

Index

Stand Out from the Crowd – BOOK NOW!!!.....	1
FIA Annual General Meeting	2
FIA Special Project 2003.....	2
New Council Member - John Colton.....	3
New FIA publications.....	3
FIA Members Guide.....	3
Club Optique.....	4
Hedley 2000 Now Ltd	4
New Training Centre for CTTS	4
CSCS - Are you aware?.....	5
Latest BSRIA Structured Cabling Study.....	5
Guide to Forthcoming Shows and Conferences	5

A warm welcome to the following NEW MEMBERS

Corporate

513 - O'Donnell Brothers Ltd

512 - Connectivity Technologies Europe Ltd

510 - Greenwoods Communications Ltd

Corporate Overseas

509 - Pascom Electronics

Associate

508 - Cabling People

Personal

511 - Nick Channon

**FIA membership
reaches an all-time
high of 213**

Stand Out from the Crowd – BOOK NOW!!!

Building Centre, LONDON, 22nd January 2003

In May 2002, the FIA ran a full day seminar called "Stand Out from the Crowd". The event was aimed at all contractors and installers involved with optical fibre media in LAN and WAN environments, and gave delegates the vital tools and skill sets to enable them to **"STAND OUT FROM THE CROWD"** in an increasingly competitive, almost commodity orientated, market.

Because of its success and the level of interest generated, the FA is to repeat the event in **central London** on the **22nd January 2003**. The location is The Building Centre, Store Street (just off Tottenham Court Road - next to Godege Street underground station.)

The seminar is in two halves. The morning, "looking-out", session covers FIA services and how to use them; the use of browser-based technology and CD "soft" documentation to improve system quality assurance and perceived value. A session on network testing, an increasingly important - and much misunderstood - subject completes the first part of the day. In the afternoon, after a buffet lunch, delegates are treated to the client's, "looking-in", perspective with two presentations, one from **Eddie Power of Improcom**, consulting engineers, and the other from **Mike Daly of HSBC**. They give their detailed, and somewhat controversial, views of their criteria that separate the successful supplier from the also-rans. The afternoon sessions seek to provide an insight into what customers and their advisors actually want and expect - and how to provide it to win the business.

As usual with the FIA Seminar schedule the event is heavily subsidised and the cost of the whole day is just £99.00 plus VAT.

To book your place please contact Jane Morrison on 01763 273039 or contact her via by e-mail at jane@fiasec.demon.co.uk www.fibreoptic.org.uk.

FIBREOPTIC INDUSTRY ASSOCIATION

The FIA is a Company Limited by Guarantee

Management Council

Mike Phillips - Chairman
(Fibre Optic Solutions)

Peter Thompsett - Vice Chairman
(Ensign Communications)

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

Steve Strange - Commercial
(Anixter International)

Industry Sector Directors

Adrian Buckingham (IBS Limited)

Dave Carswell (Black Box Network (NW))

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

John Colton - Training and Qualifications
(Lucid Optical Services Ltd.)

Installation

John Cupitt - (Dwelllight)

Peter Thompsett - (Ensign Communications)

FIA Annual General Meeting **Towcester, December 2002**

The meeting was opened by Mike Phillips, FIA Chairman, and, on behalf of the FIA members, he thanked the Council as well as all the other contributors to the Association's activities during the preceding year. He added that Council members were not rewarded financially but did, he believed, gain personal satisfaction from the fact that they worked towards improving the profile and service levels across the industry as a whole. The Council meets approximately six times a year and had, he said, had provided unstinting support for Mr. Phillips in his role as Chairman.

Although the FIA is a 'not for profit' organisation, it had made a small profit by the end of the financial year. Given that the market had not changed greatly in what had been a difficult period for many industry sectors, the Chairman was pleased that the FIA reserves remained at a healthy level and that membership continued to rise.

Mr. Phillips drew the meeting's attention to the FIA's Approved Installer Scheme which, although seen as a great benefit to those businesses that are accredited, it has not been highly successful in terms of the number of approvals achieved to-date. The scheme has been promoted to Consultants and it is hoped that the numbers applying for Approval will increase in the future.

