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## Jane Takes the Hot Seat

Following the decision by Lady Helen Long to retire and close her secretariat management company at the end of June, it has been agreed by the FIA Council that Jane Morrison is to be appointed the new Secretary of the FIA with effect from 1<sup>st</sup> July. She also takes over further duties in her additional role as the Association's Company Secretary.

The Council has expressed its gratitude to Lady Long for the dedication and hard work she has put into building the Association over the past few years.

### Sharp End

Jane Morrison, however, has been at the 'sharp end' of most of the FIA's secretariat activities during the period and is now very experienced across all the Association's growing areas of activities. She is looking forward to her new role and will always be happy to deal with members' queries and problems. 'The FIA has continued to grow steadily over recent months,' she said, 'and I will work closely with the Council to ensure this trend continues.'

## FIA and ECA Join Forces

The Electrical Contractors Association have announced a co-operative agreement with FIA in which the FIA will act as its source of technical information for the installation and testing of fibre optic cabling. A press release from the ECA stated ..

.....the ECA (Electrical Contractors' Association) has entered into an formal co-operative agreement with the FIA (The UK Fibreoptic Industry Association), to help promote best practice in the area of fibre optics communications and to help ensure that electrical contractors wishing to enter the fibre optics field understand and satisfy its requirements.

Recognising that, with training, many electrical contractors are ideally placed to take advantage of the lucrative fibre optics communications sector, the ECA are actively encouraging their members to gain the knowledge and skills required and join the ranks of their 619 members already involved in the fibre world.

Mike Phillips, FIA Chairman, said: "We look forward to making the FIA's technical resources available to ECA members enabling them to improve their fibre optics technology skills-sets. In return, the FIA will benefit from the ECA's substantial presence in the industry, enabling the FIA to access a much wider audience in our longstanding pursuit of the highest quality workmanship and network reliability."

The co-operative agreement extends to reciprocal support in the form of website hyper-links, inclusion of logos on various promotional material, joint publications, joint training courses and member benefits. ....

A programme of joint initiatives will follow - the first of which is the development of the "Installers Guide to BS EN 50174" reported elsewhere in this issue.

For further details about the ECA (Electrical Contractors Association) visit [www.eca.co.uk](http://www.eca.co.uk).

### 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: Jane Morrison**

The FIA is a Company Limited by Guarantee

### A warm welcome to the following NEW MEMBERS

#### Corporate

458 - Brookvex Technical Services Ltd.

459 - Boztec Ltd.

460 - G. R. Technical Services

461 - Advanced Technology Centre

462 - Plexnet Ltd.

#### Personal

453 - Mike Andersson

## Lynx Gains Approved Installer Status

The Council of the FIA has voted unanimously to award Lynx Data Cabling full Approved Installer status. The company designs and installs cabling systems for all IT and telecommunications systems including, of course, fibre optic cabling and associated electrical work.

Established in 1988, Lynx has enjoyed continuous success and now employs more than 50 staff. However, because customers' needs are considered to be paramount, the company has a policy of not using contract staff in order to ensure that its internal installation policies are fully implemented.

The majority of personnel within Lynx Cabling are employed within the installation department. Fully trained in data, all main installers are also qualified as either electrical or telecommunications engineers. This policy has allowed Lynx to develop what is believed to be a unique **Modern Apprenticeship** NVQ programme which utilises the experience and training skills of the most knowledgeable installation engineers within the company.

Also, as an ISO9002 accredited company, Lynx takes pride in completing its contracts within a time and budget that meets customers' requirements.

**Lynx Data Cabling** is based at 29 Clarke Road, Mount Farm, Milton Keynes, Buckinghamshire MK1 1LG.  
Tel: 01908 633833 Fax: 01908 633838  
Email: [cabling@lynx-it.com](mailto:cabling@lynx-it.com); Web Site: [www.lynx-it.com](http://www.lynx-it.com)

## SkillsMatch now on Web Site

The FIA's **SkillsMatch** page on the Association's web site is growing very, very quickly. The scheme allows personnel holding relevant qualifications in fibre optic technologies to record their achievements on our web-site database, enabling employers to undertake checks on-line.

There are two elements to the **SkillsMatch** scheme. The first is open to members and non-members alike and it is a register of qualified personnel ([www.fibreoptic.org/efiasvrql.htm](http://www.fibreoptic.org/efiasvrql.htm)). The details provided include the names of the personnel, their date of birth, qualifications, certificate details, and the name of the organization that carried out their assessment. Hyperlinks to the "assessors" sites are included if they are FIA members.

