



Falkland Islands Chamber of Commerce
 PO Box 378
 Stanley, Falkland Islands
 Tel: (500) 22264 Fax: (500) 22265



Vol.4 No. 1

BULLETIN

3rd January 1997

HAPPY NEW YEAR

INFORMAL DISCUSSION

The next informal discussion session with Heads of Departments and Chamber of Commerce Members is on Wednesday, 8th January 1997 at the Malvina House Hotel, 1700 until 1830.

FIG will be hosting this discussion session, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, bounce ideas around etc. Mr Andrew Gurr will be attending, with relevant Heads of Departments.

CHAMBER OF COMMERCE COUNCIL

The Chamber of Commerce Council will be meeting on the morning of 8th January 1997, if there is anything you wish the Council to look at on your behalf, please contact May at the office on Monday 6th January 1997, notification of our AGM will be in the Bulletin soon.

JOE SHOP

Mr Marcus Morrison, of Stanley is seeking employment preferably office work and dealing with the public. previous work experience has been with Fisheries Dept. Upland Goose Hotel and Stanley Bakery.

Please contact Marcus direct by letter, address: 82 Davis Street, Stanley.

Mrs Cheryl Backhouse is seeking employment within Stanley. For the past four and half years Mrs Backhouse has worked as a Clerical/Computer Supporter at MPA. Please contact the Chamber of Commerce Office to view CV.

Mr David Lamont has written to the Chamber of Commerce again with a request for employment on a Sheep Farm. At the moment he is employed on a Hill Farm in Scotland but wishes to live in the Falkland Islands. Please contact the Chamber Office to view letter.



FALKLAND ISLANDS CHAMBER OF COMMERCE

P.O. Box 378, Stanley, Falkland Islands
Tel: (500) 22264 Fax: (500) 22265

Vol.4 No. 2

BULLETIN

16th January 1997

CHAMBER OF COMMERCE AGM

The Falkland Islands Chamber of Commerce AGM will be held on 13th February 1997 at 7pm in the Upland Goose Hotel, a buffet supper will be available and the cost per person will be notified at a later date.

Under the Articles of Association of the Chamber, nominations for posts of office must be made so that voting members of the Chamber are advised of the nominations no less than 7 days in advance of the election.

The enclosed nomination form to be at the Chamber Office no later than 31st January 1997.

All members are entitled to attend this meeting, and each member of the Chamber is entitled to appoint a representative to vote on their behalf. Ten persons present at this meeting and entitled to vote shall represent a quorum. A list of nominees will be circulated 7 days before the AGM for your consideration. The election will be conducted by secret ballot.

The meeting will be followed with a buffet supper at 8.30pm, to which members are encouraged to invite their guests. It is planned that we will hold an informal auction of 2 World Maps donated to the Chamber Office by DHL.

I look forward to meeting everyone at the AGM.

LETTER

Herewith extract from a letter from Hanover Fox International.

Hanover Fox International is a full service recruitment consultancy with broad international experience, and we have been in discussions about whether we could help the Falkland Islands Gov in any recruitment needs which may arise in the future. It struck us that it may very well be sensible to appoint a local representative who could ensure ease of communication between ourselves and the Government, and also other commercial organisations in the islands who may have need to recruit expatriate management or executives where the skills may not be readily available locally. As has been pointed out, the likely developments in the energy sector over the next few years could make this particularly relevant.

The purpose of this letter is simply to pick your brains to see whether anyone readily springs to mind who might be suitable to become our representative. Typically, we have found elsewhere that those best suited for this type of work are people already offering business services, such as marketing consultants, lawyers or accountants, who may find it useful to have another string to their bow.

This letter has been published with a view of asking the membership to nominate either themselves or someone you think may suit the profile, the Chamber of Commerce shall send a list of nominees to Hanover.

MARLEY BUILDING MATERIALS

A fax message has been received from the above company:
"Marley Building Materials is a producer of concrete clay and slate roof tiles, concrete and clay paving blocks, aerated building blocks and clay quarry floor tiles. We understand there is a building boom at present in the Falklands, having been approached by a couple of private individuals resident there."

Please contact Marley Building Materials on Fax: 1283 722242 if you are interested in their products.

VISIT

Mr Richard Holme, Creaseys Chartered Accountants will be visiting the Falkland Islands from 21st to 31st January, the Chamber of Commerce Council will be holding a meeting with Mr Holme on 22nd January at the Chamber of Commerce Office.

Mr John Torode, Journalist is visiting the Islands and the Chamber of Commerce Council will be meeting with him on 22nd January at the Council Office at 9am.

Mr Terry Betts, Present of Chamber of Commerce met with Penspen Ltd at Atlantic House, Copies of Penspen Company Profile and other brochures are available at the Chamber Office for viewing.

LIBRARY

Arthur Watson, PO Box 775 Clydebank, G81 2RY, Scotland Tel/Fax 141 952 2776. Details of this company have been forwarded to the Chamber Office: Cotswold Autoflo, Suppliers of Hygiene Stations, Valet Vanity Units, Mobile Hand Wash Stations. Please call at the Office to view this leaflet.

LATIN AMERICAN BUSINESS SERVICE

A complete portfolio of business intelligence to ensure the success of your Latin American operation.

A leaflet covering the above from The Economist Intelligence Unit is available for viewing at the Chamber Office.

LEDINGHAM CHALMERS NEWS DEC 1996

Copy of the above companies Newsletter, extract from the Falkland Islands Trade Delegation section: "The licensing round closed in July this year and licences were awarded to the successful groups recently. Many oil service companies in the North Sea now wish to find out more about the Islands in order to be better placed to exploit the opportunities which oil exploration will present".

INTERNATIONAL BUSINESS DIRECTORY WESTERN AUSTRALIA 1996/97 EDITION

The above book is available for viewing at the Chamber of Commerce.

WHAT TO BUY FOR BUSINESS

Edition No 190 January 1997. Features: Cellular Phones - Mobile phones are convenient, potential life savers and good for making the most of your time. They are also annoying, obtrusive and frequently frustrating. Love them or hate them, mobile phones are big business and this report tells you how to make sure you get the best buy for you.

Security - It may not be a subject you want to dwell on, but ignoring the threat of crime could spell disaster for your company. This article looks at the issues surrounding security and gives advice on how your company can avoid becoming the next victim.

Update Section: "This section covers mono copiers launched since our last report."

Spotlight Section: "Ever been to work in your pyjamas? No? Well, maybe it's time you did. Teleworking is a more flexible approach to work practices, whether you're on the move, at home or in a telecottage. What to Buy tells you what's what in teleworking."

EXECUTIVE MAGAZINE

Number 136 October 1996 issue of this Highlands & Islands Enterprise Magazine. Major Contracts for Elgin and Inverness firms in the Falkland Islands, article which mentions Gordon Forbes and ESL.

St Helena and Fiji are the latest two Islands to be visited by Training Company Development partners from Inverness, "Our advice to any small company looking further afield is to go for it, be positive and you'll be surprised by the results."

Lots of articles in this Bi-monthly magazine which now incorporates The Brief, highlighting development in the Highlands and Islands in Scotland.

LPS INFORMATION TECHNOLOGY IN BRITAIN

Government Helps Britain's Small Business Master IT. 19 Local Support Centres opened in Nov, part of its Information Society Initiative. The centres will give impartial advice, demonstrations, training and consultancy services to newcomers to the Net and ISDN(integrated services digital network). This print out is full of interesting articles, please call at the Chamber office to view.

JOB SHOP

A letter and CV has been received from Mr Aldo A Pitisci, 161 Ayr Rd, Newton Mearns, Glasgow, G77 6RE, Tel: 141 639 3409.

Mr Pitisci is at present working in a bank and is seeking employment within the Falkland Islands. To view CV please call at the Chamber of Commerce Office.



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Vol.4 No. 3

BULLETIN

23rd January 1997

OTC

Offshore Technology Conference, 5th-8th May 1997, Houston Texas.

Leaflets available for viewing for the above Conference, I only have a couple but we can photocopy any relevant pages. Please call at the office for further information.

VISITING LAWYER

Members of the Chamber of Commerce are invited to attend Malvina House Hotel on Monday 3rd February for drinks at 5pm, to meet Mr Rob Penrose, a Partner in the Admiralty and Shipping Department of Andrew M Jackson and Co Solicitors in Hull.

Mr Penrose is visiting the Islands between 29 January and 20 February to assist Kevin Kilmartin at AMJ's associate office in Stanley. He has been interested in visiting the Falklands since writing a paper on the legal aspects of Argentines claim to the Islands whilst at University in the 1970's.

Mr Penrose has specialised in shipping and fishing law since the early 1980s. He deals in particular with all commercial aspects of the fishing industry from the acquisition and operation of vessels through to the processing and sale of fishery products. Mr Penrose is one of the very few lawyers in UK specialising in fishing vessel transactions and financing including the acquisition, aggregation and disposal of licences and quotas.

JOINT OPERATORS MEETING

Operator representatives will be in the Falkland Islands to have meetings with FIG on 1st, 3rd, 4th February 1997. The following companies will be represented:

AMERADA HESS, Andy Morrison, Operations Manager
 Kevin Fielding, Geologist

LASMO Tim Bushell, General Manager
 Larry Smith, Drilling Manager
 Ms Linda Austin, Human Resources

SHELL Ben Hillier, Exploration Geophysicist

IPC Alex Schneiter, Vice President Exploration
 Tim Sarney, Drilling Manager

DESIRE PETROLEUM

Dave Quick, Geophysicist

All of the above will arrive in the Falkland Islands on the 31st January 1997.

LIBRARY

FALKLAND ISLANDS NEWSLETTER NO 67 NOVEMBER 1996

This issue deals with Oil and the Future, also included is a leaflet with "Special Offer to Members of the Falkland Islands Association, a publication called "The Falkland Shelf - The South Atlantic Oil & Gas Frontier", other articles: Falklands Could be First Organic Country, My Trip to Chile by Robbie Burnett, there are more articles, to view please call at the Chamber Office.

Fax received from Offshore Shipbrokers Ltd, Regent Centre, Regent Rd, Aberdeen AB11 5NS Tel: 1224 210400
Fax: 1224 571276 Telex: 738881

"we can explore the possibilities of developing ideas for both offshore shipbroking and shipowning in support of the expected exploration programmes around the islands."

"Offshore Shipbrokers are an independent shipbroking company specialising in all aspects of marine procurement for the offshore industry. We have offices in London and Aberdeen and work for many of the major operators including Lasmo who are likely to be a major player in the area.

It is our view that a new breed of specialised vessels will be required to support the anticipated exploration operations in your area. We are currently working on a newbuilding project for a support vessel that offers a multi role for general support of drilling operations in remote areas."

"We wonder if there are people/companies/grants available in the Falklands that could be invested in a speculative venture to build two or more of these vessels? It is estimated that the building cost will be in the region of 17/20 million per vessel."

To view this full letter please call at the Chamber Office.

WILKINS KENNEDY

Ian Sheekey of Wilkins Kennedy, Chartered Accountants wish our Membership a Happy New Year, and has sent a leaflet with the title of "Expatriate Tax Update, Winter 1996"

"Expatriates, either in or outside the UK, may find that their tax affairs are affected by changes in UK legislation and/or concessions that are applied by the Inland Revenue. With this in mind we have reviewed a number of topical issues affecting our expatriate clients. This update is based on our understanding of UK law and practice as at 1st December 1996 including a preliminary assessment of the 26th November UK Budget proposals. The latter in particular are subject to alteration."

Please call at the Office to view this information.

SEAFOOD INTERNATIONAL DEC '96

The following is an extract from the above magazine forwarded to the Chamber Office by Fisheries Department:
"China is apparently buying so much Californian squid that European and Japanese buyers are having trouble obtaining supplies. About 19 million lb of squid was shipped to the Peoples Republic from southern Californian companies in the first half of this year - more than for the whole of 1995. According to the US Department of Commerce, the squid trade with China was virtually non-existent two years ago. Yet its low price, combined with its established place in the Chinese diet, now make squid an attractive trade option. China's per capita consumption of seafood has doubled to 44lb per year, nearly three times that of the USA. At the same time, its 100 million-strong emerging middle class can now afford more imported seafood. As well as squid, at least one US firm is exporting salmon to China. Although first offering inexpensive pink salmon, the Chinese have expressed a preference for large chums, as consumers prefer to see the whole fish. Emerald International is one of the first US companies to explore the Chinese seafood market, and the company had a stand at the recent China Fisheries & Seafood Expo in the Yellow Sea port of Qingdao.

Export manager Cooper Moo commented: "Chinese seafood imports are increasing rapidly. But there's a lot to be learned on both sides"."

JOB SHOP

Mrs Micaela Saint-Louis-Brunet, France is seeking employment in the Falkland Islands as a nurse. Mrs Brunet is married with children, CV and letter available for viewing at the Chamber Office.

Letter and short resume from Willi Kroc, Canada has been received. Mr Kroc has experience in steel stud framing of commercial buildings, with accurate knowledge of reading

blue prints in metric or imperial. To view this letter and resume please call at the Chamber Office.

Mr Yaroslav Harchun, Canada is seeking employment, in the Falkland Islands, accompanied by his wife and 2 children. Mr Harchun has knowledge of teaching French, Russian and Spanish. At the moment he is working for Radio Canada International and for BBC World Service. To view this letter and CV please call at the Chamber Office.

Mrs Marian Purvis, Stanley, Tel: 21208 is available for Temp Work from February 1997. Mrs Purvis is available for Secretarial and IT training. With the exception of Monday mornings and Wednesday afternoons Mrs Purvis can work at short notice ie 24hr notice.

BFFI OPEN DAY

The above open day is scheduled for 8th March, and the Chamber of Commerce can arrange for table space for you if you wish. At the moment we have 3 companies who will be attending this very popular day in the Falkland Islands. it is an ideal opportunity to let the Military Personnel know what is available within the Falkland Islands.

Please contact May at the office ASAP, if you wish to take a table, giving approx area space you would need for display. The tables will be set up in a hanger, so that everyone will be sheltered from the elements.

NEWSPAPERS

Government House are passing on to the Chamber of Commerce Office, The Times newspapers, anyone wishing to read these publications, please call at the office to collect.

REMEMBER REMEMBER

I only have a few nominee papers back from the Membership, please vote who you would like to see on the Council for the Chamber of Commerce for the forthcoming year. Thank You.



Falkland Islands Chamber of Commerce
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P/COC/1#124

Vol.4 No. 4

BULLETIN

30th January 1997

**AGM
VOTING PAPERS**

Friday, 31st January 1997 is the last day for your chance to place your nominees to represent the Chamber of Commerce Membership, please complete your voting form and deliver to the Chamber of Commerce no later than 31st Jan.

BUFFET

The charge per person for the buffet is £12.50 which includes a cup of coffee.

FALKLANDS OFFSHORE OIL: PUBLIC MEETING

The following announcement is from the Oil Dept:

There will be a public meeting at the Goose Green Social Club on Thursday 6th February at 5 - 6.30pm Camp time and again in the Geography Room of the Falkland Islands Community School on Friday 7th February from 5 - 6.30pm.

All members of the public are invited to attend these meetings where there will be a presentation on Falklands Offshore Oil by Dr Phil Richards from British Geological Survey and the Chief Executive, Andrew Gurr, Directory of Fisheries, John Barton and the Directory of Oil, Phyl Rendell will speak briefly on FIG's activities and answer questions from the public.

**PRESS RELEASE
LOCAL BUSINESS INTERESTS AND OIL-RELATED ACTIVITY**

The issue of the role of local businesses in oil exploration/exploitation has been discussed for some time and during the Adjournment Debate at the Legislative Council meeting held in December 1996, Government undertook to produce a clear statement of policy.

At the Executive Council meeting on 23 January 1997 it was agreed that the policy of the Government is:

- 1 To encourage local businesses to use existing or bought in expertise in servicing the requirements of the oil industry.
- 2 To encourage local businesses to develop their expertise both by training and joint ventures, to enable them to fulfill a robust role in servicing the requirements of the oil industry.
- 3 This may be achieved where necessary with the assistance of the Falkland Islands Development Corporation (FIDC) which currently has unallocated

funds that may be utilised in any worthwhile venture and, should such ventures exceed the funds, then Executive Council is prepared to consider cash injection.

- 4 It is not the policy of the Falkland Islands Government to create artificial advantage to local companies. We wish to evolve a situation where local businesses are truly competitive and efficient.

Chief Executive
The Secretariat
Stanley
28 January 1997

FIRE BRIGADE

NOTICE

NOTICE

Employers please note, that the next Firemans Training day is on 5th February 1997, thank you for your help.

COUNCILLORS AND CHAMBER OF COMMERCE

Last week members of the Chamber of Commerce and Councillors met at the Malvina House Hotel and discussed: the progress concerning the immigration policy, continued support that the Chamber of Commerce would like to see for flights from Chile, ie DAP, then finally we discussed the danger involved with fire fighting on board vessels within Falkland Waters, with our main concern being onboard safety facilities certificated, if possible.

LIBRARY

LPS, BRITAIN'S ECONOMY IN BRIEF

An extract from the above publication: "In 1995, British companies invested £26.0bn in overseas subsidiary and associate companies, the highest recorded figure and an increase of £6.7bn on the amount invested in 1994, the Office for National Statistics revealed on 17 December. North America accounted for the largest share with 40% of the total outward direct investment, followed closely by the EU with 37%. Earnings from UK direct investment overseas increased by £2.6bn in 1995 - a record figure. Direct investment by foreign companies in the UK increased to £13.3bn in 1995 compared with £6.0bn in 1994. The level of overseas direct investment in the UK at the end of 1995 was £132.3bn, a rise of £11.0bn from the end of 1994. Earnings from this was £12.0bn - £2.8bn higher than in 1994 and the highest recorded annual figure."

"Privatisation, we have by no means exhausted the possibilities for privatisation and there are many areas of the public sector where private sector disciplines can benefit the general public. Our privatisation agenda goes on." Board of Trade President Ian Lang said on 5 December. He was addressing a conference in London, sponsored by Britain's Department of Trade and Industry, where half the

delegates were from overseas, many of them from countries now starting down the privatisation route. Mr Lang said Britain's experience of turning inefficient state-ownership into world-beating companies puts the country in a unique position to sell its expertise across the globe. "Each round of privatisations over the past decade and a half has moved back the frontiers. What was unthinkable when we started is now generally accepted. Privatisation is not so much a programme as a way of life. There is more to be done. More benefits to secure the customer, the taxpayer and the national economy. We will press on to secure them," he declared. He said that since 1981 more than 50 major companies have been privatised."

JOB SHOP

Mr S G Bailey, has written to the Chamber Office with the aim of finding employment within Stanley. Mr Bailey is employment by Turners at MPA as a Health and Safety Manager, and is hoping to stay within the Islands under the same heading. Please call at the Chamber Office to view letter and full CV.

Mr Norman Ferguson, is seeking employment as Driller/Night Tool Pusher. At present he is employed in Aberdeen and part of his duties are Crew Training, Guidance and in-house modular programmes with close involvement with all Safety related aspects including presentations and toolbox talks. To view full CV please call at the Chamber of Commerce Office or contact Mr John Jones on 21450 for further details of Mr Ferguson.

A letter plus CV has been received from Miss S Heal of Devon, UK who is seeking employment in the Falkland Islands. Miss Heal has obtained several secretarial qualifications and has a knowledge of Word for Windows, to view this letter and CV please call at the Chamber of Commerce Office.

CONCERN RE VESSELS WORKING WITHIN FI WATERS

Does the above worry you at all?

At an informal meeting Mr David Lang, Attorney General, will bring the Membership of the Chamber of Commerce up to date with rules & regulations/powers and difficulties re above.

Please attend this meeting at the Upland Goose Hotel on Monday, 10th February 1997 at 5pm until 6.30pm.

WAREHOUSE HOURS, LANDFORD LTD

The following information from Landford Ltd, Unit B, G Terminal, Motherwell Way, West Thurrock, Essex, RM16 1XD, Fax: 044 1708 860397 has been forwarded to the Chamber Office by FIC:

"Please be advised that as from the 3rd February 1997, the following new times will apply.

DOMESTIC VEHICLES

For the loading/unloading of import/export cargo
Large deliveries/collections to be pre-advised
MONDAY TO FRIDAY 08.00HRS TO 16.30HRS

IMPORT TRAILERS/CONTAINERS

To be pre-booked where possible
Times will vary subject to items/weight or cube being discharged
MONDAY TO THURSDAY 07.00HRS TO 16.00HRS
FRIDAY 07.00HRS TO 14.00HRS

EXPORT TRAILERS/CONTAINERS

To be pre-booked
MONDAY TO THURSDAY 07.00HRS TO 15.00HRS
FRIDAY 07.00HRS TO 14.00HRS

PLEASE CAN YOU ADVISE ALL YOUR CLIENTS REGARDING THE NEXT VESSEL AND PRE-BOOKINGS TO PHONE BEVERLEY OR MYSELF ON 044 1708 860823. I HOPE THAT THESE NEW HOURS WILL ENABLE US TO CONTINUE TO GIVE YOU THE SERVICE YOU HAVE COME TO EXPECT FROM LANDFORD LTD.

REGARDS JOHN NEAL."

WEB SIGHT

Merco Press of Uruguay have sent the Chamber of Commerce the following information:

"Since a few month ago we have also started an Internet operation with weekly reports on main events of the area and other usefull information. With this in mind we have taken the liberty of putting the 1997 Directory of your Organization in the "Web", which I sure will be of a great advantage for the Islands as a whole and particularly for the members of the Falkland Islands Chamber of Commerce."

"Obviously we would also very pleased to help any of members or companies in the Directory to figure with preference in our Internet Web, which is an excellent chance for business opportunities when the Islands are preparing to development their own oil industry."

There is a copy of a page from the internet to view at the Chamber Office.



Falkland Islands Chamber of Commerce

PO Box 378

Stanley, Falkland Islands

Tel: (500) 22264 Fax: (500) 22265

P/COC/1#125



Vol.4 No. 5

BULLETIN

6th February 1997

AGM

Please contact the Chamber Office by 7th February, if you will be attending the AGM on 13th February at the Upland Goose Hotel at 7pm. the meeting will be followed by a buffet supper at around 8.30, to which members are encouraged to invite their guests.

All members are entitled to attend this meeting, and each member of the Chamber is entitled to nominate a representative to vote on their behalf, by writing to the Chamber of Commerce Office. Ten persons present at this meeting, and entitled to vote, shall represent a quorum. You should have received a copy of the list of nominees for your consideration, if not please contact the Chamber Office. The election will be conducted by secret ballot.

We will hold an informal auction of 2 World Maps donated to the Chamber Office by DHL, along with a few other items.

I look forward to seeing everyone.

BUFFET

The charge per person for the buffet is £12.50 which includes a cup of coffee, please call the office with numbers attending, by 7th February 1997.

FALKLANDS OFFSHORE OIL: PUBLIC MEETING

The following announcement is from the Oil Dept:

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CONCERN RE VESSELS WORKING WITHIN FI WATERS

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Please attend this meeting at the Upland Goose Hotel on Monday, 10th February 1997 at 5pm until 6.30pm.

LIBRARY

WHAT TO BUY FOR BUSINESS

Edition 191 February 1997, includes "High Volume Copiers, Traditionally the business workhorse, churning out up to 750,000 copies a month, high-volume copiers are becoming thorough breeds - sleeker, quieter and more productive. What to Buy tells you all you need to know to make the right high-volume choice."

"Company Health, You may want to offer private health insurance to your employees as a perk, or you may see it as an essential way of maintaining the health of your staff. But PMI may cost more than you thought and the sort of medical treatment it brings is limited. The private healthcare suppliers have a comfortable operation, but will you?"

In the News Section: "In Brief: A fax machine which transmits via the GSM mobile phone network has been launched by European Telecom Plc. By connecting the FX1 to your GSM phone, you can send and receive hard-copy faxes on the move. The FX1 is compatible with major GSM phones and PC cards, and costs around £850. European Telecom can be contacted on 1753 764113." "Gateway 2000 is supplying eight extra megabytes of memory free of charge on its Solo S5-133, 133-XL and 150-XL range of notebook computers. For information call: 0800 602000." "Sage UK, the accountancy software provider, has announced Year 2000 compliant versions of its Windows software packages and Sovereign for DOS (which will be available during 1997). A Year 2000 version of Sterling accounts and payroll software for DOS will be released in 1998." "Infobank, the electronic IT reseller, is using DirecPC's satellite link to reduce the time it takes its customers to download software over the Internet. With this addition to its electronic commerce system, Infobank aims to transfer data up to 20 times faster than is possible over the ISDN.

Executive Magazine Number 137, November 1996

Articles include: Extract "Leading Marine support company ASCO Marine and Underwater Services has joined forces with Farstad Shipping, Viking Supply Ships and Differential Technology Ltd to offer the offshore industry's first complete fixed price package for rig moving throughout the North Sea."

"The Shetland Oil Industries Group is continuing to seek new opportunities both on its doorstep and at the other end of the world. The group was represented on a trade mission to the Falkland Islands this month, when the potential there was examined in the run-up to offshore exploration following the award of the first licences this month. Keith Fletcher, general manager of support base operator O I L Shetland, represented SOIG members on the November 14-21 visit which was organised by Aberdeen Chamber of Commerce. Group members have already had discussions with representatives of the Falklands. Links with the island include the involvement of fuel distributor S. Robertson, an SOIG member, which is a partner in Falkland-based Stanley Services and is looking to expand its interests there." "SOIG chairman Iain Tulloch said: "Shetland already has strong connections with both the Faroe Islands and the Falkland Islands, and we have been building on these in investigating possible opportunities to apply our offshore industry experience there."

To view this magazine please call at the Chamber of Commerce Office.

JOB SHOP

Ms Jennifer Turner of Shelldrake Hse, 9 Racecourse Rd, Stanley Tel: 21871, has called at the Chamber of Commerce seeking employment, part-time or full-time, in the secretarial area. There is a full CV available for viewing in the Chamber Office, or contact Ms Turner direct on the above telephone number.

Mr Bruce Wilks, 17 Callaghan Rd, Stanley, Tel: 22438 is seeking employment. Mr Wilks is a fully qualified plumber who is prepared to work part-time or full-time. There is a CV available for viewing at the Chamber Office or contact Mr Wilks direct on the above telephone number.

WOOL NEWS

Market Report for week ending 31.1.97 from Peter Marriott.

"GENERAL

Confusion caused by an up and down market situation with no real sense of direction and a small upset in currency markets led to some prices being quoted lower in Bradford this week. It could also be that stockpile selling prices were not as firm as some traders expected. Whatever the reason, some of the leading top quotations are a little lower now than recently. Merino prices are between 3/4 pence lower and crossbred prices have been pared slightly. Helping this wary approach to pricing is the lack of new business. When the market in Australian merinos moved upwards only a limited amount of business followed. When it moved down again last week there was a sign that many buyers were attracted by the lower prices. In both cases some orders came through, always at very competitive levels, but there was no real market move."



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P/COC/1#126

Vol.4 No. 6

BULLETIN

13th February 1997

FIRE DEPARTMENT

Assistant Chief Fire Officer Geoffrey Winkworth MBE FIFire Programme Director - Fire Safety Engineering at the Fire Service College is due to return to the Falkland Islands on 18th February 1997.

The Chamber of Commerce have organised a drinks reception for ACO Winkworth to discuss any matters relating to fire safety for the Falkland Islands or the type and level of Fire and Rescue Service currently being provided.

The reception is in the Upland Goose Hotel on Thursday, 20th February 1997, 5pm until 6.30pm, please notify the Chamber of Commerce Office if you will be attending.

CONCERN RE VESSELS WORKING WITHIN FI WATERS

An informal discussion meeting was held on 10th February 1997 at the Upland Goose Hotel and we wish to thank Mr David Lang for his very informative talk on the regulations and difficulties involved in standards of safety. It was highlighted that regulations can cover pollution by vessels, and does not cover the safety and standards on board fishing vessels.

Port State Control was discussed fully, and it is felt that the Falkland Islands Government should investigate fully having this control in the Islands. There is the added problem of the lack of repair facilities here, and vessels would need to travel to the nearest port for any repairs required.

It was also discussed that the Fire Service does not have the equipment for fighting large vessel fires, ie special fire fighting boats. It is the international obligation to save life, no obligation to save property but there is the need to avoid pollution.

It was highlighted that the Fire Brigade are having problems with recruitment.

There are copies of the "Merchant Shipping (Prevention of Oil Pollution) Regulations 1996", "Protocol of 1978 Relating to the International Convention for the Prevention of Pollution from Ships, also Protocol II", which have kindly been given to the Chamber of Commerce Office for your use, please call if you wish to view or receive a copy of these regulations.

BFFI OPEN DAY ON 8/3/97

Please call the Chamber of Commerce office if you wish to have a table at the above open day. This is an ideal opportunity for publicity within in the private sector. I will need to know table size required. Stalls will be in the hanger, so protected from the elements.

Thank you to the companies who have already booked a space.

LIBRARY

ARGOS LTD

Argos Limited have kindly sent to the Chamber Office a copy of their new brochure, "Fishing Distribution Oil Exploration". Included in the glossy: "Objectives, The Argos Group, Financial Information, Long Term Objectives" please call at the Chamber Office if you wish to view.

NEWSPAPER CLIPPINGS

Clippings from the Financial Times of 4th February 1997: "Is Mercosur protectionist? by Stephen Fidler. "Economist's report stirs controversy over trade pact's performance". "Is Mercosur a protectionist fortress or an open economic zone that is encouraging world trade and economic efficiency? This dormant controversy was unleashed in October by a paper from Mr Alexander Yeats, principal economist of the World Bank's International Trade Division. Mr Yeats's own opinion was clear from his report's title: Does Mercosur's trade performance justify concerns about the effects of regional trade arrangements? Yes!" To view this full article please call at the Chamber Office.

From Financial Times survey "Mercosur, The Common Market of the South has already come along way, but now co-ordinated policies are needed. Without them, further progress may prove more difficult." "Latin American integration, an elusive ambition since the region shrugged off the colonial yoke in the last century, has advanced further since 1990 than in the previous 100 years. One reason for this has been the surprising progress made since its creation in 1991 by the Mercosur trade area. Mercosur - Mercosul in Portuguese - is an acronym for the Common Market of the South, created under the Treaty of Asuncion by the governments of Argentina, Brazil, Paraguay and Uruguay." Please call at the office to view this article.

HOGG ROBINSON

The Sailing dates for 1997 from Hogg Robinson Shipping Services are available for viewing in the Chamber Office.

ROTHWELL ROBINSON LTD

The above company have forwarded to the Chamber Office a glossy leaflet on their "prefabricated building system". their buildings have already been successfully used by British Antarctic Survey at Bird Island. To view please call at the Chamber of Commerce Office.

CHAMBER OF COMMERCE & INDUSTRY WESTERN AUSTRALIA

The Falkland Islands Business Directory and information pack was forwarded to the above Chamber, and they have reciprocated, by sending us a directory and information pack for Western Australia for our Library, please call at the Chamber Office to view.

FEEDBACK

Mr Derek Marnoch, Chief Executive of Aberdeen Chamber of Commerce has sent to the Chamber of Commerce a letter with comments on the visit to the Falkland Islands in November. Extracts: "The impression we appeared to receive was that if our companies were interested in this opportunity, they would be welcome on the basis that they themselves would be prepared to provide the facilities they required at their own expense. However if local businesses were involved, there might be some tangible form of support. I can appreciate the government's dilemma. The indigenous population is already fully committed and any increase in activity would require an influx of skilled personnel and support staff who could very quickly outnumber the current population". "The oil majors will at the end of the day go where it suits them best but if the Falkland Islands government wish the islands to be the centre of activity, they must take steps to ensure that they have fully costed plans in place to develop the necessary infrastructure and support facilities should the need arise. Our group were concerned that the government do not have sufficient in-house skills to take this forward and should take immediate steps to secure some personnel with direct experience of oilfield activities to advise them on the extent of the facilities that may be required and where they should look for the expertise to put them in place. If they intend to deal with Health & Safety along the lines currently operating in the North Sea, specific expertise will be required to implement the regime."

"There is a window of opportunity over the next two or three years to lay down plans for the future which could be brought into play should there be a requirement for further development. What you cannot afford to do is wait

until developments actually happen and then be forced to make short term decisions which may prove ill-advised in the longer term."

Please call at the Chamber Office to view this letter in full.

JOB SHOP

A letter plus CV has been received from Mr John David Wilson, of Lincoln, retired Consultant Psychiatrist. Mr Wilson is seeking employment in the Falkland Islands on a part time basis, as he states in his letter "the population is too small to justify a full time commitment (it should avert some expensive transfers for treatment to the U.K.)." Copies of CV and covering letter have been sent to KEMH for their information.

WOOL REPORT

Market Report - week ending 7.2.97 from Peter Marriott.

FALKLAND

"Despite the conflicting reports this week from Australiasia we have found more enquiry for our types in both scoured and wool tops. Deliveries are going out extremely well leading all clients to have very small order books and feeling that new and substantial business is very near being concluded. The only stumbling block, if any, is that clients are still looking to buy at levels well below actual market levels.

We shall leave our wool prices unchanged as this weekend I am travelling on the continent to contact suppliers and shall be in a better position to look fully at actual wool prices. Will ammend if neccessary next Friday."

FOREIGN OFFICE

Available Chamber of Commerce Council attended a lunch with visiting Foreign Office officials this week, the following day, available members of the Chamber of Commerce joined in with a meeting at the Office on Dean St to discuss various aspects of Foreign Office activities concerning the Falkland Islands.



Falkland Islands Chamber of Commerce
PO Box 378
Stanley, Falkland Islands
Tel: (500) 22264 Fax: (500) 22265

P/COC/1#127



Vol.4 No. 7

BULLETIN

20th February 1997

FALKLAND ISLANDS CHAMBER OF COMMERCE, EGM

The Chamber of Commerce will be holding an EGM on 14th February 1997 to decide on a proposed rise of 10% to the Subs. Also to discuss is the decision on the criteria for an Associated Member, ie if there is a registered office in the Falkland Islands then they cannot be an Associated Member?

Change to the Council titles, from President, Secretary, Treasurer, to President, Vice President, Treasurer, with Mrs May Dempster, Secretary.

Mr Drew Irvine, being successful in the elections will be standing down as the Auditor for the Chamber of Commerce.

Please notify the Chamber of Commerce Office if you will be able to attend this EGM.

NEW COUNCIL

The Falkland Islands Chamber of Commerce Council are as follows:

President: Mr Terry Betts
Eagle Trading

Secretary: Mr Hamish Wylie
LMW

Treasurer: Mr Keith Biles
Standard Chartered Bank

Council: Mr Dave Hall
Byron Marine

Ms Jennie Forrest
International Tours & Travel

Mr Drew Irvine
Consultancy Services

Copies of the minutes from the AGM are available from the Chamber of Commerce Office, I apologise for the late availability of these, our photocopier has given up completely.

FIDC BOARD

Newly elected to FIDC Board, Andy Brownlee, Lifestyles and Ian Hansen, Main Point.

FALKLAND ISLANDS CHAMBER OF COMMERCE
DEAN STREET, STANLEY, FALKLAND ISLANDS
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DAP

"THE GENERAL MANAGER OF FIDC SAID IN AN INTERVIEW WITH FIBS THAT DAP HAS ASSURED THAT SOME FORM OF SERVICE WILL CONTINUE BETWEEN CHILE AND THE FALKLAND ISLANDS BUT THIS WILL ALMOST CERTAINLY BE ON A SMALLER AIRCRAFT. THERE IS A QUESTION MARK OVER THE FUTURE OF DAP BUT MR NORMAND SAID THAT IT IS COMMON KNOWLEDGE THAT A NUMBER OF OPTIONS ARE BEING LOOKED AT. HE ADDED THAT IT WAS HIGH IN THEIR PRIORITIES TO RETAIN A LINK WITH PUNTA ARENAS AND THEY WOULD LIKE DAP TO BE INVOLVED IF POSSIBLE AS THEY HAVE SHOWN A GREAT DEAL OF COMMITMENT TO THE ISLANDS OVER THE YEARS. UNFORTUNATELY, FIDC ARE UNAWARE OF DAP'S POSITION AT THE MOMENT BUT THE NEWS MAGAZINE HOPES TO CARRY A FULLER REPORT ON FRIDAY EVENING."

THANKS TO FIBS FOR THIS REPORT.



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P/COC/1#128



Vol. 4 No. 7 8

BULLETIN

26th February 1997

FALKLAND ISLANDS CHAMBER OF COMMERCE, EGM

The Chamber of Commerce will be holding an EGM on 14th March 1997 (not 14th Feb. as stated in last Bulletin!) to decide on a proposed rise of 10% to the subs. Also to discuss is the decision on the criteria for Associated Membership: i.e. a company with a registered office in the Falkland Islands should not be eligible for Associated Membership.

It is also proposed to make a change to the Council titles from President, Secretary, Treasurer, to President, Vice President, Treasurer, with Mrs May Dempster, Secretary.

Mr Drew Irvine, having been successful in the Council elections, will be standing down as the Auditor for the Chamber of Commerce.

Please notify the Chamber of Commerce Office if you will be able to attend this EGM.

At present I am still trying to locate a suitable venue, time suggested is 6.30pm until 8.00pm.

INFORMAL DISCUSSION SESSION

The next informal discussion session with Heads of Departments and Chamber of Commerce Members is on Wednesday, 5th March 1997 at the Malvina House Hotel, 17.00 until 18.30.

FIG will be hosting this discussion session, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, bounce ideas around etc. Mr Andrew Gurr will be attending, with relevant Head of Departments.

CHARTER OF CARGO AIRCRAFT BASED IN URUGUAY

FIDC have passed on to the Chamber a letter from Transcontinental Sur of Uruguay.

- ' This is to inform that our company has started cargo operation with two B 707 cargo aircraft based in Montevideo, Uruguay. we would appreciate if you advise us if you are aware of any requirements for charter flights from Montevideo or other points in the region to Port Stanley. Our aircraft have a payload of 40 ton and are capable of making flights with no operational restrictions. We are able to operate charter flights at short notice should the requirements arise.'

Interested parties should contact Hugo Martinez, President of Transcontinental Sur on Tel: 5982-614877 or Fax: 5982 - 614895.

JOBCENTRE

The Chamber of Commerce have received letters from the following:

- Mr Peter Jay, presently living in Cheshire, UK. is looking for employment for himself and his wife. Mr Jay is 40 years old and has experience within the construction industry both hands on and in administration, his wife has 22 years experience as a midwife.

- Mr Ilan Kelman, currently studying for a Masters of Applied Science Degree at the University of Toronto with a speciality in Environmental Engineering, is looking for a short-term position between the beginning of May to the end of August. He has completed various projects in wildlife biology, atmospheric physics and food engineering, and is willing to undertake field work if required.

Please call at the Chamber Office to view these letters.

LUBRICANTS

QMI of Texas, USA, wish to 'locate a firm that would be able to handle the exclusive distribution of their lubricants in the Falkland Islands'. Their sample list of some two dozen items includes such products as paint sealant, motorcycle engine treatment, air-tool treatment and engine flush. They are willing to send a sample pack free of charge to parties interested in becoming QMI distributors.

For further details, please contact the Chamber Office.

CABLE AND WIRELESS TELEPHONE INSTALLATIONS

Cable and Wireless have asked the Chamber to include the following notice in the Bulletin:

'Due to a couple of recent incidents it is felt appropriate to remind customers of the following "Terms and Conditions" associated with the provision of telephone service:

Section 2.4

"The Customer shall not without the written consent of the Company alter, vary, add to, attach or permit to be altered, varied, added to or attached to, any type of device to the Telephone Installation. The Customer shall pay for any such alteration, variation or attachment that the Customer requests the Company to make."

Contractors are reminded that the part of the telephone installation provided by Cable and Wireless remains its property and unauthorised modification or attachment could result in loss of service to the customer and a charge for the investigation and restoration of the installation to its original state. It is important that Cable and Wireless know what is on the end of its lines both for the safety of the network and more importantly to people who work on it.

We are always happy to assist with planning modifications and additions to customers' installations and with sufficient notice we can usually satisfy your timing requirements.'

E.S.K. (EXPORT) LTD

The above Engineering Spares and Komponenten (Export) firms details have been forwarded to the Chamber Office. Their expertise lies in supplying items which are hard to obtain, no longer in production etc, rather than trying to compete with items available locally. "E.S.K. export a wide range of engineering, automotive and agricultural spares, principally to importers and end-users, SPECIALISING in all types of bearings covering every major manufacturer, which enables us to quote for multi-item tenders and one-off enquiries alike.

Anyone wishing to view this letter and Company Profile, please call at the Chamber Office.

FINANCIAL TIMES FALKLAND ISLANDS SURVEY

On the 17th March 1997 the Financial Times, for the first time since 1982, will publish a survey on the Falkland Islands. Topics covered will include: the economy, politics, oil, environment, tourism, the FIC and profiles of governmental, business and community leaders.

WOOL MARKETING

From Peter Marriott, week ending 21.2.97.

Falkland Wool.

With the minimum of interest shown by our clients in placing new orders we leave our 10th Jan quotations unchanged for another week.

We have a number of orders ready to be confirmed but clients are awaiting final yarn orders and weights.

All indications are that these orders will be confirmed in the next few weeks and prices we are quoting will be at least the 10th Jan levels.

We will revise the quotations next week.

General

Clients in Bradford report that in their opinion Bradford might have finally passed seasonal low points, with an overall tendency towards firmness in the closing months of the Australasian selling season which ends in June.

This is the highly cautious conclusion being reached by several local traders, although they are not carried away to the extent of placing business in quantity.

Even small hand to mouth orders are rarely indicated, and when there is hopeful enquiry it is immediately subject to the qualification that prices likely to be offered are inadequate to cover costs.

LIBRARY

Recent additions to the Chamber library include:

- **The House of Commons Foreign Affairs Committee.** First report on Development of United Kingdom interests and links in Latin America.
- **The Aberdeen Chamber of Commerce Business Bulletin** for Dec/Jan 96/97. (Photos of the Falklands on the front page, as Derek Marnoch wrote his New year editorial while down here with the Aberdeen Trade Delegation.)
- **The Executive Magazine** Dec 1996 (Business news from the North of Scotland)
- **FALCON: Independent Worldwide Marine and Fisheries Liaison. Chase and guard vessel hire. An independent joint venture between Conseis Marine Liaison Limited and The Fishermen's Association Limited.** (Falcon is a joint venture formed to promote the interests of fishermen and other offshore interests. Falcon is a trading name only and is neither a Limited company or a Partnership.)