The Association's Public Relations activities have been very productive and the Council will be planning the 2003 campaign at its next meeting. A number of successful seminars have been organised and two joint conference ventures with the ECA were well attended.

Treasurer and Technical Director Mike Gilmore had been extremely prolific in creating FIA technical documents that benefit all members. He has also been very active in the Standards arena - giving the FIA almost unique up-to-date information and access to developments in this sector.

Mr. Phillips concluded that the FIA Council remains confident in the value provided to members and, despite predictions made at the previous AGM, membership numbers remain healthy.

Appointments to the Council

In line with the rules of the Fibreoptic Industry Association, Mr. Thompsett and Mr. Bateson stood down from Council. They were both willing and eligible to be re-elected. Nomination forms had been received for both. Three other vacancies had been created following to the resignations, during the year, of Paul Taylor, Andrew Watson and Stuart Smith. There were three willing nominees to fill these gaps: Dave Carswell of Black Box Network Services (North West) Ltd, Adrian Buckingham of Integrated Business Solutions Ltd and John Colton of Lucid Optical Services Ltd.

All five nominations were carried unanimously.

FIA Special Project 2003 **FIA Chairman announces member sponsorship project at AGM**

Over the last three years, the activity level of the FIA and its various directorates have reached an all time high, as has the number of members. The FIA Council, therefore, has decided that the time has come to provide further tangible benefits by delivering new and potentially revolutionary products and services.

The FIA Council has decided to sponsor one or more of its members in projects leading to the production of new products and/or services that are of benefit to the vast majority of our members. In return for this sponsorship, the FIA will require that the products or services produced under the programme are offered to the FIA membership at a discounted price.

There is no restriction to the type of product or service to be supported under the program - it can be hardware such as a tool, a piece of software, a combination of the two - as Mike Phillips, the FIA Chairman said at the AGM "The only proviso is that it must be clearly and demonstrably of use to FIA members". As a result, we have a "virtuous circle" - the FIA funds a development, from funds provided by its membership, which is then offered back to its members at a very competitive rate.

In the next two to three weeks, the FIA Council will issue a "Request for Sponsorship" that details the scheme. Responses from FIA members to this RFS will be required by 28th February 2003. Members of the FIA Council will then analyse and adjudicate the submissions before awarding the successful member (or members) the required sponsorship at an FIA Dinner in late March 2003.

The initial level of sponsorship is expected to be £5000 but will not be restricted to this figure if the ideas are good enough. The sponsorship deal is not restricted to pure financial assistance. The Technical and Commercial Directorates of the FIA will provide assistance free-at-the-point of delivery to the successful applicants. Applicants can be ensured of full confidentiality of the project development, as all involved participants will be required to sign relevant confidentiality documents.

Contact the FIA Secretariat if you would like more information in advance of the official release date.

New Council Member - John Colton

The first of a series of profiles

John has worked in fibre optics for many years, initially working for a specialist fibre-optic equipment manufacturer as an engineer in the measurement standards department. His role included representing his company at standards meetings, developing calibration techniques for equipment, verifying the performance of equipment and trouble-shooting fibre measurement problems.

After a move to international technical support, training and helping customers with fibre measurement problems, John accepted a job as a fibre optics trainer with responsibility for developing advanced fibre optics courses, in particular, measurement courses.

Early in 1999 John started Lucid Optical Services Ltd. with two co-directors, aiming to offer the clearest and highest quality fibre optics training. Lucid has now grown from the initial three people to eight people, relying on word-of-mouth for gaining new business. John's role at Lucid is as Technical Director.