The second is accessible only by FIA members and provides a simple, cost-effective means of allowing qualified personnel who are seeking employment to advertise their availability for work.

Mike Gilmore, manager of the scheme on the web-site said "There are many thousands of people with relevant qualifications and it is amazing how many seek employment by cold calling from the membership list of the FIA. The members-only area allows them to advertise at very low cost and guarantees that their information is genuine. In addition to the data stored concerning the personnel detailed above, the advertising resource also indicates which part(s) of the country they wish to work in. It should be a first port of call for any members looking for qualified staff."

Please access the web site on a regular basis if you are seeking new staff – the FIA believes the scheme will become a major element in the recruitment of fibre optic professionals.

All those on the database are kept advised about future FIA seminars and other training initiatives that may be of interest and for which they may qualify for discounted rates.

A further benefit is that **SkillsMatch** is linked to the "employment area" on the web-site which allows FIA members to advertise their employment opportunities. So if FIA members wish to advertise for staff a close bond can be formed between the two areas.

Details of how the scheme works can also be found on the web site at [www.fibreoptic.org/efiasvrql.htm](http://www.fibreoptic.org/efiasvrql.htm).

## City & Guilds 3466 Scheme - Syllabus Update Questionnaire Analysis

**FIA Training and Qualifications Director Stuart Smith reports:**

*Stuart Smith, managing director of Cabling Science Ltd. has been involved in Networks for over 25 years with British Airways, Rank Xerox and the Aerospace industry. He went on to establish a structured cabling installation company in 1989 which he sold in 1999.*



*Whilst working for British Airways, he became involved in staff training and has combined these skills throughout his career. In the early 90's he began authoring and teaching network courses for Protocol International and then became an author & instructor for Learning Tree International, specialising in Structured Cabling training.*

*This job has taken him around the globe with courses developed and delivered from China to Brazil. Cabling Science Ltd. now provides bespoke Structured Cabling training courses and consultancy to major clients and vendors alike, both in the UK and abroad.*

*During this time Stuart has taken a keen interest in cabling standards and market development with participation in a number of associations. One of his recent tasks was to assess the views of the FIA membership about the structure of the C&G 3466 course. His initial response to the results of a questionnaire is given below.*

The **C&G 3466** series of courses are by far the most popular and applicable to the majority of the FIA's members. However, the content and quality of the courses is linked directly to inputs from organisations such as the FIA. The FIA, together with the ECA and TIA, is currently reviewing the courses with the objective of updating the programme.

### Questionnaire

During Q1 2001, a questionnaire was sent to all FIA members (as well as members of other associations) with 23 suggested changes that might create a better course programme. These

required an agree/disagree response and provided for comments.

The questionnaire raised a number of issues on each of the three courses 3466-02 to 04 as well as a proposed 4<sup>th</sup> course 3466-05 'Copper cabling for Telecommunications' (external plant copper). A number of issues that needed to be addressed, including: scheme titles; syllabus/content update and control of the quality of training provision. Generally these changes can be considered as essentially updating the current programme.

The FIA response amounted to 11% of FIA members polled. Approximately 75% of these agreed 100% with many of the proposals. Only one question polled as high as a 25% 'disagree' and that was to remove the 'Basic atomic structure', 'electrical potential' and 'capacitance and inductance' from 3466-04 *Copper Cabling for Datacomms*.

The FIA, therefore, can conclude that there is overwhelming support from the responders to progress with the changes. It thus follows that a new outline should be developed for an additional course 3644-05 titled 'Copper Cabling for Telecomms' to provide a qualification for external plant copper telecommunications installation and testing.

Most of the changes to be formerly proposed to City & Guilds in the coming months involved updating content. However, support for changing the names of the overall 3466 Scheme to 'Communications Cabling', 3466-02 to 'Fibre Optic Cabling for Datacomms', 3466-03 to 'Fibre Optic Cabling for Telecomms' and 3466-04 to *Copper Cabling for Datacomms*' was agreed.

### Update

The proposed changes will ensure that the many deliverers of the scheme will have to update their courses to cover VCSEL's, bandwidth limited applications such as 1Gbps Ethernet, small form factor connectors, more diverse fibre termination techniques, numerous single mode fibres, OTDR measurement, more detailed copper theory affecting performance, Cat. 5e, 6 and 7 plus Class D, E and F, the EN50174 and more!