Anyone wishing to view any of the above publications may do so at the Chamber office.

FALKLAND ISLANDS CHAMBER OF COMMERCE
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Vol. 4 No.9

BULLETIN

7th MARCH 1997

FALKLAND ISLANDS CHAMBER OF COMMERCE, EGM

The Falkland Islands Chamber of Commerce EGM on 14th March 1997, has been cancelled until further notice.

Membership will be informed by letter of an amended date and full Agenda, we regret any inconvenience this has caused.

FINANCIAL TIMES FALKLAND ISLANDS SURVEY

It has been pointed out to me that the last survey by the Financial Times was in 1988. topics covered in the survey this year include: the economy, politics, oil, environment, tourism, the FIC and profiles of government, business and community leaders. FIGO will be investigating the cost of having extra copies printed so that they can be used for hand-outs, and they have kindly offered to forward copies for our use.

The Chamber of Commerce have forwarded to FIGO, 60 copies of the Business Directory for distribution.

WOOL NEWS

Market Report for week ending 28.2.97 from Peter Marriot.

FALKLAND

We have been advised that wools on the Hermann Boye, which has just arrived at UK port has been damaged by water. The first indication was that wools in the lower hold were standing in 9 inches of water. I was advised yesterday (27.2.97) that up to 23% of the wools were damaged by sea water. As soon as we can establish which farm and which bales are involved we will advise you immediately. The insurers are already inspecting the damage to assess the percentage damage and what action must be taken immediately to limit the water damage. These bales will have priority in movement to Bradford. Will keep you informed.

DARWIN SHIPPING LTD

PRESS RELEASE

DARWIN SHIPPING LTD. REGRET TO ADVISE THAT ON ARRIVAL AT SHOREHAM, THE 'HERMAN C BOYE' WAS FOUND TO HAVE TAKEN WATER INTO THE HOLD OF THE VESSEL. INSURANCE ASSESSORS WERE IMMEDIATELY CALLED IN AND ARE LIAISING WITH DS & CO (FALKLAND FARMING) LTD., FALKLAND ISLANDS WOOL MARKETING AND JACOMB HOARE. THE INSURERS ARE ALREADY INSPECTING THE DAMAGE AND

DECIDING WHAT ACTION MUST BE TAKEN IMMEDIATELY TO LIMIT THE WATER DAMAGE.

A FULL ASSESSMENT OF THE SITUATION IS EXPECTED EARLY NEXT WEEK AND WE SHALL KEEP ALL FARMERS INFORMED OF DEVELOPMENTS.

ROGER SPINK

28/2/97

WOOL NEWS

Market Report for week ending 7.3.97 from Peter Marriot.

FALKLAND

Of the 792 bales shipped on the Hermann Boye under our control a total of 118 have been damaged. However this total could rise as we are still to receive into Bradford another 191 bales (some of which will be damaged). We expect all bales to have been inspected today or Monday latest. We will then give all farms an exact number of bales damaged. The insurers will insist they are scoured immediately and on your behalf we will watch very carefully the eventual insurance claim. At this moment 12 farms are involved out of a total 19 under our charge. WILL REVERT.

LIBRARY

DESURVEY (FALKLANDS) LTD

The above company have sent the Chamber of Commerce a copy of their Company Profile for our use. Desurvey Plc. "a specialist design and engineering consultancy with over twenty years experience in the oil, gas and petrochemical related industries."

Desurvey (Falklands) Ltd is hopeful of assisting local companies, Government Departments and Chamber of Commerce with the provision of specialist consultants in relation to the current offshore developments. Mr R B Curnow, Managing Director goes on to say that he will be visiting the Islands in the near future, and would welcome the chance of meeting with us. In the meantime he can be contacted at 14 Endurance Ave, Stanley or we can speak directly to their representative Neil Rogers on Tel 21041, Fax 22099.

Company Profile available for viewing at the Chamber of Commerce Office.

SCOTTISH CHAMBERS OF COMMERCE DIRECTORY '97

WHAT TO BUY FOR BUSINESS

Edition No 192, March 1997

This edition covers: Portable Computers - Notebook computers are no longer vying desktops for market-share limelight. They've established a comfortable niche of their own with a dedicated band of followers.

Also: Mobile Air Conditioners - Two years ago, a heat wave swept the UK leaving a lot of businesses and their employees hot and bothered. But what price do you pay to keep your cool?

In the News section: Simple scanning - if you normally shy away from scanners because they seem too complicated, the ScanJet 5P colour scanner from Hewlett Packard could be the answer. The ScanJet 5P aims to be so simple to use that even the original technophobe will feel comfortable. There is only one button on the machine. All you do is put the document or photo on the platen and press the button. The 5P is available for Macs or PCs, and has an estimated street price of £289 inc VAT.

Compaq has followed rivals Dell and Gateway by cutting up to a quarter off the price of its PCs and notebook computers. Compaq's entry-level Desktop 2000 computer will cost £990, down from £1,200. The Armada 1120 notebook is now £999, down from £1,199.

Please call at the Chamber Office to view or borrow this magazine.

HSBC GIBBS

HSBC Gibbs is a major International Insurance Broker, with over 1,400 staff and ranks among the twenty-five largest brokers in the world, a book with full details of this company is now available from the Chamber Office, please call for a copy.

COMMUNICATIONS

SATURN ENTERPRISES INTERNATIONAL INC

The above company have requested the Chamber of Commerce to guide them on the following: "Ship Brokers - Forwarders - Shipping Agents - who might help me to arrange Ocean Carriers for shipments of Frozen Squid by Full Container Loads, or Break Bulk shipment to Europe or North America or the Orient." "I need the flexibility of having the capability to make my own shipping arrangements."

COMPRESSOR VALVES & PLATES SERVICES

The above company from India have contacted the Chamber with a request for our "Falkland Islands Yellow Pages", they are Exporters and Importers in different kinds of Engineering items, please call at the Office if you wish to view this letter.

SOUTH EAST ASIAN MARKETING CONSULTANCY

The above company have contacted us with the following request: "As an additional activity of our Company, we are also interested to contact qualified matrimonial agencies in Falkland Islands (if there is any) willing to expand their business in the Philippines. (We have in our record a very large number of young, decent ladies willing to get married with a Western Gentlemen.) Please call at the office if you wish to view this letter.

NEWSPAPERS

The Chamber of Commerce Office has a new supply of newspapers if you wish to borrow, please call at the office to pick up.

JOB SHOP

Mr Derek Seah, of Punta Arenas has forwarded a full CV and references to the Chamber Office, Mr Seah is from Singapore and is seeking employment in the Falkland Islands, recently he has been employed by Kvaerner Davy, QA/QC Department working in Punta Arenas, Chile. Please call at the Chamber of Commerce Office to view these documents.

Mr Peter Reuter, of Punta Arenas has forwarded a full CV and references to the Chamber Office, Mr Reuter is from Australia and is seeking employment in the Falkland Islands. Mr Reuter has worked both in Chile and Australia in Cargo movement and postal services, progressing to Management. To view these documents please call at the Chamber of Commerce Office.

FALKLAND ISLANDS CHAMBER OF COMMERCE
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Vol. 4 No.10

BULLETIN

14th MARCH 1997

CABLE & WIRELESS

The Chamber of Commerce Council have arranged to have a meeting with Mr Steve Baker of Cable and Wireless on 27th March 1997, and request from the membership questions they would like asked and future services they would like to see operate within the Falkland Islands, i.e. ISDN, Internet.

If you have any concerns or questions related to Cable and Wireless please contact May at the Chamber of Commerce office by Fax, before 25th March.

ADVERTISING SITUATIONS VACANT

The Chamber of Commerce window is used for advertising situations vacant, AT NO COST, Government vacancies are placed there on a regular basis, please could the membership use this facility in the future, so that people can view the job situation at a glance, it would only cost you the price of a fax message, at the most.

TRAINING

Computer training has not been forgotten, we are at the moment costing for a tutor and investigating premises. Also have asked FIDC for a grant for the applications we have received from the membership, which would hopefully cover the bulk of the training costs.

The best month for training looks to be May, what would be the best time slot for you, evening classes or intensive 2/3 day course. Please get back to me at the Chamber Office with your option, the majority vote will decide. If we decide on the 2/3 day course, the tutor could include other tasks such as Scanning and formatting, Graphics, are there any other lessons that you feel would be useful to include???

EGM

The EGM date will be finalised soon, and the membership will be notified by post of the Agenda and venue.

OTC

The companies who applied for a grant to attend OTC Houston, please remember to write to FIDC stating your reasons for attending and the benefits gained by your company. The travel arrangements are near completion, the hotel bookings have been made, which includes the shuttle coach transfers from the Hotel to the Show ever morning, returning early to late afternoon, coach schedules will be available in the foyer of the Hotel, we have arranged OTC Advance Registration, there will be a Welcome Reception and Farewell Reception to delegates at the Double Tree Hotel in Houston. Badges for delegates will be available at Munro's Travel Desk on weekdays, 7.30 and 9.30 each morning.

JOB SHOP

Application from Jaime Sanchez-Camara has been received, forwarded to the Chamber Office by Fisheries Dept. Mr Camara is interested in working as a fishery observer or any other job which links with his past experience. During ten months he worked in the fishery of spiny lobster and sea urchin in the Channel Islands (California), he is also an experienced professional diver and recreational boat captain who has worked as a marine biologist and as a deck-hander on several vessels. Mr Camara is also computer literate.

To view this full letter and CV please call at the Chamber Office.

WOOL NEWS

Market Report for week ending 14.3.97 from Peter Marriott.

FALKLAND

The damaged wools from the Hermann Boye are now itemised and all clients involved have been notified if they have wools damaged. We have, on the insurers behalf arranged immediate scouring to avoid any further deterioration. We have a further meeting next week with the Insurers and on your behalf will look after your interests. Will keep you informed.

GENERAL

Minor fluctuations in Australia this week have failed to inspire any clearly bullish or bearish reaction in the trade. They also failed, just recently, to inspire buyers further down the line into placing new orders with much confidence. There has been new business in 1997, steadily coming out in the home trade as orders ran down and some confidence in the wool market is very steadily developing.

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Vol. 4 No.11

BULLETIN

21st MARCH 1997

CABLE & WIRELESS

The Chamber of Commerce Council have arranged to have a meeting with Mr Steve Baker of Cable and Wireless on 27th March 1997, and request from the membership questions they would like asked and future services they would like to see operate within the Falkland Islands, i.e. ISDN, Internet.

If you have any concerns or questions related to Cable and Wireless please contact May at the Chamber of Commerce office by Fax, before 25th March.

Thank you to the Companies who have responded to this request, please keep the questions coming.

ADVERTISING SITUATIONS VACANT

The Chamber of Commerce window is used for advertising situations vacant, AT NO COST, Government vacancies are placed there on a regular basis, please could the membership use this facility in the future, so that people can view the job situation at a glance, it would only cost you the price of a fax message, at the most.

DARWIN SHIPPING

We are pleased to advise estimated dates for the next 4 SOUTHBOUND sailings:

RECEIVING	LOADING	SAILING
01/05/97 - 09/05/97	12/05/97	15/05/97
04/08/97 - 15/08/97	18/08/97	20/08/97
08/09/97 - 19/09/97	22/09/97	25/09/97
01/12/97 - 12/12/97	15/12/97	18/12/97

TRAINING

Thank you for the response re computer training, and we are hopefully going to have some positive dates for you soon, looks like sometime in May as the Community School classroom will be available, please keep the ideas coming in as it all helps the tutor in formatting lessons to suit.

So far we have, basic knowledge of getting started, setting of databases, automating and problem shooting.

LIBRARY

Representatives of the Chamber of Commerce Council, met with Mr John Grubb, of Carl Bro Group, and Mr Grubb kindly left brochures explaining their activities. "The Carl Bro Group

fields: Transportation, Building, Energy, Industry, Informatics, Agriculture, Water and Environment and Management. The business units are organised in four geographical Regions: Denmark, United Kingdom, Germany and International."

Highly qualified and experienced engineers remain a must to Carl Bro. Meeting the demand for package solutions, however, requires something extra. That is why an increasing proportion of our staff have a background in such disciplines as informatics, product development, design, biology, sociology, economics and human resource management. Co-operation across traditional professional boundaries is the only way if we are to achieve our goal of creating efficient and sustainable solutions in a changing world.

In the International Brochure, Carl Bro is divided into departments covering the following disciplines: "Water, Environment, Energy, Telecommunications and Informatics, Transportation, Tourism and Aviation, Economics, Finance and Social Development, Project Management."

It was pointed out to us that all of the activities mentioned can be expanded upon by Carl Bro Group, all you have to do is make further enquiries.

To view these brochures, please call at the Chamber Office.

PRESS RELEASE

THE FALKLAND ISLANDS COMPANY'S UK office will be moving to Bishop's Stortford in Hertfordshire at the beginning of April 1997.

The Move to Charrington House (a property owned by their parent company) will allow for the future expansion of the Company's activities and overcome the problems associated with leasing offices in Central London.

Charrington House has all the convenience of a modern purpose-built office block providing a pleasant working environment and easy access for FIC customers, clients and suppliers.

The good communications afforded by the location include access to the M25, M11 motorways and Stansted International Airport as well as a direct rail link with Central London.

The new UK address for the FIC and FITC from 5th April 1997 will be:

1st Floor
Charrington House
The Causeway
Bishop's Stortford
Hertfordshire
CM23 2ER

Tel: 044 1279 461 630
Fax: 044 1279 461 631
Telex: 81119 FALKCO G

**FALKLAND ISLANDS CHAMBER OF COMMERCE
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COMMUNICATIONS

An enquiry has been passed to the Chamber Office by Government House:

WNI Science & Engineering, "require the deployment of unattended self-recording instrumentation and deep water moorings in water depths of up to 500 metres. Deployment of this instrumentation will require a suitable vessel (typically 35 - 45 metres in length with open back deck, winches and 'A' frame or crane)."

This company are interested in learning whether such a vessel is available, presumably for Hire/Charter from the Falkland Islands.

Richard Lailey
Technical Manager
WNI Science & Engineering
31 Bishop Street
Joliment
Western Australia

Tel: +61 9 387 7955
Fax: +61 9387 6686

OTC HOUSTON

There is a space available in the delegation to the Offshore Technology Conference being held in Houston, Texas, in MAY of this year.

Subject to FIDC approval, candidates will be eligible for financial assistance in attending this important gathering in the Oil Technology Calendar. Please contact the Chamber of Commerce Office for more details, as soon as possible.

WOOL NEWS

For week ending 21.3.97 from Peter Marriott

FALKLAND

Prices continue unchanged despite limited firm enquiries in the market. Interest generally better for prompt wools and we expect as soon as our wool results are received we should have a number of areas to conclude sales.

All coring of undamaged wools will be completed this weekend and results expected within the next 2/3 weeks. We have a further meeting with the Insurers to proceed with the damaged wool claim early next week.

GENERAL

Prices failed to rise at most wool auctions this week, which was not helpful in trying to persuade clients to place new business at profitable levels. Home trade business remains relatively better than export with sterling strength being a factor. Almost everyone mentions

relatively better than export with sterling strength being a factor. Almost everyone mentions that deliveries are going out well. The election news was no surprise, but does seem to have brought uncertainties to the fore and disturbed currency and stock markets which were already volatile.

TAX

Tax exemption for UK & St Helenian contract workers employed in the Falkland Islands.

Mr Ian Cox at FIGO has kindly forwarded some useful information for those seeking contract employment packages for UK or St Helenian employed labour. When considering the level of remuneration to be paid, the tax position of the employee will have an impact on the value of the employment package you are offering.

St Helenian employees: St Helenian labour employed in the Falklands for any period of time are not subject to St Helenian taxation on their earnings in the Falkland Islands. They will be subject to FI tax if working outside MPA.

UK Employees: This is rather more complicated, and each potential employee should contact the UK Contributions Agency on 06451 5411 to determine their individual position. However the basic rules are:

1. The employee must establish as non-resident UK, i.e. reside overseas for a full tax year of 365 days. Any visit to UK during this time must be in relation to their employment overseas such as leave.
2. Visits to UK must not exceed 89 days per annum.
3. For periods of less than one year, tax paid in FI on FI earnings can be deducted from UK tax due on total annual earnings.
4. 4. Regarding NI contributions. For periods of less than one year, if an employee has earned in UK more than £3,000.00 and paid Class 1 on those earnings, and assuming away from UK for more than 6 months. There would be no requirement for NI to be paid during the period of absence.

Ian has kindly forwarded pamphlets on this subject for more details, and we will advise through the Bulletin when they are available for viewing.

FALKLAND ISLANDS CHAMBER OF COMMERCE
DEAN STREET, STANLEY, FALKLAND ISLANDS
TEL: +500 22264 FAX: +500 22265

Vol. 4 No.12

BULLETIN

26th MARCH 1997

REPRESENTATIVE

The Chamber of Commerce Council met with Hay Management representatives to discuss proceedings, in particular the Pension Scheme, and it was intimated that it will be an "Island Wide Fund", and that there is the hope of setting up a working group within the Islands.

This group will hopefully be formed late April, it was felt advantageous to all, if there was a private sector representative involved as well as 4 representatives from Gov and 1 from Hay.

I have received notice from The Treasury that the first meeting of the group will be Thursday, 3rd April, in the Financial Secretaries Office, Mr Drew Irvine will represent the private sector at this first meeting.

CHAMBER OFFICE

The Chamber of Commerce Office will be closed, afternoon of Monday, 31st March. Sorry for any inconvenience caused.

DHL

The DAP flight day will change next week, to Tuesdays, all outgoing DHL packages to be at the Chamber of Commerce office Monday mornings at the latest. Thank you.

LIBRARY**FALKLAND FOCUS**

A copy of the news update from the Falkland Islands Government for March 1997, Issue No 61, please call at the Chamber Office to view.

THERMOTE & VANHALST

Europe's Largest Independent Dealer in Spare Parts and Forklifts, have forwarded to the Chamber Office their new price list for 1997. Included is a glossy brochure on Second Hand forklift trucks. Please call at the Office to view this information.

BUSINESS WEEK

The Office has received details on subscription rates for the above magazine. Included in this magazine: Business Week Global 1000, this must-read issue gives you a look inside the most powerful companies in the world today. You'll discover the secrets of their success, how they rank in market value, and the challenges that lie ahead in a global marketplace. International Business - Weekly briefings on regional issues, economic forecasts, corporate strategies and, more. Where to Invest - All you need to know about investment strategies and safeguarding your finances. Innovation - Global round up of the latest technological breakthroughs. Computer Hardware and Software - The latest developments and what they

mean to you. Personal Finance - All you need to know about investment strategies, real estate, insurance policies, retirement and much more.

The Special Offer price of \$90.00 is quoted for this publication.

100A1

The Magazine of the Lloyd's Register Group, Issue 1 1997 Number 115 contains: LR in Korea, where builders are looking for high-value ships. The new shipbuilding process at the Odense Steel Shipyard. A view: deputy minister for Korean maritime affairs. Dramatic turnaround in the fortunes of the UK's A&P Group.

Also from Lloyd's a copy of the Price List 1997, Rules and Regulations Shipping Information.

Please call at the Chamber Office to view.

ACTION HANDLING EQUIPMENT LTD

FIGO have kindly forwarded to the Chamber Office a copy of the above companies catalogue, which covers Vaults, Weightlifters, Steps, Runners, Skips, Kwikfence, Safety & Fatigue Relief Matting, Cloakroom Equipment, Plastic Containers.

To view this catalogue, please contact the Chamber of Commerce Office.

LATIN AMERICAN FINANCE FINANCIAL TIMES SURVEY

A copy of this survey of March 14 1997 has been forwarded to the Office by FIGO (thank you).

In this survey: A new Washington Consensus. Economic reforms. Pension Funds. Afermath of the bank crisis. Foreign banks, Foreign direct investment. Equities. Infrastructure. Debt market. Brazil, Mexico, Argentina, Peru, Colombia, Bolivia, Chile, Venezuela, Ecuador, Central America.

WILKINS KENNEDY

Wilkins Kennedy have sent a copy of a publication "Year End personal Tax Planner 1997" dated March 1997.

Introduction: This booklet seeks to identify the main means by which you can reduce your tax liability before the end of the current tax year. To be of the widest possible use, it is written in general terms and specific account will therefore need to be taken of your own individual circumstances.

To copy or view, please call at the Chamber of Commerce Office.

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GEOS

Global Environmental & Ocean Sciences representative Mr Rob Smith BSc, Principal Marine Scientist met with the Chamber of Commerce Council on 26th March 1997.

Mr Smith has kindly left a company folder to introduce GEOS, titles included are: Oceanographic Engineering, Marine Environment, Environmental Information Systems Oceanography and Meteorology, Offshore Weather Forecasting, Oceanographic Engineering Data Analysis Service. AQUA No 6, Measurement, Assessment and Consultancy in the Marine Environment, Activity: Exploration Drilling.

A short summary of this meeting will be included in a future bulletin.

Please call at the Chamber Office to view this company profile.

DIXON ARCHITECTS

Mr Gerald Dixon from Dixon Architects will be visiting the islands between 25th and 23rd April.

Dixon Architects have been involved in a number of projects in the Falklands including the Liberation Monument, Stanley Town plan 1983-95, and Stanley Hostel.

Any person wishing to meet with Mr Dixon during his visit, or who feel they may have a requirement for such services in the future, please contact the Chamber Office for further details.

JOB SHOP

Mr Andrew Stickney, 26 Fern Rd, Storrington, West Sussex, RH20 4LW has sent a full CV in his request for employment.

At present Mr Stickney is employed as Manager of T Gatley & Sons (Corn and Agriculture Merchants) in West Sussex. His interest in the Falkland Islands has been long term, his grandfather Laurence Stickney (known as Robin) farmed at Spring Point in partnership with his brother William, and his father was born there in 1896. Bernard Stickney who farmed at Fox Bay was another brother.

To view this letter and CV please contact the Chamber of Commerce Office.

Mr Michael C Thomas, c/o CSR, US Base, Ascension Island has forwarded a CV, with a view to seeking employment.

Mr Thomas is at present employed by CSR as a Mechanic/Plant Operator, and is interested in working in the same field in the Falkland Islands, the CV gives a full description of the type of work he has experience in.

To view this letter and CV please contact the Chamber of Commerce Office.

CENTRAL & WEST LANCASHIRE CHAMBER OF COMMERCE & INDUSTRY

The above Chamber of Commerce has been sent a complimentary copy of the Falkland Islands Business Directory, which they say will be reviewed in their monthly magazine "Chacom" which is distributed to some 3,000 companies throughout the UK and overseas. The directory will also be displayed in their National and International Business Library.

BYRON MARINE LIMITED

Byron Marine have forwarded to the Chamber Office the Itinerary for the "Tamar", April - November 1997. The schedules detailed should be regarded as subject to change at short notice in the event that this becomes necessary.

Please call at the Chamber Office to copy or view.

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Vol. 4 No.13

BULLETIN

4TH APRIL 1997

FALKLAND ISLANDS CHAMBER OF COMMERCE, EGM

The date for the EGM is Tuesday, 22nd April 1997. The venue is the Upland Goose Hotel, Lounge Bar, meeting commencing at 5.30 lasting one and half hours, followed by drinks. All Members should have received Notes on Resolutions and Agenda, please call the Chamber of Commerce Office if you have not received these papers.

I would appreciate it if Members who are planning to attend this EGM could contact the Chamber Office, so that sufficient seating can be organised.

STANLEY BUSINESS CENTRE

Any Member of the Chamber of Commerce who does not have a copy of the Stanley Business Centre's 1996/97 "Office Supplies Catalogue", but would like one, please contact Michelle on Tel: 22607 or leave a message.

Postage to Camp Members will be to the Stanley Business Centre's account.

PUBLIC ANNOUNCEMENT FROM C & W

Cable & Wireless regrets to announce that due to serious technical problems discovered during the re-assembly of the new earth station antenna the project has had to be halted temporarily.

We are awaiting advice from our contractor regarding resolution of the problem together with a revised completion date.

It is anticipated that the delay will be some weeks and we will issue further information in due course.

The inconvenience that this will cause to customers is sincerely regretted and Cable and Wireless extends its apologies for this.

**CABLE & WIRELESS
TELEPHONE DIRECTORY**

It is the time of the year again, when Cable & Wireless start compiling the next edition of the Telephone Directory. Anyone wishing to change their entry should advise Cable & Wireless no later than Friday 25th April.

We will once again be accepting advertising for inclusion in the Directory. The rates are:

full page	£100
half page	£50
quarter page	£25

All advertisers are asked to submit artwork on or before Friday 25th April.

**MEETING WITH MR STEVE BAKER
C & W GENERAL MANAGER**

After a successful meeting at the Chamber of Commerce Office with Mr Steve Baker the following comments have been forwarded to the Office for your information:

C & W noted the comments regarding trials of alternative tariff packages. In fact C&W have been conducting a study of some schemes which would be designed to create improved value for money. The Chamber would be kept informed of progress and also might provide an ideal forum for confidential discussion of any such schemes.

The response to the Internet questionnaire has been encouraging with about 30 replies received out of 90 questionnaires issued. Most responses were positive.

The new earth station has been designed to provide sufficient capacity to meet current and projected needs for the foreseeable future. C&W is conscious of the inconvenience being experienced by customers and obviously regrets this.

Immarsat charges are not within the control of C&W. The comments were noted however, and C&W will investigate any options available.

There is absolutely no truth in the rumour that fax messages will somehow be transmitted at a slower rate. C&W along with every other telephone company does not guarantee any particular data rate. The normal expectation is 9.6kbit and there is no reason why the new earth station would affect this. Often the actual rate is determined by the network and machine at the distant end.

C&W is in the process of identifying appropriate Internet solutions for the Falklands taking account of the small population.

If customers can advise their requirements for other services we can investigate solutions. (This was in reply to a question regarding alarms/networks.)

Prices for Internet service will be determined once the appropriate solution has been identified and when demand has been assessed. It is C&W's intention to price the service as economically as possible. (Also raised was the question of training re Internet, and a workshop run by C&W and Chamber of Commerce will be considered.)

The demand for reverse charge calls has been noted and will be investigated.

The Chamber of Commerce wishes to thank Mr Steve Baker for his prompt reply to the questions raised by the Membership, and for taking the time to meet with the Council.

LIBRARY

QMI, TEXAS, USA

The above company have forwarded to the Chamber Office, introductory brochures with copies of correspondence from satisfied customers world-wide. Products included in the QMI range: Engine Treatment, Small Engine Treatment, Auto Transmission Treatment, Gear Treatment Concentrate, Hydraulic Treatment, Compressor, Air Tool, Metal Prep

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Cleaner, Paint Sealant, Fuel Treatment, White Lithium Spray Grease, Non Melting Grease, to name just a few. Please call at the Chamber Office to view this information.

BCB DIRECTORY 1997-98

3 Copies of the above directory have been forwarded to the Chamber Office by Government House, information in these books include:

Agriculture, Horticulture, Forestry and Fisheries Consultants. Architects, Planners. Engineers. Management & Economic Consultants. Mining, Minerals, Geotechnical and Geological Consultants. Solicitors. Niche Disciplines & Special Categories. Surveyors and Construction Cost Consultants. Associate Members. Individual Consultants.

"The British Consultants Bureau Members' Directory provides an insight into the many and varied professional disciplines offered by British consultancy firms and individuals. For those seeking to create partnerships with British expertise and know-how, it provides an invaluable source of information."

Please call at the Chamber Office if you wish to have a copy of this directory.

TASMANIA

Correspondence has been forwarded to the Chamber from Senator Nick Sherry, Deputy Leader of the Opposition in the Senate, Shadow Minister for Finance and Superannuation, Labor Senator for Tasmania. Mr Sherry met with an expatriate Falkland Islander and discussed the opportunities for trade with the state of Tasmania. Mentioned in the conversation was: Sheep, Cement, Fish Farming and Oil "among other commodities".

Please call at the Chamber of Commerce Office to view this correspondence.

RITTER OUTDOOR LTD

The above firm have contacted FIDC and the Chamber of Commerce with the following request: "help us in getting contact addresses of distributors/wholesalers or retailers in your country which might be interested in marketing our products."

Ritter Outdoor Ltd is a small company based in rural Northumberland supplying fine quality Angling, Hunting and Outdoor luggage, address: Tall Chimneys, Shilburn Rd, Allendale, NE47 9LG, UK Tel 1434 683612 Fax: 1434 683793.

Present production covers: Outdoor Bags, Game Fishing Bags, Fly Reel Pouches Cases and Fly Wallets, Rigid Leather, Canvas covered Rod Cases, Rod Slips. Hunting: Cartridge Bags & Box Carriers, Cartridge pannier Sets, Game Bags, Tote Bags, Canvas and genuine Leather Gun Slips.

Interested parties please contact Ritter Outdoor Ltd at the above address, contact Nos.



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P/COC/1#134



Vol. 4 No.14

BULLETIN

10TH APRIL 1997

FALKLAND ISLANDS CHAMBER OF COMMERCE, EGM

The date for the EGM is Tuesday, 22nd April 1997. The venue is the Upland Goose Hotel, Lounge Bar, meeting commencing at 5.30 lasting one and half hours, followed by drinks. All Members should have received Notes on Resolutions and Agenda, please call the Chamber of Commerce Office if you have not received these papers.

I would appreciate it if Members who are planning to attend this EGM could contact the Chamber Office, so that sufficient seating can be organised.

COMMERCIAL AIR LINK WITH SOUTH AMERICA

Thank you to the Companies who have replied to the request included in with last weeks bulletin, we are keen to represent a reasonable idea of movement between South America and the Falkland Islands for lobbying purposes. Keep the replies coming.

Available Chamber of Commerce Council representatives had a meeting with FIDC on Wed, 9th April to establish our concern over the demise of this link, with assurances of our continued support for a solution. FIDC are still discussing the possible re-instatement of an air link, short term and long term and the Chamber of Commerce are in contact with them to keep up to date with events. Unfortunately nothing to report on the short term.

TAX

Bulletin Vol 4 No 11

Clarification of information in the above bulletin, the pamphlets on taxation being forwarded to the Chamber Office by FIGO will need to be read and interpreted very carefully.

The reference to St Helenians and non-taxation at MPA assumes they work either for the MOD or an MOD contractor.

UK Employees individual positions and their need to contact the UK Contributions Agency refers solely to National Insurance Contributions Class I and Class III.

"Regarding UK NHI contributions it depends on individual circumstances but, for the tax year 96/97, if an individual has earned more than £3000 (this value may change next year) in the UK and paid Class I on those earnings, and assuming he/she was away for say 6 months, there would be no requirement for NHI to be paid during the period of absence. (the £3000 could have been earned in two months.) On return in that tax year payment of Class I would resume as normal. Conversely, if the UK earnings sum is less than £3000 (and Class I has been paid) they would notify the Contributions Agency who would calculate what Class III, Voluntary, contribution would be due for the period abroad to maintain full credit".

Re taxation of an UK expatriate there are two considerations, namely the long term, i.e. a contract of more than one year, in which case the expatriate establishes UK non-residence for tax purposes by completing a full 365 tax year away bar leaves in relation to overseas employment and visits to the UK not exceeding 89 days in any year and the short term contract worker, e.g. six months contract, to which note 3, of Bulletin Vol 4 No 11 refers and which appears to be of most interest.

Thank you to Ian Cox, London for the above information.

FALKLAND ISLANDS ENVIRONMENTAL FORUM MEETING 24TH APRIL 1997

The Chamber of Commerce are looking for nominees to attend the above meeting on behalf of the private sector. "The Oil Company Operators working in Falkland Waters and the Department of Oil invite a representative of your organisation to attend the first meeting of the Falkland Islands Environmental Forum to be held from 9am - 12noon and 2pm - 4.30pm (approximately) on Thursday 24th April. The meeting will take place in the Community School Classroom, next to the Public Library."

There are available draft terms of reference for the forum and draft agenda proposed by the LASMO representative Mr Andrew Olleveant.

It is also planned that a Chairman of academic and international standing will be asked to chair future meetings and suitable candidates will be considered at the meeting. Names of candidates are welcome for consideration.

Any interested parties wishing to view the proposed agenda and terms of reference prior to deciding on whether to put their name forward to represent the private sector, please contact May at the Chamber of Commerce Office **ASAP**.

HIRE OF VESSEL

The Oil Department have forwarded the following enquiry:

"Reference regarding hire of a vessel in connection with planned oceanographic measurements North of the Falkland Islands. For these measurements we need to hire a vessel with the following requirements.

Size	:	Approx. 150feet
Crane	:	Lifting capacity of 2.5tonnes
Winch	:	A storage capacity of 600m with 16mm rope
Working Area	:	Approx. 7x3m
Echo Sounder		
GPS satellite position		
Side thrusters		

Contact: Jan Petter Mathisen, Manager Oceanography, Pir-Senteret, 7005 Trondheim, Norway

Tel: +4773544200 Fax: +4773545201

e-mail: Jan.Petter.Mathisen@oceanor.no

F G WILSON INCORPORATED

The above company have contacted Government Hse who have forwarded the following communication: "We are a British Company based in Northern Ireland building generating sets from 5KW to 5MW."

We are now the largest manufacturer of sets in the world and would like to obtain representation or direct business in the Falkland Islands.

"We have an office and warehouse located in Miami for Latin America and the Caribbean where we stock 300 sets from 10KW to 800KW. We also ship orders directly from our factory in the UK for more competitive prices and shipping."

To view the enclosed Generating set ratings, please contact the Chamber Office.

LIBRARY

BVCA, GUIDE TO VENTURE CAPITAL BVCA, DIRECTORY 1995/6

The above books are available for viewing from the Chamber of Commerce Office, Introduction to the Guide Book: "The British Venture Capital Association (BVCA) represents every major source of venture capital in the UK. Its members include firms that make venture capital investments (full members) and firms that advise on venture capital transactions(associate members)."

This Guide to Venture Capital is a key component of the range of BVCA publications to assist those seeking venture capital. It takes business people and their advisers through the following stages:

- whether to raise venture capital
 - the capital raising process
 - living with a venture capitalist as a shareholder
 - realising the investment.
-

LONDON & EDINBURGH PUBLISHING plc THE GOLDEN WEDDING ANNIVERSARY TRIBUTE 1947-1997 H.M. QUEEN ELIZABETH II & H.R.H. PRINCE PHILIP THE DUKE OF EDINBURGH

The above company have contacted the Chamber Office with the following request, Extracts from the communication:

To commemorate the occasion of this 50th Wedding anniversary of one of the worlds most experienced Heads of State we are publishing **The Golden Wedding Anniversary Tribute**.

The tribute will be approximately 250 pages in length printed on top quality art paper with the luxury of gold as the fifth colour it will have a 50,000 initial print run.

Extracts from the Golden Wedding Anniversary Tribute will be published on the Internet and copies will be available throughout the UK from leading book stores. The book will be promoted on TV through CNN, and be featured in the Daily Telegraph Book of the month review.

Globally leading companies have been keen to support this splendid salute to the Royal Couple and it was felt particularly appropriate to invite companies representing the Falklands to take part in this very special tribute.

The communication goes on to ask if the Chamber of Commerce can forward 100 Company Names who would be interested in joining this major private sector initiative, please contact the Chamber Office if you wish me to forward your name, contact me if you wish to view the full communication from London & Edinburgh Publishing plc.

INFORMAL DISCUSSION SESSION

The next informal discussion session with Heads of Departments and Chamber of Commerce Members is on Wednesday, 23rd April 1997 at the Malvina House Hotel, 1700 until 18.30.

FIG will be hosting this discussion session, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, bounce ideas around etc.

Please let May know at the Chamber of Commerce Office if you will be attending so that sufficient seats can be arranged, thank you.

NEW MEMBERS OF THE FALKLAND ISLANDS CHAMBER OF COMMERCE

Welcome to the Chamber of Commerce Membership:

BONNERS HAULAGE
LOOKOUT INDUSTRIAL ESTATE
STANLEY
TEL: 22726 FAX: 22725

HANSWELL MARITIME LTD
28 DAVIS ST
STANLEY
TEL: 22744 FAX: 22745 TELEX: 2420FK

MEREDITH FISHING CO LTD
BEAUCHENE COMPLEX
STANLEY
TEL: 22320 FAX: 22321

GRAHAM & WHITESIDE LTD
LATIN AMERICAN DEPARTMENT
PO Box 96, Harrogate, North Yorkshire, HG1 2XA
Tel: 044 1423 523028 Fax: 044 1423 701209
e-mail: grawhil@aol.com <http://www.major-co-data.com>

The above company have contacted the Chamber Office with the following request:
"As Managing Editor of Major Companies of Latin America & The Caribbean, I am trying to identify companies for inclusion in the above directory. Inclusion for the selected companies is FREE, and the information is distributed in printed directories CD-ROM and through the leading on line services." Please contact direct to Graham & Whiteside Ltd.
I will send the above company a copy of the Falkland Islands Business Directory.



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Vol. 4 No.15

BULLETIN

17TH APRIL 1997

FALKLAND ISLANDS CHAMBER OF COMMERCE, EGM

The date for the EGM is Tuesday, 22nd April 1997. The venue is the Upland Goose Hotel, Lounge Bar, meeting commencing at 5.30 lasting one and half hours, followed by drinks. All Members should have received Notes on Resolutions and Agenda, please call the Chamber of Commerce Office if you have not received these papers.

I would appreciate it if Members who are planning to attend the EGM could contact the Chamber Office, so that sufficient seating can be organised. This is your last chance to let me know if you will be attending.

COMMERCIAL AIR LINK WITH SOUTH AMERICA

Thank you to the Companies who have replied to the request included in with last weeks bulletin, we are keen to represent a reasonable idea of movement between South America and the Falkland Islands for lobbying purposes. **Keep the replies coming.**

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Please inform May at the Chamber of Commerce Office if you will be attending so that sufficient seats can be arranged, thank you. This is your last chance to let me know if you will be attending.

COUNCIL MEETINGS

The Chamber of Commerce Council meet on the second Wednesday of each Month, if you have a topic or concern that you wish added to the Agenda, please contact May Dempster at the above address or fax your comments to the above number. Comments on any aspect of the Chambers activities are welcome.

EXTRACT FROM REPORT FROM KEITH ATACK FALKLAND ISLANDS WOOL MARKETING WEEK ENDING 11/4/97

"The wools that were damaged on the Hermann Boye have all been Scoured at the instructions of the Insurers and we are expecting that the Insurers will be paying out on this damaged Wool in the very near future.

We can also inform you that all the missing bales have now arrived in Bradford and are in sound condition."

**CAR HIRE
INTERNATIONAL TOURS & TRAVEL**

We are pleased to offer the following car-hire rates available at Brize Norton and most major UK Airports and Cities.

GROUP	MODEL	DAILY 1-6	DAILY 7-27	DAILY 28+
CZ	Fiat Cinquecento 1.0(3door)	N/A	£17.50	£15.00
CA	Ford Fiesta 1.1LX (5 door)	£24.00	£19.50	£18.00
CB	Ford Escort 1.4LX(5 door)	£26.50	£22.00	£20.00
CC	Ford Escort 1.6LX(5 door)	£30.00	£25.50	£23.50
CR	Ford Mondeo 1.8LX(5 door)	£33.00	£28.00	£26.00
CD	Ford Mondeo 2.0GLX(5 door)	£36.00	£30.50	£28.50
CP	Rover 620 Si (4 door)	£40.50	£32.50	£30.50

AUTOMATIC

CE	Ford Fiesta 1.3LX(5 door)	£30.00	£25.50	£23.50
CF	Rover 416 Sli	£34.50	£29.00	£26.50
CG	Rover 620 Si (4 door)	£42.50	£35.50	£32.50
CH	Rover 820 Si (4/5 door)	£52.00	£42.00	£39.00
CI	Executive Vehicle-Details available on request			

ESTATE

CJ	Ford Escort 1.6L or similar	£34.50	£29.00	£26.50
CK	Ford Mondeo 1.8 LX or similar	£40.50	£32.50	£30.50

MULTI-SEATER

CL	Nissan Serena 7 seater or similar	£45.00	£36.50	£33.50
CM	VW Caravelle(7 seats)(Auto)	£86.50	£71.50	£66.00
CN	Ford Minibus (12 seats)	£80.50	£66.00	£61.00
CO	LDV Minibus (15 seats)	£86.50	£71.50	£66.00

All the above rates are inclusive of Loss Damage Insurance (LDI) Value Added Tax (VAT) and Unlimited Mileage.

LIBRARY

WHAT TO BUY FOR BUSINESS

Edition 193, April 1997 of the above magazine includes: Page Printers, There has never been a better time to invest in a page printer. Prices are falling and manufacturers are working to make page printers suitable for users at the high end and at the low end. But with the Plethora of machines available, what should you be looking for.

AO COPIERS, Most copiers can't copy on to paper larger than A3, yet hundreds of companies need to reproduce larger designs and images. To get these jobs done you need to use an AO copier. This report is a definitive guide to getting the right AO copier for your needs.

In the News Section: The Net Fax, Extract - the integration of fax and e-mail has taken a step closer. This could mean that documents can be sent around the world for the price of a local call by linking fax machines up with the Net. However, Net faxing will have disadvantages. "This is a different approach to fax as we know it" "Like e-mail, you wouldn't know about any communication hiccups until maybe hours later". The main driving force behind this move is cost and if the price of international calls continues to drop, Internet fax may never come to fruition. Spotlight Section has another article on the same subject: Extract - Fax communications via the Internet may sound bizarre, but it could make great financial sense. If you fax via the Internet rather than through normal telephone lines, you only pay for local calls at either end of the Internet connection. Mita displayed its Internet fax system, which will comprise an external box which will link up to its TC-770 fax. The box has an LCD display and keypad for keying in e-mail addresses. The Internet fax system will be available in August of this year and a chip version which can be installed inside a fax will be available by the end of the year.

