LED's and Lasers with VCSEL technologies are expected to meet these demands. Singlemode may soon displace multimode as the de-facto in LANs - the true enterprise environment may well be with us.

What are the options and which performance levels are they best suited for? This presentation will bring delegates right up to date with current technologies and trends.

The seminar will finish with a short presentation by **FIA Technical Director, Mike Gilmore** on the proposed **FIA WAN Application Support Guide.**

Costs are just £45 + vat for FIA members (£125 + vat non-members).

Contact the FIA secretariat to make a booking.

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## Molex Certified Installers Chosen to Form Part of Marconi's Preferred Installer Base

**Six Molex Premise Networks' channel partners, have been chosen by Marconi to complement its existing in-house installation team throughout all Marconi sites across Europe, Middle East and Africa. A launch meeting was held in Coventry, involving representatives from Marconi, Molex Premise Networks and the six channel partners.**

Involving a tough selection process, the Molex channel partners will now be considered for all future Marconi internal cabling projects. For Marconi, this means that a reliable and standards conscious team can begin work immediately, eliminating the lengthy tender process which often delays a project. For the channel partners, involvement with Marconi sites is a recognised achievement in the industry.

This initiative is in support of Marconi's global plan to upgrade its entire network cabling infrastructure worldwide, with Molex Premise Networks as its preferred supplier.

Marconi's in-house installation team has already completed the intensive Molex training programme, which includes Molex's installation practices. To assist this process, Steve Gayton, Major Projects Manager, Molex Premise Networks and Robert Gilkes, Project Manager, Marconi, implemented a 'Cabling Template' for use by Marconi and the channel partners. This exclusive document was introduced to ensure that each project/installation is carried out professionally and reaches the

standard required from Molex and Marconi. This standardised template benefits all parties by ensuring the consistent quality and speed of delivery is maintained.

"We are very impressed with the six channel partners which Molex recommended. For this project, Marconi sites are progressing in Madrid, Moscow, Lisbon, Italy, Dubai and Beijing, some of which are already complete", said Robert Gilkes, Marconi.

The channel partners are GFI Informatics, Central Data Installations, C&W ML Integration, EPI Ashdale, Modus Technology and Webb Electronics. All six are also Certified Installers for Molex and have all worked alongside Molex for some time now.

For further details, contact: [mcoulthard@molex.com](mailto:mcoulthard@molex.com), or visit the Molex Premise Networks' web site: [www.molexpn.co.uk](http://www.molexpn.co.uk)

## OTT 'Masterclass' in Fibre Optics

**FIA member company, Optical Technology Training (OTT) is launching what it terms as a 'masterclass' called *Understanding Next Generation Optical Networks*.**

The 3-day advanced course is said to provide a structured, comprehensive update on all the issues involved in next generation optical networks. It will be held at the company's headquarters in Skipton, North Yorkshire and at other locations around the UK including customers' premises by arrangement.

The course is designed for project managers and technical experts involved in the planning, deployment or upgrading of modern fibre optics systems - whether they come from an equipment, components, installation or service provider perspective.

Contact [sales@ott.co.uk](mailto:sales@ott.co.uk) for more details.

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## OPTO 2001 Paris - Area Dedicated to FIA Members

The FIA is to exhibit at OPTO 2001, which is to be held from 23 – 25 October 2001 at the Paris Expo, Porte de Versailles. The event is to be held at the same time and in the same exhibition centre as three other major exhibition and conference business events: *Electronics Week 2001*, the *Physics Exhibition 2001* and *Capterus 2001*.

**Although the Association will be providing details about its members' products and services, the organisers have offered to provide special facilities if enough members are prepared to have their own stand in an FIA Area at the show.**

Each modular stand package in the area will offer a minimum of 5m<sup>2</sup> of space at a cost of 257 euros per m<sup>2</sup>. Every unit will feature its own exhibitor-name sign, carpet, partition, furniture (one table and three chairs), a documentation display, security services and daily cleaning of the stand. In addition, there will be a common area comprising storage facilities, a telephone point

connected to the international network which will be accessible by credit card, plus a fax facility and a fridge.

The organisers will provide full communication and press services both before and during the show. FIA exhibitor promotion will also include such outlets as the catalogue, the event's internet site, invitation cards, details of the FIA area in all promotional documents, and the full list of exhibitors which will be printed as part of special advertising features in *Lightwave*, *Europhotonics*, *Laser Focus World*, *FibreSystems Europe*, *Spectra Photonics*, *Usine Nouvelle*, *OI Resaux*, and *Cabling Installation*.

The event's press service LBBA CONSEIL will be delighted to help FIA members to meet European journalists in order to highlight their product information in the show press releases.