This will all serve to ensure that the status of the scheme, its popularity and importantly its relevance to employers is maintained.

### The next steps

The FIA thank those members who participated for their assistance in supporting these changes. Stuart will ensure that all those offering assistance in this project are contacted. He will now meet with other trade associations including the ECA in order to prepare the case to take to C & G.

## LegalExperts-UK.com

As an established Internet Directories company, Directories-UK recognises that many web sites fail to fulfil the needs of prospective customers. Its latest web directory is [www.legalexperts-uk.com](http://www.legalexperts-uk.com) which offers a combination of legal expertise, expert witness, and expert consultancy features and is designed to be user friendly and accessible. Site visitors are able to conduct an immediate search for their own experts, without having to register or pay a finder's fee.

The site is currently receiving an average of 3000 visitors per month which, it is claimed, suggests that the site is on line for 8-9,000 visits by the end of July 2001. As the site is in its infancy,

its owners are very keen to receive industry feedback and, where feasible, suggestions for improvement.

If FIA members are interested, [www.legalexperts-uk.com](http://www.legalexperts-uk.com) will be delighted to hear from you. Please contact **Keyna Doran on 01386 430069** if you have any comments on the site.

## LAN Application Support Guide

Don't forget about 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.

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)

## FIA Breakfast Seminar - Not Quite in Control!

**The seminar for the June Breakfast seminar was scheduled to be: *Installation-testing Practice – are you in control?* The delegates were treated to an excellent breakfast, but there was one slight problem – the presenter failed to turn up!**

A quick rethink was required, a volunteer came forward and a very interesting and topical presentation was made on Nexans gigabit Ethernet over fibre by Tony Buckingham, a personal member of the FIA and, Market Development Manager, Nexans Cabling Solutions Europe.

It was an excellent presentation by Tony during which he clarified many of the points concerned with gigabit applications, launch conditions and practical advice on correct installation practices.

To explain some of the more complex effects, simple interactive illustrations were used to clearly demonstrate some of the definitions. This subject was very topical as network specifiers are now beginning to refer to the proposed classes of fibre OM1 to OM3. Those involved in planning and installing fibres will certainly need to be aware of the correct configurations and, as the event moved into a workshop mode, there was much debate over this and the implications on installing networks for gigabit applications.

For those who missed this presentation, it is planned for Tony to re-present his discourse later in the year.

The FIA and Technical Network Support Ltd apologise for the inconvenience to delegates on the day and an alternative date will be proposed to make the original intended presentation.

All thanks go to Tony Buckingham for a superb presentation at the very last moment.

## Future Seminars

**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***

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

We hope to have two separate "talks" from Corning and Lucent covering the technologies that have sprung up surrounding the new specifications of singlemode fibre and DWDM solutions etc, product offerings etc.

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

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

Contact the FIA secretariat to make a booking.

[www.fibreoptic.org](http://www.fibreoptic.org) –

the fast route to obtaining the latest FIA news

## Unisys (GIS) Chooses CableNet

Unisys (GIS) has appointed CableNet Training as its sole training provider, to supply a range of BCSI training programmes to installers and project managers within its own employee base.

Unisys (GIS), the cabling installation partner of BT, currently uses nine service partner companies operating from thirteen geographical locations across the UK. At peak times, this equates to approximately two hundred engineers undertaking work on behalf of Unisys and its customers. It was, therefore, recommended that these service partners followed the same plan as Unisys, giving compatibility throughout the design and installation process.

Mark Niblett RCDD and senior design consultant at Unisys said: 'Having undertaken a feasibility study for using the BCSI portfolio, we determined that the route offered by CableNet provided a proven option, which offered growth for all our

employees, whilst also giving us a true differentiator, with a real value-added edge'.

Unisys already has several BICSI qualified personnel, including 12 Technicians, and 3 RCDDs (Registered Communications Distribution Designers). The company plans to add a further 2 Technicians, 4 RCDDs as well as 2 LAN Specialists in the near future. Unisys currently has the highest number of BICSI accredited staff in Europe.

### BTEC Accreditation

CableNet have also announced that participants on its courses can now gain BTEC qualifications in addition to existing course qualifications such as City & Guilds and BICSI. The framework, which constitutes the second largest submission to Edexcel for their BTEC qualifications and which include training undertaken by CableNet for partner organisations, is currently unique and only available through CableNet.