Spotlight: High-End Multifunction, Extract - The prototype of Rank Xerox's new multifunction product, Hodaka, full details will be announced in Mid April '97, but we know it will be able to function as a copier, printer and duplex fax. Toshiba entered the multifunction copier arena for the first time and Canon has added fax functionality to its digital copier.

As usual there is a lot to read in the What to Buy for Business, please call at the Chamber Office to borrow.

CONTAINER OPTIONS LTD

A letter and price list from the above company has been forwarded to the office by FIDC. Extract from letter: Container Options Ltd specialise in the sale and hire of new, used and converted ISO sea freight containers for on-site accommodation and storage purposes or to fulfil export shipment storage/warehousing requirements. ISO shipping containers have been designed and constructed to carry all types of goods throughout the world. The very same exacting international standards required to carry these cargoes ensure that an ISO container is an ideal, instant, efficient method of providing secure, cost effective storage facilities.

Please call at the Chamber Office to view this letter and price list.

AGENCIA MARITIMA INTERNACIONAL S.A.

The above company have forwarded 4 glossy brochures to the Chamber Office, 2 Offshore Reports include: Falkland Islands Agreement. The declaration, signed by Argentine Foreign Minister Guido di Tella and his British counterpart, Foreign Secretary Malcolm Rifkind, specifically states there is no change in the two countries' rival claims to the Falklands and the related dependencies of South Georgia and the Sandwich Islands. The deal reinforces the 1990 agreement to keep the sovereignty issue under a protective "umbrella". There is a Map on the back page with the awarded blocks highlighted in colour, Falkland Islands and South American coast.

2 brochures: Oil & Gas Industry, which details services available from Argentina.

Please call at the Chamber Office to view these brochures.

JOB SHOP

Mr Bjorn Hallberg, Saevidarsund 28, 104 Reykjavik, Iceland has contacted the Chamber Office by letter enclosing a "First Certificate in English" Grade B. Mr Hallberg is seeking employment in Tourism and preservation of wildlife, he has artistic talent, which is evident in the letter sent, there is a painting of penguins on the covering letter.

TRAINING

The Computer Training courses are now in the final stages, costs have been obtained from a tutor and the Community School has been approached on dates for running the courses.

I will be sending out a form for applicants to fill in next week, we require information on what you wish to achieve from attending these courses and what level you are, either beginner or advanced. Final costs will be notified with the form.

The school holidays are at the end of May and so we are looking at the last week of May, for hire of the computer room, I hope that this fits in with everyone on the list for attending.

FALKLAND ISLANDS CHAMBER OF COMMERCE COUNCIL

Mr Dave Hall has had to pull out of the Chamber of Commerce Council due to work commitments, and I wish to take this opportunity to say thank you to Dave for all his work during his time with the Falkland Islands Chamber of Commerce. There is quite a few tasks involved in being the President of the organisation as well as in the Council itself, and Dave has certainly committed a considerable amount of time to all assignments. We have been assured of Dave's continued support for the Chamber of Commerce.

Mr Steve Vincent has been invited to fill a vacancy in the Chamber of Commerce Council, Mr Vincent received the next highest votes at the AGM held in February, and we hope that he will accept this invitation to join the Council.

ENVIRONMENTAL FORUM MEETING

Mr Magnus George of Seafish (Falklands) Ltd will represent the Chamber of Commerce at the above meeting to be held on 24th April 1997. Thank you Magnus.



FALKLAND ISLANDS CHAMBER OF COMMERCE
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P/COC/1#136



Vol. 4 No.16

BULLETIN

24TH APRIL 1997

CHAMBER OF COMMERCE

Thank you to all Members who attended the EGM, we now have a new banding system, and all Members of the Chamber of Commerce should receive with this bulletin an Application Form, which is self-explanatory.

The Falkland Islands Chamber of Commerce would appreciate prompt settlement of subscription fees for 1997.

The Abolishment of Associate Membership has been passed, by majority vote, we will now have overseas applications for Bulletin distribution only, cost of which will be decided by the Chamber of Commerce Council, with any further information gathering services carried out at extra charge, rated per hour.

Change of titles within the Chamber of Commerce Council - Secretary becomes Vice President, and Assistant Secretary is now Office Manager.

Mr Paul Freer will be the Chamber of Commerce Auditor for year 1997/78.

FALKLAND ISLANDS COMMUNITY SCHOOL

The Community School now has a fax machine No 27148, which will enable the School to alert people on forthcoming events.

The Community School wishes to remind us that there is a Day Release Programme on Thursday afternoons from 1.30 to 4.30 when the Business Studies room is available for use either with or without tuition in all aspects of Word Processing, Database, Spreadsheets etc. They can arrange RSA and Pitmans exams if required.

TRAINING

Everyone who booked a place for the Computer Training Course should have received an application form, please inform May at the Chamber Office if you have not received same. The Course will run the last week in May, with beginners on 26th, 27th, and advanced 28th, 29th the 30th is left open for students who wish to clarify any points they feel unsure about, an agenda for the 30th will be available on the afternoon of the 29th. Costs for the course are included in the application form, and Members of the Chamber of Commerce who are attending will be placed on a grant application from the Chamber Office to FIDC Board meeting on the 22nd May 1997.

WEATHER FORECAST

The Met Office have a recorded message for a daily Weather Forecast for the Falkland Islands, the number to ring 32500.

WILKINS KENNEDY

Mr Peter Southall of Wilkins Kennedy, Chartered Accountants, will be visiting the Falkland Islands from 28th April 1997 until 10th May 1997. Contact Mr Southall through Stevedore & Fishery Services on 22644 or via the Malvina House Hotel, for appointments.

LIBRARY

WILKINS KENNEDY

The above Chartered Accountants firm have forwarded to the Chamber their Expatriate Tax Update, Spring 1997. Extract: "Introduction - Expatriates, either in or outside the UK, may find that their tax affairs are affected by changes in UK legislation and/or concessions that are applied by the Inland Revenue. With this in mind we have reviewed a number of topical issues affecting our expatriate clients. This update is based on our understanding of UK law and practice as at 1st March 1997."

The Update goes on to say "RESIDENCE AND DOMICILE IN THE LIGHT OF THE FORTHCOMING GENERAL ELECTION - A UK general election will be held on 1st May 1997. It is considered an opportune time to consider whether the rules regarding residency and domicile might be subject to a post-election change."

Please call at the Chamber of Commerce office to view this Update.

TSL

Telepresence Systems Ltd have forwarded leaflets with details on "The Egg" which is a "unobtrusive 35mm diameter surveillance camera which has been developed using highly advanced microchip technology. It features : High quality monochrome picture, Integral omnidirectional microphone, Single screw mounting, Low light operating capabilities, Automatic exposure control. Installing the Egg is simplicity itself requiring no knowledge of either TV or electrics.

Telepresence are looking for an organisation to distribute this product in the Falkland Islands, primarily to the farming community although, as you will realise, a device of this type has a multitude of uses.

Please call at the Chamber Office to view letter and publications.

THE NEWS

Weald and West Kent Chamber of Commerce and Industry, April 1997 publication includes: News In Brief: "Individual managers of both sexes believe women are fast achieving equality in today's workforce, according to a report entitled A Question of Balance, produced by the Institute of Management. Most of the respondents agreed there is no difference between the sexes in the way people men or women manage. " "The Royal Institution of Chartered Surveyors has published a Business property Handbook which contains Information on all aspects of business property and which was designed to be of particular use to small businesses. Call Giles Watson at RICS on 171 334 3745.

Please call at the Chamber Office to view this magazine.

EXECUTIVE MAGAZINE

Number 139, January/February 1997, bi-monthly supplement for businesses in Scotland.

This edition includes: Cover Story (believe it or not) is about Air Services, Passenger Figures on the Up and Up! In the first three months of Air UK's and easy Jet's challenge to the previously exclusive three-times-a-day service operated by British Airways, passenger figures have shown an average increase of more than 30 per cent - and the totals travelling between the capitals during December are believed to have soared well above 40 per cent. When welcoming the additional services, HIA managing director Hugh Lawson observed: "we believe that the choice being made available to travellers will stimulate even more rapid growth over the next few years, underlining the urgent need for our new terminal building". "We will be gaining a modern terminal with enhanced public and air-line services, which will meet continuing traffic growth well beyond the millennium".

Also in this packed magazine: Thanks to Robert Maxwell - Prior to the 1995 Pensions Act there was already a significant body of legislation related to pension schemes. Despite reams of regulation, the industry still suffered from the misuse of pension funds by Robert Maxwell, which in turn led to the Professor Goode report, a Pension Law Review Committee, a White Paper, and finally the Pensions Act 1995. The principal aims of the Pensions Act (which is supported by all political parties) is to provide additional protection for scheme members, to improve scheme benefits, and to "streamline" future state pension provision to reduce costs further and to require the individual to take more responsibility for much of his or her retirement income. There is lots more to read on this subject, please call at the Chamber Office to view or borrow.

Fresh input brings more jobs - Inbecula-based information technology company Lasair has signed a series of contracts with the Oxford University Press to prepare material for the printed and electronic publication. "The advanced digital telecoms network in the Highlands and Islands eliminates the traditional distance barrier and enables areas such as the Western Isles to provide services to clients anywhere in the world."

Please call at the Chamber Office to borrow this packed publication.

WOOL NEWS

Market Report week ending 25.4.97 from Peter Marriott.

EXTRACT: FALKLAND - We are still pressing the Insurers for full and prompt payment for the full market value for the damaged wools which were shipped on the Hermann Boye. We have spoken to them again today and expressed your concerns regarding the delay in finalising this justified claim. Will revert as soon as we have further information.

HUMAN RESOURCE/PERSONNEL MANAGEMENT

A letter has been received from Mrs Christine Jones of MPA, "I should like to contact any organisations who might be interested in having some project work completed in the area of human resource/personnel management generally, whether in the field of research, or a specific area personnel management and development."

Please contact the Chamber Office to view this letter and full CVs.



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Vol. 4 No.17

BULLETIN

1st MAY 1997

CHAMBER OF COMMERCE

A letter of thanks has been forwarded to Brigadier Ian Campbell, Commander British Forces Falkland Islands, Mount Pleasant on behalf of the business community, extract:

"Just a short note of thanks, on behalf of those members from the business community, invited to your annual reception at MPA on Saturday 19th April.

It was a most enjoyable occasion, and gave a good opportunity for both Military and Civilians alike, to gain an insight into each others working and social lives.

Within the Chamber of commerce, we are firmly convinced that there is much we have to offer to the residents of MPA, in contributing to improve the quality of life for servicemen, through the supply of goods and services.

We would welcome any opportunity to discuss areas of potential, where you may feel we are able to contribute, to the benefit of all concerned."

FIDC
OFFSHORE EUROPE 97

A letter has been received from FIDC, contents: "FIDC received 50 complimentary tickets to allow visitors free access to the show.

10 tickets will be made available to each of your members attending the show and if they wish to use them I would like a list of names and addresses by the middle of May." We need to inform the organisers by 30 June.

Please contact the Chamber of Commerce if you wish to register interest in these tickets.

EXTRACT FROM NEWSPAPER CUTTING FROM CHILE

Punta Arenas Chamber of Commerce kindly sent a fax over to the office with the following: Linea Aerea Alta have filed with UK & Argentina authorities permission to fly to the Falkland Islands. Unfortunately Alta talk about a small aircraft, which would not cope with the freight being asked for by the private sector in the Falkland Islands. It is reassuring to know that Punta Arenas Chamber of Commerce are still thinking of us and keeping the contact going.

I will send a fax message of thanks to Pedro Martinic.

PRESS RELEASE

The first meeting of The Falkland Islands Exploration and Production Environmental forum was held in Stanley on Thursday 24th April. The meeting was attended by members of FIG, Falklands Conservation, FENTAG, Chamber of Commerce, and the Fishing Industry, together with environmental experts from the Oil Operators.

This Forum has been set up to address potential environmental concerns associated with current and future oil industry activities in Falkland waters.

The operators presented details of their ongoing environmental studies and priorities for future monitoring programmes were agreed. A consensus was reached on a candidate for an independent chairman. A second meeting of the Forum is planned for July.

Further information can be obtained from the Department of Oil in Stanley or from Mr Andrew Olleveant, LASMO, 100 Liverpool St, London on Tel 0171 945 4545.

EDUARDO M FERNANDEZ

The above company have sent a fax message asking for: "information regarding the below product:

SHEEP SKINS (TREATED OR UNTREATED)

QUANTITY AND UNIT PRICE

METHOD OF TRANSPORT FROM FALKLANDS TO MONTEVIDEO"

I forwarded this enquiry to FIDC who contacted me saying that there is a problem with transporting sheep skins to Montevideo, there is no ship available from Punta Arenas to Montevideo, and the time factor for moving the skins is critical.

LIBRARY

BLUELINE BUILDINGS LTD

The above company have forwarded brochures detailing their buildings. Extract from letter from Blueline Buildings Ltd: "Our buildings range in size from 20 feet to 70 feet in width and unlimited lengths. Blueline Buildings offer you unique features and accessories with various door sizes to suit your needs. If you have a storage problem we have the solution. Blueline Buildings offer a complete line of steel structures appropriate for industrial, agricultural and commercial use. These buildings are more economical than conventional straight wall buildings and equally as versatile, they are simple to erect and just as easy to dismantle for re-location. Our simple construction saves you time and money."

Please call at the Chamber Office to view these leaflets.

EXECUTIVE MAGAZINE

Number 139, January/February 1997

Extract from the above magazine, "Western Isles Seafood Company (WISCO) is investing £2.5 million to open three new salmon farms, expanding a fourth and improving its Stornoway-based processing facility to meet growing international demand. The investment,

which is being backed by a £375,000 funding package by Western Isles Enterprise, will bring new employment for 28 at WISCO operations in the Isles of Lewis and Harris and an anticipated 17 indirect jobs will also be created throughout the sector." The article ends with this paragraph: "Therefore the creation of these new sites, with an increase in production staff, will allow us to extend our share of both the European and Japanese markets where the quality of Western Isles salmon is already recognised."

LONDON PRESS SERVICE NEWS UPDATE

Extracts from the above publication forwarded to the Office by Government House:

WEB-BASED TRAINING GROWING IN BRITAIN British companies are turning to Web-based training to beat the growing information technology skills shortage, according to a report from market analyst company IDC. Using the Web for training allows employees to undertake realtime, interactive studies at their desks as companies increasingly cannot spare staff to attend training courses. The report revealed that technology-based training including Web training - grew 2.4 per cent to 15.1 per cent and conventional instructor-led training fell by 2.4 per cent to 79.7 per cent. Overall IDC predicts that the UK training and education market will grow by 5.9 per cent a year until 2000.

BRITISH COMPANIES EMBRACE INFORMATION TECHNOLOGY

A survey published by the Department of Trade and Industry (DTI) shows that a quarter of all UK companies are connected to the Internet, and 16 per cent have a Web site. More than half, 53 per cent, use CD-Rom, 41 per cent use e-mail and nearly 70 per cent say that communications technology is the key for business competitiveness. The DTI was reviewing the effects of its Information Society Initiative launched a year ago. This is a four-year, 35 million pounds sterling programme to boost the adoption of IT and communication technology, especially new media such as the Internet and multimedia.

QUIET GAS BURNER

Portable equipment that burns flared gas at much reduced noise levels has been developed by the Aberdeen company, Expro Group. The Silent Enclosed Burner (SEB) is suitable for dealing with gas during well testing and has the added advantages of eradicating radiation heat and emitting smoke. SEB is also expected to be much more economic when operated in areas where there are tight restrictions on daylight flaring. Expro claims that the new invention clears the way for round-the clock burning of surplus gas with minimal environmental impact even in the Arctic or a tropical forest. SEB has already been employed commercially by Elf Petroland in Europe's largest seabird sanctuary in the north of Holland. The burner's enclosed structure means the flame is shielded from environment protecting the surrounding area from light emission, heat radiation and fall-out pollution. The reduced noise levels are a major benefit. The transportable unit is the size and shape of a traditional agricultural silo or a standard 20 ft (6.096 metre) container. The unit consists of a sophisticated patented flame pipe and start-up procedure. The design is flexible allowing units to be built to cope with combustion capacities of 50,000-1 million cubic metres per day. Expro is also working to adapt the technology for use in the downstream side of the oil and gas industry and for burning crude. Expro Group, 4 Phoenix House, Craigshaw Crescent, West Tullos, Aberdeen, UK - Tel: 044 1224 294000; Fax: 044 1224 895657.

FISHERIES

Fisheries Dept have forwarded the following for our information: Extracts: Cephalopods, Supplies of octopus fishing in the Central Eastern Atlantic. Catches are low, and only small specimens are being caught. Octopus prices in Japan are too high, according to some observers, and consumer resistance may be a factor. Importers are also reluctant to buy at these prices. As usual, no catches of squid were reported from the Falklands in January, and the February statistics are not yet available. The main season off the Falklands is March and April and again in August and September. Japanese imports of squid increased sharply last year, while imports of cuttlefish declined slightly. The popular giant squid is all but gone from the market. Japanese vessels are now active in the Falklands area to jig for squid. No reports on the results are available yet.

Extract: Calamari Steak is a new product being test marketed by Anchor Frozen Foods of Westbury, New York. Laser cut from *Loligo opalescens* tubes, it is available in three sizes - 3-4oz, 4-5oz and 5-6oz. The steaks are individually quick frozen (IQF) and sold bagged in 5lb boxes, packed six to a master carton. They are intended for both retail and foodservice outlets.

Extract: Elusive squid cause Peruvian headache, Peru's fisheries ministry is facing an embarrassing dilemma. The five companies to which it awarded giant squid fishing permits last year are requesting a four-month extension to fish off the Peruvian coast from June to September 1997. In 1996 84 boats landed only 3,000 tonnes of the predicted 1000,000 tonne catch of giant squid for which they had bought permits. The companies are Argenova, Argentina, with one boat; Gyoren del peru, Japan with 15 boats; and KSJ Corp, Royal Prestige and Peruko, Korea, with a total of 68 boats. The boats left Peruvian waters for new fishing grounds after giant squid, which usually appear off the coast between May and October, failed to return last season. If the Ministry decides to extend the permits to keep its regular customers happy it will also be out of pocket.

JOB SHOP

Lieve Vanneste, c/o British Antarctic Survey, High Cross, Madingley Road, Cambridge, CB3 0ET has written to the Chamber of Commerce seeking employment. Lieve is at present employed by BAS as a marine geophysicist and has visited the Falkland Islands a number of occasions during the past five year. Although his current expertise is mainly in the field of exploration seismics, he has many skills and is strongly motivated to embark on any career which would service the Falkland community.

To view this letter please contact the Chamber Office, I have replied to Lieve and have asked for a full CV for information.

WOOL NEWS

Market Report for week ending 2.5.97 from Peter Marriott, Extract: FALKLAND, We have again contacted the Insurers on your behalf and requested immediate payment for the claim on your water damaged wools. They have already all relevant facts and figures and we expect a prompt reply. Will revert soonest. Extract: GENERAL, With merino fine wool prices in Australia showing a firm and slightly dearer market certainly more general business is around even if at lower levels than actual market conditions. Many traders believe that these price levels will continue in the merino sector and it will certainly firm up our crossbred Market if this continues, in the immediate future at least. Beyond that, there are doubts with supplies increasing and the large weights of Crossbred still on offer from New Zealand.



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P/COC/1#138



Vol. 4 No. 17 18 BULLETIN

8TH MAY 1997

DHL

The Chamber of Commerce Office will be sending outgoing DHL on the Special Charter organised for the 16th May 1997, please notify May Dempster of any packages you wish to send and have them delivered to the Chamber Office no later than 14th May 1997. Any other interest in this Charter please contact International Tours and Travel Tel: 22041 or Fax: 22042

There is another Special Charter organised for the 30th May 1997 and the same as above will apply, packages to the Office by 27th May 1997. Any other interest in this Charter please contact FIC, Flights Department Tel: 27633.

There is a new Falkland Islands Tariff for the DHL service, please contact the Chamber Office if you wish to have a copy.

GOVERNMENT SUPPLIES

Local companies who have an interest in supplying the Falkland Islands Government with any products, please contact: Mr Alan Jones, Supplies Officer, Central Stores on Tel: 27169 or Fax: 27170. Alan will be pleased to discuss the supply opportunities with you.

OIL DEPARTMENT

Assessment of environmental sensitivity to seismic operations offshore Falkland Islands, Final Report, prepared by Environmental & Resource Technology Ltd. Extract from the Summary: "This report contributes to present consultation discussions by collating information relevant to the key issues and potential impacts from seismic survey. It introduces the reader to the types of operation associated with seismic survey, describes the known environmental sensitivities of the area and potential interactions that could result from operations. Finally, it details the necessary mitigative measures to avoid or minimise any potential impacts.

Physical conditions in the offshore waters to the north of the Falkland Islands are characterised by predominantly westerly winds and cold air temperatures, reduced further by wind chill and rough seas. These conditions restrict the times of the year when conditions are suitable to undertake seismic survey."

Please call at the Chamber of Commerce Office to view this extensive file.

SUBSCRIPTIONS

Thank you to the companies who have promptly returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce. If there are any problems with either filling in the form or a company having misplaced their application please contact May Dempster at the Chamber of Commerce Office ASAP, for help or a replacement form.

LIBRARY

WHAT TO BUY FOR BUSINESS EDITION NO 194 MAY 1997

The above magazine includes: **PRESENTATIONS:** Few people relish the idea of producing and giving a presentation. Co-ordinating a computer, a software package and a projector can seem a logistic nightmare, and standing in front of a group of strangers, who may or may not want to be there, is even worse. But a little planning and the right equipment can make the process relatively painless. What to Buy shows you how.

SPEECH RECOGNITION: Speech recognition systems, which allow you to write, edit and correct text using only your voice, are becoming ever more affordable. In this report, we look at the latest packages and advise on how you too can get talking.

COMPUTER FAX: Computer fax is a hi-tech development of an established and faithful technology that is expected to boom in business applications. This report examines computer fax and looks at what it could do for your business.

In the News section: A video has been produced to inform managers about the legal obligations concerning health and safety. It explains how systems and procedures can be implemented to satisfy health and safety law. The film is available on a free 14 day preview basis. Call 01633 250280.

In the equipment update section: Faxes, this section covers faxes launched since the last edition. Copiers, this section covers copiers launched since the last edition.

Please call the office if you wish to borrow this magazine.

VEHICLES

The Office received a fax message from EMSA, Punta Arenas fax: 05661 241182, contents: "We would like to inform you that our company has for sale over the next few days the vehicles as listed on the attached sheet, all in perfect condition. "

Any company interested in viewing this list of vehicles please call at the Office to view.

MASTERCRAFT TOOLS FLORIDA, INC

The above company has contacted the office with the following information: We manufacture hand tools, automobile suppliers, garden and forestry supplies, tools for electronics, locks, and can offer tyres, among other products from the Far East. Our main office is in China." "Also we are able to market your native products such as unique products, foods, herbal teas, edible seaweed, and fungus etc in department stores in the Orient. We would appreciate it, if you broadcast this information, too."

There is a full list of goods available from the company, contact the office to view or contact Mastercraft Tools Florida, Inc direct on Fax: (305) 392 2590.

BRIZE SELF DRIVE

Leaflets available from the above Car Hire Company, with very competitive rates, ie Car size 1600cc, 28 days+, £22.00, sorry no one way Rentals. Please call at the Chamber Office for a leaflet.

DHL WORLDWIDE EXPRESS MAGAZINE

The Spring edition of this magazine is available from the Chamber of Commerce Office, extract: "WorldMail, DHL's international business mail service, notched up another successful year of growth by helping more clients more often. The streamlined service not only saves valuable man hours in the postroom by eliminating franking, weighing and sorting, but is also cheaper than more traditional mailing methods. WorldMail generated £12.5million last year, representing a significant growth that is expected to increase in 1997 as the service develops and continues to support clients' needs." There is an insert in the Magazine with more information on WorldMail.

Extract from the article on Globetrotting Executives, "Every year the Airline of the Year survey in Executive Travel magazine never fails to turn up a few horror stories among frequent flyers." "Spare a thought for the passengers whose Eastern European captain refused to take off as he considered the plane unsafe. The airline's solution? They changed the pilot." There are lots of other amusing stories in this article.

In the Travel Section: "the heat is on to see South Africa - open at last as a holiday destination. Catherine Chetwynd savours Cape Province."

Success Story: "A revolutionary new golf set has reduced the handicaps for travelling business people and holidaying golfers, and brought rewards for its British inventor."

Please call at the Chamber Office for a copy of this magazine.

TRAINING

The computer training course is nearing completion time, any applicants who have not returned their forms please do so before 14th May 1997. I will be contacting FIDC for a training grant on the 16th May 1997, on behalf of Chamber of Commerce Members.

Thank you to the applicants who have already replied to the Chamber Office.

CHAMBER OF COMMERCE OFFICE

I will be attending the Computer Training Course on 28th, 29th and possibly the 30th of May, so the Chamber of Commerce will be closed on these dates, I will be checking the answer and fax machines lunch time and evening on these days so anything urgent please fax or leave a message and I will do my best to assist. Sorry for any inconvenience this may cause.

DHL deliveries during this period will be carried out as promptly as possible.

There will be no Bulletin for that week, so double the information the first week in June.

WOOL NEWS

Market Report for Week ending 9.5.97 from Peter Marriott: Extract from section headed: FALKLAND "The easing of Merino values in Australia has made this week relatively quiet from new business actually booked and confirmed. There is however a number of orders in the market in Fine Crossbred and although these are no way at today's price level it may be better to have something in the order book rather than wait for the expected firmness in this market."



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P/COC/1#139



Vol. 4 No.19

BULLETIN

15TH MAY 1997

SUBSCRIPTIONS

Thank you to the companies who have promptly returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce accompanied by funds for the amount due. If there are any problems with either filling in the form or a company having misplaced their form please contact May Dempster at the Chamber of Commerce Office ASAP, for help or a replacement form.

Final date for subscription return, Monday, 30th June 1997.

CHAMBER OF COMMERCE OFFICE

I will be attending the Computer Training Course on 28th, 29th and possibly the 30th of May, so the Chamber of Commerce Office will be closed on these dates, I will be checking the answer and fax machines lunch time and evening on these days so anything urgent please fax or leave a message and I will do my best to assist. Sorry for any inconvenience this may cause.

DHL deliveries during this period will be carried out as promptly as possible.

There will be no Bulletin for that week, so double the information the first week in June.

FICS

The Chamber of Commerce are looking for nominees to represent us on the Falkland Islands Community School, Managers Committee.

I have "Role of Managers" information in the Chamber of Commerce Office for anyone interested in representing us on this very important Committee, please lodge any enquiries to May Dempster on Tel 22264 or Fax your enquiry on 22265, before May 30th 1997 please.

The next meeting for the Community School Managers will be in June, date to be confirmed.

INVESTMENT

The Chamber of Commerce Office has received a short communication from Mr David Balkwell, the letter contents:

"I am interested in any investment opportunities in the Falkland Islands.

Business investment, land, property etc. Can you please advise or point me in the right direction."

Please contact the office if you wish to view this letter and for contact address for Mr David Balkwell.

OFFSHORE EUROPE

Leaflets are available for the above Oil & Gas Exhibition & Conference being held in Aberdeen Scotland on 9-12 September 1997 from the Chamber of Commerce Office.

FIDC have tickets available for free admission to the Exhibition, please lodge interest in these tickets to the Chamber of Commerce Office.

JOB SHOP

Mr Bjorn Hallberg has forwarded a Testimonial from his most recent employer, with a list of assignments carried out which include: Registering of incoming orders, Invoicing, Pricing, Accounts payable and accounts receivable ledger, Book-keeping, Using desktop in order to develop our catalogue. There is also a photograph of Mr Hallberg, enclosed with this information.

Please contact the Chamber of Commerce Office to view and for further details.

EDUCATION DEPARTMENT

The Education Department have requested we distribute the enclosed information which is self explanatory.

An ideal opportunity for certification in skills and further education.

LIBRARY

Communicating Business, the Global Telecommunications Magazine from Cable & Wireless, Issue Ten, Spring 1997 includes:

"It's time to face the future. Why digital TV is about to rewrite the rule book"

"Western promise. How Cable & Wireless is winning over North American investors"

"Softly, softly. Fibre-optic cable sparks off a quiet revolution in telecoms"

There is a very interesting article re communications and problems for "International Peacekeepers, edging Bosnia away from war has been painfully hard. And their field telecoms systems have played a vital role, as Chris Long describes."

Also included in this packed magazine is "All roads lead to home. Nowadays, getting lost is hard to do, because with a portable satellite navigator you're always on the map. Lisa Sykes wanders off the beaten track."

To view this publication please call at the Chamber of Commerce.

FALKLAND ISLANDS EXPLORATION AND PRODUCTION ENVIRONMENTAL FORUM

Minutes from the first meeting of the above are available for viewing at the Chamber of Commerce Office.

NEW MEMBERS

Welcome to the Chamber of Commerce Membership:

J & S Robertson
PO Box 307
Stanley
Tel: 21339
Fax: 21340

Temping/Job Agency, Clerical & Translation

Byron SWA
PO Box 613
Tel: 22604
Fax: 22611

Fisheries

CHARTER FLIGHT/DHL

A Charter Flight has been confirmed for Monday, 2nd June 1997, any DHL outgoing please notify the Chamber Office and packages to be with us by Friday 30th. For more information on this charter please contact International Tours and Travel.

WOOL NEWS

Market Report for week ending 15.5.97 from Peter Marriott. Under the heading "FALKLAND We have again this week made a very strong complaint to the Insurers regarding the lack of progress in completing the Hermann Boye claim. We have also passed on our comments to the FIC London and requested they put pressure on the Insurers. We fully expect some reaction next week. Will keep you informed."

"GENERAL New orders were not coming through plentifully even when prices were rising and threatened to rise further, and they are now very rarely reported at all. There was a view that the market might slip this week and so the tendency to put off placing new business until world wool prices are fully tested is more potent than usual. Caution in placing new business, and very firm resistance to higher prices, as Primary markets appear to be heading that way, combine to keep the market quiet and a little worried. Sterling's volatility is simply one more uncertainty at present. However on the bright side the Industry is keeping busy dealing with orders already on the books."



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Vol. 4 No.20 BULLETIN 22ND MAY 1997

SUBSCRIPTIONS

Thank you to the companies who have promptly returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce accompanied by funds for the amount due. If there are any problems with either filling in the form or a company having misplaced their form please contact May Dempster at the Chamber of Commerce Office ASAP, for help or a replacement form.

Final date for subscription return, Monday, 30th June 1997.

COMPUTER TRAINING/WORD

The above course starts next week, in the Computer Room at the Community School, beginners at 9am on Monday, 26th and Tuesday 27th May and Advanced at 9am on Wednesday, 28th and Thursday, 29th May. Lunch break is 12 until 1.30, there will be morning and afternoon breaks for refreshments. Friday 30th is a wash up day for anyone wishing to go over any areas they feel need more work. There will be information about the Wash-up day on Thursday afternoon, from Nicky Buxton. Details on these courses are available from the Chamber of Commerce Office or from Synergy Information Systems.

CHAMBER OF COMMERCE OFFICE

I will be attending the Computer Training Course on 28th, 29th and possibly the 30th of May, so the Chamber of Commerce Office will be closed on these dates, I will be checking the answer and fax machines morning, lunch time and evening on these days so anything urgent please fax or leave a message and I will do my best to assist. Sorry for any inconvenience this may cause.

Any DHL business during this period will be carried out as promptly as possible.

There will be no Bulletin for that week, so double the information the first week in June.

FICS

The Chamber of Commerce are looking for nominees to represent us on the Falkland Islands Community School, Managers Committee.

I have "Role of Managers" information in the Chamber of Commerce Office for anyone interested in representing us on this very important Committee, please lodge any enquiries to May Dempster on Tel 22264 or Fax your enquiry on 22265, before May 30th 1997 please.

The next meeting for the Community School Managers will be in June, date to be confirmed.

WOOL NEWS

Wool Report for week ending 23:5.97 from Keith Atack "INSURANCE CLAIM Have just spoken to the Insurers(once again) and they inform me that the claim has now been agreed by the underwriters and hopefully payment will be made next week."

Wool Report
insure
underwriter

OFFSHORE EUROPE

Leaflets are available for the above Oil & Gas Exhibition & Conference being held in Aberdeen Scotland on 9-12 September 1997 from the Chamber of Commerce Office.

FIDC have tickets available for free admission to the Exhibition, please lodge interest in these tickets to the Chamber of Commerce Office.

CHARTER FLIGHT/DHL

A Charter Flight has been confirmed for Monday, 2nd June 1997, any DHL outgoing please notify the Chamber Office and packages to be with us by Friday 30th. For more information on this charter please contact International Tours and Travel.

COMMERCIAL AIR LINK WITH CHILE

The latest news from FIDC is that they are in an advanced stage of negotiations with Lan Chile and the basis of the operations are Flights to Falkland Islands commencing 5th July 1997 ETA 1550hrs departure 1635hrs, **this has not been concluded yet.**

Confirmation of these negotiations will be made in the near future.

OIL DEPARTMENT NEWSLETTER MAY/JUNE 1997

Extracts from this newsletter: "Data Gathering Surveys By the beginning of May production licence holders Amerada Hess, IPC, LASMO and Shell had completed their planned acquisition of seismic, gravity and magnetic data. The programmes included the use of three survey ships, one chase boat and two aircraft. A seismic survey in the Special Co-operation Area south-west of the Falklands, on behalf of Spectrum, was also completed in May. The SMNG vessel "Akademik Lazarev" undertook the survey."

Exploration Drilling Programme "The four operators planning to drill exploration wells next year expect to share a rig and have a semi-submersible in Falklands waters for drilling in mid 1998."

Health and Safety "A useful first visit by Iain Todd and Allan Sefton from the Health and Safety Executive (HSE) in late April has enabled the Falkland Islands Government to programme legislation and procedures for the inspection of offshore facilities. More meetings are scheduled with HSE representatives when officials are in London. HSE's next visit to the Falklands is scheduled for October."

To view the full newsletter please call the Chamber of Commerce Office.

THE INSTITUTE OF PETROLEUM

Booklets are available for viewing from the above organisation, Titles include "Know more about oil, An Introduction", "Know more about oil, The Search", "Know more about oil, Drilling and Production".

Please contact the Chamber of Commerce Office to view. Also available "What can the IP do for me", contact Chamber Office if you wish to borrow this information supplied by the Institute of Petroleum.



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Vol. 4 No.21

BULLETIN

30th MAY 1997

SUBSCRIPTIONS

Thank you to the companies who have promptly returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce accompanied by funds for the amount due. If there are any problems with either filling in the form or a company having misplaced their form please contact May Dempster at the Chamber of Commerce Office ASAP, for help or a replacement form.

Final date for subscription return, Monday, 30th June 1997.

INFORMAL DISCUSSION

The Chamber of Commerce and Government Head of Departments will be meeting on Wednesday 4th June 1997 at the Malvina House Hotel, 5pm until 6.30pm.

FIG will be hosting this discussion session, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, bounce ideas around etc.

Please inform May by 1530 Wed, 4th June at the Chamber of Commerce Office if you will be attending so that sufficient seats can be arranged, thank you.

BRITISH ATLANTIC

A letter has been received from Mr Jeremy R Dixon of British Atlantic Airways, Stansted Airport, UK the following is a short extract:

"I undertook to keep you advised in respect of our progress, or lack of it, towards establishing a direct commercial air link between the Falklands and the UK. Our most recent idea has not attracted the support that we thought it might, despite being potentially the most profitable, and for the time being we have reluctantly to admit that there is no immediate prospect of our operation getting off the ground.

This is very disappointing, for a number of people have made a sustained effort over a period in excess of three years, and we have had the encouragement of many within and without the Islands.

We remain convinced that not only do the Falklands deserve a proper, end-to-end commercial service by a large modern aircraft, but that such a service will, before very long, attract the support necessary to make it a financial success.

The moral support that has been given to us over the years is much appreciated, and if in the future it should be possible for us to resurrect the project then we will be delighted to co-operate with your members."

WOOL NEWS

Market Report for week ending 30.5.97 from Peter Marriot.

FALKLAND "We have finally been advised by the Insurers that the Cheque for the Insurance claim will be in the hands of FIC London early next week. They have promised to advise us immediately and send our portion to Bradford. Should be in a position to send funds latest next week.

GENERAL "With many firms closed from a production point of view this week the reaction to the market firmness has been more subdued than might have been expected. Demand pressure came mainly from Japan supported by China. Bradford and Western Europe recognise wool steadiness but get little or no encouragement in trying to keep pace with it. Business in the Home Trade is almost invariably said to be quiet, and little is coming through from Continental Europe either. Price resistance from the Retail and remains very strong. No doubt retailers recognise that if wool continues to remain firm they will have to follow, but they are clearly unhappy at having to do so. Traders still in attendance in the market therefore found little buying interest and few orders have come through."

OFFSHORE EUROPE

Thank you to the Companies who have contacted the Chamber Office with an interest in tickets to Offshore Europe 97, Oil & Gas Exhibition & Conference, 9-12 September 1997 Aberdeen, Scotland.

Could I please have Names and Addresses of interested parties so that tickets can be posted by FIDC, to each individual.

JOB SHOP

Communication from Lionel Taieb has been received, Mr Taieb is seeking employment in the Falkland Islands "for a while" he is currently completing his PhD in applied mathematics in France.

Mr Taieb has sent to the Chamber of Commerce a short resume for viewing and is willing to work on a farm or with a firm, he is "very open concerning the position as the purpose is mainly to know the Falkland."

Please contact the Chamber Office to view this communication.

LIBRARY

NEWS FROM THE CENTRE/May 1997

The journal of the Centre for Tomorrow's Company is the heading for this glossy paper which includes: "A stronger economy through stronger companies". Member Profile "Mike Jackson, Birmingham Midshires Building Society". Ethics and the bottom line "Ruthworth M Kidder, Institute for Global Ethics". "Everything you ever wanted to know about stakeholding but were afraid to ask!". Pass Notes: "Tomorrow's Company, EFQM and IIP".

Please call at the Chamber Office to borrow this paper.

CHARTER FLIGHT

International Tours and Travel have a Special Charter Flight for 5th June 1997 using ALTA Airlines Beechcraft 1900C. Punta Arenas-MPA, MPA-Punta Arenas. Arrives MPA 1115, Departs MPA 1200. Please contact ITT for more information, Pax and Cargo Space Available. (200) Please contact ITT for



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Vol. 4 No.22

BULLETIN

6th JUNE 1997

SUBSCRIPTIONS

Thank you to the companies who have promptly returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce accompanied by funds for the amount due. If there are any problems with either filling in the form or a company having misplaced their form please contact May Dempster at the Chamber of Commerce Office ASAP, for help or a replacement form.

Final date for subscription return, Monday, 30th June 1997.

MART OVERSEAS LTD

A communication from the above company: 48 Kazi Nazrul Islam Ave, Tejgaon, Dhaka-1215, Bangladesh, Tel 9112355 Fax 8882817828 has been forwarded to the Chamber Office by Government House.

Mart Overseas Ltd introduce themselves as exporters of Jute and Jute Goods such as "Hessian Cloth/Bag, Sacking Cloth/Bag, Twills Cloth/Bag, Carpet Backing Cloth(C.B.C.), Jute Yarn/Twine, Geo Jute (Soil Saver), Jute Webbing and other diversify Jute product as per requirement of our customer."

Please contact direct to Mart Overseas with any enquiries.

WOOL NEWS

Market Report from Peter Marriott for week ending 6.6.97

FALKLAND: "Have been advised by FIC London that the cheque for the damaged wools on the Hermann Boye should be with us today. As soon as received will forward final settlements to all concerned farms."

GENERAL: "Wool textile mills are back to work following the Spring Bank recess, The emphasis now from a machinery standpoint is for meeting a pressing call for deliveries which underlines the demand from the retail end. Combing in particular is fully booked with little or nothing available to meet spot needs. The offering in Australia this week was limited to a total 39000 bales, so the expected firmness on prices were maintained. Strength in Sterling and some softness in the Australian dollar have offset any rise in the mainly Merino and Fine Crossbred offerings.

Coarser Crossbreds have yet to be tested fully but the British wool sale this week which was quoted Firm to dearer carried out the feeling that these price leves would in the near future remain firm and unchanged with a possibility of dearer wools in some sectors."

JOB SHOP

Mr Taieb Lionel has sent a fax message to the Chamber of Commerce reiterating his interest in working in the Falkland Islands, he is at present submitting his last article for his Ph.D in applied mathematics next month and is interested to start work in October of this year.

Anyone wishing to view Mr Lionel's resume please contact the Chamber Office.

LIBRARY

THIS WEEK IN BRITAIN

London Press Service News Update Issue 6, 20th May 1997

The first page of this publication covers: The Queen's Speech Outlines government Plans.

The Contents of the publication are as follows :

"Record 1996 for UK Oil/Gas Industry BIN7/6/1. Combined output of Britain's oil and gas fields reached a new record last year with a total of 130 million tonnes of oil and 89,800 million cubic metres of gas produced." "The momentum of development well drilling has also led to 16 new offshore oil and gas fields starting production in 1996, compared with just six in 1995."

"Moves to improve ships' waste disposal BIN7/6/3. An International team of experts led by the British Maritime Technology (BMT) company is to study methods of improving the disposal of ships' waste in European waters." "The study will seek to provide authoritative guidance on future trends in waste management, the technical feasibility of discharging and handling all wastes onshore and the various investments necessary to create adequate reception facilities at EU ports."

"Site Investigation without boreholes STN7/6/4. Construction site investigations can be carried out quickly and cheaply without boreholes, using a new field system developed by a British civil engineering company. The continuous Surface Wave System (CSWS) from GDS Instruments can determine shear stiffness-depth profiles to depths of 10 metres (m) in clays and 30m in some granular soils and rocks. A major advantage of the system is that it eliminates the drawbacks of unrepresentative sampling and sampling disturbance that occurs with traditional invasive procedures. By testing a zone containing sensors - called geophones - the CSWS acts as a "virtual borehole" with a diameter of between 3m and 5m."

