



The Fibreoptic Industry Association

www.fia-online.co.uk

NEWSLETTER

Issue 93

February 2010

THE FIBREOPTIC INDUSTRY ASSOCIATION

Tel: +44 (0)1763 273039

Fax: +44 (0)1763 273255

Email: fia@fiasec.demon.co.uk

Head Office: The Manor House, BUNTINGFORD,
Hertfordshire SG9 9AB
United Kingdom

Index

FIA Summer Seminar ...	1
New White Papers uploaded	1
LAN ASG updated	1
FIA targets the MoD	2
FIA at IFSEC 2010	3
BS 6701: 2010 expected in March	3
FIA at NETCOMS 2010	4
FIA AIS – further updates	4
Inside Networks	4
New IANs and SIDs from the TIAB	4

A warm welcome to the following NEW MEMBERS

Corporate

- SCS BUILDING SERVICES LTD
- WIRRAL INSTALLATIONS LTD
- FIBRE GENERATION LTD
- MIS LTD
- FIBRE ASSOCIATES LTD
- EVOLVED IT SERVICES LTD
- BAILEY TESWAINE

FIA Summer Seminar and members networking event

To celebrate Charles Kao being awarded the Nobel Prize for Physics for his work on fibre optics, the **FIA** is holding an event which combines a full schedule of seminars spread across two days and a mini-exhibition with the opportunity to network during the evening with a drinks reception and a 3-course dinner in a private room.

The event at the Barcelo Hotel, Oxford, on the 9th/10th June 2010, provides an excellent opportunity to update your knowledge, mingle with fellow **FIA** members, **FIA** Directors and enjoy the Oxfordshire countryside – all in one go. To make a reservation, fill out the application form at the back of this Newsletter and send it to the FIA Secretariat

The event, open to all **FIA** members and their guests, represents fantastic value - the cost for both the seminar and the dinner) is just £99 + VAT per person and **FIA** has also negotiated a bed and breakfast rate at the hotel of just £89 inc VAT.

...

The end of 2009 was a busy period for the Technical Directorate of the **FIA** - producing new technical advice in the form of White Papers and also updating older Technical Support Documents including the mammoth TSD-2000-1-1 LAN Application Support Guide.

New White Papers uploaded

January 2010 saw the publication of a new White Paper which describes the changes the bandwidth specification of the optical fibres used to build **Category OM3 and OM4** cabled optical fibres. **FIA** White Papers are available to all, members and non-members alike, are continually expanded and kept-up-to date.

LAN ASG updated

A much bigger task was completed in October 2009. The 36-page LAN Application Support was updated to include all the latest applications - including 40 and 100 Gigabit Ethernet. The FIA TSDs are free-to-members via the "members-only" side of the FIA web-site. Download your copies to maintain your knowledge across a wide range of topics.

FIBREOPTIC INDUSTRY ASSOCIATION

The FIA is a Company Limited by Guarantee

Management Council

- Paul Bateson - Chairman
(Optical Test and Calibration Ltd.)
- Lee Funnell - Vice Chairman
(The Siemon Company)
- John Marson - Commercial Director
(Twistnet Communications Ltd.)
- Mike Gilmore - Technical Director and Treasurer
(The Cabling Partnership e-Ready Building Limited)

Industry Sector Directors

- Paul Bateson - Test & Measurement
- John Colton - Training
(Lucid Optical Services Ltd.)
- Lee Funnell - Qualifications
- Ken Jones - Installation
(EDS Systems (North Wales) Ltd.)
- Phil Whitehead - Cross-media promotion
(ACCL)
- Simon Comben - MoD Liaison
(TCM Communications (UK) Ltd.)

FIA Summer Seminar Agenda

THE FIBROPTIC INDUSTRY ASSOCIATION

FIA

in association with



is proud to present the 2010

9th June 2010

1.00 pm	Registration and Refreshments
1.45 pm	Introduction
2.00 pm	Cabling standards update
	Mike Gilmore, FIA Technical Director covering recent and planned changes to optical fibre cabling and component standards
2.45 pm	The changing face of optics in data centres
	Carrie Higbie, The Siemon Company reviewing the impact of MPO connectivity
	Break
4.00 pm	The FIA AIS - linking to national standards
	Ken Jones, FIA Installation Director
4.45 pm	Selling to the Ministry of Defence
	MoD Procurement Representative supported by Simon Comben, FIA MoD Liaison Director
5.30 pm	Open Forum
6.45 pm	Drinks reception
7.30 pm	3-course dinner
	Wine at dinner sponsored by PFC Corofil