Arrangements have been made with a French Tour Operator who will offer hotels in the centre of Paris at preferential rates. This company will handle all bookings direct with the exhibitors.

At current rates, the cost of each FIA member stand at OPTO 2001, ready for occupation, is 14,234FF (around £1,294) excluding tax, i.e. 2170 euros. Larger stand units can be provided if required.

This event will benefit this year from three important and effective partnerships set up with the Société Française d'Optique (French Optical Society), the Club Optique (optics industry association) and Optics Valley.

It is important that you mention this news item and the fact that you are an FIA member when you contact [mrenoult@exposium.fr](mailto:mrenoult@exposium.fr)

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

It can, therefore, promote the activities of 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](mailto:roy@attassoc.demon.co.uk)

## Club Optique

**The FIA has now established close links with its counterpart in France, Club Optique. In the future, it is expected that several joint activities will take place while members of CO are also being informed about FIA activities in the Club's own Newsletter.**

The Club holds regular functions for its members and its latest event included a presentation by Draka Fileca Foptica on its specialised ranges of cable. A talk by Ernesto Dotti covered the activities of the Corvis Corporation.

In its latest *Newsletter*, Club Optique reviewed the last FIA Breakfast Seminar which is covered elsewhere in this issue. Particular attention was given to the presentation by the FIA's Technical Director, Mike Gilmore.

Future activities of the Club include a visit to l'IRIA in June with a presentation on Gigabit Ethernet, a conference in September on

fibre and connectors, participation at the Opto 2001 exhibition and conference in October, and its Annual General Meeting in December.

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## New initiatives in Poland and Germany

### Poland - the Leading Commercial Success Story in Central Europe

The London Chamber of Commerce and Industry, in conjunction with Trade Partners UK, is organising a trade mission to Warsaw from 18-22 June 2001. The mission will enable companies to explore the wealth of opportunities that Poland can offer UK businesses.

Since 1989, the Polish economy has had an impressive record of steady growth and Poland represents the leading commercial success story in central Europe. The Polish Government is committed to reform, to privatisation of the remaining state sector, and to joining the European Union. Poland offers enormous possibilities for UK companies - both in terms of trade and investment. In the first nine months of 2000, UK exports to Poland were worth £1.2b, an increase of 15% compared with the same period the previous year. The main UK exports to Poland are road vehicles, electrical machinery and telecommunications equipment - however opportunities exist in many sectors.

To help companies to obtain maximum benefit from their visit, the London Chamber will arrange a programme that includes an in-market briefing, a reception hosted by the British Embassy, and a series of official calls (optional).

The costs are as follows:

£530.00 - Travel Package (approx.)

£195.00 - Management fee for London Chamber members, or £295.00 for all others.

Trade partners UK Travel Grant: £250.00

**For further information, contact:** Nicola Coan Tel: 020 7203 1824

### Major Tax Cuts and Investment Benefits for UK Firms in Germany

The London Chamber of Commerce and Industry, in conjunction with Trade Partners UK and the British Consulate General in Dusseldorf, is organising a seminar on Thursday 10<sup>th</sup> May to discuss the benefits to UK companies of investing in Germany.

Germany is the largest consumer goods market in Europe with a population of 82 million and, due to its large middle class population and strong industrial tradition, it has long been an attractive market for UK exporters and investors. Approximately 1,000 British companies have subsidiaries in Germany in a variety of sectors and many more could benefit from having a sales base or manufacturing plant to help cut delivery times and increase productivity. Total wage costs in Eastern Germany are up to 45% lower than the European Union average and various

incentives in the form of grants and loans of up to 48% of investment are available for direct investments. This, coupled with reductions in income tax and corporation tax, make Germany an attractive and low risk investment location.

A number of high-level speakers are travelling from Germany to speak at this unique seminar and will be available to offer practical advice to companies.

**For further information contact:** Nicola Coan on Tel: 0207 203 1824

#### Cost including lunch:

£52.88 (£45.00 + £7.88 VAT) discounted rate for London Chamber members £64.63 (£55.00 + £9.63 VAT) for non-members.

## Single Fibre Travel Record!

Worldcom and Siemens' optical networking subsidiary Optisphere claims to have sent 3.2Tbits/s of traffic down a single fibre line, which is claimed as a world record.

The month-long trial used fibre networks in Dallas, Texas, and involved sending 80 wavelengths - each containing 40Gbit of information.

The record was set using Optisphere's TranXpress Infinity DWDM platform and a Fox 40GbitJs multiplexer. TransXpress uses technologies such as Raman amplification, enhanced link control and optical add-drop multiplexing.