"Whalers Boost for Seal Population STN7/6/8. A fur seal population explosion in the Antarctic may have been aided by the whaling industry, British scientists believe. Examination of seal hair found in sediment cores taken from coastal lakes where seals lived "ashore", taken during a geological study begun 18 months ago as part of research into climatic change, provides a timescale indication that reveals how the colony - almost twice as big today as at any time in the past 6,600 years - has increased historically in relation to possible causes." "Writing in the science journal Nature, the researchers suggest that the Southern Ocean whaling industry, which has reduced the baleen whale population by 90 per cent since 1922, may be partly responsible. The Whales feed on vast amounts of a shrimp known as krill, which are also food for the seals. An abundance of krill caused by the diminished number of whales is thought to have helped promote fur seal population growth."

"Award for 30 years of excellence BAN7/6/1. "A research institute which has developed a new country plough has been rewarded for its 30 years of improving working practices. Silsoe Research Institute, of Bedford, southern England, was given the 1997 President's Medal by the Ergonomics Society. SRI has been working since the 1960s to make farming easier, both in the United Kingdom and in developing countries."

The above are all extracts from "This Week in Britain" please call at the Chamber of Commerce to view the News Update in full.



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P/COC/1#143



Vol. 4 No.23

BULLETIN

13th JUNE 1997

SUBSCRIPTIONS

Thank you to the companies who have promptly returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce accompanied by funds for the amount due. If there are any problems with either filling in the form or a company having misplaced their form please contact May Dempster at the Chamber of Commerce Office ASAP, for help or a replacement form.

Final date for subscription return, Monday, 30th June 1997.

OIL DEPARTMENT

The above department have FREE coloured A3 maps of the "Tranches and blocks covered by Production Licence awards, with operator", Produced for the Falkland Islands Government by the British Geological Survey.

Also available are large Wall Maps with more details than the A3, cost of these £5.

IMMIGRATION

Extract from correspondence re Immigration:

"Councillors advised the Governor that as a general policy, no application for a permanent residence permit in respect of somebody formerly residing at MPA should be granted until they had been resident, other than at MPA, in the Falkland Islands for a period of at least three years."

"Councillors have asked that the Immigration Office, on granting Residence Permits for employment purposes, should take steps to require the employer to provide accommodation for the employee, failing which the residence permit will be revoked. They have also requested that a stricter attitude be applied to people coming on Visitors' permits who seek a job here. I should add that these measures are intended to apply generally, as part of the Government Immigration Policy, and are not of course limited to persons transferring to employment in Stanley from employment at MPA."

The above is an extract from a communication from D G Lang QC, Attorney General.

VIGO '97

Anyone attending VIGO '97 between 17th and 21st September 1997 and interested in helping with a Falkland Islands Stand at the show, please contact Southern Cross Ltd on 22888 or Fax 22889 on or before 20th June 1997 for further details.

A great opportunity for meeting people in the industry, and if there is sufficient interest a stand, to promote the Falkland Islands. Southern Cross look forward to hearing from visitors to VIGO '97.

TRAINING

FIG have kindly notified the Chamber of Commerce of the Industrial Society Courses commencing in August of this year. Four places available for each of the courses held in FICS, 2 in Liberation Rm., to the Private Sector

27/8/97	Health & Safety Workshop	1 day Liberation Rm
28,29/8/97	Work with your Manager (for PA's and their Managers)	2 days FICS
1,2,3/9/97	Advanced Supervision (This course is a logical progression for those who attended the performance as a foreman course last year)	3 days FICS
4,5,8/9/97	Junior Management Training (This course is intended for middle management (not HODS) for people who are taking up or about to be promoted to their first management position)	3 days FICS
9,10,11/9/97	Junior Management Training (for middle managers)	3 days FICS
12/9/97	Health and Safety Workshop (This course is suitable for any employee who works with machinery, heavy plant or in any potentially dangerous environment)	1 day FICS
15,16,17/9/97	Advanced Supervision	3 days FICS
18/9/97	Health and Safety Workshop	1 day Liberation Rm

The closing date for interest in attending any of these courses in the Private Sector has to be with the Chamber of Commerce Office by **26th June 1997**. There is a possibility of extra days being booked with Mr John Kirkham, Communications Consultant, Industrial Society, we need notice in advance, if there is sufficient interest from the private sector more training days will be investigated, if not then as with previous training sessions attendance will be on a "first come, first served basis", so please put your name down ASAP if you wish to participate in any of the above training days.

For more details on each of the above courses contact Chamber of Commerce Office.

CONSTRUCTION/BUILDERS

A notice has been forwarded to the Chamber Office by FIDC:

TENDER No : WS22/5801

T101 Radar Equipment Shelter (TRES) and Technical Support Facility - Mount Kent

Contract Strategy: Design and construct

Site: Mount Kent, Falkland Islands

The nature and extent of the services to be provided and general nature of the work: Construction of a weatherproof Radar Equipment shelter (approx 130 sq. m) to house three container type cabins with the facility for rapid removal of the cabins.

Construction of a technical support facility comprising offices, stores and ablution (approx 150 sq. m).
Construction of supporting infrastructure (hardstanding, services, connecting walkways etc.).

Contract Period: 33 weeks

Deadline for receipt of applications: 27 June 1997.

The name and address of the Project Manager to which they must be sent:

Symonds Group Ltd
29/33 Princess Victoria St
Clifton
Bristol BS8 4BX

The Final date for despatch of invitations to tender: 3rd Quarter 1997

The above are extracts from the original document, to view please contact the Chamber of Commerce Office.

LIBRARY

WHAT TO BUY FOR BUSINESS

Edition No 195, June 1997.

This months edition includes: PLAIN PAPER FAX, "Over the last year, the fax has evolved into an all-singing, all-dancing machine, with multifunctional features and the ability to connect to a network. With falling fax prices and faster transmission speeds, what kind of fax should you be looking for?"

ACCOUNTING SOFTWARE, "Computerised accounting systems used to be confined to the corporate sector, but in recent years they have grown enormously in popularity. More recently still, they have been influenced by the graphical world of Windows. This Article examines the accounting software market, with a special look at the ever looming Millenium problem."

FIRE EXTINGUISHERS, "They're an essential in virtually every office and factory, but no one ever wants to have to use them. As new standards are introduced into the market, this report examines fire extinguishers and offers advice on how to protect your business from fire."

In the IN BRIEF section: "A new lighting system from Clearvision Lighting, called Virtual Daylight will eliminate many of the health problems, such as headaches and eye fatigue, associated with fluorescent strip lights in offices. It mimics natural daylight and uses half the energy of fluorescent lighting. For more call 01252 344011."

" Multi-function laser printer accessory launched by Hewlett-Packard can be plugged into your PC to provide scanning, copying and fax, as well as electronic filing and editing of hard copy documents. The LaserJet Companion (£185 ex VAT) is designed to work with any LaserJet 4 or 5 series printer, as well as with the newly introduced LaserJet 6L and 6P printers."

"Texas Instruments has cut the price of its Extensa notebook series by 12%. An entry-level Extensa is now available for £949. All models come with Windows 95."
Contact the Chamber Office to view this magazine.

EXECUTIVE MAGAZINE

Number 140 March 1997

The magazine for business people and decision makers throughout the North of Scotland, one of the headings: "Remarkable period of change" "The Highlands are experiencing a remarkable period of change when put in the context of recent history, and I believe the Highlands has perhaps the brightest prospects of almost any place in Scotland, the United Kingdom and Europe more widely over the coming 25 years. It must be remembered that only some 30 years ago the Highlands were said to be "on the conscience of the nation", the so-called "Highland Problem" loomed large and was characterised by 200 years of decline; continuing out-migration of population;crofting representing a poverty existence; poor housing conditions; poor infrastructure; a dying culture; an empty place with few prospects. Yet only some 30 years later, following creation of the former Highlands and Islands Development Board in 1965, stronger local government following the reform of 1974, and the coming of oil in the 1970s, the situation is transformed." This is a short extract the full article is very interesting.

This magazine is available for viewing from the Chamber Office.

EXPORT COURIER

This small magazine is full of "New Trading Opportunities". A very popular magazine for borrowing so please contact the Chamber Office ASAP if you wish to be first. Contents: Export Brands International. We sell large quantities of branded and non-branded toiletry and household products worldwide. For a Free Price Book contact us now. Tel: 044 1386 854888 Fax: 044 1386 854999. Rosario Exports. Based in Liverpool, Rosario Exports supply mixed containers, incorporating all major grocery brands. With over 10 years export experience, we offer an unrivalled personal service. For our current price list, please contact our export department. Tel 044 1519313002 Fax: 044 1519245908.

The details go on and on from Tesco Stores, Superdrug, Iceland Frozen Foods, also details of non food items from shoe care to storage boxes. Check Out Marketing Ltd supplies a wide range of small impulse sundries on display stands for sale in Convenience Stores and Independent Grocers. We have grown quickly over the last five years and are now one of the foremost suppliers of this type of product to the UK market. Many of our 150+ products are manufactured in the UK, and all represent excellent value for money. The range includes shoelaces, haberdashery and stationery as well as baby, first aid, hair care, DIY and household products. Each label has a high quality printed barcode and a brief product name printed in English. "

Contact the Chamber Office to borrow.

STANDARDS IN PUBLIC LIFE

Copies of the above paper are available for consideration and comment by Chamber of Commerce Members, from the Chamber of Commerce Office. Please send comments to the Chamber Office for a collective reply to The Governor or Att Gen.

Replies to the Chamber Office by 11th July please.

FALKLAND ISLANDS BUSINESS DIRECTORY

We are planning another print of this very important information book from the Business Community and ask all Chamber of Commerce Members via the bulletin to contact the Chamber Office with any changes you wish made, to adverts and to information re your company. **Please notify the Chamber Office by 27th June 1997 at the latest.** For changes *only* to advertisements in the next edition: Costs are: 1/3pg £33, 1/2pg £50, Full pg £100.

We wish to have this print of the Directory accomplished for distribution at Offshore Europe in Sept, any help you can give will be appreciated.

DHL

Unfortunately with the lack of Lan Chile flights into the Falkland Islands there are no DHL services available from the Chamber Office, we can send packages to UK using the Military link via Tristar but only if they are for distribution in the UK.

The Chamber of Commerce are looking forward to the start of a commercial link using Lan Chile, DHL services will resume once this link is secure.

PAY STRUCTURE

Chamber of Commerce representatives and FIG representatives are meeting on Friday, 13th June to discuss the implications of the newly introduced Hay pay structure and net effect in real terms on the private sector. Further information will be placed in future bulletins.

WOOL NEWS

Market Report for week ending 13.6.97 from peter Marriott

FALKLAND " Both Bill Holdsworth & I will be with you all during Farmers Week. Please come along to our talk on the Tuesday morning and we look forward to you joining us for lunch on the same day."

GENERAL "With not much in quantity on offer this week in Australia the trade is increasingly coming round to the view that the selling season must end with prices at or near this current level.

Beyond that there is an idea that wool prices might sink as the new seasons supplies come onto the market in bulk. However, no one is confident this will happen for long enough to make it worth postponing placing orders, or more risky still, getting oversold.

Everyone still says that deliveries are going out well, and that new orders may well therefore follow even though there is much resistance in paying any higher prices.

The wool market tails off as auctions end, holidays increasingly affect the trade and lead to a lull in activity. There is little reason so far this week to increase prices further and the basis is unchanged until some more definite movement occurs.



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Vol. 4 No.24

BULLETIN

20th JUNE 1997

SUBSCRIPTIONS

Thank you to the companies who have already returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce accompanied by funds for the amount due. If there are any problems with either filling in the form or a company having misplaced their form please contact the Chamber of Commerce Office ASAP, for help or a replacement form.

Final date for subscription return, Monday, 30th June 1997.

LASMO plc

With effect from Monday, June 16th 1997, LASMO's new office address is:

101 Bishopsgate
 LONDON
 EC2M 3XH

Telephone: +44 (0) 171-892 9000
 Fax: +44 (0) 171-892 9292
 Telex: 8812970
 South Atlantic Group Fax: +44 (0) 171 892 9286



CABLE & WIRELESS
 FALKLAND ISLANDS



The General Manager

Requests the pleasure of the company of

All members of the Chamber of Commerce

To a public reception in the Town Hall to celebrate the 125th
 Anniversary of the formation of the Company that we now know as
Cable & Wireless.

Wednesday, 25th June 1997

6.30 - 8pm

AQUAMARINE CHEMICALS

FIGO have forwarded a letter from Aquamarine Chemicals (U.K.), who are looking for a sales agent/distributor in the Falkland Islands:

'.....we feel there could be an opportunity for a ship chandler/ ship stores company or individual to generate sales to ships visiting the islands. Our product range covers all requirements for on board ship use.....Aquamarine offers a global service

Should you be able to help and suggest any interested individuals or companies preferably but not necessarily involved in the marine market, then we should be pleased to hear...I can furnish you with any more information on request...'

The attached product list includes approximately 3 dozen products for cleaning and maintenance; water treatment; and fuel treatment.

A copy of the letter and the product list may be obtained from the Chamber Office if required.

FALKLAND ISLANDS BUSINESS DIRECTORY

We should like to remind you that we are planning a revised print of the Business Directory and ask all Chamber of Commerce Members to contact the Chamber Office with any changes you wish made, to adverts and to information re your company. **Please notify the Chamber Office by 27th June 1997 at the latest.**

There is no charge for the inclusion of advertisements which remain unchanged from the present Directory. For changes *only* to advertisements in the next edition: Costs are: 1/3pg £33, 1/2pg £50, Full page £100.

We wish to have this print of the Directory accomplished for distribution at Offshore Europe in Sept. Any help you can give will be appreciated. Many thanks to all those companies and organisations who have already contacted the Chamber Office.

STANDARDS IN PUBLIC LIFE

Copies of the above paper are available for consideration and comment by Chamber of Commerce Members, from the Chamber of Commerce Office.

Thank you to those members who have already sent their comments on this subject to the Chamber. There is still time for comments to be submitted to the Chamber Office for a collective reply to The Governor or Att Gen.

Comments to the Chamber Office by 11th July please.

DHL

No DHL services via Chile are presently available from the Chamber Office. We can send packages to UK using the Military link via Tristar but only *for distribution in the UK.*

The Chamber of Commerce are looking forward to the start of a commercial link using Lan Chile, DHL services will resume once this link is secure.

HAY PAY SCALES

The planned article is still awaiting clarification on some points and will appear in next week's Bulletin.

TRAINING

Places are still available on the Industrial Society Training Courses (see Bulletin 13/6/97). The cost per day for each course will be £25 per person.

27/8/97	Health & Safety Workshop	1 day
28,29/8/97	Work with your Manager	2 days
1,2,3/9/97	Advanced Supervision	3 days
4,5,8/9/97	Junior Management Training	3 days
9,10,11/9/97	Junior Management Training	3 days
12/9/97	Health and Safety Workshop	1 day
15,16,17/9/97	Advanced Supervision	3 days
18/9/97	Health and Safety Workshop	1 day

If you are interested in attending any of these courses please contact the Chamber of Commerce Office by **26th June 1997**. If there is sufficient demand, there is a possibility of extra courses being booked, on a cost sharing basis with FIG. If not, then as with previous training sessions attendance will be on a "first come, first served basis", so please put your name down ASAP if you wish to participate in any of the above training days.

For more details on each of the above courses contact Chamber of Commerce Office.

LIBRARY

The following publications are now available for viewing/loan at the Chamber of Commerce Office:

Key Industrial catalogue: Spring/Summer 1997.

This new catalogue of industrial and commercial equipment features a wide range of products including: handling, lifting and access equipment; office and workshop furniture; storage; tools; mats and flooring; packaging materials; signs; and safety and security equipment. Everything from fork lifts to sticky labels!

Mastercraft Tools Florida, Inc.

This catalogue features air tools; automotive, garden and carpentry tools; hammers; axes; cutters; clamps; files; and drills.

Workboat International: March 1997.

This publication includes articles on inboard and outboard engines, pilot and harbour craft and marine products; as well as featuring advertisements for vessels of all sizes and marine equipment.

Lloyd's Register: Annual Review of the LR Groups 1996.

A summary of the activities and income of the group for 1996. Reports from Europe, the Americas, Africa, the Indian Sub-Continent and the Middle East. Plus a brief overview of world shipping.



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P/COC/1#145



Vol. 4 No.25

BULLETIN

27th JUNE 1997

SUBSCRIPTIONS

Thank you to the companies who have already returned their subscription forms to the Treasurer, Falkland Islands Chamber of Commerce accompanied by funds for the amount due. If there are any problems with either filling in the form or a company having misplaced their form please contact the Chamber of Commerce Office ASAP, for help or a replacement form.

Final date for subscription return, Monday, 30th June 1997. Please note that non-payment of subscriptions will result in membership of the Chamber of Commerce being cancelled.

FALKLAND ISLANDS BUSINESS DIRECTORY

Many thanks to all those companies and organisations who have contacted the Chamber Office with changes to entries and advertisements in the Business Directory.

If anyone has not yet contacted the Chamber Office with changes please do so WITHOUT DELAY.

TRAINING

Places are still available on some of the Industrial Society Training Courses (see Bulletin 13/6/97). The cost per day for each course will be £25 per person.

28,29/8/97	Work with your Manager	2 days	4 places
1,2,3/9/97	Advanced Supervision	3 days	1 place
4,5,8/9/97	Junior Management Training	3 days	2 places
9,10,11/9/97	Junior Management Training	3 days	1 place
15,16,17/9/97	Advanced Supervision	3 days	4 places
18/9/97	Health and Safety Workshop	1 day	2 places

If you are interested in attending any of these courses please contact the Chamber of Commerce Office without delay. Attendance will be on a "first come, first served" basis.

For further details contact Chamber of Commerce Office.

EFFECT OF HAY ON EMPLOYMENT COSTS

We are awaiting confirmation from FIG on the accuracy of our analysis of the effect of the Hay proposals on employment costs within FIG, and therefore the influence it will have on the private sector wages bill. Although there are a number of grey areas on which to agree, it is hoped that we will have something for members to digest in the near future.

In the mean time, please find below the current pay award being made by FIG as from 1st July 1997. For most employees this results in a 3% increase, the exception being those employees on the bottom of their grade who will receive just over 4%.

Job Title	Hourly Rates Paid Pre Hay	Hay Grade	Hourly Rates Actually Paid Post Hay May/June 1997	Hourly Rates Payable from 1 July 1997	Grade Range 1997/98		
					Bottom	Mid	Top
Foreman	£5 77 to £6 13	E	£6 68 to £7 85	£6 95 to £8 94	£6 95	£8 70	£10 43
Assistant Foreman	£5 33 to £5 65	F	£6 10 to £6 58	£6 35 to £6 78	£6 35	£7 46	£8 58
Certificated Craftsman	£5 11 to £5 61	F	£6 10 to £7 36	£6 35 to £7 83	£6 35	£7 46	£8 58
Uncertificated Craftsman	£4 58 to £4 93	G	£5 01 to £5 55	£5 22 to £5 72	£5 22	£6 52	£7 83
Plant Operator	£4 05 to £4 93	G	£5 01 to £5 77	£5 22 to £5 94	£5 22	£6 52	£7 83
Handyman	£4 05 to £4 45	G	£4 42 to £5 55	£5 22 to £5 72	£5 22	£6 52	£7 83
Handyman	£4 05 to £4 45	H	£4 42 to £5 55	£4 60 to £5 72	£4 60	£5 75	£6 90
Apprentice Year 1	£3 73	H	£4 42	£4 60	£4 60	£5 75	£6 90
Apprentice Year 2	£3 90	H	£4 64	£4 78			
Apprentice Year 3	£4 12	H	£4 87	£5 02			
Apprentice Year 4	£4 31	H	£5 12	£5 27			
Apprentice Year 5	£4 53	H	£5 38	£5 54			
Labourer	£3 53 to £3 93	I	£3 97 to £4 42	£4 09 to £4 81	£4 09	£4 81	£5 53

F.I. WOOL MARKETING

Peter Mariott writes:

'May I take this opportunity of thanking all Falkland Islanders for their kind reception during my visit (along with Bill Holdsworth) during Farmers' Week. Once again I left the Islands with growing confidence in the future for all farms and continued prosperity for the Falklands.'

FARMERS' WEEK

As many are aware, farmers' week has now drawn to a close. During the week meetings were arranged to cover the following areas:

Medical information; contract shearing rates; Cattle Breeders Association; visit to the Agricultural Department and an update on the Department's restructuring and current programmes; Falklands Conservation; wool sales; insurance/accident liability; meeting with FIG to discuss how FIG can best assist farmers with development; Cable & Wireless; The Geological mapping programme; Fire appliance training.

Our own thanks go out to all those members, non members and FIG departments who took time out to arrange the above meetings for the farming businesses. An interesting statistic to come from the week was that farming employs more people in the Islands than any other work activity, followed by transport as the next largest employment sector.

JOBSHOP

Mr Robb Jones has written, with a CV, seeking work in the Falkland Islands:

" ...my background is multi-discipline with a large area of skills developed in mine clearance and addressing the overall problem of landmines and UXO in post war environments in addition to communication and team working skills and project management up to Country Director level.

The experience I have gained has been in demanding environments where cultural, political and military events have demanded diplomacy, negotiation and tact to enable the projects to run and ultimately to reach the objectives set.

.....my present contract expires at the end of the month ..."

Mr Jones has numerous qualifications. He worked for 5 years in the Merchant Navy on Shell Tankers, before joining 33 Engineer Regiment - 583 (EOD) Squadron. He spent some years with the East Sussex Ambulance Service. Between 1992 and 1995 he worked with the Mines Advisory Group in Cambodia and in North Iraq. In 1995 he became a Landmine Project Officer in Iraqi Kurdistan, providing technical and logistical support in the establishment of two regional surgical centres and being promoted to Country Director, North Iraq in Oct.1995. Since Oct. 1996, he has been with the Mines Advisory Group Overseas Support Unit in Milan, creating support mechanisms for all field activities.

He is fully conversant with: Computers - MS-word, Excel and Lotus.

H.F. and VHF radio use and installation.

Satellite Navigation (GPS) usage and mapping.

Messrs. Iyvan Demetrio Fomichov and Vladimir Fedorov, resident in Uruguay, are seeking work in the Falkland Islands. They write:

'...we have worked as seamen, electricians, welder etc. Before to come to Uruguay we have experience of work underground.'

Please call the Chamber Office for further details on the above job-seekers.

PRESS RELEASE

PURCHASE OF GOODWIN OFFSHORE LIMITED

The Directors of Goodwin Offshore Limited and Seafish (Falklands) Limited are pleased to announce that an agreement has been reached in principle for the purchase of Goodwin Offshore as a going concern by Seafish. Goodwin Offshore will become a wholly-owned subsidiary of Seafish and will continue trading under its present name.

DHL

No DHL services via Chile are presently available. Packages **to UK only** can be sent using the Military link via Tristar. Full DHL services will resume once a scheduled link to Chile is secure.

LIBRARY

The following publications are now available for viewing/loan at the Chamber of Commerce Office:

DHL Express, Summer 1997. Includes articles on Hong Kong and Classic Cars.

The **Falkland Islands Newsletter**, May 1997. Articles on the South Atlantic Medal Association, the Canberra, the Falkland Islands Trust and the Shackleton Reception Dinner. Obituaries of Captain Nick Barker, CBE, Sir Michael Shersby, Eric Ogden and Bishop Richard Cutts. Book reviews, local news and lots of photos.

Business alert!, June 1997. Published by the Aberdeen Business Shop, this features brief paragraphs on a variety of subjects: Events, Legal and Regulatory, Health and Safety etc. A section entitled 'INTERNET BOOKMARKS' includes the following addresses:

British Exports Initiative

Includes a searchable database of 90,000 UK exporting companies
<http://www.britishexports.com/>

Marketing Online

<http://www.marketing.haynet.com>

Mailing List

"The INTERNATIONAL BUSINESS LIST is a moderated public Internet mailing list that seeks to provide a bridge between business people in all lands and provide them a way to make contacts, find new trading partners and share resources. It is a highly professional, polite, and information-rich business network, with over 1,500 subscribers in over 50 countries." It contains details of contacts, partners, agents, sales representatives, licensees, distributors, resources, including global, regional and national information sources from countries around the world plus questions/answers to your international business questions. To subscribe send the word SUBSCRIBE in the subject field to: INTLBIZ-D-REQUEST@LOFCOM.COM



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Vol. 4 No.26

BULLETIN

4th JULY 1997

FALKLAND ISLANDS REVIEW

The Scotsman Newspaper, Scotland's 'most widely read and respected quality daily', in co-operation with FIDC, is to publish an in-depth report highlighting the current status of the Falkland Islands.

The report will be published on Tuesday, September 9 1997 to coincide with the Offshore Europe Exhibition in Aberdeen, at which copies will be available. It will be circulated with the paper to 220,000 readers across Scotland.

Subjects included will be:

- Scottish companies involved in current Falkland Islands contracts.
- Current construction developments.
- Future potential.
- Enhancing two way trade.
- Falkland Islands - Local Government, Education, Agriculture, Oil development, Social activities, Climate, Fishing, Tourism.

The Scotsman Publications Ltd. are offering advertising space at a special Falkland Island rate of £10.00 per single column centimetre. (UK rate £20.00).

Contact the Chamber Office for further details.

RITTER OUTDOOR LTD.

This company, who first wrote to us in April this year, are seeking an agent/representative in the Falkland Islands "who knows the local conditions and mentality with an efficient sales organisation to help us to market our products....".

Ritter Outdoor Ltd. supply "fine Outdoor, Angling and Hunting luggage in Canvas and genuine Leather in traditional English Designs.....also nesting boxes and bird feeders in an exciting new design concept which could be marketed in Gift-shops, Pet-shops and Garden-centres".

Interested parties please contact Ritter Outdoor Ltd, Tall Chimneys, Shilburn Rd. Allendale, NE47 9LG. Tel: 1434 683612 Fax: 1434 683793. Web page: <http://www3.mistral.co.uk/ritter/index.html>

LIBRARY

The following publication is now available for viewing/loan at the Chamber of Commerce Office:

Pilkington's Ceramic Tiles, 1997 Catalogues: The two latest catalogues show tiles for kitchens and bathrooms, and architectural ceramics for walls, floors and swimming pools. 'suitable for home installation... and hotels where a high standard of material is required...'

INVITATION TO TENDER

The following is from the latest edition of 'MOD Works Services Opportunities':

NEW

Provision of Works Service Manager for the Falkland Islands

TENDER NO: WS22/5783

Contract branch: CB/DEO12B
Defence Estate Organisation (Works)
Blakemore Drive
SUTTON COLDFIELD B75 7RL
0121 311 3608

Description of work:

Provision of Works Services Manager.

Site: Falkland Islands.

Indication whether the service provider can tender for a part of the services concerned: Companies cannot tender for part of the project.

Envisaged number of service providers which will be invited to tender: It is envisaged that no more than 6 service providers will be invited to tender.

Where applicable, non-acceptance of variants: Innovative bids will be welcomed but must accompany a bid in close accordance with the ITT requirements.

Duration of Contract: 5 Years.

Contract Pricing: Lump Sum
Management Fee.

Where applicable, the legal form to be assumed by the grouping of service providers winning the contract: In the event of a joint venture or consortium submitting an acceptable offer it will be necessary for each member of that joint venture or consortium to sign an undertaking that each such member will be jointly and severally responsible for the due performance of the contract.

Final date for receipt of request to participate: 11 July 1997.

Address to which they must be sent:
Market Intelligence Unit
Directorate of Contracts
Defence Estate Organisation (Works)
Blakemore Drive
SUTTON COLDFIELD B75 7RL
0121 311 2190/2188.

Final date for the despatch of invitations: 3rd/4th Quarter 1997.

Deposits and guarantees required:
Upon award of contract the service provider may be asked to provide a parent company guarantee or performance bond.

The service provider must provide:
A complete pre-qualification questionnaire for property management.

Award criteria: The award will be made on the basis of the most economically advantageous tender. The criteria, in descending order of importance are:
Technical Compliance.

Best Value for Money.

Other information (including Quality Assurance requirements):

Companies should possess a minimum Annual Turnover of £4M and Professional Indemnity Insurance of £1M. All expressions of interest must include a fully completed Pre-qualification Questionnaire (located in the centre of this publication). Please note that all information requested on the questionnaire must be supplied to ensure consideration.

Please note that this requirement was originally advertised in the Works Services Opportunity Bulletin in May/June 1996.

Quality assurance: BS EN ISO 9001:1994 (Refer to introduction).

The pre-qualification questionnaire is available in the Chamber Office.

F.I. WOOL MARKETING

FALKLAND

The momentum for new business ended early this week with all clients adopting a wait and see attitude. They are unanimous that the Budget combined with the strength of Sterling is more important at present than looking for new orders. Whilst, however, the underlying factor that all clients are now beginning to accept is that this level of wool pricing is here to stay in the run up to the Summer Holidays.

GENERAL

The main factor in Australia this week that could be important is the large offering by Australian growers, attracted by higher prices and influenced by a new financial year. The firm to slightly dearer market just prior to a three week Summer recess gives added indication of the underlying strength of the wool market. The currency factor however, continues to be unhelpful to UK traders.

Those pricing for export complain they have little chance with their prices still being pushed up by the Sterling exchange rate.

As for the Home Trade, import competition has gained a huge price advantage in the past 9 months and it takes great self control on the part of Retailers to stick with Home Trade clients for ensuring supply, when imported manufacturers are so much cheaper.



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Vol. 4 No.27

BULLETIN

11th JULY 1997

INFORMAL DISCUSSION

The Chamber of Commerce and Government Heads of Department will be meeting on Wednesday 16th July at the Malvina House Hotel, 5 p.m. until 6.30 p.m.

FIG will be hosting this discussion session. All Chamber of Commerce members are welcome. The evening will be a totally informal discussion session; a chance to talk about areas of current interest.

Please inform Kathy at the Chamber of Commerce Office, by 15.30 Wednesday, 16th July, if you will be attending, so that sufficient seats can be arranged. Thank you.

CHAMBER OFFICE

The Chamber of Commerce Office will be closed on the afternoon of Friday 18th July. Apologies for any inconvenience caused.

NEW MEMBERS OF THE F.I. CHAMBER OF COMMERCE

Welcome to the Chamber of Commerce membership:

J.C.B & F LTD.
 28 ROSS ROAD EAST
 STANLEY
 TEL: 22044 FAX: 22206/22044

VICTORY BAR
 1A PHILOMEL STREET
 STANLEY
 TEL: 21190/21199 FAX: 22244

INCOMES DATA SERVICES

IDS are publishing a series of monthly Guides to Suppliers. Each Guide identifies suppliers of a particular personnel-related product or service, considers their background and looks in detail at what they have on offer. It provides examples of companies already using their products and services and gives an indication of the costs you can expect to face.

Contact the Chamber Office for further details.

CARGO AIRCRAFT CHARTER

Mr Scott L. Parkinson, Director -Sales & Service, of Charter Services, Air Cargo, writes:

'Perhaps in your dealings you will encounter shippers that need cargo aircraft from time to time. I would appreciate your forwarding my name as a charter broker in those cases.'

The contact details are:

CSI, Inc.
Post Office Box 25604
Albuquerque, NM 87125
Tel: 505/761-9000 Fax: 505/344-1906

LIBRARY

The following publications are now available for viewing/loan at the Chamber of Commerce Office:

What to Buy for Business July 1997.

This month's edition features Telephone Networks, Desktop Computers and Computer Networks, with updates on Fax machines, Printers and Copiers launched since the previous edition.

Wilkins Kennedy: Summary of taxation provisions in Summer 1997 budget.

'The first Labour Budget for nearly 20 years contained important tax proposals affecting capital allowances, companies and shareholders, a reduction in mortgage interest relief, a windfall tax on privatised utilities and a number of anti-avoidance measures. The Chancellor announced reviews of several aspects of the tax system...'

Useful information from Chartered Accountants Wilkins Kennedy for anyone affected by the provisions of the UK Budget.

F.I. WOOL MARKETING (11.7.97)

NO PRIMARY WOOL SALES THIS WEEK.

GENERAL.

The continuing rise in Sterling and closely associated rise in interest rates have continued in tandem for nearly nine months.

The Budget last week did nothing to break the trend. Wool textile exporters as a result found themselves increasingly uncompetitive in overseas markets.

They also see competitors in Europe and elsewhere gaining ground not just in export markets but in the Home trade also.

In the wool trade the surprising feature is that UK activity has been maintained so well when trading conditions have deteriorated, with further deterioration in prospect unless Sterling quickly goes into reverse.

There are no Wool Sales for most of this month and price adjustment depends on currency, new business and the level dictated by competition.

Whatever the alterations made, business is generally said to be quiet, with holidays an increasing influence.

Deliveries are also sometimes affected by holidays.

JOB SHOP

Mr Willi Kroc (Bulletin Vol 4. No.3) has written again from Canada with a copy of his CV. He has 22 years of experience in the construction industry; he has worked in all areas of construction - residential, commercial, industrial and building maintenance - and is experienced in interior systems and steel stud construction. He also has knowledge of electrical work and plumbing.

Mr Kroc's letter and CV are available for viewing at the Chamber Office.

Mr Mark Nedd is just coming to the end of his contract with Consolidated Fisheries (21st July) and is seeking employment in either Fishery or Construction related work.

Mr Nedd can be contacted at the YMCA, 21 Shackleton Drive, Tel: 25117 or via a message left with Terry Peck, Tel/Fax 21074



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Vol. 4 No.28

BULLETIN

18th JULY 1997

ANNUAL SUBSCRIPTIONS

Annual subscriptions were due to be paid prior to 30th June 1997. There is still a very small number of subscriptions outstanding.

If annual subscriptions are still outstanding at the end of July, we shall assume that those companies no longer wish to remain members of the Chamber of Commerce and their membership will accordingly be cancelled without further notice.

HALCROW WASTE MANAGEMENT

Mr Anthony Harker and one of his colleagues from Halcrow, Waste Management Consultants will be arriving in the Falkland Islands today, Friday 18th July (Tristar permitting). They are here to look at all aspects of waste management in the Falklands.

A meeting with Mr Harker has been arranged for 4.30 p.m. Wednesday 23rd July, in the Chamber Office in Dean Street.

If you are interested in attending the meeting, please contact the Chamber Office.

JOB SHOP

Mr J.C Appleyard, presently in UK, is seeking employment in the Falkland Islands Hydrocarbons Industry.

" I am seeking employment in the Falklands in onshore related offshore oil and gas work..... I spent a not inconsiderable time in the Shetland and Orkney Islands in the early days of the UK's introduction to offshore oil and also in rural parts of Norway at the inception there of the industry.....

I was involved in the offshore work around the Shetlands and also within the islands for the tanker offloading base. I experienced first hand the problems faced by the Islanders, the contractors and their clients and saw how they were overcome. In Norway I was involved in Statoils efforts and their successful conclusion with regard to planning approvals and associated problems for the landing of the Statpipe lines, whilst in Orkney I was involved in the successful shore pull and termination of the Occidental lines.....

I believe my experience and technical expertise would be an asset to any concern seriously considering involvement in the forthcoming work....."

Mr Appleyard's letter and CV and the names of his referees, both professional and personal, can be obtained from the Chamber Office.

LIBRARY

The following publications are now available for viewing/loan at the Chamber of Commerce Office:

Building Products. May 1997. 'Building Products is designed to bring you the very latest product information' The 'Focus' in this edition is on Office Environment and Interiors. There are also features on Industry trends, ventilation hygiene, fire-resistant doors and architectural ironmongery. The Literature Update offers an opportunity to obtain new information booklets and catalogues on all sorts of building products, from roofing materials (tiles or turf) to flooring tiles, and from children's coat-racks to drainage systems.

WOBO News. March 1997. The newsletter of the World Organisation of Building Officials. The front page article is an account of the 4th WOBO World Conference in Hong Kong, attended by Graham France, a member of WOBO's Board of Governors.

Import/Export Statistics 1996. The statistical reports in respect of imports to and exports from the Falkland Islands for 1996:

- Total imports to the Falkland Islands and exports of wool to the UK for the years 1992-1996
- Comparison of principal imports by classification, 1993-1996
- Comparison of principal imports by classification from Chile, 1993-1996
- Total annual imports by classification
- Import code range of total imports, including quantities where of interest
- Imports by place of loading, 1996

Aberdeen Chamber of Commerce Business Bulletin. July/August 1997. The main feature of this issue is an article introducing the new MPs for the Aberdeen area.

Cable & Wireless. Annual Report and Accounts 1997.

WOOL MARKETING

With wool sales in recess even in the most active markets until later this month and with holidays keeping interest at a low ebb almost everywhere else, prices would normally be static and unchanged.

There are however a few slight changes, mostly reductions, and the reason is almost entirely the currency factor. In the UK this means Sterling's strength. The rates most relevant to the wool textile industry have again tended to push down wool replacement costs.

Not for the first time, the UK wool textile industry finds itself threatened by a rising pound which damages exports, encouraging imports, and involves higher interest rates which do not help an industry where borrowing is vital and returns minimum.

Fortunately, for some time now the market has been helped by a rising wool price trend in Australia. What worries some traders is what would happen if the view grew that wool prices would not rise further and might fall. The call for deliveries and take up of old orders, still a sound feature today, could dry up quickly.



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Vol. 4 No.29

BULLETIN

25th JULY 1997

COOPERS & LYBRAND VISIT

Messrs Hawksworth and Dyson of Coopers & Lybrand will be visiting the Falkland Islands between 5th and 9th August, 1997.

An informal meeting is being arranged with FIG for members of the Chamber of Commerce to meet Messrs Hawksworth and Dyson. (Provisional date: Thursday 7th August, 5 p.m. at the Malvina House Hotel - to be confirmed).

Coopers & Lybrand have not yet submitted their final report, the recommendations of which will be subject to Executive Council deliberation and possibly amendment. However, the resumé of their report mentions various topics, which might form a helpful structure for the discussions between the Chamber of Commerce and Coopers & Lybrand:

1. The relative size and influence of government and the scope for, and style of, any privatisation that may be advised.
2. The supply of capital into the private sector:
 - the role of FIDC
 - local capital - where is it?
 - joint ventures
3. The problem of manpower constraints and the supply of labour:
 - quality and quantity
 - training
4. The Stanley versus Camp issue and the proposed investment in agricultural diversification.
5. The problem of the balancing of public spending programmes.
6. The non-oil scenarios: which appeals?
 - status quo
 - back to basics
 - nation state
 - diversification
 - new directions
7. The oil scenarios.

BUSINESS DIRECTORY

The proof pages of the revised Directory are now available for viewing in the Chamber Office. Members who wish to check their entry/advertisement are welcome to do so in the week 28th July - 1st August. The Directory will go to the Printer's Office at the start of the following week.

The Chamber Office is open 8 a.m. - 12 noon, 1.15 p.m. - 4.30 p.m., Monday to Friday.

MEETING WITH THE HALCROW CONSULTANTS ON WASTE MANAGEMENT

Members of the Chamber met with Mr Anthony Harker and Mr Nick Crick of Halcrow, Waste Management Consultants on Wednesday 23rd July.

Topics discussed were:

1. Level of waste from businesses and the responsibility for co-ordinated disposal.
2. Management of landfill tips and using Mary Hill Quarry as an alternative to Eliza Cove.
3. Separation of waste for export or separate disposal to reduce environmental impact.
4. Reprocessing of household waste and bulking waste compost with paper waste.
5. Integration of Stanley waste disposal with MPA and/or the Abattoir.
6. Potential waste disposal facilities to cope with offshore waste from vessels and rigs.
7. Falkland Island obligations to cater for vessel waste under MARPOL.
8. Low cost solutions to waste from sewer outfalls on Stanley harbour shoreline.
9. How Halcrow can ensure that their report does not end up in FIG archives with no tangible benefit.

The Chamber provided the Halcrow Consultants with a number of public documents and information of which they were previously unaware, or which they had been hitherto unable to obtain.

ANNUAL SUBSCRIPTIONS

Annual subscriptions were due to be paid prior to 30th June 1997. There is still a very small number of subscriptions outstanding. We have done our best to contact all these members and supply new forms if required.

If annual subscriptions are still outstanding at the end of July, we shall assume that those companies no longer wish to remain members of the Chamber of Commerce and their membership will accordingly be cancelled without further notice.

HAY RECOMMENDATIONS

The Chamber has now received a response from FIG. An article is being prepared and will appear in next week's Bulletin.

LIBRARY

The following publications are now available for viewing/loan at the Chamber of Commerce Office:

CBI News July/August 1997 features special reports on Saudi Arabia and Russia, Electronic Commerce and the Motor Industry in South East Asia. Further articles spotlight Business in Whitehall, the Social Chapter of the EU and relationships between schools and businesses. The CBI have also set up a new Web Site: <http://www.cbi.org.uk>

Outsourcing IT A Business Guide produced by the CBI in association with IBM. Themes covered include 'The Marketplace', 'Choosing your Strategy', 'Implementation' and Case Studies

WOOL MARKETING (Week ending 25.7.97)

Bradford

In spite of the strength of Sterling, good competition produced a clearance of over 85%, with prices only at a slightly lower level.

Compared with the last Bradford Sale on 25.6.97:

Pick & Super	5% cheaper
Best Halfbreds Hog	fully firm
Other Halfbreds	2.5% cheaper
Crosses	5% cheaper
Radnor	up to 5% cheaper
Welsh	fully 2.5% cheaper

General

Pricing in the UK Wool Market still depends largely on what happens to Sterling. The most recent tendency has been slightly firmer against Australia, but this is partly because the Australian Dollar itself has not been showing as much strength as a week or two ago.

Where Australian sources are relevant, and this includes stockpile wool available from Wool International, the Australian Dollar rate is the one to consider. So also is pricing by Wool International itself, however, and this depends on what delivery is wanted, not just the market. The September quota for stockpile disposal has been filled satisfactorily, with no risk deadlines set down in legislation. Wool International is trying to move on to the December quota with pricing altered accordingly.

Sales commence in both Australia and New Zealand next week. The local trade will be watching developments with great interest.