10th June 2010

9.15 am	H&S and Construction Products legislation update
	HSE Representative supported by Mike Gilmore, FIA Technical Director
10.15 am	Selection of "fit for purpose" fire-stop systems
	Duncan Alabaster, PFC Corofil
	Break
11.15 am	FIA QS and qualification developments
	John Colton, FIA Training Director
11.45 am	Expanding the role of the FIA
	Mike Daly, CMA and David Stefanowicz, ECA-ITEC describing the role of the TIA-B
1.00 pm	Close

FIA targets the MoD

The Ministry of Defence (MoD) is British industry's largest single customer and every year the MoD spends around £16 billion on a vast range of goods and services.

Quality and reliability are of paramount significance and importance to the MoD and with this come certain expectations from the MoD toward companies wishing to supply to them.

Companies must have the industry minimum credentials such as health and safety and trade skills, and the necessary equipment appropriately certified to conduct the work. However, in addition to these requirements, companies applying for approval who are members of the **FIA** have the added credential of membership of an industry organisation, something the MoD strongly encourages.

Within the last two or three years the MoD has been widely criticised for the 'red tape' and difficulties facing businesses trying to break into the MoD supply chain and gain the necessary approvals to qualify for consideration as a possible supplier. When Simon Comben was elected to the **FIA** Council at the AGM in December 2008, he proposed to address this problem by establishing links between the **FIA** and the UK MoD supply chain, providing the membership with a more easily accessible route to supplier approval.



After nine months of background activity the **FIA** sent out a simple single page application form to every member - the response was both encouraging with over 25% of the membership submitting an application form. Simon Comben began to process those applicants ... a test of the system which it passed with flying colours ... resulting in more than 90% of the applications being approved in under 8 weeks!

A very pleased Simon said that "this proves that the UK MoD procurement is serious about opening up supplier activity to new companies and is keen to encourage all types of business to offer possible new supplier options to the MoD". Simon highlighted the fact that the system had even enabled companies that had previously been registered and approved ... but, for whatever reason, had mislaid the information ... to reconfirm their approval status.

In conjunction with this activity a member of the BCIP UK MoD supply chain management has been invited to make a presentation at the forthcoming **FIA** Summer Seminar at Oxford in June 2010 (see inset on the left). Simon is now working hard to complete the last of the original applications and would encourage any **FIA** member companies who did not apply at the first opportunity, and who may now wish to do so, to complete the form towards the back of this Newsletter and return it to the **FIA** Secretariat.

Are you an FIA member?
Have you got any NEWS?

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

Articles, product information, news items etc. are always welcome. Please send the information via email (jpg illustrations) to Jane Morrison via jane@fiasec.demon.co.uk

FIA Standards Forum

- documents available for download and comment NOW

The Standards Forum offers **FIA** Members the opportunity to comment on standards in development by the fibre optics and cabling committees in ISO/IEC, IEC, CENELEC and BSI. These standards cover a wide range of optical fibre products such as optical fibres, cables, connectors and system components together with the design, installation and commissioning standards for cabling. To get involved - go to the members-only area of the **FIA** web-site area, go to Standards Forum and follow the instructions. Why not bookmark this page for easy access - it is always easier to influence standards in development than fix them later.

FIA at IFSEC 2010

The **FIA** has confirmed that it will attend the IFSEC 2010 exhibition at the NEC in May 2010. This decision reflects the increased use of optical fibre cabling as the medium of choice for surveillance and security systems. John Marson, FIA Commercial Director, confirmed that IFSEC 2010 "represented an opportunity for the FIA Council to meet some of its existing members while enabling the organisation to make contact both with new potential members and users of our technology".

Sponsorship opportunities available on the **FIA** web-site

The annual sponsorship of both the entire **FIA** web-site and specific pages within it is currently up for renewal. FIA member organisations have recently been sent a letter detailing the commercial arrangements from 1st March 2010 to 28th February 2011. Based on the number of hits that the FIA web-site receives per day, the costs of sponsorship represent excellent value for money. If you are interested in discussing this opportunity in more detail please contact the Secretariat.