Under the new framework BTEC qualifications are available on CableNet's five, six, ten and eleven-day courses. For further information, contact CableNet on 01284 7657100 email: [admin@cablenet-training.com](mailto:admin@cablenet-training.com) For information on Edexcel and BTEC, visit the web site: [www.edexcel.org.uk](http://www.edexcel.org.uk).

## ECA appoints OTT as National Training Provider

**The Electrical Contractors Association (ECA) has announced that it has appointed Optical Technology Training (OTT) as its preferred training provider to deliver nationally recognised training to its members.**

The news confirms that the ECA is taking a leading role in ensuring that its members receive quality training so that they provide professional installation services in IT cabling. It also consolidates OTT's position as one of the leading IT cabling training companies in the UK.

### Search for Provider

The appointment follows an extensive search of options in the marketplace by the ECA to identify a trusted and preferred provider to deliver a full range of high quality training courses for maintenance, management/sales and installation staff. All the courses can be delivered at OTT's extensive training facilities in Skipton, Yorkshire, at ECA regional offices or on-site at ECA member's premises.

### C&G 3466

OTT and the ECA are already closely working together to promote the most popular qualification in the IT cabling industry - the City & Guilds 3466 scheme. Richard Ednay, Director at OTT comments: "This scheme sets the standard for professional installation personnel and deserves its reputation as the qualification in IT and fibre optics cabling."

For further details about FIA member OTT, visit the FIA web site of OTT's site: [www.ott.co.uk](http://www.ott.co.uk). For further details about the ECA (Electrical Contractors Association) visit [www.eca.co.uk](http://www.eca.co.uk).

[www.fibreoptic.org](http://www.fibreoptic.org) –

the fast route to obtaining the latest FIA news

## OPTO 2001 in Paris – A Dedicated Area for FIA Members

This is just a reminder that 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. It takes place 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 *Capteurs 2001*.

In the last issue of the *Newsletter*, we revealed that the organisers have offered special facilities to any members wishing 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.

With many other added facilities, it is an offer well worth considering if you are looking at the European market.

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

The 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, see below) and **Optics Valley**.

If you would like to book space or make further enquiries, it is important that you mention this news item and the fact that you are an FIA member when you contact the organisers via [mrenoult@exposium.fr](mailto:mrenoult@exposium.fr)

[www.fibreoptic.org](http://www.fibreoptic.org) –

the fast route to obtaining the latest FIA news

## Club Optique

In each issue of this *Newsletter*, we are now providing brief details about the activities of our sister Association in France, Club Optique.

In recent weeks, the organisation has arranged a presentation by Draka on the company's activities in France which range across power cables, aviation cables, transmission cables, and fibre optic cables. Special reference was made to the company's products for 10G/b Ethernet and its capability in Plasma Optical Fibre.

Following the presentations, visits took place to the fibre optics manufacturer Fileca Fobtica.

A later meeting brought presenters from l'INRIA to talk about the company's G/b Ethernet activities including details of both the range of products and applications developed for the sector.

Club Optique members then visited the l'INRIA factory for an extensive tour.

The Club can be contacted at the following email address: [jm.mur@tycoelectronics.com](mailto:jm.mur@tycoelectronics.com).

## Installers Guide to BS EN 50174 BSI addresses FIA concerns

A new BSI sub-committee, TCT7/-/3, has been set up under the chairmanship of Mike Gilmore, Technical Director of the FIA, in order to address the following issues in the light of the publication of BS EN 50174-1 and BS EN 50174-2:

- the amendment of BS 6701;
- the amendment or withdrawal of BS 7718;
- the development of a BSI PD (public document) providing an agreed interpretation of BS EN 50174-1 and BS EN 50174-2 for the members of participating trade associations (currently ECA, FIA and TIA).

This is a fast-track committee with much of the work being undertaken "on-line" at meetings. The first two items are expected to be completed in two separate meetings. The latter item is clearly a project requiring drafting and review process and will be handled in the same way as TCT7/-/1 managed the development of the first BSI PD (PD 1001, EMC and Structured Cabling).

The FIA has requested that BS EN 50174 PD be produced in electronic format allowing participating trade associations to distribute it to their members as an e-document (free for FIA members) or in hardcopy produced by the trade associations or as a print-on-demand document from BSI.