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Vol. 4 No.30

BULLETIN

1st AUGUST 1997

INFORMAL DISCUSSION WITH FIG AND COOPERS & LYBRAND

An informal meeting has been arranged with FIG for members of the Chamber of Commerce to meet Messrs Hawksworth and Dyson of Coopers & Lybrand, together with FIG Heads of Department.

The meeting will take place in the Beagle Bar of the Malvina House Hotel on Thursday 7th August, commencing at 5 p.m.

Members of the Chamber are free, as always, to raise any topics they wish. Some suggested starting points for discussion, taken from the resume of the Coopers & Lybrand report, were published in last week's Bulletin.

If you will be attending the meeting, please inform the Chamber of Commerce office 3.30 p.m. on August 7th so that sufficient seating can be ensured.

STANDARDS IN PUBLIC LIFE

Thank you to members who responded to our request for comments on the paper on Standards in Public Life. The comments have now been collated and passed on to the Attorney General. The points made were as follows:

1. Extra emphasis is needed to remind those who take positions on committees such as the Planning and Building Committee that they must meet the same standards, in particular the declaration of an interest when dealing with matters relating to their areas of business.
2. When consultancies are awarded to firms/individuals, conditions should be attached to limit them from exploiting the knowledge they gain thereby; knowledge which should be the property of FIG.
3. Whilst not a part of the paper, it is felt that members of bodies concerned with decision making are not consistent in their decisions. This often gives rise to accusations of favouritism. This could be combatted by committees having a set of policy guidelines, and by greater attention being given to past decisions taken on similar cases. It would help if FIG drew up a paper for all persons on new and existing FIG committees, giving guidance as to the role of committees, their structure, aims and procedures.
4. While agreeing that members of council who are farmers should be allowed to speak on matters where they have a direct financial interest, it is not agreed that it is proper for them to vote. They should be permitted to advise their colleagues in areas where they have greater knowledge.
5. The ruling to prohibit senior civil servants from becoming involved in business in the first two years after leaving FIG should be extended to include the General Manager of FIDC.
6. It would be helpful to have a clear definition of the application of the code of conduct to both ExCo and LegCo, especially in relation to voting or not voting by members who have declared an interest.
7. In general, Civil Servants should not be allowed to run private businesses. Apart from anything else it raises the question of whether they are fully committed to their FIG posts.

8. It is felt that now is an opportune time to clamp down on the below activities of FIG employees:
 - a) Carrying out private work in FIG working hours.
 - b) Using FIG owned assets (both buildings and equipment) for carrying out private work.
 - c) Undertaking work which is already catered for by the private sector.
9. Where permission is given to an FIG employee to undertake private work/provide a service that is not provided for by the private sector due to the size of the market or non-availability of the skill, that permission is given on the strict understanding that, should the role be undertaken by a private individual or firm, the FIG employee's trade must cease. Where permission is granted under the conditions detailed above and FIG assets are used in the carrying out of the work, a realistic charge should be made by FIG for running costs and contribution to asset cost, to ensure that opportunity for private sector growth is not stifled.

JOB SHOP

Larbi Eddaoue has been working in Saudi Arabia for the past 4 years. He is 34 years of age and holds a Moroccan passport. He has a BSc. in Chemistry and Physics and speaks English, French and Spanish. At present he is employed as Department Manager for the production of Masterbatch colorants for the plastic and paint industries. His previous experience was as an X-ray, radiation detection and protection laboratory technician. He declares himself interested in any form of employment in the Falkland Islands.

Mr Eddaoue may be contacted c/o Craigmere, Hill Rd., Penwortham, Preston PR1 9XH, UK.
Tel: 044 1772 743055 Fax/phone: 044 1772 752375

LIBRARY

The following publications are now available for viewing/loan at the Chamber of Commerce Office:

Cable & Wireless Corporate Brochure. Cable & Wireless is the world's leading suppliers of telecommunications services, providing over 10 million customers with international, domestic and mobile communications. It is listed on the London Stock Exchange as one of the UK's top 20 companies. This brochure offers an insight into Cable & Wireless's operations around the world, with details of its global and regional businesses and an intriguing world map of Satellite Earth Stations and Fibre Optic Cables, both operational and planned.

British Consultancy Worldwide. Spring 1997. The magazine of the British Consultants Bureau. Articles feature a range of projects in all parts of world: Halcrow water and wastewater projects in Latin America; SAC International implementing an EC project to assist MERCOSUR in establishing the institutional, technical and legislative base for developing free trade; and projects in Brazil, Bangladesh, India, Egypt.....

BBC On Air. August 1997. Full programme guide for BBC World Service broadcasts on radio and TV, plus articles on the partition of India and Pakistan 50 years on.

MOD Works Services Opportunities. Vol 6 No 9 16th July

FIG Department of Oil. July/August 1997 Newsletter. Updates on Oil Company Activities, the Exploration Drilling Programme, Environmental Matter and Health and Safety.

Stanley Business Centre Catalogue of Office Furniture 1996/7.

WOOL MARKETING (Week ending 1.8.97)

AUSTRALIA -Sydney/Fremantle

Market closed with Merino fleece generally unchanged. 21 to 22 micron closed up to 1% cheaper with 23 and 24 micron quoted slightly cheaper, but 25 micron 1% dearer.

Main buyers: Western Europe and Japan supported by China. The market indicator closed unchanged compared with July 3rd at 665 cents/kilo

No crossbreds or halfbreds on offer sufficient to quote.

NEW ZEALAND - NI & SI Selling

Halfbred fleece generally 2 to 5% dearer with crossbred fleece firm and unchanged.

21% passed in.

GENERAL:

Bradford Mills close for their annual holidays today and buying is inevitably affected and little or no business is indicated at present.

Deliveries are going out well, allowing for distortions due to the holidays, and this remains a consistently favourable feature even though much of the trade says that selling overseas with Sterling so high is virtually impossible.

The worry is that when the present orders run down nothing will come in to replace them and that the industry will be facing a depression when the Continental competitors, gaining where the UK loses, are flourishing. Even as things are, more than one firm comments on how well activity has been kept up when export business has been so difficult.

IMPLICATIONS OF INTRODUCED HAY RECOMMENDATIONS

The following pages are a copy of FIG's response to a spread sheet produced by the Chamber in order to calculate the effect on the cost of employment resulting from the introduction of the Hay proposals relating to a certified craftsman (taken as an example).

It is up to employers to decide what implications these increases will have on their own employment costs, in both the short term and the long term, as well as their ability to retain labour over the longer term, in light of significantly more attractive employment packages being offered by FIG. The Chamber has a collection of spread sheet models covering most FIG ex-hourly paid job rates. Members are welcome to take a copy and insert their current terms of employment, and any proposed increases/additions to their terms and conditions of employment, to see what overall effect it would have on their employment costs. Spread sheet models are in Excel and are available from Hamish Wylie at LMW (Tel.: 22640, Fax: 22643).

There are many factors for employers to consider when comparing their terms and conditions of employment to those offered by FIG. Most notably: is there any reason why your employee's package should be significantly lower than his FIG counterpart? The purpose of the Hay proposals was to eradicate the anomalies and inequities between workers carrying out similar tasks. Ultimately it is the responsibility of private sector employers to ensure that their employees enjoy a similar standard of wage to their FIG counterparts (approx. 47% of the working population of Stanley). If the result is increased charges to customers to cover increased employment costs, the least painful time to act is now, while a tangible link is fresh.

FICC Figures

<u>WORKING HOURS PER MAN</u>	OLD	1ST YEAR	1 - 5 YEARS	5+ YEARS	
	CONDITIONS	OF SERVICE	OF SERVICE	OF SERVICE	
1 TOTAL DAYS	365	365	365	365	days
2 PUBLIC HOLIDAYS	8	8	8	8	days
3 LEAVE ENTITLEMENT	19.5	22	26	32	days
4 WEEKENDS	104	104	104	104	days
5 SICK LEAVE ENTITLEMENT	20	20	20	20	days
6 PRODUCTIVE WORKED DAYS	213.5	211	207	201	days
7 PRODUCTIVE WEEKS WORKED	42.7	42.2	41.4	40.2	weeks
9 HOURS WORKED PER DAY	8	7.5	7.5	7.5	hours
10 HOURS WORKED PER WEEK	40	37.5	37.5	37.5	hours
11 PRODUCTIVE WORKED HOURS	1,708	1,582.5	1,552.5	1,507.5	hours
12 WEEKLY OAP CONTRIBUTION	3.5	3.5	3.5	3.5	£

COMPARISON OF COST OF EMPLOYING BOTTOM GRADE CERTIFIED CRAFTSMAN AND ACHIEVING EQUIVALENT WORKED HOURS OF 1,708 AS PREVIOUS TABLE

	OLD	1ST YEAR	1 - 5 YEARS	5+ YEARS	
	CONDITIONS	OF SERVICE	OF SERVICE	OF SERVICE	
13 RATE OF PAY	5.11	6.1	6.1	6.1	£
14 PUBLIC HOLIDAYS	327.04	366	366	366	£
15 LEAVE ENTITLEMENT	797.16	1006.5	1189.5	1464	£
16 WEEKENDS	0	0	0	0	
17 SICK PAY @ 20 DAYS	817.6	915	915	915	£
18 PRODUCTIVE HOURS	8,727.88	9,653.25	9,470.25	9,195.75	£
19 O/TIME HOURS TO BAL 1,708 hrs	0	125.5	155.5	200.5	hours
20 O/TIME TO BAL 1,708 hrs	0	1,148.33	1,422.83	1,834.58	£
21 GROSS WAGE	10,669.68	13,089.08	13,363.58	13,775.33	£
22 OAP	182	182	182	182	
23 WORKMAN'S COMP @ 1.4%	149.3755	183.2471	187.0901	192.8546	£
24 PENSION CONTRIBUTION @ 10%	0	1,308.91	1,336.36	1,377.53	£
26 ANNUAL EMPLOYMENT COST	11,001.06	14,763.23	15,069.03	15,527.71	£
27 APPROX % INCREASE IN EMPLOYMENT COST	0%	34%	37%	41%	

FIG Figures

<u>WORKING HOURS PER MAN</u>	OLD	1ST YEAR	1 - 5 YEARS	5+ YEARS	
	CONDITIONS OF SERVICE			OF SERVICE	
1 TOTAL DAYS	365	365	365	365	days
2 PUBLIC HOLIDAYS	9	9	9	9	days
3 LEAVE ENTITLEMENT	22	22	26	32	days
4 WEEKENDS	104	104	104	104	days
5 SICK LEAVE ENTITLEMENT (1)	10	10	10	10	days
6 PRODUCTIVE WORKED DAYS	220	220	216	210	days
7 PRODUCTIVE WEEKS WORKED	44	44	43.2	42	weeks
8 HOURS PAID PER DAY (2)	8	7.5	7.5	7.5	hours
9 HOURS WORKED PER DAY	7.75	7.5	7.5	7.5	hours
10 HOURS WORKED PER WEEK	38.75	37.5	37.5	37.5	hours
11 PRODUCTIVE WORKED HOURS(3)	1705	1650	1620	1575	hours
12 WEEKLY OAP CONTRIBUTION	3.5	3.5	3.5	3.5	£

Productive worked hours= Productive worked days x Hours worked per day

COMPARISON OF COST OF EMPLOYING BOTTOM GRADE CERTIFIED CRAFTSMAN PRIOR TO AND AFTER IMPLEMENTATION OF THE HAY CONDITIONS OF SERVICE

	OLD	1ST YEAR	1 - 5 YEARS	5+ YEARS	
	CONDITIONS OF SERVICE			OF SERVICE	
RATE OF PAY	5.11	6.1	6.1	6.1	£
PUBLIC HOLIDAYS (2x9x13)	356.42	411.75	411.75	411.75	£
LEAVE ENTITLEMENT (3x9x13)	871.26	1006.5	1189.5	1464	£
13 WEEKENDS	-	-	-	-	
14 SICK PAY @ 10 DAYS (5x9x13)	396.03	457.5	457.5	457.5	£
15 PRODUCTIVE HOURS	8712.55	10065	9882	9607.5	£
16 O/TIME HOURS TO BALANCE					
17 1705 HOURS	-	-	-	-	
18 O/TIME TO BALANCE					
19 1705 HOURS (4)	-	-	-	-	
GROSS WAGES (14+15+17+18)	10336.26	11940.75	11940.75	11940.75	£
20 OAP (12X52 WEEKS)	182	182	182	182	£
WORKMAN'S COMP ETC @ 1.4%	144.71	167.17	167.17	167.17	£
21 PENSION CONTRIBUTION @ 10%	-	1194.08	1194.08	1194.08	£
22 PENSION PROVISION @ 5% (5)	516.81				
23 ANNUAL EMPLOYMENT COST	11179.78	13484	13484	13484	£
24 (21+22+23+24+25)					
25 APPROX % INCREASE IN					
26 EMPLOYMENT COST	-	20.6	20.6	20.6	%
27 INCREASE IN PRODUCTIVE HOURLY RATE (ANNUAL EMPLOYMENT COST) (PRODUCTIVE HOURS WORKED)	6.56	8.17	8.32	8.56	£
28 PERCENTAGE INCREASE	-	24.5	26.8	30.5	%

- (1) Estimated average sickness days actually taken per employee (not what entitled to).
- (2) Prior to Hay: 8 hours a day paid per employee.
- (3) Prior to Hay: 8 hours paid but 1/4hour per day breakfast break so: 73/4 productive hours per day, so: 383/4 per week
- (4) FIG does not accept this as a fair cost. Increased productivity should make up for working hours reduction, especially if pay is performance related.
- (5) Provision for Pensions and Gratuities for unestablished employees under the 1979 Ordinance and 1984 Pensions Regulations.

GENERAL GUIDANCE NOTES ON NEW EMPLOYMENT PACKAGE

Normal Working Hours

The normal full-time working week will be 37.5 hours. (Hours for teachers and for those required to work a shift system remain unchanged)

Leave

During 1st year of service	22 days (20 working days plus 2 at Christmas*)
After 1st year of service	26 days (24 working days plus 2 at Christmas*)
After 5th year of service	32 days (30 working days plus 2 at Christmas*)

Employees working part time will earn leave as above on a pro-rata basis.
The maximum number of days leave which can be carried over from one financial year to the next remains unchanged at 30.

* FICC note: These 2 days are in addition to the normal public holidays at Christmas.

Sick Leave

Sick leave is earned at a rate of 20 working days per annum. The balance of sick leave not required to be taken during the year may be carried over to the following and subsequent years, subject to a maximum accumulation of 200 working days.

Maternity and Paternity Leave

For an entitlement to paid maternity leave, an officer must have completed 1 year of continuous service at the expected date of confinement. Leave will be 6 weeks at full pay followed by 12 weeks at half pay. The maximum period of absence from work will be 40 weeks in total. 5 days paid paternity leave will be granted to an officer at the time of birth of his child.

Allowances

Allowances related to on-call, shifts involving unsocial hours, housing allowances, out of town allowances and flying allowances etc. will be paid separately in addition to the baseline salary... These allowances will not form part of pensionable remuneration.

Overtime

Officers in Grades I,H,G,F and E may qualify for overtime payments at the discretion of their Head of Department. Where overtime is payable, it will be at one and a half times the normal hourly rate. There will be no double time payments.

Passages

Passages will not be provided under the new employment package. However all civil servants and their dependants will qualify for travel vouchers under the Island-wide Passage Scheme and will be eligible to one travel voucher per year. Three travel vouchers equate to 1 return Tristar flight at current costs.



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Vol. 4 No.31

BULLETIN

7th AUGUST 1997

FALKLAND ISLANDS DIRECTORY

I wish to thank Mrs Kathy Biles and Ms Nicky Buxton for all their hard work in processing the new 1997/78 Business Directory for the Falkland Islands, the finished product is now with the Printing Office and we look forward to sending the finished books to Offshore Europe in September.

NEW MEMBER

Welcome to the Chamber of Commerce Membership goes out to Stevedore and Fishery Services Ltd., PO Box 83, Unit 3, Fitzroy Road, Stanley, Tel 22644 Fax 22746, Telex 2444 SFS FIC, e-mail 101526.1472@Compuserve.com. Profile: Stevedoring, Fishing.

CORRESPONDENCE

Hookey International Co Ltd, Thailand, Tel: 662 9838004, 9838005. Fax: 662 9838004. "We would like to take this opportunity to introduce ourselves that we are one of the oldest manufacturer in Thailand for Rice and we are an exporter of Rice, Food Products, Hotel Equipments Supplies & the General Merchandise from Thailand." "Nowadays, we are at most interested in expanding the markets to the Falkland Islands. So we would be greatly appreciated if we have the lists names of importers dealing the business in kinds of our products, please provide us as along our requests."

Above is the full contents of a letter from Ms Pornsri Panichakarn, Managing Director, Hookey International Co Ltd.

Projects for Industry (International) Ltd, 92 Cannon Lane, Pinner, Middx, Tel: 1818662812 Fax: 1814292030. "We believe it would assist you further in determining the value of our services, in relation to the industrial base of your country, if we were to send you a complimentary copy of the PFI brochure. At your request we will do this with pleasure." "We would like to introduce you to a service provided by PFI which has been used by hundreds of organisations in the developing and industrialising countries over many years. Its purpose is to assist companies and individuals planning to engage in industry for the first time or to modernise an existing production unit." "The industries covered in the project documentation are very wide ranging and fall into the following categories: AGRICULTURAL PRODUCTS - ALTERNATIVE ENERGY PRODUCTS - BUILDING PRODUCTS - CHEMICALS AND PHARMACEUTICAL PRODUCTS - ELECTRICAL/ELECTRONIC - FOOD, BEVERAGES AND ALLIED PRODUCTS - GLASS. "

The list goes on and on, please call at the Chamber of Commerce office to view letter and "categories".

LIBRARY

FALKLAND ISLANDS GAZETTE

Vol CVI, 31st July 1997 No 11. This edition includes: Appointments, Acting Appointments, Re-Appointment, Promotion, Completion of Contract, also Notice of "Appointment of Member of the Media Trust", and more, to view please call at the Chamber of Commerce Office.

INTERNATIONAL BUSINESS DIRECTORY

Chamber of Commerce and Industry Western Australia 1997 Edition of the above directory, the Chamber of Commerce has 2 copies of this Directory for viewing.

TALKING POINTS ON BRITAIN'S ECONOMY

July 1997, Budget issue of this small leaflet, "The centrepiece of the Budget is a new Welfare to Work package to tackle unemployment and reduce spending on social security. This will be financed by a windfall tax on the excess profits of the privatised utilities. There are measures to encourage long-term investment, including lower rates of corporation tax. The tax changes involve moves towards a fairer tax system. Extra resources are allocated for schools and the National Health Service." Please call at the Chamber of Commerce Office to view.

JOB SHOP

Job application and CV has been received from Mr Michael Bentham of Ireland, in the Work Experience section of the CV: "Worked from leaving school at 15, on parents farm in Derbyshire." "Worked on farm until it was sold."

To view the full CV and letter please contact the Chamber of Commerce Office.

A short fax message has been received from Uruguay from Mr Nicolas Sokolov who is seeking work in the Falkland Islands, he informs us of 34 years experience "Industry Fisher Technical". There is a fax number for any company interested in accessing more information.

WOOL NEWS

Market Report Week Ending 8.8.1997 from Peter Mariott.

"GENERAL Wool Textile Mills are closed for the summer holidays, meaning there is little chance of getting new business on the books at the present. The wool market remains uncertain, Australia closed last week with the main market indicator down and this week the market indicator closed 1 cent higher at 696 cents/kilo.

More important than the change itself was the market view that prospects of a resumed rising trend for wool prices has become much less definite than they seemed a few weeks ago. Holidays apply very emphatically in Italy during the month of August, and China is said to be a rather slower buyer than had been hoped. All this adds up to a highly cautious assessment of short term demand and supply than had been hoped.

As for the UK demand, the trade has enjoyed a period of good activity, with some combers coming under pressure after earlier reductions in capacity; strength in sterling has been seen as a threat to export trading for some time. The crunch has yet to come in full, but company managers in textiles continue to underline the damage done to exporting profitability.

INFORMAL DISCUSSION SESSION

Thank you to all who attended the Informal Discussion Session held in the Malvina House Hotel on 7th August, (sorry there were not enough seats for everyone) we have been informed that the report from Coopers & Lybrand will be made public, after Exco approval.

The Chamber of Commerce will be consulted re: the Islands Wide Corporate Plan in Sept, the Coopers & Lybrand report being part of this Plan.

OIL DEPARTMENT

Copies of the Falkland Islands Offshore Oil Exploration, July/August 1997 Newsletter are available from the Chamber Office. The Oil Department wish to hear from any companies wishing to be added to their mailing list for this regular newsletter, Tel: 27322 or Fax 27321.

The Chamber of Commerce Office have available publications gathered in Aberdeen by Mrs P M Rendell on her recent visit, please call at the Office for viewing, the publications will be available for **1 week** only, then passed on to FIDC before returning to the Oil Department.

Included in the information are publications from: The Robert Gordon University (which incorporates information on Offshore Engineering). Conoco. DuPont. Wood Group Engineering Ltd.(which includes details of a Presentation to Falkland Islands Director of Oil.) CSM (Consolidated Supply Management). Gulf Offshore NS., Ltd. Cordah(Environmental Management Consultants). RGIT Ltd(own subsidiary of Robert Gordons University, developing links at Local, National and International levels within the energy and resource exploration and production markets).

Please call at the Chamber of Commerce Office ASAP to view these publications.

SCAM

News has been received of a new international confidence trick originating this time in South Africa.

A number of individuals claiming to have Army ranks have been endeavouring to obtain private or company accounts in which to purportedly deposit high amounts of cash, for future investments.

The individuals operate out of Johannesburg, South Africa. They solicit the accounts by sending letters to addresses that seem to have been obtained randomly from international business directories.

The letters claim that the individual and his colleagues have a very large sum of money in cash contained in three boxes. The money was supposedly obtained for the purchase of arms and to employ mercenaries to assist ex-President Mobutu overcome the rebels led by Laurent Kabila. However after the rebel's capture of Kinshasa these Army officers refused Mobutu's request to transfer the money to his private account in France.

If any member receives a letter of this nature, they are requested to check with Keith Biles at the Bank before entering into any commitment or communication with the senders.



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Vol. 4 No.32

BULLETIN

15th AUGUST 1997

OFFSHORE EUROPE

At our monthly meeting with FIDC, the stand at Offshore Europe was discussed, the Chamber of Commerce Logo has been incorporated into the design of the stand, and space made available for a Chamber representative to attend, who will advise visitors of private sector activities in the Falkland Islands backed up by copies of the 1997/78 Falkland Islands Business Directory.

3 PLUS ENGINEERING LTD, part of the Aberdeen delegation who visited the Falkland Islands last Nov, have written to the Chamber Office to extend an invitation "for the representatives of the Chamber attending the show to visit us in our hospitality suite 'A' and to invite them to a party night at the Queen's Hotel on Tuesday 9 September. Probably not up to the Trough's standards, but hopefully a good night will be had."

OTC

Any companies who applied for assistance from FIDC to attend OTC, Houston and have not received same, please submit your report on the visit to FIDC, ASAP.

OIL DEPARTMENT

Information has been passed to the Chamber Office from Conocco, please call at the Office to view, there is a time limit for this information being made available, we will hold until **22nd Aug**, after which it will be passed to FIDC, before returning to the Oil Department.

FALKLAND ISLANDS EXPLORATION AND PRODUCTION ENVIRONMENTAL FORUM

The Chamber of Commerce need a representative to attend the next meeting of the above on September 11th, "the meeting is for a full day in the Community School, English room from 9.00am - 12.00 noon and again from 1.30pm", candidates wishing to represent the Chamber of Commerce please call at the Office, where Terms of Reference are available for viewing.

CORRESPONDENCE

Al-Banna Ghana Ltd Import Export, Tel 022 204674, Fax 233 22 206108 have written to the Chamber, letter includes "We, are an International Trading and Services Company dealing primarily with the West African Marketing providing a wide range of Fishing/Marine Servicing materials/spare parts, Stores and Provisions, Fishing Agency Services, Procurement and supply of Fresh Frozen Fish to clientele." "we are seeking business opportunities in your Market with Producers/Exporters of Fresh Frozen Fish i.e. Horse Mackerel, Herrings, Mackerel and Sardinella species."

Any fishing company interested in contacting the above company please call at the Chamber Office for a copy of the full communication.

LIBRARY

THE BUDGET, 2 JULY 1997

Booklets are now available from PKF, Chartered Accountants, with a summary of Gordon Brown's first budget. Contents are - Business Taxation - Company Taxation - International Matters - Anti Avoidance - Value Added Tax - Individuals - Miscellaneous - Unfinished Business.

Please call at the Chamber Office for copy of the above booklet.

EXECUTIVE MAGAZINE, NUMBER 142, MAY 1997

For business people and decision makers throughout the north of Scotland. Features: Shetland, Northern highlights - Shetland Catch, Vital role - Executive Homes - In Demand.

Please call at the Chamber Office to view this interesting magazine.

BUSINESS BULLETIN

June 1997 issue of the Aberdeen Chamber of Commerce Business Bulletin. Features: Oil and Gas Sector Shares General Upsurge in Business Optimism - Flexibility is the Key - Multi-Million Catering Contract for George Craig Group.

Please call at the Chamber Office to view this magazine.

SCOTTISH AIRPORTS

A leaflet is available for viewing which features a newsletter from Scottish Airports Ltd, discussing developments and trends involving SAL and Scotland's three main airports at Aberdeen, Edinburgh and Glasgow, and the wider industry.

EMPIRE BUSINESS SERVICES LIMITED

May 1997 - Issue 3 This bulletin is produced in order to keep you aware of the developments and changes in employment legislation and H.R. issues UK. Included in this publication: Working Time Directive - Equal Pay Claim - Overseas Postings - Casual Workers Rights - Indirect Sex Discrimination - Sick Leave - Consultation (employers and employees) - Harassment.

REGISTER OF ELECTORS

The Falkland Islands Gazette, Vol CVI, 8 Aug 1997 No 12 features "The Register of Electors".



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Vol. 4 No.33

BULLETIN

21st AUGUST 1997

OCCUPATIONAL PENSION SCHEME

FIG are establishing an occupational pension scheme. It is intended to be open to FIG and non-FIG employed persons, and self-employed persons, resident in the Falkland Islands.

The scheme will be administered by an Occupational Pension Board, which will include representatives from the above groups. Members of the board should be members of, or intend to join the scheme itself.

Should you or any of your employees wish to be considered as one of the representatives, please contact May Dempster at the Chamber of Commerce Office.

NEW MEMBERS

Welcome to the Chamber of Commerce Membership goes out to:

J. B. G. Ltd, Atlantic House, Stanley
 Tel: 21001 Fax: 22608
 Profile: Fishing Vessel Management

Stanley Business Centre, Atlantic House, Stanley
 Tel: 22607 Fax: 22608
 Profile: Stationery Supplies/Office & Accommodation Rental

1977/78 FALKLAND ISLANDS BUSINESS DIRECTORY

The **hard copy** of the above Directory is at the Printers, and will be available for distribution, prior to Offshore Europe.

BYRON MARINE LTD

The above company have supplied the Chamber of Commerce Office with their Itinerary for the Tamar: September 1997 - February 1998.

Please call at the Byron Marine Office for a copy.

FALKLAND ISLANDS EXPLORATION AND PRODUCTION ENVIRONMENTAL FORUM

The Chamber of Commerce need a representative to attend the next meeting of the above on Sept 11th, "the meeting is for a full day in the Community School, English room from 9am-12noon and again from 1.30pm", candidates wishing to represent the Chamber please call at the office, Terms of Reference are available for viewing. THIS IS A REPEAT OF LAST WEEKS ARTICLE.

ENVIRONMENTAL PROTECTION IN THE FALKLAND ISLANDS

All Businesses should have received a copy of the above communication from PWD with a Questionnaire included.

Businesses who have not received a copy of the above please contact the Chamber Office for copies.

LIBRARY

London Press Service News Update, 5 August 1997

FREE WEB SITES FOR BUSINESSES ITN7/17/4

YELL, the website of Yellow Pages, has announced that it intends to offer a free Internet presence to businesses in the UK. Businesses will be eligible for a website consisting of a page of information in Electronic Yellow Pages (EYP), the UK's foremost on-line classified directory. In addition, they will receive a web address enabling users to assess details directly as well as via EYP.

To read the full article please call at the Chamber of Commerce Office.

ROYAL MAIL TO ARGENTINA BEN7/17/3

Royal Mail is to play a major part in developing and running Argentina's national postal services. A consortium which includes the British Postal Consultancy Service (BPCS), the postal consultancy arm of the British Post Office, has won the Argentine Government's contract to transform the Argentinian Post Office into a commercial organisation. BPCS will join Banco de Galicia, the biggest private bank in Argentina, Itron, an IT company, and SIDECO, a construction company which is part of the MACRI group, in a 30 year project to manage all operational aspects of the Argentinian Post Office. *This is the full article.*

Extract from London Press Service News Update, 12 August 1997.

"COMPANIES MUST RETHINK TO USE NET ITN7/18/2"

Businesses need to radically rethink the way they work to take advantage of the Internet and growing importance of digital media, the director general of the Confederation of British Industry (CBI), Adair Turner, said. Speaking at the launch of the CBI's new Web site, Mr Turner said new directions in technology would force companies to take new directions in the way they conduct business. Those that failed to adapt would lose out, he added. "Companies need to develop completely new ways of thinking and acting to take advantage of these new markets," Mr Turner said. "The overall growth potential is huge, but the way in which these markets will develop is still very unclear - that means both big risks and big rewards."

"At the moment the model most of us (for computing) is client-server," Mr David Lyon of Hewlett Packard. "We believe that there will be a complete reversal of that, bringing about the concept of the 'information appliance'. All machines and people will be able to talk to each other, at any time, from any location. That means businesses will have the chance to rethink their whole strategies to take advantage of these technologies. We have to take these issues out of the IT department and into the boardroom. It is a strategic issue rather than a technical one."

Please call at the Chamber of Commerce Office to view the full article.

LOW-COST BROADCAST INFORMATION FOR BUSINESSES ITN7/18/3

A new information service for businesses which emulates the Internet but uses satellite television signals to reach users has been launched by the UK-based company, Hypercast. The service aims to provide up-to-date business information for users who want constant news updates but cannot justify the expense of a telephone line constantly connected to the Internet. The Hypercast service provides content for the Reuters 1,000 information package for business. Other versions of the Reuters service cost 30,000 pounds sterling or 50,000 pounds sterling per year, and a permanent telephone link to the Internet would cost about 28,000 pounds sterling per year, according to Hypercast. Its service is available by subscription for just 750 pounds sterling per year, and is targeted at private investors and small to medium sized companies. Information available via the service includes stock updates, news headlines, financial other business-oriented information.

To read the full article please call at the Chamber Office.

WOOL NEWS

Market Report for week ending 22.8.97 from Peter Marriott.

GENERAL: "Bradford Mills are back at work after the main holiday and many clients are in urgent need for deliveries from existing contracts to meet machinery needs. Sterling went down and recovered again all in a few days, but more against the dollar currencies than against continental currencies. The Dollar currencies, especially the Australian Dollar are crucial in raw wool costing, but continental Europe is important also as a competitor when it comes to pricing tops.

From the point of view of European pricing currency changes have had a mixed effect in the past few days, therefore, and most quoted prices locally show little change. The trade continues waiting for wool values to be tested further in the primary markets and making changes at this stage is considered pointless."

JOB SHOP

Employment enquiry has been made to the Chamber of Commerce Office on behalf of Mr John Tattisal, currently in Gibraltar. Mr Tattisal is a qualified City and Guilds joiner, aged 33 and interested in short term or long term work.

Local contact for Mr Tattisal is Mr Sid Olivera, 2 Drury St, Stanley. Tel: 22443.

FIDC

FIDC are investigating the possibility of establishing six industrial units, each sized approx 6 x 15m. Each unit will be serviced, insulated and contain a small office unit. We would like to hear from anyone who is interested in such units and in particular about any special requirements that we might provide for. If anyone is interested in such units but on a larger scale, we would still like to hear from them. Further information can be obtained from Ian Dempster, FIDC, Stanley. Tel 27211, Fax 27210.



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Vol. 4 No.34

BULLETIN

29th AUGUST 1997

CRUISE SHIP VISITS 1997/98

Notice has been received of cruise ship visits for the coming season, unfortunately it is not a complete record, but the "lion's share" is included. Please call at the Chamber of Commerce Office for a copy of this list.

COMMUNICATIONS

T and F Company Ltd

The above company have contacted the Chamber Office, quotes from letter: "Re:- Fresh Chilled Tuna/Swordfish and Marlin Exports to Japan" "Our company is one of the top Three by volume marketing fresh chilled tunas etc. on behalf of foreign suppliers in Japan." "Company contacts which you think could be interested in the possibility of exporting to the Valuable sashimi markets. Even Companies which are not involved but may show an interest I would like to speak to. There are as far as we can ascertain some valuable Bigeye and Bluefin fishing grounds amongst other species in and around your region. These species of fish are very valuable on the Auction Markets of Japan. This is information we have from distant water freezer boats from here working close to your region over the years. The fresh markets are so much more valuable hence the contact."

Company details are available for viewing at the Chamber of Commerce Office, contact Nos for T and F Company Ltd, Tel: +81 338051471 Fax: +81338051473.

A Falkland Islands Business Directory has been forwarded to T and F Company Ltd.

LIBRARY

BUSINESS ALERT AUG 1997

A briefing for Businesses in the North of Scotland includes: SKILLS AND COMPETENCIES, "A new report from the Institute of Employment Studies (IES) challenges assumptions of fairness in the increasingly widespread use of assessments of individuals' skills for pay and training purposes; what appears to be a fair basis for awarding pay may disguise sex inequalities. Skills, Competencies and Gender: Issues of Pay and Training, by M Strebler, M Thomson and P Heron. IES Report 333. ISBN 1 85184 262 4. £27. Available from Grantham Book Services Ltd., Alma Park Industrial Estate, Grantham NG31 9SD, Tel: 01476 541080.

HEALTH AND SAFETY, "Management of Health & Safety at Work Regulations, "The Health and Safety Executive (HSE) is issuing a free leaflet: The Management of Health and Safety at Work Regulation 1992 - updated to included changes affecting young people and new and expectant mothers. Further information is available in the form of the following guides: New and expectant mothers at work: A guide for employers, ref HS(G)122, ISBN 0-7176-0826-3 (£6.25); and Young people at work: A guide for employers, ref HS(G) 165, ISBN 0-7176-1285-6 (£7.95). *Contact: HSE InfoLine, tel:0541 545500, or write to: HSE Information Centre, Broad Lane, Sheffield, S3 7HQ.*

OPEN GOVERNMENT: PUBLICATIONS OF MANUALS, "The Inland Revenue have published a revised and updated version of the internal guidance used by Inspectors at the Oil Taxation Office. It covers: - Petroleum Revenue Tax - Ring Fence Corporation Tax - Liabilities of United Kingdom Continental Shelf Contractors. *The guidance is available on disk, price £50.00 and can be ordered from the Oil Taxation Office, Room 805, Melbourne House, Aldwych, London, WC2B 4LL*
Internet: <http://www.open.gov.uk/inrev/irhome.htm>

TACKLING YEAR 2000: The Government's IT agency, the Central Computer and Telecommunications Agency (CCTA), has been tasked with producing the most comprehensive guide to the Year 2000 possible, and the result a six-volume guide called Tackling Year 2000 - is now available. Individual volumes are available at a cost of £60.00, and the set can be purchased for £300.00. *Contact the CCTA on 0800 146 0200*

JOB SHOP

An employment enquiry has been made via Mr A M Broom in Punta Arenas on behalf of Mr Villegas, whose work experience is as follows, sewage installations, sewage chamber construction, layout of sewage channels draining into mains, building on site, foundations in masonry and others, building of walls, partitions. Temporary platforms and floors (carpentry and masonry), roofing in galvanised iron, building (masonry) with concrete blocks or ceramic bricks and chaining to reinforced concrete, finishings in carpentry (interior and exterior), masonry in ceramic floors and walls, plumbing and gas fitting. There are references for Mr Villegas available for viewing at the Chamber of Commerce Office for any interested companies.

WOOL NEWS

Market Report for Week Ending 29.8.97 from Peter Mariott

General Section: "Trade in wool textiles is subdued with holidays still affecting some districts and particularly Europe's leading buyers of apparel wool, Italy. At least of equal importance in the dull trading spell is the downward tendency shown by wool prices in Australia and New Zealand. Because of easing in wool markets, prices locally are down with reductions partly due to the cost of wool itself, enhanced by currency changes. There is little enquiry coming through from clients at home and abroad, but everyone is cautious and anticipate next week could see a similar reduction. Small sales at competitive prices are the most that can be hoped for until all clients are back working and orders for autumn are put firmly into the order books, which certainly is looking more like October at the earliest. Clients are still generally holding the belief that the low point is very near from which an upward tendency could develop later in the season."

DHL

DHL services have recommenced from the Chamber of Commerce Office, for Tariff or any enquiries please call May Dempster on 22264, or Fax 22265, packages from World Wide Network to the Falkland Islands via Chile now available.

Falkland Islands Business Directory 1997/8

Editions of the above Directory have been received from the Printing Office and I have forwarded same to Offshore Europe, in Aberdeen, Scotland.

OCCUPATIONAL PENSION SCHEME

FIG are establishing an occupational pension scheme. It is intended to be open to FIG and non-FIG employed persons, and self-employed persons, resident in the Falkland Islands.

The scheme will be administered by an Occupational Pension Board, which will include representatives from the above groups. Members of the board should be members of, or intend to join the scheme itself.

Should you or any of your employees wish to be considered as one of the representatives, please contact May Dempster at the Chamber of Commerce Office.

Thank you for Applications received from employers, we also need applications from employees, please inform your workforce of this opportunity, where possible. Applications are still being received from both Employers and Employees.

FALKLAND ISLANDS EXPLORATION AND PRODUCTION ENVIRONMENTAL FORUM

Thank you for Applications to attend the above Forum on 11th Sept, the successful candidate will be notified ASAP.



FALKLAND ISLANDS CHAMBER OF COMMERCE
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Vol. 4 No.35

BULLETIN

4th SEPT 1997

CHAMBER OF COMMERCE OFFICE

The Chamber of Commerce Office will be closed on Friday afternoon, 5th September 1997.

DHL

Any outgoing DHL packages, please deliver to Chamber of Commerce by 10am on Friday, 5th September 1997.

Thank you for your assistance.

PRESENTATION

Mr Peter Taylor of Oil Spill Response Ltd will be visiting the Falkland Islands from 6th until the 16th Sept 1997.

There will be a presentation to Chamber of Commerce Members by Mr Taylor at the Community School commencing 1800hrs on Thursday 11th Sept, please notify the Chamber Office of attendance, so that seating can be organised.

See you there.

LIBRARY

SCOTTISH OCCUPATIONAL SAFETY & HEALTH CONGRESS

Notice of the above has been received, dates 17-18. Sept 1997 to be held in the Glasgow Moat House Hotel, Theme is "Health and Safety Empowerment". "This has been chosen specifically to highlight the on-going need to promote competence and involvement in health and safety throughout the whole workforce."

To view letter and leaflet please call at the Chamber of Commerce Office.

FALKLAND ISLANDS GAZETTE

Vol CVI. No 13. 29th Aug 1997

Includes: Appointments, Promotions, Transfers, Completion of Contracts, Resignations, Registration as a Minister for Celebrating Marriage.

Vol 8. No 18. 29th Aug 1997

Includes: Statutory Instruments 1985 No 444(incorporating amendments from 1997 No. 864)

The Falkland Islands Constitution Order 1985 (as amended by the Falkland Islands Constitution (Amendment) Order 1997)

Vol CVI No 14 1st Sept 1997

Includes: Proclamation No 4 of 1997 (Elections);
Appointment of Returning Officer;
Writs of Election (Stanley and Camp Constituencies);
Notice of Election (Stanley and Camp Constituencies).

THE NEWS

Weald and West Kent Chamber of Commerce and Industry, Aug 1997 publication. Contents: "Bluewater - boon or blight? In just 18 months the largest shopping centre in Europe at Bluewater in North Kent, will open its doors to 80,000 customers a day. The size of this development in a former quarry is astonishing. Marks and Spencer, John Lewis and House of Fraser will have massive stores, flanked by 270 smaller shops. The shopping area would cover 100 football pitches or Regents Park in London. Bluewater will, with 13,000 free spaces be the largest car park in the UK. The 9.6million people in the UK and Europe catchment area have £5.5billion spending power. Two facets alone should stand out among the statistics: Bluewater will certainly have an impact on virtually every business in the Chamber's area. Any business which tries to ignore Bluewater is gambling with its own future." There is more to this article, please call at the Office to view.

EXPORT COURIER

This small magazine has details of Health, Beauty and Nursery these cover: Personal Pharmaceuticals plus Aromatherapy.

EXECUTIVE MAGAZINE

Number 143 of a Bi-Monthly Supplement for Business from Highlands & Islands Enterprise, Scotland.

Extract from an article on Fish Farming: "Aquaculture International '98, which is to be staged at the Scottish Exhibition and Conference Centre in Glasgow next spring". "The fish farming industry has changed dramatically since the entrepreneurial days when the Scottish Fish Farming Conference and Exhibition came into being 21 years ago. There is now an increasing emphasis on corporate structures in the industry, coupled with a more and more international market for fish farming equipment and services." "The new exhibition has attracted wide international interest from suppliers of the extensive range of equipment and services used by the modern aquaculture industry. Conference organisers believe the Scottish location puts it at the heart of an important market producing well over 400,000 tonnes of salmon annually, as well as hundreds of thousands of tonnes of fresh and seawater trout, turbot, halibut, mussels, oysters, clams and scallops."

"Reaping rewards of Supplying total telecommunications" "That most taken for granted business tool, the telephone, has changed beyond recognition in recent times. Your phone is no longer just

a telephone but a gateway to the full range of technology that exists today, and it provides for improved efficiency. Some of the new technologies included telephone and computer integration through ISDN - the digital telecommunications system which has made possible the current revolution in telephone technology. ISDN increases the speed of data transmission. In a modern office, with E-mail and Internet use, the speed of downloading and transmission can make a big difference as far as cost-cutting and time-saving targets are concerned."