New Council member
John Colton of Lucid Optical Services Limited



New FIA publications

The complete set of currently available documents is shown below:

- **FIA-TSD-2000-1-1: LAN Application Support Guide (£150.00 for non-members)**
- **FIA-TSD-2000-2-1: Cable Selection Guide (£75.00 for non-members)**
- **FIA-TSD-2000-4-2-1: Testing of installed cabling: LSPM (£150.00 for non-members)**
- **FIA-TSD-2000-4-2-2: Testing of installed cabling: OTDR (£150.00 for non-members)**
- **FIA-TSD-2000-5-1: Optical Power Safety Levels (£75.00 for non-members)**
- **FIA-TSD-2000-5-2: Optical Fibre - Handling of Processing Chemicals (£15.00 for non-members)**
- **FIA-TSD-2000-5-3: Optical Fibre - Disposal of Waste (£15.00 for non-members)**

Work is almost complete on **FIA-TSD-2000-2-2: Connector Selection Guide**. This will provide a "live" archive of connector information and will be available as a .pdf document and as an interactive web-based database.

Another document, **FIA-TSD-2000-3-3** (£150.00 for non-members), is being written to provide guidance with regard to the installation rules relating to polarity maintenance when using duplex optical fibre connectivity systems. This will provide guidance for all types of installation and will allow installers to select and reference their approach in a particular installation against a set of FIA template.

The existing **FIA-TSD-2000-5-1: Optical Power Safety Levels** will be revised before the next Newsletter is published so keep your eyes peeled for information sent to you by e-mail and on the web-site.

These documents are free to members so get downloadingwww.fibreoptic.org.uk

FIA Members Guide

The publication contains full contact details about every FIA member with Approved organisations being highlighted throughout. In addition, a comprehensive index allows users to look up products and services by company or by the product/service required

Containing 74pp of valuable information about 200 national and international organisations, this is the most comprehensive guide to most of the leading installers and manufacturers in the fibre optics sector.

It will be available at all exhibitions, seminars, and conferences where the FIA has a presence.

Copies are available free-of-charge. If you would like further *Guides* for yourself, a colleague, or another organisation, please contact the Secretariat with your requirements.



Club Optique

The FIA maintains a close co-operation with its sister association in France, the Club Optique, and the contents of this *Newsletter* are circulated to the Club's members. It is a very active organisation and arranges many meetings, visits and other events for its members. The Club can be contacted at the following e-mail address: jm.mur@tycoelectronics.com.

Hedley 2000 Now Ltd

FIA member Hedley 2000 has undergone numerous changes over the years and has now re-branded the company as Hedley 2000 Ltd - dropping the old 'Incorporated' from its title. As well as this change, the company has opened a Northern operational office in Consett, County Durham.

Hedley 2000 has recruited a highly skilled and qualified manager to head up the operations - Dave Elsom, who is also Northern based. The company has for some time been undertaking work in the Northern region. Its recent successful bid for the Barclays contract to look after retail outlets throughout the North East and Scotland has given Hedley 2000 the platform to open a fully operational office.

The company has already employed ten engineering staff and three office staff and is securing further contracts on a regular basis. Its long-term future and the Northern operation are now looking exceptionally promising.

For further information, see the company's website at www.hedley2000.com or contact Alan Tuohy via hedley2000.comnc.co.uk.

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

FIA Breakfast Seminars 2003

During 2003 the FIA wish to further strengthen our ties with the Electrical Contracting Association. To reflect this we have arranged to provide our Breakfast Seminars at ECA premises around the UK - thereby allowing both FIA and ECA members attend the functions **FREE OF CHARGE**.

The proposed dates and locations are 20th March - Bury St Edmunds, 18th June - Hednesbury and 24th September - Cardiff.

Specific details of the topics covered are yet to be finalised but are expected to include "testing", "the impact of changes to the UK cabling installation standards" and "component selection".

New Training Centre for CTTS



FIA Approved Training Provider, Cable Telecommunications Training Services Ltd, has announced that it has moved into a new "Jubilee Place" training centre. The centre is situated in the 23 acre Lindum Business Park site in Lincoln.

Features include:

- Full size indoor residential property simulator;
- Home networking PC, TV, CCTV security and access control training simulator;
- Live network feed from ntl.
- Live training on all ntl home products including Broadband Internet;
- CCTV network simulator including latest software;
- Datacomms CAT6 LAN simulator;
- 48,000 sq ft encompassing training rooms and offices;
- Outdoor climbing and rigging tower;
- Outdoor emergency fibre optic cable restoration training area;
- Underground fibre optic network training simulator;
- Confined spaces training;
- High access Genie Boom training;
- Fully Operational SDH Network;
- 200 Seater Conference Auditorium.