The impact of BS EN 50174-3 will be addressed as an amendment to the PD. If you are interested in joining TCT7/-/3 and taking an active part in its tasks then please contact Mike Gilmore at [mike.gilmore@btinternet.com](mailto:mike.gilmore@btinternet.com).

## TRITEC's Cleaver Cuts Time and Costs

FIA member TRITEC Developments Ltd, has introduced a new and, it is claimed, cost-effective precision optical fibre cleaver. The TC A8 is intended to provide a fast and easy way to produce high quality cleaves for fusion splicing.



Simple to operate, the cleaver produces cleave angles of less than 1° on both singlemode and multimode fibres. The universal V-groove will accept both 250µm and 900µm coated fibre while a graduated scale allows the operator to accurately set cleave lengths as short as 1mm. The compact design of the tool (it

weighs 120g and measures just 70 x 70 x 40mm) makes it ideal for an environment where portability is crucial.

David Myers, director of TRITEC, said: "We believe the TC A8 offers the ideal balance between cost and quality."

TRITEC now offers a choice of cleavers with the top of the range TCII+ high precision cleaver providing the best quality cleaves (less than 0.5° end angles) with a unique safety mechanism for collecting the off-cut fibres. The ease of use and performance of the TC A8 complements TRITEC's existing Fixed Alignment Splicing Equipment range, including the high performance FASE II compact fusion splicer.

Web site: [www.tritec-dev.com](http://www.tritec-dev.com); email at [sales@tritec.u-net.com](mailto:sales@tritec.u-net.com), Voice: +44 (0)19252 20466.

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)

## Networking for Charity

**Computer cabling company Molex Premise Networks has saved a local charity (Springboard 'learning for life') more than £15,000 by donating all of the cabling and connectivity products for a computer network at its new resource centre in Gosport.**

Springboard 'learning for life', part of the Gosport Development Trust, provides computer training and use of general facilities free-of-charge to local people of all ages who are seeking employment or further education.

Lynn Jewell, Project Officer for Springboard said: 'Molex has saved us a considerable amount of money which has enabled us to purchase higher specification computer packages to provide more people with up-to-date training.'

Simon Barnard, Technical Services Manager for Molex Premise Networks, said: "We are pleased that we could help Springboard, not only by donating our computer cabling products, but also by providing technical advice on other issues such as computer software. The centre is now fully equipped to provide excellent support to people in Gosport."

The computer network provides users with fast access to the Internet from all 23 computers located in the centre and also supports telephone and fax connectivity. All Springboard employees are also networked to enable access to a database containing records for each user.

Springboard helped over 200 local people back into education and employment last year and hope to improve on that number now that the centre has been relocated from Rowner to bigger premises in Gosport. The official opening of the new centre took place on Monday 18<sup>th</sup> June.

For further information please contact Martin Coulthard via email: [mcoulthard@molex.com](mailto:mcoulthard@molex.com)

## Research Studies at a Discount

**BSRIA is now launching a brand new suite of studies that follow on from its recently completed 16-volume study on *Structured Cabling for Europe*. Although the expiry dates for discounts on the publications is July, this has been specially extended to August for FIA members.**

The new studies are:

- *World Residential Cabling Market* to be published December 2001. The early bird price is US\$4,900 rising to US\$6,000 after August.
- *World Wireless LAN Market* covering both the commercial and residential sectors which will also be published in December 2001. This also looks at the long term battleground between cable and wireless solutions. US\$2,950 rising to US\$4,000.
- *In-depth Structured Cabling Reports Across the World* – providing a fresh new series of structured cabling reports covering the rest of the world with a full analysis of each country.

The first covers **Asia Pacific** (Australia, China, Hong Kong, India, Korea, Japan, Singapore and Taiwan) to be published in June 2001. Pre publication price US\$12,000 rising to US\$13,500

The second covers **USA and Canada** and is undertaken for the first time wholly by BSRIA with a particular concentration on the USA (available December 2001.) Priced at US\$5,500 (US\$3,500 just for the USA) rising to US\$6500 (US\$ 4400 just for the USA)

Also covered are:

- **Latin America** (Argentina, Brazil, Chile, Mexico) available March 2002, costing US\$6,500 and rising to US\$7,500.
- **Eastern Europe** (Czech Republic, Hungary, Poland, Russia) to be published in January 2002. Price US\$6,500 rising to US\$7,500.
- **Middle East** (Egypt, Israel, Saudi Arabia, United Arab Emirates) available March 2002. Price US\$6,500 rising to US\$7,500.
- **World Study** (covering 37 countries on an executive overview topline basis) available May 2002. Price US\$12,000 rising to US\$15,000.