Please call at the Chamber of Commerce Office to view this magazine.

CABLE & WIRELESS

PUBLIC ANNOUNCEMENT

INTERNET TARIFFS

Cable & Wireless is pleased to announce the following tariffs for the Internet service to be launched later this year:

Initial Registration Fee (once-off)	£20.00
Monthly Access Charge	£10.00
Connection Charge (per minute)	£0.10

The connection charge includes the current £0.05 per minute national call charge.

The above charges apply to a single PC connection to the network and includes one E-mail address. Additional E-mail addresses would attract a charge of £5.00 each.

Customers who wish to connect multiple PCs or LANs to the network should contact Cable & Wireless with their requirements.

An order form will be available as from 1st September 1997. It would be helpful to Cable and Wireless to receive orders as soon as possible to assist with final planning.

Customers may require additional software and Cable & Wireless will assist with the provision of this. Any additional software costs will be for the customer to bear.

Cable & Wireless plan to have suitable modems for sale, but customers may purchase their own if they wish. AV.34 modem is the requirement.

Further announcements regarding the launch date and any other relevant information will be communicated to customers in due course.



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Vol. 4 No.36

BULLETIN

11th SEPT 1997

PRESENTATION

Mr Peter Taylor of Oil Spill Response Ltd is visiting the Falkland Islands from 6th until the 16th Sept. 1997. THERE WILL BE A PRESENTATION TO CHAMBER OF COMMERCE MEMBERS BY MR TAYLOR AT THE COMMUNITY SCHOOL COMMENCING 1800HRS ON THURSDAY, 11TH SEPT, PLEASE NOTIFY THE CHAMBER OFFICE OF ATTENDANCE, SO THAT SEATING CAN BE ORGANISED.

I would appreciate calls from Membership, at the moment there is going to be an embarrassingly low representation from the Chamber of Commerce.

CHAMBER OF COMMERCE FUNCTION

The Chamber of Commerce will be holding a supper on Thursday, 2nd October 1997 (venue to be decided). This function will give members a chance to meet with candidates standing for Council in the coming elections. Opportunity to attend will be sent out to candidates when names are known.

The cost per person for this function will be notified when menu has been decided, a great opportunity for Members of the Chamber of Commerce to discuss business issues with your future Councillors, also for a get together of Members.

Please let May Dempster know at the Chamber Office if you wish to book tickets for this important function.

For more information. Watch This Space.

MODEM

As you can see the Bulletin from the Chamber of Commerce will now be sent via fax machine, it will save time (which is money) sending out the weekly business newsletter this way, also quicker, especially for overseas bulletin subscribers.

I hope that this is convenient to all Chamber of Commerce Members, if there are any problems please contact May Dempster at the office.

NEW MEMBER

Welcome to the Chamber of Commerce Membership goes out to: Falkland Landholdings Ltd, John Street, Stanley. Tel: 22697/8 or Fax: 22699. Profile: Agricultural.

LIBRARY

FALKLAND ISLANDS GAZETTE

Vol 8, No 19 4th September 1977

Published in this Supplement: The Fishing Licences (Applications and Fees) Regulations Order 1997, (S.R.&O. No 13 of 1997).

FALKLAND ISLANDS NEWSLETTER

No 70 August 1997

Published by the Falkland Islands Association. Contents: Falklands Schoolboys with their prize certificates as winners of the International Section of the times Educational Supplement, Newsday Competition. Margaret Thatcher Leads Falklands 15th Reunion. The Friendly Games, Seven Medals Won in Jersey Games. Lincoln's Inn Reunion, Call for Argentina to show democratic maturity. Netball Tour. Moto-X Triumph for the Falklands. Falklands "Inalienable Right". Heidelberg Award for Fish Conservation. Year 2,000 Again - and Antarctica Too.

Lovely photograph of the May Queen and Princess on the back page.

Lots to read in this magazine, please call at the Chamber Office to view.

BUSINESS BULLETIN

September 1997

Aberdeen Chamber of Commerce bulletin includes: Export Development, Training, Business Briefing, Diary Dates, Member's News.

100A1

THE MAGAZINE OF THE LR GROUP

ISSUE 2 1997 NUMBER 116

Includes: LR in the Netherlands. Roberto Salvarani reviews EU maritime safety and pollution. Celebrating past, present and future: 125 years in Norway. LR launches software upgrades using client feedback.

LONDON PRESS SERVICE NEWS UPDATE

ISSUE 20 26 AUGUST 1997

Contents: Next Step Towards the FLA. BIN7/20/2 "Plans to build a new large military transport aircraft for Europe will be advanced by the UK agreeing to seek bids from aircraft manufacturers. Defence Secretary George Robertson has confirmed that Britain will join its five partners, France, Germany, Italy, Spain and Turkey, in asking the European Airbus Industry consortium to produce technical and financial details that would be involved in the supply of what is known as the Future Large Aircraft or FLA. Industry reports suggest that up to 277 FLAs will be needed by the six partner countries." There is more to read in this interesting article re replacement aircraft for the RAF and armed forces.

De Bono Starts Net Trawl for Northern Ireland's Future ITN7/20/4. "The Author, philosopher and pioneer of lateral thinking, Edward de Bono, is to start a project via the Internet to come up with ideas for the future of Northern Ireland. He wants to involve the Net community in what he describes as a "design conference" on Northern Ireland. It will make use of his ideas of creativity and lateral thinking, coupled with e-mail and the world wide web, to come up with fresh ways forward. Political

representatives will be invited to monitor the project over the Internet. The project is expected to work in this way: - The first part will be an "outer ring", into which anyone can submit ideas and considerations about Northern Ireland via e-mail at the official Edward de Bono web site. - Those people who in Mr de Bono's opinion show constructive and creative thinking in their first messages will be invited to contribute to the "middle ring", a private discussion area on the Internet. Each person will be given a secret password so that only they can gain access. - Finally, the "inner ring" will be another layer open only to those who show innovation in the middle ring. Formal representatives of political parties will have direct access to the inner ring. Throughout the project, postings to the outer ring will be published on the web site for anyone to view, to encourage more people to send their own ideas." "The project began on 17 August and the second two rings will begin operating on 1 September."

Computer Names Problem Threatens Internet ITN7/20/5. "A business woman has predicted "the end of the Internet" next year unless there are concerted efforts to solve problems with the system of names given to all computers that are connected to it. Sally Tate, managing director of Prince plc, a British Internet company, was speaking after the firm won a legal case against another company called Prince Sports Group, based in America, which sells sports products. The American company issued a writ demanding that Prince plc cease using the Internet address, or domain name, www.prince.com, which it had registered in 1995, or any other domain name containing the word Prince."

UNIVERSITY OF READING

MASD 98, Management and Analysis of Statistical Data, Courses in Applied Statistics and Computing. For Professional in - Agriculture - Survey Practice - Business - Climatology.

MASD is a set of short(ten-week) courses with a modular structure, covering broad topics common to most courses, and subject-specific topics relevant to your areas of interest. MASD has been running annually since 1982 and has always proved popular with our many participants. The courses have evolved over the years to take account of both changing needs and changes in technology. The courses are aimed at mid-career professional staff of organisations and institutes where quantitative information is used. Computers and software packages have taken the hard grind out of data analysis, but knowing precisely what data to collect, what analyses to do and how to use the computers may still be a problem. The broad aim is to give a very practical training in data management and analysis using relevant examples and case studies appropriate to the field of work. Lectures and group discussions are combined with computer practicals using real-life examples to make the learning process effective, enjoyable and useful.

The small booklet with the above information also includes information on the specialised topics mentioned at the start i.e. Agriculture, with details on Costs and How to Apply. To view this booklet please call at the Chamber of Commerce Office.

CBI NEWS

Sept 1997

The CBI News magazine includes: IT Manager, Squeezing the System, Understanding the true cost of IT systems is a pre-requisite to maximising returns on investment. "In an increasingly competitive commercial world, technology is playing a crucial role and, whether we like it or not, the companies which take control of existing and emerging technologies to increase sales, cut costs and ramp up profits will be tomorrow's market leaders."

Also in the Special Reports section: New energy for retailers, bankers and brewers. An executive education. A miracle across the Irish Sea. Partners in the North.

Please call at the Chamber of Commerce to view.

BERWIN LEIGHTON

Forwarded to the Chamber Office by FIDC the following: "INWARD INVESTMENT TO THE UK from the territory for which you are responsible." Berwin Leighton "are a large City firm handling a wide variety of M&A, joint venture, stock exchange, corporate finance, commercial, property and finance work. I would be grateful if you could note our specific interest in providing legal services to inward investors to the UK. If we can ever be of assistance in dealing with enquiries or assisting foreign companies requiring legal services in the UK, please do not hesitate to contact me." Contact for Berwin Leighton: Neville Eisenberg, Adelaide House, London Bridge, London EC4R 9HA, Tel: 044 1716233144 or Fax: 044 1716234416.

To view this full communication and company details please call at the Chamber Office.

JOB SHOP

Ms Elisabeth Hills, of Austria has written to a local newspaper with a request for immigration to Falkland Islands, i.e. employment(any kind) or details of purchasing a small estate. To view this communication, please call at the Chamber of Commerce Office.

Communication has been received from Miss N J Chapman of Gosport, UK. Miss Chapman is seeking employment in the Falkland Islands preferably in an office, "experienced administrator and receptionist who is reliable and conscientious, with a flexible work approach and good organisation skills. A good sense of humour even when under pressure. A first class communicator with an ability to relate well to colleagues and customers."

To view full CV and obtain contact address, Tel and Fax numbers please call at the Chamber Office.

TENACRES TOURS

For full details of the above company's rates please call 21155 or Fax 21950. Included in the service is Airport pick-ups using either Range Rover (£60) or 110 Landrover (£50min) max. passengers 4, for more details on these and other rates contact Sharon on the numbers given.



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Vol. 4 No.37

BULLETIN

19th SEPT 1997

CHAMBER OF COMMERCE FUNCTION

The Chamber of Commerce will be holding a supper on Thursday, 2nd October 1997, venue Malvina House Hotel, Beagle Bar, 7.30pm supper at 8.30. This function will give members a chance to meet with candidates standing for Council in the coming elections. Opportunity to attend will be sent out to candidates when names are known.

The cost per person for this function is £12.00, a great opportunity for Members of the Chamber of Commerce to discuss business issues with your future Councillors, also for a get together of Members.

Please let May Dempster know at the Chamber Office if you wish to book tickets for this important function, also notify if you have a preference of vegetarian supper. Application form on page 4.

MODEM

As you can see the Bulletin from the Chamber of Commerce will now be sent via fax machine, it will save time (which is money) sending out the weekly business newsletter this way. I hope that this is convenient to all Chamber of Commerce Members, if there are any problems please contact May Dempster at the office. Overseas Bulletin will be send via Airmail.

INFORMAL DISCUSSION SESSION

The Chamber of Commerce and Government Head of Departments will be meeting on Wednesday 24th Sept 1997 at the Malvina House Hotel, 5pm until 6.30pm.

FIG will be hosting this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, bounce ideas around etc.

Please inform May by 1530 Wed, 24th Sept at the Chamber of Commerce Office if you will be attending so that sufficient seats can be arranged, thank you.

CANDIDATES FOR COUNCIL, OCTOBER 1997

Camp, John Richard Cockwell, Norma Edwards, Eric Miller Goss, William Robert Luxton, Richard James Stevens.

Stanley, Barbara June Besley-Clark, John Birmingham, Janet Lynda Cheek, Frank Brian Claxton, Darwin Lewis Clifton, William Davies, Sharon Halford, Alan Smith Jones, Michael Victor Summers.

OIL SPILL RESPONSE

Thank you to all the Chamber Members who attended the Oil Spill Response presentation held at the Community School on 11th, Sept. Mr Taylor gave a very informative presentation on behalf of his company. Please contact Mr John Clark, Fisheries Department for further information on Oil Spill Response Ltd.

LIBRARY

INTERFACE

The Times, Sept 3, 1997

Your connection to the World of Information Technology includes: Videophones are set to go mass-market. "A radical new video-conferencing system will let you see who is knocking at your door - and could let you hold face-to-face conversations with friends and relatives all over the world - all for between £150 and £400. The system, from British financed, US-based Baraka Intracom, uses software-compression techniques employed in missile guidance systems, and can reduce a 6.5Mb video file to a "a few hundred kilobytes," according to the company's operations manager Keith Thompson." There is more to read in this article with other equally interesting updates on IT.

FALKLAND ISLANDS GAZETTE

Supplement, Vol 8 No 20, Sept 12, 1997

This supplement includes: The Antarctic Regulations 1997 (S.R. & O. No. 14 of 1997).

SOUTH GEORGIA AND THE SOUTH SANDWICH ISLANDS GAZETTE

No 4, Sept 12, 1997

This Gazette includes: The Antarctic Regulations 1997 (S.R. & O. No. 2 of 1997).

WHAT TO BUY FOR BUSINESS

Edition 198, Sept 1997

This edition includes: Low & Mid Volume Copiers, "For photocopier buyers, the next couple of years will see some highly significant changes, with manufacturers committing to a digital future. This report investigates all your copier options in the low and mid-volume sectors of the market."

Training: "If you are looking to gain that vital edge over your competitors, you might want to consider training your staff to help them perform at their optimum. This article looks at the different types of training available and assesses the virtues of each. In addition, the reviews section gives our verdicts on some of the most popular training videos around." The training section reviews videos available - one profile "Wish you were here" "At £695, this isn't one of the most expensive training videos reviewed, but it was probably one of the best. The tone was informative and interesting without being patronising, and the presentation of the material was open enough to encourage discussion. In addition, the written information that came with the video was clear and explanatory, and combined with the video makes a useful training guide. The Industrial Society also provides a number of figures about the cost of absenteeism."

This whole section on training is very interesting and worth reading.

The "In Brief" section of What to Buy: "Toshiba has cut the prices of its new Equium range of desktop computers, as well as some of its market-leading Satellite, Satellite Pro and Tecra portable computers. Reductions are between 5% and 17%, with the Equium 5160D desktop dropping £200 to £949." (There must be an error in the article, at that spot) "Toshiba only entered into the desktop computer market with its Equium range two months ago."

"The On-line Information 1997 exhibition and conference will be held at the National Hall and Olympia Conference Centre from 9-11 December. Major themes include On-line industry, knowledge management and 'push' technology. Daily entrance costs £236. Call 01865388000 for details, or visit the web-site at www.online-information.com

Equipment Update section: Faxes launched since last edition of What to Buy, includes Panasonic UF-S2, Panasonic UF-560, Panasonic UF-332.

WILKINS KENNEDY

Tax Card 1997-98, 2nd July 1997 budget release from Wilkins Kennedy, Chartered Accountants is available from the Chamber of Commerce Office.

LONDON PRESS SERVICE NEWS UPDATE

Issue 21, 2 Sept 1997

Contents: "Turning gas into oil becomes a reality BIN7/21/2. "BP, in the latest issue of its worldwide newspaper, said it has "made a breakthrough in the technology required to turn methane gas into crude oil at a competitive cost". It continued: "The application of this technology is far-reaching for BP, from the development of stranded gas reserves to a more efficient use of associated gas which is now disposed of by re-injection or flaring.""

"Cleaning water with reed beds STN7/21/1. A medieval method of purifying water by running it through reed beds is enjoying renewed popularity in the UK where it is being used as an environmentally acceptable "green" method of water cleansing. People in the Orkney Isles, Scotland, are using it for sewage disposal, a method that is now fully acceptable for various energy-conserving developments."

Lots of interesting articles in this Issue of "This Week in Britain".

THE TIMES

The above newspaper - dates - 26th August till 4th September 1997 are available for viewing at the Chamber of Commerce Office.

PRESS RELEASE FROM CABLE & WIRELESS

Reduction of Inmarsat Tariffs: C&W is pleased to announce that Inmarsat has reduced their charges for calling the Inmarsat system, and we are delighted to be able to pass on this benefit to customers in the Falkland Islands. These reductions that are effective from 1st Oct 1997 are as follows:

Inmarsat Mobile Numbers beginning with '6'	£4.00 per minute
All other Inmarsat Mobile Numbers	£6.40 per minute

We have previously charged all Inmarsat calls at £7.00 per minute. Inmarsat charge different rates for calls to differing terminal types, hence the variation in the tariffs



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APPLICATION FOR TICKETS TO FUNCTION AT THE MALVINA HOUSE HOTEL ON 2ND OCTOBER 1997, 7.30pm

NAME: _____

COMPANY: _____

ADDRESS: _____

TEL: _____ FAX: _____

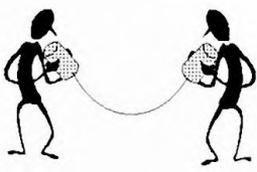
NUMBER OF TICKETS REQUIRED AT £12.00 PER PERSON: _____

PAYMENT DETAILS: _____

OTHER INFORMATION: _____

Payment can be made direct to the Chamber of Commerce Office at the above address or direct to our Account No 010/02/05126/00 at Standard Chartered Bank.

Return this application to the Chamber Office, by 26th September 1997 at the latest.



COMMUNICATION



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Vol. 4 No.38

BULLETIN

26th SEPT 1997

CHAMBER OF COMMERCE FUNCTION

The Chamber of Commerce will be holding a supper on Thursday, 2nd October 1997, venue Malvina House Hotel, Beagle Bar, 7.30pm supper at 8.30. This function will give members a chance to meet with candidates standing for Council in the coming elections. Applications to attend have been sent to all candidates on the "Notifications of Election Nominations to the Legislative Council 1997".

The cost per person for this function is £12.00, a great opportunity for Members of the Chamber of Commerce to discuss business issues with your future Councillors, also for a get together of Members.

Please let May Dempster know at the Chamber Office if you wish to book tickets for this important function, also notify if you have a preference of vegetarian supper.

If you need another application form please contact the Chamber of Commerce Office.
Forms to be completed and returned to the Chamber Office no later than 26th Sept 1997.

MENU

Chicken Korma, Beef Bourguinone, Hake Provencale,
Vegetarian Choice(if requested) all served with rice, vegetable dish
and butter roll
followed by Lemon Mousse, Chocolate Cheesecake, Apple Pie
cup of coffee or tea

DEPARTMENT OF OIL

PRESENTATION TO CHAMBER OF COMMERCE ON OFFSHORE HEALTH AND SAFETY

The above presentation will be held on **Wednesday, 1st October 1997** at 5pm in the Geography Room of the Community School.

Robert Paterson and Moira Jones of the Health and Safety Executive will make an illustrated presentation on Health and Safety on Oil Rigs and the lessons learnt from the North Sea Piper Alpha Disaster. The presentation will last approx 1 hour.

Please contact May at the Chamber of Commerce Office of attendance so that seating can be organised accordingly. Thank You.

JOB SHOP

Mr Jose Roberto Carrera Coliboro of Balmaceda 600, Punta Arenas. Mr Coliboro worked for PWD in the Falkland Islands from 1975 to 1993 in carpentry and general construction work. Please contact the Chamber Office if interested in employing Mr Coliboro.

Mrs Michelle Morris of Stanley is seeking employment in preferably retail, but will consider any type of work and is willing to train, in-house basis with a company. Mrs Morris has a clean driving licence and is of a helpful and cheerful nature. Contact Chamber Office of any vacancies.

The Chamber of Commerce window can be used to advertise vacancies which arise within your company, there is no charge made for this facility and it would help the Job Shop section within the Chamber Office. Please contact May at the Office when your company next has an employment vacancy.

LIBRARYTHE SOUTH GEORGIA AND THE SOUTH SANDWICH ISLANDS GAZETTE

No 5, 17 Sept 1997

In this Gazette: Appropriation Ordinance 1997 (No: 1 of 1997).

FALKLAND ISLANDS GAZETTE

EXTRAORDINARY

Vol CVI, 22 Sept 1997, No 15

In this Gazette: Notifications of election Nominations to the Legislative Council 1997.

FALKLAND ISLANDS GAZETTE

EXTRAORDINARY

Vol CVI, 24 Sept 1997, No 16

In this Gazette: Notice Numbers 21, 22 and 23 of 1997 (General Election)

BUSINESS ALERT

A briefing for Businesses in the North of Scotland

In the Employment Section: Mental Health in the Workplace: "Substantial costs are often borne by businesses as a result of staff problems and sickness absence. Work related stress is believed to be a significant cause of absence, especially in larger organisations. Grampian Healthcare NHS Trust recently conducted a survey of the views of all its staff regarding their conditions at work, as a result of which Action Plans were devised. Work is now to commence to extend the major study into specific areas, one of which is mental health in the workplace."

Skills and Competencies: "A new report from the Institute of Employment Studies (IES) challenges assumptions of fairness in the increasingly widespread use of assessments of individuals' skills for pay and training purposes; what appears to be a fair basis for awarding pay may disguise sex inequalities. Skills, Competencies and Gender: Issues of Pay and Training, by M Strebler, M Thomson and P Heron. IES Report 333. ISBN 1 85184 262 4. £27. Available from Grantham Book Services Ltd, Alma Park Industrial Estate, Grantham NG31 9SD. Tel 1476 541080.

In the Health and Safety section: HSE Publishes Offshore Manual Handling Guidance: "New guidance on the manual handling of loads offshore has been published by the Health & Safety Executive (HSE). The guidance is intended to help employers in the offshore oil and gas industry reduce or eliminate risks to employees from manual handling. Work in the offshore industry requires extensive manual handling tasks during drilling, production and support activities and can often contribute to musculoskeletal injuries, especially to the lower back and shoulders." There is more to read in this article, which ends with "Copies of 'Well Handled: Offshore manual handling problems' (Ref HS(G)171) are available from HSE Books, PO Box 1999, Sudbury, Suffolk, CO10 6FS. ISBN 07176 1385 2, price £15.50. Contact HSE's InfoLine, Tel 541 545500.

THIS WEEK IN BRITAIN

London Press Service News Update Issue 22, 9 Sept 1997

Freedom with a Freelander BIN7/22/1 "Land Rover, whose Defender, Discovery and Range Rover vehicles are claimed to make the most celebrated range of all-terrain vehicles in the world, is predicting its all-new Freelander vehicle just unveiled at the Frankfurt Motor Show will set new standards in the expanding four-wheel-drive leisure sector. The UK vehicle maker says the newcomer is its challenge to the broad array of small and medium four-wheel-drive leisure vehicles already on the market. A spokesman said: "It has been conceived and designed to complement Land Rover's family of established products and brings the renowned strengths of the brand into a new sector, making them accessible to an entirely new spectrum of buyers for the first time." There is more to this article.

Breeding Better Lambing Mothers STN7/22/2 "Genetic experiments with Blackface and Suffolk ewes to produce better mothers for lambs are being undertaken by the Scottish Agricultural College (SAC). The behavioural response of the ewe to parturition and the physiological events underlying the attachment of the ewe to her lambs is now well understood. The aim of the project is to integrate these two factors, particularly in situations where there may be a failure in maternal bonding. To expand the natural variation in maternal ability seen within a breed, Scottish Blackface and Suffolk ewes, which show good and poor maternal behaviour respectively, are being used in the experiment." Again more to read in this article.

Web-Telephone Link for Businesses ITN7/22/3 "Companies drumming up business on the Internet can now call customers who are looking at their website on the telephone, thanks to a product from a British company. The RealCall service uses simple code on a website that allows users to submit their telephone number over the Internet. A call is made by computer to the company that calls the customer back instantly. The service is free to users and standard telephone charges are made to the company. The service has been adopted at many websites, ranging from Internet Service Providers to financial services and travel."

LPS THIS WEEK IN BRITAIN
ISSUE 23, 16 SEPT 1997

Heavy-Duty Slings Swing into Action STN7/23/6 "Heavy-duty seamless round slings up to 50 metres (164 ft) in circumference capable of lifting loads up to 100 tonnes at a 7:1 safety factor are a further development in the product range offered by Hi-TEC Lifting of Norwich, Eastern England. Each sling is made from thousands of polyester threads - an 85 tonne capacity model, for example, contains around 63,000 fibres - and unlike a wire rope or chain, the sling causes little damage to the object being lifted. Another less obvious benefit is the substantial weight-saving over a wire rope sling with the same working load. A 75 tonne wire sling 15 metres (49 ft)-long weighs about 500 kilogrammes (kg) (1,100 lbs) while an equivalent round sling weighs only 195kg(412 lbs)." There is more to read in this article, the contact for Hi-TEC: Jim Adams, Hi-TEC Lifting Ltd, 19 Francis Way, Bowthorpe, Industrial Park, Norwich, UK NR5 9JA. Tel: 0441603748346; Fax: 0441603740440.

SCOTSMAN

Pull Out from Special Report 9 Sept 1997

Two pages of a report on the Falkland Islands for Offshore Europe run by the Scotsman newspaper is available for viewing at the Chamber of Commerce Office. Included in this report: "Northern legal lights in the South Atlantic" "Fishing for new markets" "Falklands move to boost trade" "Drill squad on standby" "Islanders hostile to Argentine 'charm offensive'" "Port of call" Adverts from local companies are included in this publication.

CLARK CASES

The Strongest Transit Cases Available Anywhere, "Clark Cases are the result of fifteen years design and development servicing the rigorous offshore North Sea Oil Industry - a proving ground that has by sheer necessity required them to evolve as quite simply the strongest protective cases available

anywhere in the world. In the extreme event that a case becomes damaged, repair and replacement of panels can be easily and cheaply implemented, ensuring a long working life for the case and its contents." A leaflet from Clark Cases, Aberdeen is available for viewing at the Chamber of Commerce Office also a covering letter from Mr Eddie Hosie, Managing Director. Clark Cases also say in their letter "After being approached by a freight company, we have designed a collapsible transit case which can be reduced to half volume for return journeys, then can be made any size and have all the usual high specifications found in Clark Cases. Similarly some customers are concerned about the weight of cases, when having to airfreight them, and we can now make cases with Astraboard which is lighter than our normal laminated ply, and is suitable for cases up to medium size."

FALKLAND ISLANDS BUSINESS DIRECTORY

The 1997/98 edition of the above publication is available from the Chamber of Commerce Office for anyone wishing to have a copy. There was a limited print of this edition. Update will be carried out in early 1998.

WOOL NEWS

Market Report for week ending 26.9.97 from Keith Atack.

GENERAL: "In spite of some highly confusing ups and downs in sterling exchange rates since the end of last week, most quoted prices in the UK wool market have been left unchanged. The Easter tendency in Sterling, helpful and hopeful to wool textile exporters in recent weeks, ended with a sharp upturn. From those paying attention to imported wool costs this could mean lower prices, but the rising Australian market last week persuaded the trade to hold fire and wait for a further test of the market. Western Europe recently displaced China as a leading buyer in Australia, and finer merinos figure largely in the fashion-dominated slant of the European trade, the impression is that some of the bigger firms still have to buy to cover needs and that this will ensure a rising market in Australia. One of the features in the UK trade is the way that the industry has managed to keep active in spite of the pressure of Sterling. Profits have suffered but so far activity has been remarkably well maintained."

FISHERIES DEPARTMENT

From Fisheries Dept, copy of a letter from Jaun Blanque S.L. of Barcelona, Spain, International Office: Frimercat, Mercabarna, Tel: 3433359811 or Fax: 3432634672. Letter to Fisheries Dept as follows: "We are wholesalers and importers, established into the Central Fish Market in Barcelona. We are very interested in contact with some suppliers who are fishing in your waters. We are looking for frozen squid, hake, kingklip, etc. Could you send us any list of the exporters or any company who is fishing in your area. "

PLEASE CONTACT JAUN BLANQUE DIRECT ON ABOVE NUMBERS.



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Vol. 4 No.39

BULLETIN

3rd October 1997

DHL

Rates for DHL are available from the Chamber of Commerce Office, they are also included in the Telephone Directory, for further information please do not hesitate to call the Chamber Office.

All outgoing DHL packages to be at the Chamber Office no later than 3pm on a Friday, for Saturday departure via Lan Chile. Deliveries of incoming DHL packages are carried out on Mondays, please call the office Monday am if you are expecting a delivery quoting DHL ten digit Airwaybill number as reference.

FIDC

THE NEW ABATTOIR & BY-PRODUCTS PLANT

Progress is being made on this project, albeit slowly. The sheer volume of EU paperwork, permissions, derogation's and reports have surpassed everyone's expectations. So saying, we will in the not too distant future have a new, 'state of the art' abattoir which will open many agricultural development doors and all financed by the EU.

There will be 5/6 experienced contractors bidding for the construction contract and they have been informed that local content will be assessed very favourably in the bid evaluation process. Naturally local content will not take precedence over price, but it might be reasonably assumed that there are inherent savings to be made, by using local companies.

In terms of defining what the local content might be this will very much depend upon the individual contractors bid structure, but we might assume the need for earth moving/grading plant; haulage; provision and laying of concrete; steel erecting; electrical and plumbing works; general labouring; joinery; alarm systems and tiling. The list is not exhaustive and there will inevitably be services that are not included in the above.

FIDC wish to receive written confirmation from companies that have an interest in undertaking sub contract work on the abattoir and we would appreciate a short definition of the services you think your company can provide. This information will be submitted to the principal bidders along with a copy of the Chamber of Commerce Business Directory.

It should be understood that FIDC are not in a position to insist that the principal bidders contact or employ any or all of the companies on the sub contract list. We will provide the mechanism, but it is up to the interested companies to make the running. A list of the principal bidders will be lodged with the Chamber once the works contract has been accepted by the EU and the tender documents are about to be released. This is unlikely to happen over the next six weeks.

All correspondence should be addressed to Ian Dempster at FIDC.

FISHERIES DEPARTMENT

Total Catches of Target Species by Area for the Current Fishing Season Reported to the Secretariat by 31 August 1997.

Target Species	Area	Fishery Start Date	Total Catch (t)	TAC (t)	Fishery Closure Date
Champscephalus gunnari	58.5.2	2 Nov 1996	228	311	CLOSED
Dissostichus eleginoides	48.3	1 March 1997	3924	5000	CLOSED
Dissostichus eleginoides	58.5.2	1 March 1997	1861	3800	CLOSED
Dissostichus eleginoides	58.4.3	1 March 1997	<1	1980	CLOSED
Dissostichus eleginoides	88.1 & 88.2	1 March 1997	<1	1980	CLOSED
Euphausia superba	48	1 July 1996	95225	1500000	seeCM32/X
Martialia hyadesi	48.3	2 Nov 1996	81	2500	7Nov 1997

The above information has been passed to the Chamber of Commerce by the Fisheries Department.

Also from the Fisheries Department: Extract from Global News, Warning over Squid Surge, "Squid fishermen in California have been warned that the fishery could soon be subject to regulation for the first time. State officials fear that if they do not step in soon there is a danger the resource could collapse." "Demand has been very strong since China began importing squid two years ago, raising prices to as much as \$300 per tonne, and with no quotas or trip limits the returns from the fishery have been very good." "Further north, fishermen in British Columbia have seen the potential in the market and are beginning to invest in squid jigging equipment. This has been prompted largely by Japanese buyers showing a strong interest in neon flying squid from BC waters." There is a lot more to read in this 1 page extract, please call at the Chamber Office to view or copy.

LIBRARY

The Falkland Islands Gazette
Supplement
Vol 8, 26th Sept 1997, No 21

In this supplement: The St Mary's Walk Sheltered Housing (Declaration) Order 1997, (S.R. & O. No 15 of 1997).

CRUISE SHIP VISITS TO STANLEY 97/98

This programme is produced from the latest schedules available from FIC Ltd and Sullivan Shipping Ltd at September 23, 1997. Users should be aware that the information contained is provisional and may be subject to change. Copies of above named list are available from the Chamber of Commerce Office.

NOHA

The above company have forwarded to the Chamber of Commerce Office their main catalogue covering the standard range of hose reels and cabinets, and also catalogues covering hose reels for special purposes. Noha representative met with Mr Hamish Wylie at Offshore Europe in Aberdeen and have forwarded the catalogue re "any company handling safety and/or maintenance work".

To view please call at the Chamber of Commerce Office.

OIL DEPARTMENT

The above Department have forwarded to the Chamber Office a copy of book "Britain's Offshore Oil and Gas", UK Offshore Operators Association and the Natural History Museum.

This book includes: The Geological setting, Exploration, Development, Production. Extract from the Introduction: "Today new technology is employed to reduce the cost of finding and producing oil and gas, to give the fields a longer productive life. As a result of these efforts Britain's oil and gas production will reach new heights in the next few years, that were not foreseen in the 1988 first edition of this book."

A very interesting book to read, please call at the Chamber Office to borrow.

ISLAND PLANNING COMMITTEE Minutes of Meeting No 1 held on 23.9.97

Copies of the above are available for viewing at the Chamber Office.

DARWIN SHIPPING

Receiving 1-12 Dec 1997 Loading 15 Dec 1997 Depart UK 18 Dec 1997
Ship arrives Falklands approx 28/30 days after leaving UK

Freight should be delivered during receiving dates to: Sussex Port Forwarding Ltd, Basin Rd South, Portslade, Brighton, BN41 1WF. Contact Mr Phil Knight. Tel: 0441273414144 Fax: 0441273414400.

You must ensure a completed Standard Shipping Note and appropriate Customs documents accompany the goods.

All cargo must be booked through our UK office and suppliers must obtain a booking reference from them prior to delivery of the goods: 1st Floor, Charringtons House, The Causeway, Bishop's Stortford, Herts, CM23 2ER, Tel: 0441279461630, Fax: 0441279461631 advising the number of cartons, kilos, CBM and shipping mark.

THIS WEEK IN BRITAIN Issue 24, 23 Sept 1997

BIN7/24/6 "The Islander/Defender twin-engined aircraft produced by British-based Pilatus Britten-Norman has been given greater range, higher payload and increased cabin area in a new version that has just gone into service with the Irish police." "Demand for a more spacious variant able to fly farther with a larger payload has led to the development of an enlarged version known as the BN2T-4S Defender 4000. This is now on the assembly line and the Irish police has taken delivery of the first production version at the Pilatus Britten-Norman factory".

BAN7/24/1 "An easily erected and easily moved prefabricated circular sow housing unit that can also be used for poultry won the main enterprise award at the recent biennial People in Pigs exhibition. The round construction of the unit helps in withstanding the wind better than rectangular shelters, and because there are no internal corners full use can be made of the space available. For separating groups, removable divisions can be fitted. Challow Fabrications Ltd's Round House is assembled from curved panels of recycled plastic and exterior grade plywood which are quickly attached to a hot-dipped galvanised steel frame. A centre pole supports a translucent plastic canopy which is strapped to the frame."

The above are extracts the articles can be seen in full at the Chamber of Commerce Office.

WOOL NEWS

Market Report from Peter Mariott for week ending 3.10.97

GENERAL "Wool markets showed widely varying movements with superfine Australian types showing dearer at the opening and holding firm throughout the week. Other finer types increased in price more modestly and left on a higher basis but with no certainty about how prices will move in the immediate future. Machinery activity in general remains good in Europe, with combing still busy and well booked ahead. Deliveries are going out well. Dissatisfaction is, as usual, with the intensity of price resistance and the cautious retailers show in placing further orders ahead.

As for the Wool price rise, it still applies most clearly only amongst the superfine types. Fortunately, softness in the Australian Dollar has helped to limit the effect of other wool price rises on the home trade customer."

PRESENTATION TO CHAMBER OF COMMERCE ON OFFSHORE HEALTH AND SAFETY

Thank you to all of the Chamber of Commerce Members who attended the very interesting presentation by Robert Paterson and Moira Jones of the Health and Safety Executive. Mr Paterson has kindly offered to contact the Chamber Office with recommended publications for our information on Health and Safety, by HSE.



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Vol. 4 No.40

BULLETIN

10th October 1997

OIL DEPARTMENT

Live Broadcast Public Meeting Taking Telephone Calls from Camp

To be held in the Court and Council Chamber on Tuesday, 14th October at 6.30pm

Government Officials and representatives from Amerada Hess and LASMO will outline progress to date with oil exploration and explain the main activities related to next year's drilling programme. Questions will be taken from those present and by telephone and the event, lasting an hour, will be broadcast live on FIBS.

If you live in camp and have a question about oil exploration telephone on 27272 from 6.30pm.

In addition, questions can be received by the Department of Oil prior to the meeting, in order to prepare fuller answers.

Stanley residents please be seated by 6.30pm.

COMMUNICATION

Abacus Cards Ltd, Gazeley Rd, Kentford, Newmarket, Suffolk, CB8 7QB Tel 1638552399 or Fax: 1638552103 have contacted the Chamber of Commerce Office looking for distributors for their "quality cards, gift wraps and gift tags". Another extract from their letter, "Our products are very 'English' and I feel they may appeal to the people living in/visiting The Falklands.

Please contact Abucus Cards direct with any interest from the Membership.

Siete Mares S.R.L. Montevideo, Uruguay Tel: 0059899639142 or Fax: 005982563142, contact person: Walter Martinez. The communication is as follows: "We are local and international food traders, in Uruguay and we are, actually, interested in supplying Uruguayan fresh and frozen provisions, cloth, etc., to the civilian population of the Island." " We have contacted Mr Eduardo Pose, at the Commercial Office of the British Embassy in Uruguay, who backed our project and we would highly appreciate your support and advise to achieve this idea in the most convenient way for all parties. Thanking in advance your very kind co-operation, we remain". Please contact Siete Mares direct with any interest.

CRUISE SHIP VISITS TO STANLEY 97/98 SEASON

Another update of the above list, 3 pages this time, please call at the Chamber Office for a copy.

VISIT

Mr Paul Janion, Windmill Foods will be visiting the Islands again on 12th November until 25th. If there are any companies/individuals within the membership who wish to have a meeting with Paul please contact the Chamber of Commerce Office.

FROM THE PRESIDENTS PEN

Providing May has the space and I have topics of reasonable interest I will make this item a regular in the bulletin or as a single weekly sheet.

FIG Sponsored Holiday Credit Scheme

It has become obvious there is much confusion, disquiet, perhaps down right discrimination regarding the proposed structure of the holiday scheme.

I have received a letter from a very substantial private sector employer who expresses concern. I would be most grateful to hear from other members who have problems with the system, if you have, would you please contact May at the Chamber Office. Once we can sensibly gauge the situation we can then decide what action to take.

Falklands Stand in Vigo '97

You will be aware the Falkland Islands had a stand at Vigo '97 in Spain, this was the first time the Falklands had made representation at this type of forum since the commencement of our managed commercial fishery and proved to be an unqualified success.

Much credit should go to Ray Robson for his foresight and belief in the concept, it was a pleasure to participate with him. I would like to thank the following: FIDC for financial assistance and the efforts of Ian Cox, to the director of Fisheries for attending and promoting fisheries. The stand was also supported in person by representatives of Eurofishing, Fortuna, and Seafish.

Islands Plan

I find the whole idea of formulating a committee made up of the Governor, Senior Administrators and a couple of Councillors as totally deplorable, this subject is a major domestic issue and should have a much wider input. Once the new council is in place I suggest we take this matter up with them.

Fisheries Patrol

It gives me great pleasure to congratulate the directors and shareholders of Byron Marine on the success of winning the fisheries patrol contract. I sincerely hope all your conversion work on Dorada goes well.

Best wishes and good luck to all.

LIBRARY

EXECUTIVE MAGAZINE

Number 144

Extract from the above magazine from Highland & Islands Development, Scotland: "Cinecosse Video has scooped four prestigious awards at the US International Film and video Festival with An Orkney Symphony which portrays the attractions of the Orkney Islands for tourists. At the festival in Chicago last month"(June) "Scottish independent producer Cinecosse received the Gold Camera Award for photography and camerawork, and three Silver Screen Awards - for writing and concept; for arts -

performing arts and music; and for travel, geography and transportation programmes. The world's largest competition honouring sponsored, business, television, industrial and information productions, the annual festival receives around 1,500 entries from several dozen countries. Filming took more than a year, with Cinecosse travelling the length and breadth of the islands, covering scenic attractions and some of the main events of the Orkney calendar including the St Magnus Festival, the County Show and the Ba - a traditional ball game in the streets of Kirkwall during the festive season." To view the whole article please call at the Chamber Office.

There are other articles of interest in this magazine, two on Port facilities and expansions at Inverness and Aberdeen, more articles re tourism, a couple of articles from Western Isles section 1. "Tackling a unique challenge" "task in the context of economic development", 2. "Ancient and modern side by side" "6 Million research and production complex for Scotia Pharmaceuticals last year. Major research and commercial efforts are directed to oncology, diabetology, dermatology, arthritis and women's health".

WOOL REPORT

Market Report week ending 10.10.97 from Peter Mariott.

GENERAL: "With the pattern of more gradual price increases evident at this weeks raw wool auctions, following the volatility of the last two weeks and some benefit from Sterling clients generally express quiet satisfaction regarding trading this week. Some clients are pleased that export orders have arrived at last, and whilst no one believes new orders are easy to come by, there is a feeling that new business is becoming available also in the home trade market. Throughout processing there is a reluctance to buy forward in any volume, with stocks allowed to run low on existing contracts before being replenished. The strength of competition and prices at the sale of British wool was a feature this week. Prices also firmed or slightly increased in both Australia and New Zealand.

NEW ELECTED COUNCIL

Congratulations from the Chamber of Commerce to the following:

Camp Councillors:	Votes: 182	Richard Cockwell
	174	Norma Edwards
	203	Bill Luxton
Stanley Councillors:	Votes: 472	John Birmingham
	627	Jan Cheek
	558	Lewis Clifton
	450	Sharon Halford
	559	Mike Summers

Thank you to John Rowland, Returning Office for the above list.

MERCOPRESS

Mr Charles Jones, Mercopress has kindly left a copy of their news included in Internet, the Falkland Islands Feature in this information, to view please call at the Chamber of Commerce Office.