BS 6701: 2010 expected in March

Following the publication of BS EN 50174-1 and BS EN 50174-2 in mid-2009, the principle British Standard for the installation, operation and maintenance of telecommunications cabling and equipment, **BS 6701** (last revised in 2004), has undergone a facelift and will be published in March 2010. The main changes are to its structure, enabling a direct clause-to-clause correspondence between BS 6701 and both BS EN 50174-1 and BS EN 50174-2. However, there are some technical changes - the most obvious of which is the addition of requirements for the equipotential bonding of cabinets, frames and racks - a long-standing area of confusion, now clarified.

Remember, if you are buying standards, please use the BSi link on the home page of the FIA web-page – you receive all the usual discounts from BSi and the FIA get a little something as well.

Happy driving - **FIA** van stickers!

Recently every corporate member received two van stickers indicating that they were **FIA** members. This resurrects a practice that, for reasons, unknown, had fallen into abeyance. Members wanting more can order them for £3.99 each (including VAT) The stickers have proved so popular that we may have to order a new batch.

... what else can we do to make you stand out in a crowd?

If you have any other ideas for corporate image improvement please contact the FIA Secretariat or John Marson the FIA Commercial Director via the web-site.



How about sponsoring a Newsletter?

As we have had enquiries from members regarding long-term sponsorship of the Newsletter, the **FIA** Council agreed that details of the fee structure should be announced both here and on the **FIA** web-site. Details are shown on the right.

Only one sponsor is allowed per issue so if you are interested please contact Jane Morrison via jane@fiasec.demon.co.uk

Sponsorship rates are:

- Long-term sponsorship – limited to 3 issues per annum - £500 plus VAT
- Single issue - £200 plus VAT

FIA-online.co.uk – new members access details

Visit the site and familiarise yourselves with its content – to access member-only pages you will need both your FIA membership number and the membership password as issued in January 2010. If you do not know these then contact your FIA Principal Contact – failing that contact the **FIA** Secretariat.

A new FIA service – 3rd Party White Paper Pages

The **FIA** Council have received requests to establish a series of web-pages for specific members to insert their own White Papers. This is going to be supported on a trial basis over the next twelve months. The **FIA** White Papers page will be modified to allow access to a series of 3rd Party pages allowing members to both sponsor their own pages and to list, on those pages, a limited number of their own White Papers. Each of these 3rd Party pages will include a disclaimer on each page to clearly differentiate them from the **FIA** White Papers. The fee for such a page is to be set at £250 plus VAT per annum for up to 5 White Papers. This covers the cost of page sponsorship and the management fee for uploading and maintenance of the White Papers and other information on the page. If you are interested please contact Jane Morrison via jane@fiasec.demon.co.uk.

**FIA at NETCOMS 2010**

The FIA has confirmed that it will exhibit at Netcoms 10, the network infrastructure event at Emirates Stadium in October 2010. It is also proposed that **TIAB**, the telecommunication Infrastructure Advisory Board, of which the FIA is a co-host will be helping to organise the associated conference which runs over the two days of the exhibition. The other TIA-B co-hosts, ECA-ITEC and CMA, are equally keen to support the Conference in association with Network Cabling News and feel that they can attract major speakers to cover a wide range of topics during the course of the exhibition. The objective is to make the Netcoms 10 Conference as much a reason for attending the exhibition as is the already established and recognised benefit of networking amongst fellow professionals.

FIA AIS – further updates

The revision of BS 6701, expected to be published in March 2010, is forcing an update of Online Assistance provided to the **FIA** Approved installers Scheme. The 300 separate installation risk elements contained in the online assistance pages were fully updated in July 2009 to take account of the publication of BS EN 50174-1 and BS EN 50174-2. Now they are being updated again to reflect the revision of BS 6701.

Mike Gilmore, **FIA** Technical Director, said “the update is a resource-intensive process but is a very necessary one”. Ken Jones, Installation Sector Director added “the level of support offered to Approved Installers and their clients by the **FIA** Approved Installer Scheme is unparalleled by any other organisation and the commitment to keeping the information current is critical in maintaining that leading position”.

Inside Networks

The **FIA** always like to see new developments in the market and the online magazine Inside Networks established by Rob Shepherd, ex-editor of NCN, is a welcome example of just such a development.