For further information, contact Martyn Cook at Cable Telecommunications Training Services Ltd,
300 Skellingthorpe Road
Lincoln
LN6 OEX
Tel: +44 (0)1522 880900
Fax: +44 (0)1522 880901

CSCS - Are you aware?

FIA members need to be aware of, and make preparations for, the CSCS (Construction Skills Certification Scheme) that aims to register every competent construction operative within the UK not currently on a skills registration scheme.

Operatives will get an individual registration card (similar to a credit card) which lasts for three or five years. The CSCS card also provides evidence that the holder has undergone health and safety awareness training or testing. CSCS is owned and managed by CSCS Limited, controlled by a management board whose members are from The Construction Confederation, Federation of Master Builders, GMB Trade Union, National Specialist Contractors Council, Transport and General Workers Union and Union of Construction Allied Trades and Technicians. Observer members include the Department for Education and Employment, the Department for the Environment, Transport and the Regions, the Health and Safety Executive and the Confederation of Construction Clients.

The Management Board has appointed CITB to administer the scheme. CITB advise "The scheme assures our clients that our operatives' skills have been validated against national standards and they have the required knowledge to operate safely on site. At present our site staff are registered on the scheme and procedures have been put in place to enable accreditation of future non-card holding employees. In our business, safety and workmanship are paramount and I believe the scheme provides powerful evidence of both."

Latest BSRIA Structured Cabling Study

BSRIA has just announced its latest in-depth research study covering the market for structured cabling in Western Europe. Information has come via interviews and pan-regional analysis involving major manufacturers and distributors. The studies cover the following countries: Belgium, France, Germany, Greece, Italy, Netherlands, Portugal, Spain, Sweden, Switzerland, and the United Kingdom.

There is a discount on prices until the end of January.

The products involved are:

- Horizontal copper cable: by technology, material type
- Cable components: by technology, product type
- Systems: by category
- Optical fibre cables: by application, technology
- Fibre components: by product type, by technology
- Backbone copper
- Fibre

Each country report has around 50 pages, including over 60 tables and figures. For further details, contact Andrew Giles, Business Manager, Worldwide Market Intelligence, BSRIA. Tel: +44 (0)1344 426511, Fax: +44 (0)1344 487575, email: andrewg@bsria.co.uk

Guide to Forthcoming Shows and Conferences

Online Conferences for the European Telecoms Industry. Vision in Business has introduced a new initiative that allows users to access conferences of their choice via their computer. Speakers and presentations from many areas of the sector are available featuring both presentations and slides. Virtually every topic is covered. For a free demonstration, visit www.onlineconferences.net.

Vision in Business has launched a new form of business information, Mini Reports, for the telecomms industry. These contain 6-8pp and there are six reports per month, all of which aim to represent the latest possible information. If you are interested, visit www.mini-reports.com where you can download two reports free of charge. Vision in Business can be contacted on +44 (0)20 7256 5188 or by e-mail: bookings@visioninbusiness.com or visit www.visioninbusiness.com

IRISH TELECOMS 2003: Dublin, Eire, 5-6 February 2003 - Sponsored by Aurora Telecom.

To register, contact: Jamison Nesbitt on +44 (0)20 7827 6138 or e-mail to jnesbitt@smi-online.co.uk.

Optical Communications 2003 - a European Conference: Rimini, 21-25 September 2003. See www.ecoc.it for further information.

Broadband Communications Europe (BCE): Maastricht, Netherlands, 14-16 October 2003.

For more information, please visit: www.broadband-convention.com.

Mesurexpo-Exposition de Physique, Opto and Semaine de l'Electronique: Paris, 21-23 October 2003.

Held in conjunction with Automation Europe – Optimisation Europe 2003, 'the exhibition of all automation and optimisation solutions for production'.

Public Wireless LAN London 27-28 November 2003 For details, visit smi-online.co.uk/pwlan.asp.