"FALKLAND ISLANDS 1998 PUBLIC AND GOVERNMENT HOLIDAYS"

DATE

OCCASION

Thursday 1 January	New Year's Day
Friday 10 April	Good Friday
Tuesday 21 April	HM The Queen's Birthday
Monday 15 June	in lieu of Liberation Day (14 June)
Friday 14 August	Falklands Day
Tuesday 8 December	Battle Day
Friday 25 December	Christmas Day
Monday 28 December	in lieu of Boxing Day (26 December)
Tuesday 29 December	Christmas Holiday (in lieu of 27 December)
*Wednesday 30 December	<u>Government Holiday</u>
*Thursday 31 December	<u>Government Holiday</u>

**For clarification these two days are not Public Holidays, but they are days on which all Government Departments (other than those providing essential services) will be closed.*

GOVERNMENT CLOCKS

Government Clocks will be put back by one hour, reverting to local mean time, at midnight on Saturday 18 April 1998.

Government Clocks will be advanced by one hour to summer time at midnight on Saturday 12 September 1998.

Public Notice No: 149/97"



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Vol. 4 No.41

BULLETIN

17th October 1997

COMMUNICATIONSAMERON/EVOE MARINE COATINGS

Mr Owen Jones, Director-International Sales, of the above named company, 1203 Southern Hills, Kingwood, Texas 77339, Tel: 2813582450 Fax: 2813583831 has contacted the Chamber of Commerce in response to a visit made to Offshore Europe and the Falkland Islands Stand.

Contents of communications: "I am writing to offer the services of Ameron International, a major global manufacturer of high performance protective coatings for on-shore, offshore and general marine use to prevent corrosion. I realise that these are early days for any significant offshore activity there but hopefully the time will come when you will become very involved. If anyone in Stanley is interested in representing Ameron or needing quotations for any type of corrosion protection (marine vessels, on-shore storage tanks, etc., etc.) I would appreciate your help in passing on our phone and fax numbers. In the meantime, good luck to you and all the "islanders" and being British myself I say "Rule Britannia".

Please contact Mr Jones direct on the numbers given.

LIBRARYTHE NEWS

October 1997 from Weald & West Kent CofC

Centre page is taken up with "Timebomb on your desks" which covers the year 2000 change over "Here's the problem: in the 1970's computer programmers assumed all software they were writing would have been replaced by the year 2000. And to save on scarce memory, many of them recorded the year part of dates as two digits (75), not four digits (1975)." "Any company that relies on computer technology to support its core business activities could be at risk."

THIS WEEK IN BRITAIN

London Press Service News Update, 30 Sept 1997, Issue 25

"New Land Rover Bound for Tierra Del Fuego BIN7/25/4

Land Rover's all-new four-wheel-drive Freelander leisure vehicle just launched at the Frankfurt Motor Show in Germany is to be the official team vehicle for competitors from 20 countries in next year's Camel Trophy overland marathon. The Camel Trophy, described as the last great adventure with journeys each year through some of the world's most inaccessible places, has traditionally used Land Rover Defenders and Discoverys plus the luxury Range Rover as the standard choice of competitors facing this ultimate off-road challenge. Past events have taken them through the steamy rainforests of the Amazon, across the rugged mountains and swamps of Sulawesi, and the remote Atacama desert in Chile. This year's Camel Trophy was staged in Mongolia." "Freelander has been put through its paces in Patagonia and come out with flying colours."

"Solar Energy STN7/25/2

A Photovoltaic (PV) ventilated facade which may lead to greater efficiency in turning the sun's rays into energy is now undergoing trials at the Building Research Establishment's (BRE) Scottish Laboratory. Photovoltaic cells can convert between four and 13 per cent of incident solar radiation into electricity. The integration of PV elements in buildings is an attractive option both for future electricity generation and improving overall energy efficiency. Most of the solar energy striking the PV cells causes them to heat up, so reducing their electrical output. The temperature rise of the elements would, of course, be limited if the heat generated was used for other purposes."

"Trade on the Internet 'Should be Vat-Free' ITN7/25/4

The Internet in Britain should become a Value Added Tax-free zone to take full advantage of the expected boom in online business, according to a report. Britain could pick up 310 million pounds worth of business from a worldwide market expected to be worth 1.24 trillion pounds sterling by 2002, it said. The Government should take action to ensure that companies wanting to trade on the Internet are not lumbered with complex tax laws which become almost impossible to enforce in cyberspace. The report, from independent think-tank the European Media Forum, says the economic advantages of having online businesses based in the UK will outweigh any lost tax revenue."

THE FALKLAND ISLANDS GAZETTES

Vol CVI, 30th Sept, No 17 This edition includes Appointments, Acting Appts, Confirmation of Appts, Completion of Contracts, Retirements, Resignation, Application of Naturalisation.

Vol 8, 30th Sept, No 22 Included: "The Environment Protection (Overseas Territories) (Amendment) Order 1997."

Vol CVI, 3 Oct, No 18 Included: "The Stanley (Various Roads) One Way Street (Amendment) Order 1997. Article 1 Commencement Notice."

JOB SHOP

A CV has been received from Mr Norman Ferguson, New House, Milton of Cushnie, Nr Alford, Aberdeenshire, AB33 8LB, Scotland. Tel: 044 19755 81540. Mr Ferguson is seeking employment within the Falkland Islands he has experience in Offshore work involving "Driller/Night Tool Pusher" responsibilities include: "Well Control is my primary responsibility. Liaise closely with the Rig Superintendent and Shell Drilling Supervisor in the day to day drilling programme. Close involvement with all Safety related aspects including presentations and toolbox talks. Crew training, guidance and in-house modular programmes." To view this CV please call at the Chamber of Commerce Office or contact Lynn Ferguson, 9 Eliza Cres, 22508 for more details.

An application for employment has been filled in at the Chamber of Commerce Office by Mrs Jo McInnis of 15 Nutt Cartmell Close, Stanley. Tel: 22496. Mrs McInnis is seeking employment in Office/Clerical work and is prepared to work either full or part-time, at the moment Jo is attending Computing Skills at FICS. Please contact direct with any vacancies within your company to the above Tel number.

"I enclose a copy of two CV's which were given to me in Punta Arenas by John Rees, the British consul over there. He has told me that the couple mentioned are Rumanian refugees who were forced to leave Rumania and then arrived in South America only to be robbed of everything, including 12,000 USD that they had with them. They have ended up in Chile where she is working (I believe) as a cook, and he has a cleaning job. I met with the husband and one of his two children. He seemed a very pleasant man and certainly gave me the impression that he would be hard working. He has obviously had high powered jobs in the oil industry in the past, but stressed to me that he is not concerned about what type of work he may obtain. He speaks some English, among many other

languages, I was told by John Rees that his wife is a Paris trained cook, and that she also has some English. I would be grateful if you could included their CV's in the next bulletin, and also this letter. Unfortunately, I do not have any work that I could offer them, but I have no doubt that someone may be able to help, and I am sure that their skills could be of use to many Falklands businesses.

They can be contacted via Broom S.A. in Punta Arenas, c/o The British Consul, John Rees, Tel: 05661247020 or Fax 05661228177, " from Dick Sawle.

Full CV's are available for viewing in the Chamber of Commerce Office for any company interested in employing either Mr or Mrs Vincze.

A communication has been received from Mr & Mrs Shillabeer, 134 Redhouse Park, Hogmoor Rd, Bordon, Hants, GU35 9HS, Tel: 044 1420488067. Extract from communication: "We have both had many years experience of handling money and placing stock orders. We are committed hard workers, reliable, friendly and trustworthy and feel that we would be suitable candidates for any vacancies you may have." "My wife is 53 years of age and I am 54." "We are available for work at any time and would prefer vacancies with accommodation."

To view this communication please call at the Chamber of Commerce Office.

PUBLIC NOTICE

Beauchene Islands Report "In November 1996 Dr Graham Robertson of the Australian Antarctic Division spent 10 days on Beauchene Island accompanied by Mr Tony Chater.

Dr Robertson produced a short (10 page) report on his visit to Beauchene Island. Anyone interested in obtaining a copy may do so by contacting the Secretariat on Telephone No. 27242.

The report provides brief comments on:

- the policy regarding visits to the Island;
- a code of conduct for visitors; and
- whether the Island should become a World Heritage Site."

Public Notice No: 154/97

HEALTH & SAFETY

The recent visitors from HSE to the Falkland Islands kindly forwarded the following information to the Chamber Office, to view or copy in full please contact the office.

"SUMMARY The key elements of successful health and safety management are set out below". Following this heading are paragraphs which include: Policy, Organising, Planning, Measuring Performance, Auditing and reviewing performance." There is a Diagram of Key elements.

FREIWIN CHANDLERY LIMITED

To all customers:

Seafish (Falklands) Limited has bought Goodwin Offshore Limited, and its subsidiary company, Freiwin Chandlery Limited. With immediate effect, the Chandlery will not be open to the general public other than by arrangement. This is to allow a period of reorganisation and stock-taking. Further information about the Chandlery will in due course be made public through the media.

Any ships agent or other customer with an urgent requirement should contact Magnus George or Stella Middleton on Telephone number 22341 or fax 22340. Any inconvenience is regretted.

M George
12 October 1997

WOOL REPORT

Wool Market Report for week ending 17/10/97 from Peter Mariott

BRITISH WOOL SALE: "At the British Wool Sale held Wednesday 15th October. This was another strong sale with prices opening dearer and increasing throughout the sale. Good widespread competition produced a complete clearance of the offering."

From the President's Pen

It is my hope and belief that the private sector can look forward to the next four years of Government with a degree of optimism. I find it interesting to note that all elected Councillors are involved in private sector enterprise in one form or another, therefore it is not unreasonable for us to expect that they understand the value of the commercial sector and the contribution we make to the Islands in varying aspects when they make decisions of a commercial nature. I suppose the more cynical will question who actually governs.

Airport

I remain at odds with administration regarding the development of Stanley Airport for the needs of the oil industry, tourism and other operations. FIG appear to have no will or intention to look into the real costs of providing a lengthened runway to operate the appropriate fixed wing aircraft and helicopter operation with supporting ancillary facilities.

I am greatly concerned that any operations out of MPA may not provide you with the maximum of commercial opportunity, and, on a more global note, be generally negative in terms of FIG expenditure and return.

Islands Plan

Having received a fairly detailed correspondence from the Chief Executive, I am more positive that everyone will get a chance to contribute to the Plan which is to be expected because it is our future that is being structured.

Good Luck, take care and happy trading.



FALKLAND ISLANDS CHAMBER OF COMMERCE
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Vol. 4 No.42

BULLETIN

24th October 1997

COMMUNICATIONSWORKPLACE '97

"WorkPlace '97 is the UK's only dedicated office furniture and technology event. Taking place from 16-19th November 1997 in the Grand Hall, Olympia, London, WorkPlace '97 offers you the opportunity to find out how you can improve your working environment and achieve business advantage. By presenting products as real workplace solutions, WorkPlace '97 is the show for anyone involved in managing, designing, planning or providing workplaces. At WorkPlace '97, you can source new products from over 100 manufacturers, meet leading workplace specialists, pick up exciting new ideas and keep up-to-date with the latest trends in the industry."

The Chamber of Commerce Office has a free ticket to WorkPlace '97 - worth £10. Please call at the Office if you wish to take up this special offer.

G W ALLAN LTD

G W Allan Ltd, Pharmaceutical and Shipping Chemists, 168 Protobello High St, Edinburgh, EH15 1EX, Tel: 1316693100 or Fax: 1314687006. Extract from letter passed to the Chamber Office by Byron Marine: "along with our traditional NHS pharmaceutical business we have a growing shipping supplies operation. We have been supplying to ships for over ten years now and as the volume of business has grown so has our ability to provide a professional, comprehensive and competitive service. We carry a complete range of medicines and dressings etc. as required by the Merchant Shipping and Fishing Vessel (Medical Stores) Regulations and similarly for Stand-By Vessels."

To view this full communication please call at the Chamber Office or contact G W Allan Ltd direct on the above numbers.

THE FALKLAND ISLANDS AGENCY

Tel/Fax: 0441749677902

Falkland Islands Agency have forwarded a card advertising a "Major 10th Anniversary Falkland Islands Exhibition 1997 in the Sun Lounge of The Fairfield Halls, Croydon from Monday 27th October, to Saturday 8th November 1997" "Falkland Islands Crafts at their Best. A large selection of Falkland Islands' Products and Crafts will be exhibited and for sale. A Falkland Islands Personality/Specialist will be available each day. Video film of the Falkland Islands Wildlife and way of life of the Islanders and Fishing. Displays of Stamps, Photographs, Art, Fishing, Conflict 1982, Engraving, Spinning and lots more." Open to the Public 10.30am to 7pm each day, closed on Sunday.

To view card please call at the Chamber Office.

BREAKFAST CLUB

Anyone visiting Aberdeen around 30th October 1997 then you have the opportunity to attend an Aberdeen Chamber of Commerce Breakfast Club meeting. The Agenda "Education and Training - All the Employer Needs to Know", venue Thursday, 30th Oct 1997 from 7.00 - 9.00 am at The Queen's Hotel, Queens Rd, Aberdeen. More information available from the Falkland Islands Chamber of Commerce Office.

LIBRARYWILKINS KENNEDY

Forwarded to the Chamber Office from Ian Sheekey of Wilkins Kennedy, Expatriate Tax Update, Autumn 1997. "Expatriates, either in or outside the UK, may find that their tax affairs are affected by changes in UK legislation and/or concessions that are applied by the Inland Revenue. With this in mind we have reviewed a number of topical issues affecting our expatriate clients. This update is based on our understanding of UK law and practice as at 1st September 1997." Headings following this introduction: Domicile Rulings, Non-Resident Landlords: 1997 Self Assessment Returns, Double Tax Treaties, UK/Canada Social Security Agreement, Foreign Academics Working in the UK.

THE FALKLAND ISLANDS GAZETTE

Extraordinary

Vol.CVI, 10 Oct 1997, No 19

Contains: Election of Legislative Councillors for the Stanley Constituency, Election of Legislative Councillors for the Camp Constituency.

BUSINESS BULLETIN

Aberdeen Chamber of Commerce, Oct 1997

The front page of this magazine features: Oil Industry Seeks Support from The Aberdeen Business Community" "The success of Offshore Europe 1997 once again demonstrates the continuing commitment by international oil companies to exploration and the development of oil and gas production facilities in water surrounding the UK. Three quarters of the nation's energy supplies come from these facilities, and for the last 17 years Britain has been self sufficient in oil and gas."

The article goes on to name three issues which could result in an early decline in the UK oil industry. "UKOOA is well aware that any one of these three issues could result in an early decline in the UK oil industry and is therefore working to prevent this occurring." "We cannot, however, achieve this alone and we need the voice and support of the general public. In particular, we need that support from the Aberdeen business community who are so much a part of the oil and gas industry. Derek Marnoch recently voiced the support of Aberdeen Chamber of Commerce in national newspapers and we look forward to more of this spirit of co-operation."

In the New Members' Spotlight: "Management Buy in Gives Lift to Local Firm Easylift Ltd is enjoying the benefits of a substantial injection of new equity from a recent Management Buy In and additional support from Grampian Enterprise and the Bank of Scotland. The funding has assisted in the development of new versions of Easylift's remote controlled release (RCR) system for crane loads - a major step in the safe handling of loads and increased efficiency, on the quayside or offshore. The new system has applications in many different industries throughout the world. According to the company, a long-term contract has already been signed with one oil major and other companies are showing interest. Working systems are now being demonstrated and a video is also available. For further details, please contact Andy Gray or Stewart Hamilton on 0441224584909.

In the Features section: Speaking Personally, "Being invited to speak at the May Business Breakfast Club on "Oil - The New Environmental Agenda" proved an interesting and worthwhile experience. Not surprisingly, this hot topic brought together a wide diversity of viewpoints, leading to a high level of engagement amongst the delegates. My remit was to give an overview of the subject, weaving together social responsibility, reputation management and scenario planning. Basically, social responsibility and reputation management are opposite sides of the same coin. If a company behaves in a socially responsible way, and this is transparent to the wider public, then the reputation of the company should look after itself. Yet the oil industry continues to spend big money on improving its reputation management - and how much of that investment is effective? The above article was written by Dave Patrick who "is a management consultant/facilitator with Chamber member Proteus Change Management and works with senior management and project teams in the private and public sectors, using visual techniques to facilitate strategy development, scenario planning and breakthrough thinking. He is also a business writer."

As usual the Business Bulletin is full of interesting articles, please call at the Chamber Office to view or borrow.

THIS WEEK IN BRITAIN

Issue 26, 7 Oct 1997

A couple of interesting articles: Pumps Run Maintenance-Free over Long Periods STN7/26/7

"Two ranges of centrifugal and diaphragm pumps have been introduced by the UK manufacturer, Hiltia Plant, to handle solids-laden muddy water in situations where long-term maintenance-free running is essential. For high-volume working, the heavy-duty 75-millimetre (mm) - three-inch - and 100mm (four-inch) Hydry centrifugal models have outputs up to 135 cubic metres per hour and a solids-handling capacity of up to 35 mm diameter. These compact mobile modular pumps are also available in trailer-mounted, fast-tow versions. All have oil-reservoir-fed mechanical seals for extending dry running and "snore" and have sufficient fuel capacity for overnight operation. For fuel economy and wear reduction, the air pump engages only when priming."

Government Moves to Scrap Pet Quarantine Law BGN7/26/2 "A Move to abolish regulations which consign pets to quarantine when being brought into Britain has been announced by Agriculture Minister Dr Jack Cunningham. He will set up an independent scientific assessment of alternative measures to combat rabies. A discussion document has been published and there will be full public consultation. "It is time to take a fresh look at our quarantine laws" said Dr Cunningham, "but any new system must be at least as effective in protecting the British people as the system we have had in place for most of this century"."

Web Shopping Made Easier ITN7/26/1 "A UK software company has unveiled a product designed to help serious Internet shoppers get the best of the "Net". The Dunstan Thomas company, of Portsmouth, Southern England, is offering Shopping Explorer, a downloadable package that lets online shoppers search for a specific product or online store." When someone wants to look for something specific, like a pair of shoes, they are likely to be presented with a lot of garbage in the search results. And even when they get the shopping sites they want they will have to go to each one and look for the product. Shopping Explorer does all that for the user and presents results including availability of specific items." Users must download Shopping Explorer - from www.shoppingexplorer.com or www.buydirect.com - and the first 30 searches using the software are free, but after users will need to buy a licence costing about 13 pounds sterling."

JOB SHOP**VACANCY**

Byron Marine Limited have an immediate vacancy for a warehouseman / handyman. The post requires a responsible person who is capable of dealing with the general public and who has organisational and administrative skills. For further details, please enquire at our office in Waverley House, or on telephone No 22245 during office hours.

WOOL NEWS

Market Report for week ending 24.10.97 from Peter Marriott

FALKLAND: "Following a business trip to Italy last week to visit the fashion fairs and for discussions with our Falkland clients regarding the potential business for the new season ahead. All our regular clients are quite pleased with this last seasons sales and considering the fashion for Spring will be the 'Softer Look', they are confident that their purchases of Falkland scoured and wool tops will be equal if not higher than the present season."



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Vol. 4 No.43

BULLETIN

31st October 1997

CHAMBER OF COMMERCE

A short meeting prior to lunch at the Malvina House Hotel, between representatives from the Chamber of Commerce Membership and Council was held on 30th October 1997, with Kelvin International representatives Mrs Doris MacBeth, based at MPA and Mr Brian Collie, Onshore Operations Manager, Aberdeen, Scotland. Discussed was the shared problem in importing perishable goods. Mr Collie informed the Chamber of Commerce that his visit was purely fact finding, with a view to meeting people in the Falkland Islands. Comparisons were made with Kelvin International's activities in Shetland Islands.

Chamber of Commerce representatives also had a short meeting and lunch this week, with Mr John White FCO, Mr Russ Jarvis, First Secretary Government House. Discussed was Private Sector and Government, changes occurring and benefits within the Falkland Islands. Also discussed was employment/immigration/housing, interaction.

Chamber of Commerce Office would be grateful to anyone within the Membership who would be willing to attend meetings and lunch, representing the Private Sector. The cost of individual lunches are billed to represented companies.

LIBRARY

THIS WEEK IN BRITAIN

Issue 27, 14 Oct 1997

News for Builders goes on Site STN7/27/3 "Electronic on-line estimating for construction is the objective of a new Builders' Resource and Information Exchange (BRIX) website created by the UK's Federation of Master Builders (FMB). BRIX will cost 250,000 pounds sterling to set up. It will provide an e-mail service and online information for builders to operate their day-to-day business. It will also include information from local and central government on such topics as health and safety legislation, building and planning controls, product manufacturers, suppliers and professional advice."

Agricultural Engineers go on the Net BAN7/27/1 "A valuable product locator has been included in a new agricultural website. The Agricultural Engineers' Association (AEA) contains information on agricultural engineers and outdoor power industries, as well as on the AEA and its services. The product directory features those supplied in the UK and those supplied for export. A search is carried out by choosing the machine type and then a list of suppliers, with contact details, is given. An additional facility enables enquirers to identify brand and product names to supplying companies. Agricultural Engineers' Association, Samuelson House, Paxton Road, Orton Centre, Peterborough, United Kingdom, PE2 5LT. Telephone 044 1733 371381 Fax: 044 1733370664."

Computer Bug Threatens Hospital Equipment's Health ITN 7/27/2 "The Millennium computer bug could have catastrophic effects in hospitals, according to a report in Nursing Standard magazine. Many hospitals and staff are unaware of the dangers posed by microchips embedded in electronic hospital equipment." "Many items of care equipment contain microprocessors that need the correct time and date to function properly. If they malfunction when 1999 becomes 2000, they could cause huge problems and senior health trust managers could be blamed."

CENTURY INTERNATIONAL

"The Sensible Alternative" Corporate Choice, Vehicle Rental for Business Users. Leaflet available for viewing from the above company "We are unique in terms of the British daily rental sector: Well established in France and Ireland, we are the sole home-based independent and non-franchised operator to provide our services outside of the United Kingdom. By the millennium we propose to be present in most European countries." No Hidden Extras "Our non-franchised status is of real benefit to business users. We have chosen not to operate under the banner of an international franchisor or to offer our name to others on a similar basis. This decision has enabled us to maintain direct control over the quality of service that our staff provide for our customers. More significantly, it has allowed us to exclude the inherent cost of franchising from our rental rate calculations. With Century International, there truly are no hidden extras."

BUSINESS ALERT

Issue No 37

Included in this leaflet from Chamber of Commerce, Aberdeen "Letters from Nigeria. Several businesses have drawn our attention to letters they have received from Nigeria containing money laundering or other illegal proposals. A recent one was on the Central Bank of Nigeria letterhead, and we do advise that you ignore these letters. We send any letters forwarded to us to the Nigerian Embassy."

"New Regulations on Electricity & Noise Offshore. New regulations dealing with hazards offshore from electricity and noise have been laid before Parliament by Environment Minister Angela Eagle. The Offshore Electricity and Noise Regulations 1997 amend the Electricity at Work Regulations 1989 (see 0507REG) and the Noise at Work Regulations 1989 (see 156REG). As a result, both sets of regulations will apply offshore from 21 February 1998. The Offshore Electricity and Noise Regulations 1997: S.I. No. 1993 are available from the Stationery Office, ISBN 0 11 0604828 5, price £1.10."

"Government Announces Additional Funding for 'IT for All'. The Government has announced additional funding of £2.75m for IT for all - the awareness campaign to remove barriers for people who would like to know more about information technology. The campaign brings together local and national government, businesses, voluntary groups and the public. Central to the initiative is a Response Line through which free copies of the "Guide to how IT can help you" are available, as well as a list of local access sites where practical hands-on experience of information and communications technologies can be gained. Contact the Response Line: 0800 456567"

DRAFT FALKLAND ISLANDS NATIONAL OIL SPILL CONTINGENCY PLAN

Mr John Clark, Marine Officer has kindly forwarded the above Plan for viewing by Chamber of Commerce Members re "discussion and comment". OSRL Ltd (The company contracted to produce the contingency plan.) will proceed with producing the final version as soon as possible after 14 November, and once they have had time to consider any comments made. The report is approx 48 pages.

John asks: "if any comments/views could be communicated to me by Friday, 14 November 1997."

Short Extract from paper "4. Command Facilities The current communications and office facilities in Fishops at FIPASS could prove inadequate to deal with anything other than a relatively small incident generating no international interest. The resources to provide extra emergency telephone lines and persons to staff them appear to be lacking." "5. Response Personnel There are barely enough personnel to mount a credible response to anything other than a relatively limited response effort and this is partly a function of the Islands' population. Sustaining any level of prolonged response would prove almost impossible as there is hardly any scope for deputies in key roles." "8. Future Developments If either oil is found in licensed to the north and the decision made to produce or the Area of Special Cooperation is licensed and exploration / production occurs there, the risk of oil spill may increase. At this stage FIG may wish to consider expanding the national stockpile to include a standby aerial dispersant capability. There are various ways that this could be delivered, all entailing significant cost. However this remains the only viable active response for slicks at sea, assuming the oil is treatable. If the oil is not treatable then no technology exists to provide a realistic at-sea response."

These are "extracts" please call at the Chamber Office to view full paper.

EXECUTIVE MAGAZINE
Number 145 August 1997

Included in this magazine: Advert for "Steady is the Safest Boat In Its Class! Steady with the steadiness of the rubber boat combined with the durability of soft plastic. This construction means a supreme safety at sea. The boat is very light and very comfortable to row. Steady is steady as far as the course is concerned, and you do not have to worry about the direction when you are rowing. Steady is self-draining and any water which might run into the boat will be drained out. So, if you leave the boat, it will not be filled with water as an ordinary boat. The boat is frost safe and might be stored out of doors throughout the year." The advert has pictures of the boat using an outboard motor.

Shetland Textile Working Museum: is predicting a record-breaking summer to beat last year's total of over 5,000 visitors. The museum, set up with help from Shetland Enterprise, showcases one of the island's oldest traditional crafts - knitting and weaving. "Shetland has a long tradition of weaving, lace and knitwear, which, through the blending of Norse and Pictish heritage, has seen many unique skills and designs developed, which we are working to keep alive." "Shetland is recognised worldwide as a producer of top quality knitwear and weaving and the museum is an important addition to the range of year-round all-weather attractions in Shetland."

STANLEY BUSINESS CENTRE

Brochures with details of latest products available from the Business Centre are available from the Chamber of Commerce, "Rutland, Dragon Naturally Speaking, Experience the world's first general purpose, large vocabulary, continuous speech recognition system", "Premier Copyholders", "All Draughtsman or Counter Use Chairs", "All Typist/Operators Chairs", "Diaries & Planners '98", "Rexel Comb Binding", "Ergonomics (the study of the relationship between people and their environment)", "Bisley, Office solutions in steel"(cabinets), to view any of these leaflets, call at the Chamber of Commerce Office.

SPONSORSHIP

The Hawk Conservancy have communicated with the Falkland Islands re sponsorship of birds (feathered variety). FIDC have indicated that they will sponsor "one pair of Striated Caracara." "and a clear sign is put up on the aviaries stating who the sponsors are." Sponsorship Scale of Fees. Birds are in pairs unless otherwise stated, but prices relate to individual birds within each pair.

£75.00 = Red Footed Falcon(2), Striated Caracara(2). £100.00 = Lappet Faced Vulture.

Personality Birds £125.00 = Connie - Harris Hawk. Ross - Harris Hawk. Reg - Harris Hawk. Chilli - Turkey Vulture. Raddish - Turkey Vulture. Chips - Black Vulture. Spud - Black Vulture. Sweed - Black Vulture. If you wish to Sponsor a bird please choose one from the list. Application forms are available from the Gift Shop.

WOOL NEWS

Market Report from Peter Marriott for week ending 31/10/97.

GENERAL: Currency Factors remain more important than wool market movements in calculating price changes in the trade today. Weakness in the Australian Dollar, assisted on Monday by renewed strength in Sterling, brought problems to the fore again. Exporters face renewed difficulties, after a respite when there were hopes Sterling was passed its peak. Not only is profitable export pricing difficult to the point of impossible, everyone in the trade faces competition from imports which have a huge price advantage - an advantage which looks set to persist. For the time being most firms also say that deliveries are going out well and that some new home trade business has been placed. International competition in Wool itself is keeping prices from actually gaining ground.



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Vol. 4 No.44

BULLETIN

7th November 1997

FIDC

From FIDC: "The owner(s) of the Portacabin and Wyseplan unit presently situated on the west side of Hillside Camp are notified that the units must be removed by Monday 17th November 1997. Proof of ownership must be presented to the site agents, the Falkland Islands Development Corporation, before removal. In the event that the units are not claimed and removed by the date given, FIDC will undertake removal and disposal as it sees fit. Please address any enquiries to Mrs Fiona Didlick, FIDC tel 27211."

**PROGRAMME FOR VISITING MP's
6-12 NOVEMBER 1997**

A copy of the itinerary/programme of the above visit is available for viewing at the Chamber of Commerce Office.

INFORMAL DISCUSSION SESSION

Please inform May by 15.30 Wed, 12th Nov, at the Chamber of Commerce Office of attendance, so that sufficient seats can be arranged, Thank You.

The Chamber of Commerce and Government Head of Departments will be meeting on Wednesday, 12th November 1997 at the Malvina House Hotel, 5pm until 6.30pm.

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc.

We have been informed that 2 Directors from Stanley Services will be attending the above meeting, Chamber of Commerce feel that a more formalised question session may be advantageous, please notify May at the Office of questions you wish raised, via fax.

Privatisation ideas of Government Departments are also requested from the Membership, "Form & Function", in other words "How and What", again please notify the Chamber Office via fax of your thoughts on this issue.

OIL

Stanley will be the Onshore Support Base for Oil, as announced by Calling the Falklands on 4th November 1997. Tim Bushel, Lasmo was interviewed and gave an outline on regulations for working practices i.e. Health and Safety, "no major concerns". Operations will be working along side the fishing industry at FIPASS with only one factor raised which was non-slip working areas. News from Oil Department as soon as they have it.

PUBLIC PRESENTATION ON METOCEAN DATA FOR OIL INDUSTRY APPLICATIONS

From the Department of Oil "There will be a public presentation on Metocean data for oil industry applications in the Falkland Islands Community School Geography Room on Tuesday 11th November from 7pm lasting approximately an hour.

Chris Shaw (Shell International E & P) and Robin Stephen (Geos) will discuss the collection and processing of meteorological and oceanographic data needed for the various oil industry applications from exploration activities through to field development. Some of the early measurements from the ongoing survey north of the Falklands will be presented."

FALKLAND ISLANDS WASTE DISPOSAL

The Chamber of Commerce Office has a copy of the "Consultation Paper for discussion on Waste Management Options", please call if you wish to view, it is a large read!!

"Mr Nick Crick and Anthony Harker, Consultants from Halcrow, will be visiting the islands between Tuesday 18 November to Wednesday 26 November 1997. It would be appreciated if comments or requests to meet with Mr Harker or Mr Crick could be made in writing before the 18th November 1997."

Extract from Introduction paragraph 1.2 "The specific objectives of the Study are interpreted by us as being to: determine the probable quantities and types of wastes arising in the Islands, currently and in the future, taking particular account of possible future developments in the petroleum exploration and exploitation industry, as well as of the existing farming and fishing industries, domestic, harbour and shipping waste; investigate, evaluate and recommend technically appropriate and economically viable methods, systems, facilities and related arrangements for the segregation, collection, recovery, reuse, recycling, pre-treatment and reduction of the different waste streams; identify methods of encouraging recovery and recycling;" There is a lot more to this section.

LIBRARY

THE FALKLAND ISLANDS GAZETTE SUPPLEMENT

Vol 8, 30th October 1997 No 24

"The following is published in this Supplement - The Falkland Islands Pensions Scheme Bill 1997."

Vol 8, 24th October 1997 No 23, SUPPLEMENT

Published "The Supplementary Appropriation (1997-98) Ordinance 1997;
The Firearms (Special Exemption) (Amendment) Order 1997."

Vol. CVI, 31st October 1997 No 20

Published "Appointments, Confirmation of Appointments, Transfer, Completion of Contracts, Re-Appointment, Notices."

Vol. 8, 31st October 1997 No 25, SUPPLEMENT

Published "The Drug Trafficking and Other Offences (External Confiscation Orders and External Forfeiture Orders) Order 1997, (SR & O. No 16 of 1997)."

INTERNAL TRANSPORT REVIEW
for the FALKLAND ISLANDS GOVERNMENT

Extract from Executive Summary "The Review has three principal objectives:

- To review progress to date in the development of the internal transport infrastructure of the Falkland Islands
- To provide a summary of the resources already committed to transport
- to provide options for the continued development of transport infrastructure and recommended the best method of co-ordinating air, sea and land transport for optimum benefit."

Extract from Introduction: "As the pace of change in most aspects of life in the Falkland Islands has increased, so the pace of change in internal transport has begun to increase. The first definitive study of internal transport systems was carried out by Halcrow Fox and Associates in 1985 (published in 1986) and followed in 1988 by a more detailed study of the East-West Ferry and West Falkland Shipping by Pannell Kerr Forster. However by 1989 few of the strategies and recommendations from these in-depth studies had actually be implemented, since no action plan had been created either by the studies themselves or internal work. No specific provision had been made in the FIG budgeting process for internal transport enhancement or change, and no department of the government had been made responsible for carrying out transport policy. In the light of this in 1989 FIDC commissioned the Internal Transport Action Plan and Executive council set up a Transport Advisory Committee to review all aspects of internal transport and make recommendations. The Action Plan formed the basis for its earlier considerations."

Copies of this review are available from the Chamber of Commerce Office.

ISLAND PLANNING COMMITTEE

Minutes of Meeting No. 2 held on 30 October 1997

The above minutes are available for viewing at the Chamber of Commerce Office.

THIS WEEK IN BRITAIN

Issue 28, 21 October 1997

ENVIRONMENTAL PROTECTION STN7/28/2 "The UK is introducing Environmental Impact Assessment Standards (EIAs) for new offshore oil and gas projects this year rather than waiting for the 1999 European Directive. It requires every exploration company to reveal what impact their search for undersea oil and gas will have on the environment. "

ANTARCTIC OZONE HOLE STARTS IN WINTER STN7/28/8 "New Research has shown that the thinning of the ozone layer over Antarctica starts earlier in the year than previously thought. In a paper in the international journal Science (3 October 1997), researchers from the British Antarctic Survey and the University of Cambridge, Southern England, show that, although the most severe ozone depletion over Antarctica is evident in spring, the depletion process actually starts during the winter at the sunlit edge of Antarctica." "Dr Howard Roscoe of the British Antarctic Survey said: "We now have a new perspective on the Antarctic ozone hole: it starts each year in midwinter at the sunlit edge of Antarctic, rather than in the spring as previously thought. This is important because ozone-poor air from the edge of the ozone hole regularly passes over southern South America, exposing populations to larger than normal doses of damaging ultra-violet radiation."

To view full articles, call at the Chamber of Commerce Office.

SIMON JERSEY LTD

Leaflets advertising Safety Shoes from Simon Jersey Ltd, (Brogues, Trainer Boots, Ladies Shoes) and a leaflet on Uniforms (very smart) are available from the Chamber of Commerce Office.

VISITSWESTLANDSHUS

Mr Harry Burt, Managing Director of WestlandsHus UK, will be visiting the Falkland Islands between the 22nd and 26th November. Anyone wishing to meet Harry to find out more about WestlandsHus, should contact Mrs Jo Morrison at LMW (BM) Ltd on Tel 22640 to make an appointment. WestlandsHus are manufacturers of luxury, made-to-measure houses at the top end of the housing market.

The Chamber of Commerce Council will be having lunch with the visiting MPs on 10th November 1997.

On Thursday, 13th November, 11am, Suki will be meeting with Chamber of Commerce Council, if you wish the Council to put any questions to Suki on your behalf, please contact May at the Chamber Office by 12th November 1997.

JOB SHOP

Communication has been forwarded to the Chamber Office from Mr Fernando Antonio Rosas Castillo, of Chile. Mr Castillo has sent certificates to view, for any employer interested in offering employment. Extract from letter "I took part in Operation Raleigh between 23rd September and 10th December 1991. I worked at the Club Aereo Coyaique from 15/05/93 to 20/09/96 where I supplied fuel to the Cesna 150 aircraft. I was also in charge of the hanger and the office. I also completed a basic vehicle mechanic course and worked as a fitter between 28/04/97 and 16/06/97."

Please call at the Chamber Office to view certificates and letter.

WOOL NEWS

For Week Ending 7th November 1997: "GENERAL The latest 0.25% rise in UK lending rates took the textile trade as much by surprise as it did the markets. The Bank of England may be able to identify inflationary pressures but for the textile industry all the pressures for many months have seemed to be in the opposite direction. Sterling strength in particular, now further enhanced has made new export business extremely difficult to obtain and greatly increased the damage done by competitive imports. Weakness is against continental Europe, where the wool textile industry is flourishing with exchange rates in their favour, and also against Asian Countries which provide some of the import competition. The problem is already causing harm in some wool textile industry sectors, but others are able to keep busy with orders already on the books. Combing remains very busy coping with a good call for deliveries, after reduction in European combing capacity related to the preceding recession."



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Vol. 4 No.45

BULLETIN

14th November 1997

FIDC

From FIDC: "The owner(s) of the Portacabin and Wyseplan unit presently situated on the west side of Hillside Camp are notified that the units must be removed by Monday 17th November 1997. Proof of ownership must be presented to the site agents, the Falkland Islands Development Corporation, before removal. In the event that the units are not claimed and removed by the date given, FIDC will undertake removal and disposal as it sees fit. Please address any enquiries to Mrs Fiona Didlick, FIDC tel 27211."

CHAMBER OF COMMERCE

19TH November - 5-6.30pm

A meeting for Members of the Falkland Islands Chamber of Commerce has been arranged for Wednesday, 19th November, 5-6.30pm in the Chamber of Commerce Office to discuss Private Sector and Immigration, ideas for the Agenda are as follows: Points System, Employers responsibility for Employees, Government Control, Temporary working visa (contract), minimum wage. Please let May know of attendance at this meeting, Tuesday 18th November at the latest.

TRAINING

The Chamber of Commerce, will be running two Microsoft Excel courses at the Community School from 15 to 19 December. These courses are the second in a series of computer courses run by Nikki Buxton of Synergy Information Systems. The Beginners course will run for the first two days, and will comprise of introduction to spreadsheets, entering and editing data, building basic formulas to calculate values, managing lists of data, formatting data, and creating charts. The Advanced course will run for the second two days, and will comprise of a short recap of the Beginners course, building advanced formulas, creating data links between worksheets, working with arrays, advanced charting, creating pivot tables, and basic statistical analysis of data. The final day will be a Wash-up day to go over any points from either class that individuals would like to cover. The course fee will be £100 for each two day course, and £50 for those participating in the final Wash-up day. There will also be a £10 course deposit fee which will be payable on signing up for either course. All enquiries to May at the Chamber Office, or to Nikki Buxton on 22051 for technical details.

STANLEY CSM

Mr T Betts, President, Falkland Islands Chamber of Commerce has communicated with Stanley CSM on behalf of the Private Sector re sub-contracting from Stanley CSM within the terms of their onshore logistics contract, and advertising of presentation to be given (2-3 weeks time) as mentioned at the Informal Discussion on Wed, 12th November. We have requested a meeting with Chamber of Commerce Council, and will keep you informed of any replies.

COMMUNICATIONS

FROM CHIEF EXECUTIVE

THE LOGISTICS CONTRACT COMING TO STANLEY "I know that all the recipients of this memo will be delighted at the news that the bulk of the contract for logistical support to oil companies exploring our northern tranches is to be Stanley based. What may be less appreciated is the amount of hard work and professionalism that has been expended by you and many others in ensuring that this satisfying result was achieved. The whole issue of a small community, with long communications links, being able to offer services comparable to South America presented us with a real challenge. Comodoro Rivadavia put forward persuasive arguments and there was a real chance that we could lose out. However, we have maintained a policy throughout of allowing the operators to make up their own minds on commercial grounds whilst expending effort and commitment to facilitating their requirements wherever possible. I know that FOSA have appreciated such dedication and realism. The purpose of this memo is to congratulate you. As far as oil exploration and exploitation is concerned we are only at the beginning, but if the successes we have enjoyed thus far continue and oil is discovered, then the economic future for the Islands is very bright indeed. Well done!" Signed Andrew Gurr.

FROM OIL DEPARTMENT

"STANLEY-CSM is pleased to announce its appointment by LASMO as the onshore logistic contractor for the forthcoming Oil Exploration Activity.

Stanley-CSM is a joint venture company registered in the Falklands between Stanley Services and CSM an Aberdeen company specialising in the oil logistics industry." Signed Michael Burrett.

DRESDNER BANK AG

The following communication has been received from Robert Weigert of Dresdner Bank AG in Berlin Tel: 00493031533186, Fax: 00493031532279. Extract from Fax message "Beside the construction of the abattoir and the possibilities for some of my customers to participate in the bidding procedure I hope for some further information regarding oncoming investments on the Islands. Especially I would like to know whether: There are any ideas for the construction of sewage plants in Stanley or in the settlements. One of my customers is an engineering company, which can offer decentralised sewage plants from 1 to 5,000 households. For the construction they would need a close cooperation with a local construction company for the main work to be done, they would only supply the construction methods and the biotechnological parts. There are any intentions to use wind operated electricity generators in the future? You recycle garbage or use it for getting electricity?

How will mutton be marketed that will be produced in the abattoir? Will it be done through a Falkland Island based company or through a company in England, who should be contacted? A customer of mine is one of Germany's biggest meat producer and trader, that have excellent contacts to several Arab countries. Beside the a.m. topics I would like to know whether there are other future investments planed where non-U.K. companies would have a chance to offer."

TRISTAN DA CUNHA

Work Opportunities in the Falkland Islands, extract from communication from Mr Brian Money, Acting Administrator, Tristan Da Cunha. "I am in touch with the Government to ascertain what jobs may become available to overseas applicants. They have suggested that I also contact you and the Falkland Islands Company for advice on opportunities in the Private Sector."

The Chamber of Commerce have contacted Mr Money, to advise him of the Job Shop adverts placed in the Bulletin, and that if any applicants wish to place their CVs in this section they can do so. We have also forwarded a Falkland Islands Business Directory, to Government of Tristan Da Cunha for their information.