## CTTS Opens New Facility

**FIA member Cable Telecommunications Training Services (CTTS), a leading provider of digital telecommunications training, has opened a new, state-of-the-art training facility. Stuart Roberts, Area Sales Director, ntl Midlands, formally opened this new venture in March.**

CTTS is based at North Lincolnshire College and has installed 20 new digital work-stations in its training area. The company has also installed an additional 61 digital set tops in to the halls of residence for trainees attending residential courses.



Pictured, l. to r., are Nayan Mehta, Business Development Manager, ntl Midlands; Stuart Roberts, Area Sales Manager, ntl Midlands and Martyn Cook, Director, CTTS.

This technology, provided by ntl, has led to a training facility with very modern high tech cable networks complete with digital cable tv, high-speed cable modems, and digital telephony services.

Martyn Cook, Director of CTTS, said: 'We recognise that, to provide the highest standards in training, we must have the facilities and equipment to match those employed by major companies and employers in the field'.

As the remaining cable operators roll-out their digital interactive cable services, a new breed of digital engineer is required to install, service and maintain these high tech networks. With the predicted subscription to these services to go beyond 10m subscribers by 2002, this will generate very good employment opportunities in a fast moving industry.

CTTS delivers training to the major players, like ntl, designing courses to meet their specific and exacting requirements.

For further information contact CTTS on 01522 880900.

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## OSS Appoints David R Boak

Newport-based FIA member and optical fibre test equipment specialists and consultants, Optical Services and Sales Ltd, have announced the appointment of David R Boak as Product Manager for the highly successful and technical range of optical fibre cable splicing equipment and cable accessories from Corning/RXS. David is a highly respected and well-known figure in the optical fibre business, having worked for many years at GPT Telephone Cables Ltd at Dagenham. He brings a wealth of knowledge of the fibre & copper jointing and cable accessories business within the UK and export markets, and is now available for consultations and advice across the full range of Corning/RXS cleavers, splicers and cable accessories.

OSS states that it is the UK preferred supplier for the Corning/RXS range of splicing equipment and cabling accessories, and is growing rapidly due to concentration on customer service and support. David's appointment expands these services even further. For additional information, please contact Ex. 055 on 01633 222245, fax 01633 212222 or email [sales@ossLtd.com](mailto:sales@ossLtd.com).

## CableNet Undertake AMP NETCONNECT Training

Middlesex based AMP NETCONNECT, part of the Tyco Electronics organisation, has charged CableNet Training to undertake the training for their 2-day AMP ACT 1 course which covers the installation and connectorization of LAN cabling systems.

AMP NETCONNECT manufacture cabling systems and connectors and offer their customers product-specific training. The scheme has been so successful that AMP NETCONNECT in the UK has decided that outsourcing its training is essential to meet the high demand and FIA member and independent training provider in the sector, CableNet, was entrusted with the task.

To fulfil their commitment and ensure they meet the stringent standards of AMP NETCONNECT, CableNet has invested in additional course-specific training for one of its tutoring team. This required attendance of a CableNet tutor at the American training base of Tyco Electronics in Harrisburg, Pennsylvania.

The first of an estimated 120 trainees per year will be attending CableNet's purpose built training facilities in Bury St. Edmunds, Suffolk later this year.

For further information, contact CableNet on Tel: 01284 767100 Fax: 01284 767500 Email [admin@cablenet-training.com](mailto:admin@cablenet-training.com)

## BICSI 2001 Europe Conference

The content for the first full BICSI conference to be held in Europe, has just been announced. With speakers from the UK, France, Germany, Belgium, Switzerland and the US participating, the conference is set to give attendees a unique perspective on the future shape of the global telecommunications cabling industry.

The speakers will provide generic technical information that is timely, unbiased and relevant to the European market place. The event is aimed at all those working in the communications sector including newcomers, experienced professionals, suppliers and manufacturers. The speakers will be giving their views on a wide variety of subjects, right across the telecomms spectrum. For example: Ian Hobbs from 3M Europe will, it is said, be divulging the real truth on the fibre versus copper debate, whilst Stefan Mohr from Corning Cable Systems Munich, will be explaining why mixed media cabling systems are the perfect basis for future-proofed gigabit LANs.

BICSI members will also be able to sit the RCDD (Registered Communications Distribution Designer) and RCDD/IAN Speciality exams being held on the first day of the conference. Those wishing to sit the exams are required to pre-book and must be approved at least two weeks in advance.

In addition, throughout the 4-day event, attendees will have ample opportunity to meet with their European counterparts. And because it is anticipated that many BICSI members from America and Canada will also attend, it provides a unique opportunity to share information and network with professionals from across the pond.