FIA members should take the opportunity to subscribe to the e-zine at <http://www.insidenetworks.co.uk>.

We are sure that the **FIA** will have opportunities to showcase the skills and services offered by its members in the coming months.

Good luck Rob

More FIA member discounts available

FIA Corporate Member TCM Communications (UK) Limited have joined Mills Limited of Greenford in offering specially discounted prices across its entire product range for members of the **FIA**.

New IANs and SIDs from the TIAB

TIAB, the Telecommunication Infrastructure Advisory Board has released its first Infrastructure Advisory Note (**IAN 001**) covering “FIRE PERFORMANCE SPECIFICATIONS FOR TELECOMMUNICATIONS CABLING AND EQUIPMENT”. In addition, they are in the final stages of preparing two Standards Interpretation Documents (or SIDs). These are **SID 001** “CLARIFICATION OF THE CURRENT REQUIREMENTS AND RECOMMENDATIONS CONCERNING THE SEGREGATION OF TELECOMMUNICATIONS AND POWER SUPPLY CABLING” and **SID 002** “EARTHING OF CABINETS, FRAMES AND RACKS”. The documents are free-to-members via the “members-only” side of the TIA-B web-site (using the **FIA** username and password system).



SUMMER SEMINAR and MEMBERS NETWORKING EVENT
BOOKING FORM

Please complete the details below and fax/post/e-mail to the FIA Secretariat (details above).
(Telephone bookings can be accepted when paying via credit card)

SEMINAR AND DINNER
<i>Please contact the FIA Secretariat to advise of special dietary requirements (e.g. vegetarianism, veganism. etc)</i>
I wish to reserve places @ £116.33 (£99 + VAT) = TOTAL £

ACCOMMODATION for the night of 9th June 2010
I wish to reserve places @ £89 inc vat = TOTAL £

SEMINAR ONLY
I wish to reserve places @ £88.13 (£75 + VAT) = TOTAL £

NAME	Signature	Date
E-mail address		
Contact telephone		
COMPANY		
FIA MEMBERSHIP NO		
INVOICE ADDRESS		

Method of payment	
(full payment is required with booking unless a Company Purchase Order is provided)	
All bookings will be acknowledged and a VAT invoice will be issued	
1	I/We enclose a cheque for £ (made payable to FIA Limited)
2	If paying by credit card, state: VISA <input type="checkbox"/> Mastercard <input type="checkbox"/> Debit <input type="checkbox"/> (please tick appropriate box) Cardholder name Transaction amount £ Card Number ____/____/____/____ 3 digit Security No. ____ Expiry date ____/____and for Debit cards: Card Issue No (Solo/Switch) Start date ____/____



**UNITED KINGDOM
 MINISTRY OF DEFENCE**
 -
**EXPRESSION OF INTEREST
 QUESTIONNAIRE**

- Question 1: Has your organisation ever supplied fibre optic products and/or services to the UK MoD?
 Question 1a: If so, in which of the following categories have you supplied products and/or services?

Yes	No

PRODUCTS	
Active components	
Passive components	
Optical fibre	
Cables	
Connectors	
Sensors	
Installation tools	
Production equipment	
IT/networking equipment	
Test equipment	
Video equipment	

SERVICES	
Marketing	
Project management	
CATV infrastructure	
Surveillance systems	
System maintenance	
System management	
System design	
Cable assemblies	
Joining	
Testing	
Training	
Calibration	

- Question 2: Does your organisation subscribe to Defence Contractors Bulletin (DCB)?
 Question 3: Does your organisation subscribe to British Contracts for International Procurement (BCIP)?
 Question 4: Has your organisation ever applied to register as an MoD supplier?
 Question 5: Do you wish to supply fibre optic products and/or services to the UK MoD?
 Question 5a: If so, in which of the following products and/or services can you supply?

Yes	No

PRODUCTS	
Active components	
Passive components	
Optical fibre	
Cables	
Connectors	
Sensors	
Installation tools	
Production equipment	
IT/networking equipment	
Test equipment	
Video equipment	

SERVICES	
Marketing	
Project management	
CATV infrastructure	
Surveillance systems	
System maintenance	
System management	
System design	
Cable assemblies	
Joining	
Testing	
Training	
Calibration	

Signed on behalf of FIA member

Contact e-mail address

Date