If you are interested in two or more areas, a competitive package will be offered.

In addition, BSRIA has announced that, for a limited period, all recently published market research studies now available on-line in the BSRIA Bookshop ([www.bsria.co.uk/bookshop](http://www.bsria.co.uk/bookshop)) are subject to a 10% discount for a limited period. Purchases can be made on-line.

Searches can be made by category or keyword and it is possible view actual current reports before making a buying decision.

For general queries, call Tel: +44 1344 426511 Fax: +44 1344 487575 email: [andrewg@bsria.co.uk](mailto:andrewg@bsria.co.uk) web: [www.bsria.co.uk](http://www.bsria.co.uk)

## Guide to Forthcoming Shows and Conferences

### Vision in Business Events

**5<sup>th</sup> Annual Futureproof Network Planning Conference**  
Brussels 11-12 July 2001 plus an interactive pre-conference workshop on 10<sup>th</sup> July 2001 on **Optimising Network Revenue Through Efficient Capacity Planning & Inventory Management**

**MPLS VPNs** London 21 August 2001 and **Towards GMPLS**  
London 22 August 2001 plus an pre-conference tutorial on **MPLS VPNs**

**How Telecoms Technology Works – A Course for the Non-engineering Professional** London 22 August 2001 plus a separate **Foundation Course on Fibre Optics and Optical Networking** presented by Optical Technology Training on 23 August 2001

**Cost-effective DWDM Deployment in the Metro** London 3-4 September 2001 plus a ½ day workshop on **Next Generation Optical Equipment in the MAN**

**Unified, Service-Based IP Network Management** London 5-6 September plus a 1-day interactive workshop session on 7 September called **Automated IP Service Fulfilment Deploying a Cost-effective Softswitch Architecture** London 11-12 September 2001

For further information on the above events, contact Vision in Business Tel: **+44 (0)20 7839 8391** Fax: **+44 (0)20 7839 7531** Email: [booking1@visioninbusiness.com](mailto:booking1@visioninbusiness.com) or enter the web site [www.visioninbusiness.com](http://www.visioninbusiness.com)

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**FIA Breakfast Seminar – Servicing the Desktop –Challenging Approaches** Bisham Abbey, 11<sup>th</sup> September 2001. Contact the FIA Secretariat.

**Photonics Korea 2001 & International Photonics Exhibitions 2001 Supported by the FIA** Gwangju Biennial Exhibition Hall, Gwangju, Korea on 11-14 September 2001

### Exhibition

KAPID-Korea Association for Photonics industry Development  
Tel: 82-62-233-5040~2 Fax: 82-62-233-5043  
Email: [exhibits@kapid.org](mailto:exhibits@kapid.org)

Information about the Conference is available from:

### Conference

Convention & Exhibition Center, Convention Team  
Tel: 82-2-6000-1081/1139 Fax: 82-2-6000-1306  
Email: [pc01@star.coex.co.kr](mailto:pc01@star.coex.co.kr)

**Optical Access Networks – Developing Strategies for Successfully Implementing Fibre in the Last Mile. Supported by the FIA.** London 3-5 October 2001. There will also be a post conference workshop on 5 October 2001 called **Introduction to Passive Optical Networks** For further information, contact Julia Manley on **+44 (0)20 7878 6981** or email: [Julia@ef-telecoms.co.uk](mailto:Julia@ef-telecoms.co.uk). Details are also on the web site: [www.ef-telecoms.co.uk](http://www.ef-telecoms.co.uk)

### Opto 2001 Exhibition and Conference

Paris 23-25 October 2001.. **Supported by the FIA and with its own stand at the show.**

Contact: [mrenoult@exposium.fr](mailto:mrenoult@exposium.fr)

**FIA Breakfast Seminar – The New Singlemode Technologies**  
4 December 2001 at Bisham Abbey, 11 December in Scotland – contact the FIA Secretariat.

**FIA Annual General Meeting - 5 December 2001** at Saracens Head, Towcester.

## 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 16 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>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>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>
<b>(available only to FIA Approved Companies)</b>	
<b>Approved Installer Scheme</b>	<b>£150</b>
<b>(available only to FIA Approved Companies)</b>	

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.