The event being held at the Hilton Brighton Metropole Hotel, Kings Road, Brighton, East Sussex, commences on Monday 2nd July and concludes on Thursday 5th July. The Conference is open to both BICSI members and non-members, and is approved for 15 hours of credit toward renewal of the RCDD designation.

A golf tournament is being organised for the Monday (2nd July), details of which, along with full conference timetables and costs, can be found on [www.bicsi.org](http://www.bicsi.org). For those seeking accommodation and travel, some discounted rates have been negotiated for BICSI members.

To register for the conference ring BICSI-Europe direct on Tel: 01206 579899 or fax 01206 364328, or visit the website.

## IT Help from DTI

Many companies are now looking towards information technology for tasks like financial management, stock control and word-processing. But IT can do more than relieve you of clerical drudgery. Your computer can actually spearhead your drive for new business.

*UK online for business* is a DTI-led industry/government partnership. With its help, it is said that you can ensure your investment in IT pulls its weight. It's not about selling you extra kit you don't need. *UK online for business* offers you impartial expertise that will give your business the edge via the Internet. Its advisers are IT and business professionals, so they understand typical concerns and are ideally placed to help companies achieve best practice.

All businesses must act quickly. The business landscape is changing all the time and you can't afford to miss the potentially massive benefits offered by doing business electronically.

And you don't have to be a big business to be a big success. So visit [www.ukonlineforbusiness.gov.uk/wealth](http://www.ukonlineforbusiness.gov.uk/wealth) or call *UK online for business* on 0845 715 2000.

## Guide to Forthcoming Shows and Conferences

**FIA Breakfast Seminar- Installation practices – are you in control** 5 June at Bisham Abbey, 12 June in Scotland. Contact FIA Secretariat

**XML – The Language of e-Business** London 20-21 June 2001 Organised by SMI. Contact their web site at [www.smi-online.co.uk/xml.asp](http://www.smi-online.co.uk/xml.asp)

**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](mailto:BICSI-Europe@bicsi.org)

**How Telecoms Technology Works – A Course for the Non-Engineering Professional** London 14 June, or 23 August. Contact Vision in Business Fax: +44(0)20 7839 3777 or email [booking1@visioninbusiness.com](mailto:booking1@visioninbusiness.com)

**FIA Breakfast Seminar - Servicing the Desk top – challenging approaches.** 11 September at Bisham Abbey. Contact FIA Secretariat

**Photonics Korea** Gwangju, Korea 11-14 September 2001. Conference and exhibition. **Supported by the FIA.** Email: [exhibits@kapid.org](mailto:exhibits@kapid.org) for the exhibition or [pco1@star.coex.co.kr](mailto:pco1@star.coex.co.kr) for the conference.

**Opto 2001** Paris 23-25 October 2001. Exhibition and Conference. **The FIA will be represented at its own stand at the show.** Contact [mrenoult@exposium.fr](mailto:mrenoult@exposium.fr)

**FIA Breakfast Seminar – The New Singlemode Technologies** 4 December at Bisham Abbey, 11 December in Scotland – speakers to be confirmed. Contact the FIA Secretariat

## 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 **20,000** requests for information per month!

The comprehensive statistics relating to visitors to the site are regularly updated and can be checked out by visiting [www.fibreoptic.org.uk/logfile.html](http://www.fibreoptic.org.uk/logfile.html).

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 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!) contact the FIA Secretariat. We will then send you instructions on how to send your advert to our webmaster together with our invoice for the relevant amount.

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

<b>About the FIA</b>	<b>£150</b>
<b>Join the FIA</b>	<b>£150</b>
<b>FIA Links</b>	<b>£150</b>
<b>FIA Membership Search Engine</b>	<b>£150</b>
<b>FIA Policy Statements</b>	<b>£75</b>
<b>Audit Scheme</b>	<b>£75</b>
<b>Employment</b>	<b>£75</b>
<b>e-Services</b>	<b>£75</b>
<b>Events</b>	<b>£75</b>
<b>FIA Membership Fees</b>	<b>£75</b>
<b>Guidance Notes</b>	<b>£75</b>
<b>Insurance Scheme</b>	<b>£75</b>
<b>Arbitration Scheme</b>	<b>£75</b>
<b>Mart</b>	<b>£75</b>
<b>FIA SkillsMatch</b>	<b>£75</b>
<b>Standards Forum</b>	<b>£75</b>
<b>Approved Training Provider Scheme</b>	<b>£150</b>
<i>(available only to FIA Approved Companies)</i>	
<b>Approved Installer Scheme</b>	<b>£150</b>
<i>(available only to FIA Approved Companies)</i>	

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.