ALESHI INTERNATIONAL VENTURES

Extract from communication from the above Nigerian company: "We shall be more than grateful, if you could kindly introduce our firm to manufacturers, importers and exporters of the underlisted goods in your country,"

"1) Sports Goods in general, 2)Textile Fabric & Leather Garments/Caps/Hats, 3)Textile fabric/Wool, 4)Dressing/Sport Shoes, 5)Tailoring Materials, 6) Pharmaceutical goods in general, 7)Kitchen/Table-Wares, & etc, etc. Office Stationery & Equipment Gift Items, Toys, Watches, Photo Cameras, etc."

Please call at the Chamber Office for Address and Tel/Fax number.

LIBRARY

INTERNATIONAL CHAMBER OF COMMERCE

The above organisation have kindly forwarded a copy of their "Handbook 1997", plus a price list for Autumn/Winter 1997 for the following "Banking & Finance, Documentary Credits, Insurance, International Trade & Contracts, Incoterms, Commercial Fraud & Counterfeiting, Transport, International Arbitration, Comparative & International Law, Business Law & Practice, Art Trade & Law, Environment, Marketing & Advertising".

Please call at the Chamber Office to view.

THE NEWS

From The Weald and West Kent Chamber of Commerce and Industry, November 1997. This publication includes: "Warning on plans for the minimum wage, The British Chambers of Commerce survey is the largest so far on the effects of a minimum wage, featuring more than 2,500 responses from firms of all sizes and from all sectors. It found that a minimum wage of £4.25 would affect 61 per cent of firms. A rate of £4.0 would affect 45 per cent, but £3.00 would affect only five per cent. Most firms (58 per cent) said they would shed jobs and 55 per cent would increase prices." There is more to this article, please call at the Chamber Office to view, or contact Felicity Bull at BCC on 044 1715652020.

There is a lot more to read in this publication.

BUSINESS BULLETIN

From Aberdeen Chamber of Commerce, November 1997. This publication includes: Spreading the TACS Message "You will no doubt be aware that the Government is conducting a review of the tax regime for the UK offshore oil and gas industry. This review is concerned with how much the Government takes from the production of North Sea oil and gas, but the outcome will also be of direct interest to your business as a supplier of goods or services to the industry." This is a full page article, please call at the Office to view.

ABERDEEN CITY COUNCIL

Economic Development

The Chamber Office has 2 folders re the above, included in the folder: Economic Development Department, A Guide, Aberdeen at Leisure, Business Environment, Housing, Connections, Commercial Property, Oil & Gas Prospects 1997 Update, Introduction to Aberdeen by City Council, Export Services North East Scotland 1996 Export Survey Summary Report. To borrow this folder please call at the Chamber of Commerce Office.

Environmental Assessment for the Proposed Exploration Drilling Operations Offshore the Falkland Islands.

The above document was prepared by Environment & Resource Technology Ltd. Extract from Summary "The operators have contracted the Borgny Dolphin semi-submersible rig which will be mobilised from the North Sea to complete the proposed programme. Drilling is due to commence in May 1998 and continue through the rest of the year and into 1999. The duration of drilling operations at each well site is dependent on the total well depth, but estimated to be between 45 and 90 days. Following the drilling of each well there may be a well testing phase, after which each well will be suspended or abandoned. The proposed well sites are located over 150 km north of the Falkland Islands, at the edge of the continental shelf. Water depths at the continental shelf represents the convergence zone of the east and west Falkland current and is an area of upwelling and high biological productivity, supporting ecologically important populations of krill. Krill are an important food source for the marine life of the area including seabirds and commercial fish and squid resources." Please call at the Chamber Office to view this document.

WOOL REPORT

For week ending 14th November 1997 from Peter Marriott.

GENERAL "With exchange rates for the Australian dollar touching their lowest for five years at one point this week, Bradford prices for tops have been reduced even while the main market indicators stay unchanged. Not every firm has reduced prices again, but it only takes two to three to do so to show the way for potential buyers to bid less. Falling prices often mean that buyers hold back in the expectation of further declines to come, but with Christmas and seasonal factors soon liable to reduce wool availability, some traders feel that better business might not be far away."

Falkland Islands Government



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CHAMBER OF COMMERCE

The Chamber of Commerce and Councillors will hold an Informal Discussion Session on 11th December at 6pm, Venue to be confirmed at a later date. Questions you wish put to Councillors are to be submitted via fax to the Chamber Office no later than Friday, 5th December 1997.

HALCROW WASTE MANAGEMENT

Halcrow are visiting the Islands from 18th until 26th November, they will be giving a presentation to the Chamber of Commerce membership on **Tuesday, 25th November** at the Chamber Offices at 5pm, please confirm your attendance at this presentation to May, Monday 24th November please.

DUN & BRADSTREET

The Falkland Islands Chamber of Commerce Office have taken the role for research on behalf of the above company, previously carried out by FIDC. This research comprises of a questionnaire being sent from this office to companies within the Islands on behalf of Dun & Bradstreet. The Chamber of Commerce are not involved in any other way other than sending the questionnaire to local companies, who then complete the form and return to Dun & Bradstreet.

Extract from "Correspondent Reporting Function and Responsibilities": "available information in a report are completeness, accuracy, objectivity and fairness. Information which cannot be substantiated or confirmed by facts must not be included in a report". "Based on the resulting Dun & Bradstreet Report various subscribers choose to deal with subject". This is a short extract from the "Correspondent Manual and Guide" to view please call at the Chamber Office.

COMMUNICATIONS

IBC UK CONFERENCES LTD

The above company have contacted the Chamber Office seeking a list of companies who might be interested in Conferences on oil and gas activities. We have sent the following company names: Gov: Oil Dept, FIDC, FIGO. Private Sector: FIC, SSL, Sullivan Shipping, Monarch Exploration, KMZ, Kelvin International, J.C.B.&F. Ltd, Fortuna Ltd, Falkland Hydrocarbons, Desire Petroleum, C&W, Bristows, Argos Fishing Ltd, Beauchene Ltd.

Any companies wishing to be on a list of "interested in oil and gas activities". Please contact CofC office ASAP.

STANLEY BUSINESS CENTRE

The Stanley Business Centre is planning a restructure of stock levels. To assist us in this we would be grateful to know the paper requirements of businesses during a year's trading.

OIL DEPARTMENT

Falkland Islands Offshore Oil Exploration, November/December 1997 Newsletter
Extracts:

"Stanley-CSM, a joint venture company registered in the Falklands between Stanley Services and CSM, an Aberdeen company specialising in the oil logistics industry, has been appointed by LASMO on behalf of FOSA to provide onshore logistical support from the Islands for the forthcoming oil exploration activity. The company expects to employ up to 12 staff to carry out the logistics work. Office staff will be required as well as people to move equipment from storage areas to the supply boats. Stanley-CSM plan to engage local companies wherever possible to provide haulage and stevedoring services."

Shell Exploration and Production South West Atlantic BV, Amerada Hess (Falkland Islands) Ltd, LASMO International Ltd and IPC Falklands Ltd "have submitted to the Governor an environmental impact assessment entitled "Environmental Assessment for the Proposed Exploration Drilling Operations Offshore the Falkland Islands"." The Governor has decided pursuant to section 66(2) of the Offshore Minerals Ordinance 1994 to publish this in the Gazette. The Governor invites any person who wishes to do so within 42 days of the date of this Gazette, to make written representations to him in relation to the contents of the document and as to the applicants intentions stated therein as to the protection of the environment. Any written representations sent should be addressed and sent to the Governor care of the Director of Oil, Department of Oil, Ross Rd, Stanley, Falkland Islands.

Environmental Forum: "Dr Alasdair McIntyre from Aberdeen University is to chair the Falkland Islands Exploration and Production Environmental Forum for the next two years. He will be chairing the next meeting of the Forum planned for Thursday 11th December. Environmental representatives from the oil companies will also travel to the Islands for the meeting. The Environmental Planning Office now co-ordinates these meetings for the Falkland Islands Government.

Site Surveys: "Svitzer Ltd (Britsurvey) has been licensed to carry out site surveys over areas where the oil companies plan to drill. M.V.L Espoir will be in Falklands waters at the end of November and the work is expected to continue through the summer and be completed in March. It is planned that the Surveys in the Southern tranches will be completed before the Illex fishing season commences in February. M.V.L Espoir is expected to dock at FIPASS possibly twice during the survey for crew changes. In addition to gathering data about seabed conditions for the oil companies, benthic samples will be collected for analysis.

To view this full newsletter please call at the Chamber of Commerce Office or contact the Oil Department for a copy.

PRO TECH TRADE SALES

Comms from the above company, sent via Wendy at FIGO: "We are a large Anglo/Dutch Trade company and we have a selection of second user Canon photocopiers in large quantities for export throughout the World."

In Stock: Canon NP 5060 with RDF and Sorter, NP 6060 with RDF and Sorter, NP 4050 with RDF and Sorter, NP 4335 with RDF and Sorter, NP 1550 Basic, NP 1530 Basic, NP 1510 Basic, CLC 200 (full colour), CLC 300 (full colour), CLC 500 (full colour). If any of the above machines are of interest please contact either Nange or Bruce on the number below with your requirements. Nange Lake, Export Manager. Fax: 044 1753567909.

LIBRARY

CREDITON CHAMBER OF COMMERCE
TRADE DIRECTORY 1997

Mr Paul Janion has kindly passed this above directory to the Library, also a glossy brochure: title "Mid Devon Visitor Guide".

CHANGING HEALTH & SAFETY OFFSHORE
The agenda for the next 10 years

The Oil Dept has kindly forwarded the above leaflet advertising an International conference to be held at the Aberdeen Exhibition & Conference Centre 22-24 July 1998. "This major conference aims to bring together all those connected with the oil and gas industry to review the major changes over the 10 years since Piper Alpha; to consider technological changes and new approaches to safety; and set to an agenda for the next 10 years." For a copy of register and to find out more please contact CofC Office.

THIS WEEK IN BRITAIN
28th Oct 1997

UK-DESIGNED ISUZU AIMS FOR 4X4 MARKET BIN7/29/1

"A project to give the Japanese Isuzu motor manufacturer a sporty image has been masterminded in Britain. Isuzu says its four-wheel-drive (4x4) VX2 sports coupe concept car recently unveiled at the Tokyo Motor Show is intended to form a new sector of the market for 4x4 sports utility vehicles."

Wind of Chamber for Power Producers BIN7/29/2

"By the end of this year, the UK will have a fleet of wind turbines capable of producing over 320-megawatts(MW) of power, according to the British Wind Energy Association (BWEA)." "As outputs rise so does the diameter of the blades used by the wind machines. Dutch manufacturer Aerpac has started production of blades at its factory in Scotland and the first blades have been shipped to Alaska. The UK blade company, Taywood Aerolaminates, which specialises in wood-composite turbine blades, is producing the biggest production blade yet available. A new design of the 31-metre(m) blade is to be fitted to a cluster of 12 Danish Nordtank 1.5MW turbines due to be installed at Renkenberg in the Emsland area of Lower Saxony over the coming winter."

FIRST FARMED SEA TROUT TO GO ON SALE BAN7/29/1

"The UK's first genuine sea-trout farm will go online by November by which time the fish will be ready for the table. And for Paul Featherstone, managing director of Shetland Sea Trout, Scotland, it will mean the culmination of four years of research and planning. The former salmon farmer decided to switch to sea trout because of falling salmon prices. But he had to read every possible source available to glean information about the migratory form of the brown trout."

YOU SHOP, WE DELIVER BGN/29/3

"Parcelforce Worldwide is launching a new concept in shopping with a home delivery service to lighten the load for shoppers from around the world. The scheme 'You Shop, We Deliver', will allow visitors to Britain from overseas to buy goods and have them delivered to their front door - wherever this may be across the globe."

STAR-STUDED DIANA MEMORIAL ALBUM ON THE WAY BGN7/29/5 "The official Diana commemorative album will go on sale on December 1 - making it a contender for the No 1 spot from then until Christmas.

4 November 1997

CHILLING FISH FOR LONGER FRESHNESS STN7/30/4

"One of the first commercial installations to use BOC Gases' synthetic liquefied air (SLA) is now operating at Bluecrest Foods in the fishing port of Grimsby, north-east England. The company, which supplies large retailers with chilled fish and a variety of seafood dishes, uses SLA - a mixture of liquid nitrogen and liquid oxygen - for a blast chiller that chills the fish to between zero and two degrees Celsius (C). Bluecrest's chilling facility has to meet the highest quality standards. SLA at minus 191 C offers the same fast cooling as liquid nitrogen at minus 196 C but is safer because it supports life."

CBI

The magazine of the confederation of British Industry, November/December 1997 includes: Adair Turner on priorities for Britain's EU presidency, Getting to grips with the euro, New strategic models at Rover, BP and global warming, Flexibility in Europe's labour markets.

CBI have also forwarded a booklet called "Innovation" A real business guide, contents: Developing a Growth Strategy, Creating the Culture, Using Joint Ventures, Case Studies. Extract from Foreword "The central message of this book, however, is that there is a place in every company for innovation, regardless of its size or industry sector. Innovation is the key to sustainable and profitable growth and economic prosperity for all companies and countries."

IMMIGRATION MEETING

Mr Steve Vincent, representative from the Chamber of Commerce on Immigration Policy Advisory Committee was grateful to members who attended a meeting held in the Chamber Office on 19th Nov, points agreed upon will be put forward at the next Advisory Meeting.

JOB SHOP

Applications from Tristan De Cunha have been received re employment within the Falkland Islands, work experience ranges from Retail, Domestic, Office Procedure, Clerical, Trainee Mechanic, Refrigeration Technician. Any Business interested in viewing these application please call at the Chamber of Commerce.

WOOL REPORT

Market Report for week ending 21.11.97 from Peter Marriott

GENERAL: "World wool markets have shown no clear price trend one way or the other recently, and the U.K. price changes have mainly depended on fluctuating exchange rates. Sterling was particularly strong against the Australian dollar last week which led to reductions of several pence in Bradford quotations, but since then currency changes have moved into reverse, leading to occasional small increases. Most clients still say trading is dull. There is thought to be a chance of better buying interest as the Christmas recess draws closer, and with Sterling prices for the U.K. trade very attractive, but no one identified anything approaching a buying movement. The currency factor is still making life extremely difficult for exporters, and when it comes to selling to the home trade there is a wider mention of import competition."



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Vol. 4 No.47

BULLETIN

28th November 1997

CHAMBER OF COMMERCE

The Chamber of Commerce and Councillors will hold an Informal Discussion Session on 11th December at 6pm, in the Beagle Bar, Malvina House Hotel, *sorry you will have to purchase your own drinks.* Questions you wish put to Councillors are to be submitted via fax to the Chamber Office no later than Friday, 5th December 1997.

If attending please let May know at the Chamber Office, so that sufficient seats can be arranged.

HALCROW WASTE MANAGEMENT

Thank you to Halcrow representatives for the very informative discussion session held in the Chamber Office on 25th November, we think that the members who attended and Halcrow benefited from the meeting.

COMPUTER TRAINING

Excel

There are only 2 places left in the beginners class, starting 15th December for 2 days, please contact the CofC Office ASAP if you wish to be included in this training session. Places are available in the Advanced Class, but filling up fast, there will be a questionnaire sent out to all applicants once places are filled. All Chamber of Commerce Members can apply for financial assistance to attend this training session, via CofC Office.

ISLAND PLAN COMMITTEE

Chamber of Commerce representatives to meet the above Committee are as follows:

Mr Terry Betts, Mr Hamish Wylie, Mr John Pollard, Mr Terry Spruce. We will keep you informed of any results from this meeting.

STANLEY GROWERS

Stanley Growers will be chartering a 737 cargo aircraft, capacity 15 tonnes, Punta Arenas - Mount Pleasant, Wednesday, 16th December 1997.

Anyone with bulk air cargo requirements from Chile, UK, New Zealand or elsewhere, please contact Stanley Growers As Soon As Possible. Tel: 21499 or Fax: 22618.

COMMUNICATIONS

P D Q EMERGENCY HOMES

The above company have contacted FIG who kindly passed the communication to CofC Office and others. A short extract from letter: "We manufacture the quick assembly, reusable PDQ Emergency

Home which has been specifically designed for disaster management situations to re-house people made homeless. It is extremely flexible and can be used in many applications and whilst it is aimed at emergencies, it can also be used for temporary and longer-term accommodation. The PDQ Emergency Home is delivered in a flat pack 10ft x 8ft x 2ft 3ins, four people can assemble it on unprepared and uneven ground in 20 minutes into a home 16ft x 10ft x 8ft. It can be elevated 2ft off of the ground on jacklegs to avoid minor flooding, is fully insulated and after the disaster or requirement is over and people return to their homes, it can be disassembled, washed off and stored outside in any weather conditions."

To view full communication please call at Chamber Office.

LIBRARY

EXPORT COURIER

This book includes: Gifts & Gourmet Foods, Confectionery, International Varieties, Typically British. One section advertises Mersey Exports "We source and supply a wide range of groceries and foodstuffs world-wide. Correctly packaged and with the correct documentation Mersey Exports can quickly and efficiently freight, by air, sea or road, groceries and foodstuffs all over the world. Mersey Exports provides a complete sourcing, labelling compliance, packing and freighting service to retailers, hoteliers, embassies, ships chandlers and caterers - one stop shopping at the ultimate level!" Contact Mersey Exports Ltd, Tel: 0441514481571 or Fax: 0441514481585.

FCO

Science, Engineering & Technology in Britain

Extract from introduction: "Science, engineering and technology are vital components in Britain's intellectual, cultural and industrial heritage. The new Government, which came into office in May 1997, has underlined its public commitment to the science base, and stressed its role in improving the competitiveness of the United Kingdom and the quality of life of its people."

WORKBOAT International

For the International workboat industry. Articles include: "New Inmarsat net, London UK, Inmarsat has announced the fourth Series 3 satellite has entered service and completes the constellation for the third generation of communications satellites, although one further back-up satellite is scheduled for launch in December this year. Using spot beams the four satellites will allow virtual global coverage for Inmarsat's new lightweight portable satellite phone." This is full article.

"Due to unexpected delays in the publication of the Marine Safety Agency (MSA) Code of Practice for the Safety of Small Workboats and Pilot Boats, which was expected to be available during August is now unlikely to be published before December 1997. Following earlier MSA codes for sailing training craft and for small commercial motor and sailing craft, the new code has been expected to apply to small UK vessels up to 24m in length when engaged in commercial activities at sea, and capable of carrying cargo or up to 12 passengers or provide a service."

There are 4 pages with reports on "Repair and Maintenance", also a couple of pages of equipment with new products advertised.

THIS WEEK IN BRITAIN

Issue 31, 11 Nov 1997

I could only find one article of local interest in this edition: "Education best-seller for export BGN7/31/5 A new company dedicated to exporting one of Britain's education best-sellers - National Vocational Qualifications - has been launched. British Trading International will capitalise on Britain's success in developing work-based qualifications in an international market estimated to be worth at least 12 million pounds sterling a year. Speaking at the London conference to launch the enterprise, Education Secretary David Blunkett said: "Skills and knowledge are now as important an export as manufactured goods. In the fast-moving economies of the world, people need portable skills to help them get jobs, and maintain jobs. Companies need people with up-to-the minute skills to compete. Britain leads the world in developing a vocational qualifications system to meet those needs."

THE FALKLAND ISLANDS GAZETTE

Supplement Vol 8, 24th Nov 1997, No 27

Included in this Supplement: Proclamation No 5 of 1997, Firearms and Ammunition (Export Prohibition) (Revocation) Proclamation 1997; Road Traffic (Amendment) Ordinance 1996 (Rectification) Order 1997, (SR & O. No. 18 of 1997); Charging Orders Bill 1997; Control of Drinking by Juveniles (Amendment) Bill 1997; Damages Bill 1997; Offshore Minerals (Amendment) Bill 1997.

Supplement Vol 8, 20th Nov 1997, No 26

Included in this Supplement: Notice No. 40, Environmental Impact Statement Exploratory Drilling in Tranches A, B, C, D and F; The Environmental Assessment for the Proposed Exploration Drilling Operations Offshore the Falkland Islands.

BUSINESS ALERT

Nov 1997 from Aberdeen CofC

Under the Employment Heading of this leaflet: "New ACAS Guides for Small Firms. Four guidance notes entitled "Paying employees", "Personnel records", "Controlling labour turnover" and "communicating with your employees" aim to help employers avoid problems in these important and sensitive areas of employer-employee relationships. The other six guidance notes in the series are: Contracts of employment, Dealing with grievances, Discipline at work, Induction training, Recruitment and selection and Tackling absence problems. Contact: ACAS Reader Ltd, PO Box 16 Earl Shilton, Leicester LE9 8ZZ, Tel: 1455852225. There is a charge of £1 to cover post and packing. For those wishing to order all ten, this charge is £1.50.

NEW BOOKS NEWS

HSE BOOKS

Publications advertised in this leaflet: Successful Health and Safety Management, Guidance Booklet HSG65, ISBN 0 7176 12767, £12.50 "This publication was first prepared by HSE as a practical guide for directors, managers and health and safety professionals who wanted to improve health and safety performance in their organisations. This revised version includes up-to-date information on: legal changes in certain industries for demonstrating effective risk management; developments in standards and performance measurement and experience in applying and implementing the health and safety management framework provided in the book; and the results of HSE's research into (a) the ways in which organisations implement new management systems and (b) the ability of organisations to maintain standards after significant change." Published 5 Dec 1997.

There are more publications advertised in this small leaflet.

JOB SHOP

Mr Lionel Taieb, of Paris, France has contacted the CofC office again asking if his employment enquiry can be re-submitted. Lionel is seeking employment in any field, and is willing to work full-time or part-time, in either a Government Dept, or Private Sector. To view full CV please call at CofC office.

Miss Anna Marshall of Edinburgh, Scotland has written to FIDC seeking employment. Anna has experience in Word for Windows, Microsoft Works, Microsoft Excel and Project. Has presentation skills and a working knowledge of Oasys Finite Element programs SAFE, SEEP, and SLOPE. 1996-97 Heriot-Watt University, MSc Geotechnical Engineering, Options included: Environmental Geotechnics, Engineering Geology, Site Investigation, Earth Retaining Walls and Computer Modelling. To view full CV please call at CofC office.

Mr Stewart Stroud, at present employed by Turner, MPA is seeking employment. Stewart has a clean driving Licence, with work history involving Joinery, (Labourer) Block Maker, Crusher Operator. To view application for employment call at CofC Office.

Mr Pablo Araujo, of Uruguay has sent a fax message to the office asking if there are any vacancies as a builder and a painter. Included in this communication is a short resume of Pablo's work experience with a fax number for any replies. Please call at CofC Office to view.

WOOL REPORT

For Week Ending 28/11/97 from Peter Marriott.

GENERAL: "Wool Market options on price prospects is balanced between those who believe (or want to believe) that this is a good buying point, and those who are uncertain about how wool prices and the world economic situation will develop in the months ahead, and whether it might mean lower prices yet. The argument that it is a good time to buy relies partly on the usual seasonal reasons, with supplies at their height and likely to get less in the forthcoming months. Inevitably there is the currency element too. With sterling strong and the Australian and New Zealand currencies weak, it would only need an about-turn in sentiment to push up sterling prices sharply even if the wool market stays unchanged. Whatever the future for wool or the world economy, just at present trade is not helped by high UK interest rates and the constant problems presented by the high level of sterling exchange rates."



FALKLAND ISLANDS CHAMBER OF COMMERCE
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Vol. 4 No.48

BULLETIN

5th December 1997

CHAMBER OF COMMERCE COMPUTER TRAINING

Excel

Please contact the CofC Office ASAP if you wish to be included in this training session. Places are available in the newly named Intermediate Class, 17th to 18th, but filling up fast, there will be a questionnaire sent out to all applicants.

Classes commence at 9am Lunch 12noon - 1330, finish at 1630, in the Community School. All Chamber of Commerce Members can apply for financial assistance to attend this training session, via CofC Office.

CHAMBER OF COMMERCE PLAQUE

The Chamber Office wish to ask for your assistance. We have the opportunity of having a plaque made with the map of the Falkland Islands as the main feature, surrounding the map are pictures of wild life, shipping (old). The Chamber Council have tasked me (May) to find a picture of a trawler and also a picture of the Falkland Islands from the sea, can anyone in the membership help with this?

The plaque would be available for purchase from the Chamber of Commerce Office for all in the membership to display in their offices or to purchase as a gift for a partner/visitor from overseas, it would assist me if you could let me know if you would be willing to purchase 1 or 2 of these plaques at £15ea, sample is available for viewing in the Chamber Office.

The Chamber of Commerce in the Falkland Islands wish to have a gift for commercial and other visitors to the Islands, ***we need your help in this***, minimum order of plaques 100, too large an order for the Office to take on.

MEETING WITH COUNCILLORS

Thursday, 11th Dec, 6pm, Malvina House Hotel

Questions from 2 companies have been forwarded to the Councillors for discussion at the above meeting, please let me know at the Chamber Office if you will be attending so that sufficient seats can be arranged. *Thank you for your assistance.*

STANLEY GROWERS

Stanley Growers will be chartering a 737 cargo aircraft, capacity 15 tonnes, Punta Arenas - Mount Pleasant, Wednesday, 16th December 1997.

Anyone with bulk air cargo requirements from Chile, UK, New Zealand or elsewhere, please contact Stanley Growers As Soon As Possible. Tel: 21499 or Fax: 22618.

STANDARD CHARTERED BANK

Opening Hours:	22nd Dec 1997	-	Usual Business Hours
	23rd Dec 1997	-	" " "
	24th Dec 1997	-	Close at 12 noon
	25th, 26th, 29 Dec 1997	-	Closed
	30th Dec 1997	-	Usual Business Hours
	31st Dec 1997	-	Close at 12 noon
	1st Jan 1998	-	Closed

"During the period 22nd to 31st December 1997 operations will be restricted to counter transactions (i.e. cash, cheque payments and cash withdrawals) only. Customers are requested to ensure that any special requirements such as Salary Payments, Pension Payments, Child Allowance Payments, Direct Debit processing instructions, changes to Standing Orders are advised to us in time for them to be actioned at the latest by close of business on 19th December 1997. All instructions of this nature must be paid with value on or prior to 22nd December 1997. No bulk payment instructions will be actioned or paid from 23rd December 1997 to 5th January 1998.

Please also pre advise us of your requirements for bulk cash/change and arrange for this to be collected prior to close of business on 19th December 1997.

Normal business hours will resume on 2nd January 1998.

Please help us to provide an efficient service for all our customers throughout this extremely busy period by observing the above guidelines.

We take this opportunity to wish you a Merry Christmas and a Happy New Year."

LIBRARY

THIS WEEK IN BRITAIN
ISSUE 32, 18 NOV 1997

INMARSAT SPREADS SPACECOMS SERVICE BIN7/32/6 "Satellite telephones pioneered by the London-based International Mobile Satellite Organisation - Inmarsat - are to be installed on all the long-distance express and mail trains of Indian Railways."

RADAR THAT MAPS UNDERGROUND FEATURES STN7/32/2 "UK Environmental scientists are using ground-penetrating radar (GPR) to map underground features in various parts of the world including ice drainage in Antarctica and sandbars in Bangladesh."

NET COMMERCE LAB FROM LOGICA ITN7/32/1 "British technology company Logica and software developer Sun have teamed up to establish a specialised laboratory to research ideas for Internet commerce. The idea is for the laboratory to create test runs and evaluation packages that other companies can use to see how they can use e-commerce themselves." "Much is made of the security issue when making payments across the public Internet, when, if current technologies are properly applied, it can be as safe as any other retail payment."

STUDENT WEBSITE ITN7/32/2 "A Website for students has been launched by the National Union of Students (NUS). StudentZone was designed to help students meet their information needs throughout their university careers, the site's creators said."

ONE-STOP SHOP MAKES LIFE EASIER ITN7/32/5 "An Internet one-stop shop, providing more than 600 items of information including forms and guidance on regulations, from making tax returns to dealing with employees' maternity leave was recently launched by Public Service Minister, Peter

Kilfoyle." "This site is user friendly and convenient way for small businesses, charities, voluntary organisations and their advisers to find out about regulations."

CBI

Electronic Commerce

A Real Business Guide. This booklet includes: Its Implications, Developing Strategies, Overcoming Barriers, Exploiting Opportunities. Extract from A Subject for National Debate "The information age is fundamentally changing the ways in which businesses operate. The Internet and other related technologies will provide many new ways for us to generate wealth and to continue to grow. This is a global phenomenon which will affect all of us. All markets are open to competitors who can now enter new territories without having to make a physical inward investment. Physical barriers, and therefore geographical barriers, are breaking down. As business managers, we need to understand what these technologies can offer us. As a business community, we need to give full recognition to the possibilities of the information age and set out, with purpose, to exploit them. That is why we are working so closely with the CBI to ensure that British business gains maximum benefit from the opportunities provided by the information age."

This small book is very interesting.

CBI NEWS

October 1997

The magazine of the Confederation of British Industry, this issue includes: "Sir Colin Southgate on piracy and managing the Spice Girls. WPP's Eric Salama: time to back our creative industries. Goodwill and unlocking the real value of companies. Blair, Hague and Ashdown head for the National Conference. Lance McMahon on the impact of the e-commerce revolution."

THE FALKLAND ISLANDS GAZETTE

Vol CVI, 28 Nov 1997 No 21

Includes: Appointments, Acting Appointments, Transfers, Completion of Contract, Re-Appointment, Resignations, Bankruptcy, Appointment of Temporary Customs Officer as well as Report of the Auditor to the Trustees of the Falkland Islands Government Media Trust (Penguin News).

Vol 8, 1 Dec 1997, No 28

Includes: Mount Pleasant and Mare Harbour (Designation and Speed Limits) Order 1997, The Income Tax (Annual Values) Rules 1997, The Taxes (Falkland Islands Pensions Scheme) Bill 1997, Drug Trafficking Offences Bill 1997, Mining (Amendment) Bill 1997, Education (Amendment) Bill 1997.

JOB SHOP

Full CV with covering letter from Miss N J Chapman of Gosport, UK. Nicola, has experience as a receptionist with good organisational skills, she is at present employment as a temp for the MoD, in a Finance Dept, but states that she wishes to live and work in the Falkland Islands. Please call at the Chamber Office to view letter and CV.

Tristan Da Cunha applications for employment, please call at the Chamber Office if you are interested in employing any of the following applicants: Clerical worker, Retail assistance, Mechanical trainee, Pool Attendant, Refrigeration repair, Agricultural worker.

This is the second advertisement for Tristan De Cunha, all enquiries will be passed to Government of Tristan Da Cunha, via fax.

WOOL NEWS

Market Report for week ending 5.12.97 from Peter Marriott.

GENERAL: "Wool prices fell in New Zealand and although Australia closed reasonably firm the market was not assessed as strong enough to offset the need for price reductions for currency reasons. The rate of Sterling against the Australian dollar at around 2.50 to the £ is at its highest for 5 years.

For some time one of the brighter features in Europe, with new orders patchy, was a good call for deliveries of earlier orders. Recently this seems to have slackened, with processed stocks accumulating in warehouses waiting for instructions.

Christmas could be playing a part, but with the talk of developing difficulties for exporters, the outlook, short term, is not seen as cheerful.

Prices quoted generally are lower again this week, with currency the main reason but static or easier wool markets contributing."



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Vol. 4 No.49

BULLETIN

12th December 1997

CHAMBER OF COMMERCE
COMPUTER TRAINING

Excel

Classes commence at 9am, Lunch 12noon - 1330, finish at 1630, in the Community School. Beginners 15th and 16th December, Intermediate 17th and 18th December, 19th December is a Wash-Up Day please contact Nikky Buxton on your final day of training with notice of attending on 19th December. *The Chamber of Commerce Office will be closed from 9am on Mon, 15th Dec until 8am, Wed 17th Dec, please communicate any urgent business to fax: 22265, this machine will be checked regularly.*

CHAMBER OF COMMERCE PLAQUE

The Chamber Office wish to ask for your assistance. We have the opportunity of having a plaque made with the map of the Falkland Islands as the main feature, surrounding the map are pictures of wild life, shipping (old). The Chamber Council have tasked me (May) to find a picture of a trawler and also a picture of the Falkland Islands from the sea, can anyone in the membership help with this?

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The Chamber of Commerce in the Falkland Islands wish to have a gift for commercial and other visitors to the Islands, *we need your help in this*, minimum order of plaques 100, too large an order for the Office to take on.

The *plague* can be sent to any in the membership or Government Dept who apply!!!

MEETING WITH COUNCILLORS

Thursday, 11th Dec, 6pm, Malvina House Hotel

Thank you to all who attended the above meeting to represent the Private Sector, we hope that you were satisfied with the question and answer session.

STANLEY GROWERS

Stanley Growers will be chartering a 737 cargo aircraft, capacity 15 tonnes, Punta Arenas - Mount Pleasant, Wednesday, 17th December 1997.

Anyone with bulk air cargo requirements from Chile, UK, New Zealand or elsewhere, please contact Stanley Growers As Soon As Possible. Tel: 21499 or Fax: 22618.

DHL

Any outgoing packages via DHL for the following dates should be taken to International Tours and Travel, Beauchene Complex, Stanley Tel: 22041 (*no later than Friday noon on 26th & 2nd*)

Week ending 27th December 1997

Week ending 3rd January 1998

Please remember, any non-document packages require 4 copies of an invoice, details of these can be obtained from CofC office now, or from International Tours and Travel on the dates above.

Deliveries of incoming packages will be carried out, as soon as possible, by CofC Council.

CABLE & WIRELESS

Chamber of Commerce made enquiries at Cable & Wireless on behalf of members re: "reverse charge calls to certain countries from Falkland Islands".

Mr Steve Baker has kindly replied to this enquiry. Unfortunately the following countries declined to offer the service: Korea, China and Indonesia.

Thank you to Cable & Wireless for carrying out this investigation.

LIBRARY

THE FALKLAND ISLANDS GAZETTE
Supplement, Vol 8, 5th Dec 1997, No 30

Published in this Supplement:

"Road Traffic(Provisional) Regulations Order 1986(Amendment)Order 1997, (S.R.& O. No. 19 of 1997);

Income Tax(Apportionment of Deductions) Rules 1997,(S.R.&O. No.22 of 1997)."

Supplement, Vol 8, 4th Dec 1997, No 29

Published in this Supplement:

"Payment of Account of Tax (Employee's Deductions)Regulations 1997,(S.R.&O. No.23 of 1997)."

EXPAT INVESTOR

November/December 1997

The above paper includes: Market pickings for winning in 1998. Tour Guernsey and bank with the World. How thoroughly modern building societies ply for your custom. Uncork the investment in wines and spirits.

LLOYD'S LIST

Issue 075, Nov 24, 1997

The above paper includes: North Sea Tax Battle, UK oil industry intensifies fight against possible Budget moves. Chiles Offshore Orders Jack-Ups, Newbuilds will have clear age advantage over bulk of Gulf of Mexico fleet.

Issue 076, Nov 27, 1997

The above issue includes: Oil & Gas Options in the Real World, The use of futures and options and related financial instruments is moving into the corporate thinking of oil companies, which are ideally suited to exploiting one of them - the real option, according to a new report, writes Andrea Felsted." Barmac Tackles Skills Shortage, "The skills shortage in the oil and gas industry is to be tackled in the north of Scotland by Barmac, operator of the fabrications yards at Nigg in Easter Ross and Ardersier, near Inverness, with the £2m "world class workforce" training programme."

Please call at the Chamber Office to view these newspapers, they are full of interesting articles concerning Oil and Gas activities.

WHAT TO BUY FOR BUSINESS

December 1997, Edition No 201

Contents: Business Software: "Selecting software for your computer should be an active decision rather than a default setting to Microsoft; there are alternatives. In this article, we take a look at what's going on in the software market."

Handheld Computers: "Today's handheld computers are far more than electronic Filofaxes for the status-conscious. As these machines begin to offer serious 'off-type' applications and easy integration with the desktop computer environment, they are fast becoming essential to any mobile workforce."

E-Mail: "E-mail systems can be an invaluable communication tool for your business. But, they've been given a bad press of late. Cyberskiving and security weak spots are just two of the worries facing corporate users. What to Buy uses its e-mail intuition to examine the issues.

Back page: Watch your wallet is a page which aims to expose dirty deals and foul play in the office arena. We'll also answer any questions you might have about whether you're being offered a dodgy or bona fide deal. This month we look at the familiar face of the dead stationer and take a brief look at security standards. Also Back page: Competition at the low end of the fax machine market has always been fierce. Ultra low-end plain paper machines and thermal faxes compete for SO/HO customers which make up 40% of the total fax market. As a consequence, prices have consistently dropped and the market is buoyant.

THIS WEEK IN BRITAIN

ISSUE 34, 2 DEC 1997

Scotland's largest wind farm, built at a cost of 17.5 million pounds, will produce an estimated 70-80 million kilowatt(kW) hours of electricity a year at a cost comparable to that produced by conventional power stations. There are now 43 wind farms operating in the UK with a total installed capacity of 289MW. Worldwide, it is estimated that over 22,000MW of electricity generating capacity will be built over the next 10 years in the form of 50,000 wind turbines. This is a short extract from article BIN 7/34/2.

One week after launching, the online "best of the Web" service Taxi has attracted 2,000 downloads of its software and 700 requests for a copy on CD-Rom, its creators said. Taxi is a software application that Net users can download to their desktops. It offers offline category browsing of numerous Web links chosen to fit categories such as news, shopping or films. The Taxi system is targeted at Internet newcomers and those who do not want to bother having to remember addresses and how to write them in the browser window. Because finding a site is done offline, it is a time and money saver popular with children and their parents. The Taxi software will be offered for download from sites including Electronic Telegraph, GQ, Flying Flowers, Tower Records and the Internet Move Database. Talklound PR, 90-92 Great Portland St, London W1N 5PB. Tel 0441712552767. Fax: 0441712553001. Email: swright@talklound.co.uk. Internet: www.mytaxi.co.uk To read full article please call at the Chamber of Commerce Office.

MONTHLY NEWSLETTER
ISSUE 8, DEC 1997

Thanks to the research and development efforts of British design company Priestman Goode, video conferencing facilities are now affordable for small companies and organisations. The firm's new, low-cost digital camera for video conferencing - said to be the smallest of its kind - comes ready to be plugged into a personal computer at home, the office, a laptop computer or on a tripod, and is capable of producing full colour images and video at 30 frames per second. (Full article)

Full publication with lots of interesting articles, please call at Chamber Office to view.

PLATFORM

Issue 2, Sept and Issue 3, Oct.

Sample copies of the above magazine from Aberdeen are available for viewing at the Chamber Office, the magazines are titled Oil & Gas Technology Review.

In Issue 3 "Amerada Hess has signed a three year rig contract with Norwegian-based Dolphin Drilling Ltd for the Borgny Dolphin which will drill the first well in the Falklands in May 1998."

WOOL NEWS

Wool report for week ending 12/12/97 from Peter Marriott.

GENERAL: "This being the last week for sales in Australia for the Christmas & New Year recess Keith and I would like to take this opportunity of thanking all our clients, both present and future for their support and we wish you all in the Islands a very Merry Christmas and a Happy and Prosperous New Year. The next market report will be Friday 9th January 1998. Should you have any questions or instructions during this period please contact me either at the office or on my home telephone number : 0113 257 6065. Regards Peter

A MERRY CHRISTMAS TO YOU ALL."

NIGERIAN SCAM

A letter with the heading "Request for Urgent Business Relationship" has been received in the Falkland Islands, companies please ignore these offers from Nigeria, notwithstanding the tempting nature of the proposition, and the fact that it is "100% safe".



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Vol. 4 No.50

BULLETIN

19th December 1997

CHAMBER OF COMMERCE

Merry Xmas and more important a Prosperous and Successful New Year to all.

The Chamber of Commerce Office will be closed from Monday 23rd December 1997 until Monday 5th January 1998. Sorry for any inconvenience this may cause. The fax and answer machines will be checked regularly during this period for any urgent business.

There will be no Bulletins until 9th January 1998, I am sure everyone will survive.

DHL

DHL outgoing please contact International Tours and Travel, remember any non-document goods must be accompanied by 5 copies of an Invoice. Incoming deliveries will be carried out as soon as possible by Mr Terry Betts, any enquiries please contact Mr Terry Betts on Tel 21001 or Fax 22608.

CONTACTS

For your information: marketing contact in Dolphin Drilling Ltd for the Borgny Dolphin Rig arriving next year : Ian Mitchell, Howell Moss Drive, Kirkhill Industrial Estate, Dyce, Aberdeen, AB21 0DL. Tel: 1224 411411. Fax: 1224 411482. Purchasing Manager: Steve Rennie, same address different Fax: 1224 772656.

DIRECTORY

The Falkland Islands Business Directory will be in reprint hopefully March/April of next year, information for the Directory will be gathered in January 1998. Make sure that your e-mail address is available for this edition, more information in the New Year with a cut-off date for inclusion in the Directory.

LIBRARY

The News

Weald & West Kent Chamber of Commerce and Industry Magazine

Thank you to above for the Year Planner chart for the FI CofC office wall. The December issue of this magazine includes: "Kent Chamber's extraordinary general meeting on November 27 agreed on a merger with Business Link Kent, Kent TEC, Kent Enterprise Agencies Ltd, Kent Technology Transfer Centre and Kent Education in Business Partnership. The Chamber membership voted 354 in favour of the proposed merger with 31 against, a majority of 92 per cent. The county's Participating Chambers unanimously voted 10-0 in favour."

DHL

Worldwide Express Magazine, Winter 1997

Features: Working Out: Fit, Not Fat, That's Us. Mexican Fiesta!: An Independent Traveller's Guide. Going Shopping: The Surprises in Store. Start-Up Survey: Going Solo, the Great Challenge, the heading to this article: "The inspirations, motivations, hopes and dreams behind 300 new businesses formed since the General Election are contained in a new survey sponsored by DHL. Their success or failure will be monitored and reported in a year's time."

JOB SHOP

Ms Samantha Jane Heal, contact on 22007 is visiting the Islands and will be here for 1 month. Samantha is interested in living and working in the Falkland Islands, work history includes Customer Services in a Hardware Store, which involved Ordering and General Retail Duties, with experience in Word Processing.

Please contact Samantha direct on the above telephone number.
