

FALKLANDS BUSINESS BULLETIN

ISSUE I

OIL - THE WAY AHEAD

- FROM A LOCAL VIEW POINT

Edited from an article written by Hamish Wylie
of SFS Ltd

The waters around the Falklands present an attraction to the larger oil companies, if only because it is one of the few remaining large offshore areas where there is very scant data available. The element of the potential unknown is a very strong driving force. However, this natural human urge to explore such unknown areas is restrained by the capital risk element, which pulls with an equally strong force in the opposite direction. We have as a country, to ask ourselves how can we attract oil companies to invest in the exploration for hydrocarbons around our islands. To answer this we need to look at the following:

1. How promising is the geological prospect.
2. How tough is the legal and fiscal regime.
3. How developed is the required infrastructure.
4. Is there a political risk element attached.

It is the responsibility of the country, should they wish to attract interest, to create as favourable a climate as possible.

Although the majority of responsibility, and ability, to encourage the exploration of potential hydrocarbon resources within the Falklands domain lies entirely with the Government of the islands, it is also the responsibility of the business community to take a full and active involvement in pursuing the development of an oil based industry in the islands. It is hoped that FIG will draw on the accumulating knowledge of local companies to assist them in making the correct decisions, in their efforts to encourage the development of an industry that will, if handled correctly, exploit any hydrocarbon resource to their full extent.

As we are all aware, the Falklands now have

CHAIRMAN'S INTRODUCTION

The possibility of the Association of Businesses in the Falkland Islands producing its own publication for the information of members has been discussed at several annual general meetings. I am very pleased, therefore, to welcome readers to this, the first issue of 'Falklands Business Bulletin'.

The paper will be a monthly publication, the work being organised and in the main carried out by the Association's General Committee with, hopefully, assistance from other members from time to time. We will aim to keep members informed of the work of the Association, its sub-committees and of course of events both social and business which are arranged as necessary. In addition the paper will include news items, comments and interviews as resources allow.

To begin with 'The Bulletin' will be mailed free of charge to association members and to a number of other people interested in the commercial life of the Falklands. Any assistance that members can offer would be most appreciated, whether it be letters, tip-offs about possible interesting news items, articles on specific subjects or even humorous items likely to amuse readers. While it would be preferable to know the authors of any contributions, anonymous articles may be accepted for publication at the committee's discretion. We are not so much interested in who writes a piece as what they have to say.

Advertising rates are given elsewhere in this issue, we believe they are competitive now and as our circulation increases will offer even better value for money. I hope that members will support the work of the committee in producing 'The Bulletin' by beginning now to consider how you would like to see the paper develop and prosper and by talking to any members of the committee about your ideas.

Yours sincerely



Stuart Wallace

RECEIVED 13 1992

legislation in place to enable FIG to take the first step towards exploration and potential exploitation of hydrocarbon resources. The estimated costs of a seismic survey around the Islands would be in the region of £5m.

This initial survey and the interpretation of the data produced is of supreme importance when considering the various aspects of exploiting resources. It is important to ensure that all potential areas are developed where possible by careful licensing.

FIG has already budgeted £50,000 and this must be seen to be just the beginning of FIG's investment in a potential which may take many years to realise. The incentive for oil companies to invest in exploration is basically very simple, an investment is looked at in terms of the risks involved and the rate of return.

Oil, as with other natural resources, is distributed very unevenly over the earth's surface. It is with this environment of risk and uncertainty that exploration investment decisions are made.

FALKLANDS OIL: FACT OR FANTASY - FROM A CONSULTANTS VIEW POINT
By Nigel Fannin - British Geological Survey (Consultants to FIG)

The announcement last November of the Continental Shelf Ordinance 1991 sent a shiver of excitement through some and cause a frisson of apprehension in others. The effect of the Ordinance is that the Falklands fisheries zone can now be licensed for oil exploration. Will offshore Falkland become the North Sea of the southern hemisphere: what effect could this have on the islands and the people?

Before we tackle those questions: what is the likelihood of oil being found? The geology of the Falklands can be traced back to an ancient continent called Gondwanaland which broke apart about 250 million years ago. At that time South America and West Africa were joined together and Antarctica was tucked into the eastern side of South Africa. According to the most recent theory the Falklands and its offshore platform were slivers of this continent which were torn away from between the present

Transkei coast of South Africa and the then adjacent Weddell Sea area of Antarctica. The fragments first moved south and then, about 160 million years ago, as the South Atlantic ocean began to open, were dragged along westwards in the wake of South America. If oil is to be found it will be in the sedimentary basins that formed on the fringes of these micro-continents as Gondwanaland broke apart.

In oil terms the Falklands are a frontier area and all we know is that some hydrocarbons have been found in the Austral and Malvinas basins in South American waters. This does not mean that oil will be found on the Falklands shelf, but we can be hopeful that oil may be present in commercial quantities.

The first step will be to re-examine seismic data that was gathered during the 1970's and commission some new seismic exploration. When the oil companies have assessed this information, and if it looks attractive, they will bid for blocks so that they can carry out further detailed seismic survey and possibly drill for oil.

So, oil is a long way off. If drilling does happen it is at least four or five years away. But in the meantime much remains to be done. Median line agreements have to be established with South American neighbours, license and fiscal controls have to be in place and when the time comes the oil has to be there in sufficient quantities and the oil price has to be right.

Exploration for, and discovery of oil, will bring change to the Islands. If the experience of countries like Norway or Scotland can be compared, then this will be mostly for the good. Whatever, opportunities abound for the Falkland business community. Over to you!

EXPO PESCA '92
The first international exhibition and conference for the South American fishing industry, is to be held in Santiago, Chile December 2 - 5, 1992. Anyone interested in forming a F.I. delegation?

UPLAND GOOSE HOTEL



Members of the Association of Businesses and their guests dining at the Upland Goose Hotel are invited to have a free bottle of house wine with their evening meal on presentation of the attached voucher.

This special offer lasts until the end of April 1992 and is valid to members and guests only.

The meal must be for two or more persons.

The Upland Goose Restaurant has a regular change of menu.

BOOK NOW TO TAKE ADVANTAGE OF THIS OFFER

UPLAND GOOSE HOTEL VOUCHER

I am a Member of the Association of Businesses in the Falkland Islands and would like to take advantage of the special offer of a free bottle of house wine with my meal for 2 or more persons.

SIGNATURE.....

DATE.....

VALID UP UNTIL END OF APRIL 1992.

COUNCIL NEWS

Houston Conference:

Councillors Robson and Kilmartin are attending the 'Offshore Technology Conference' in Houston in May this year. Chief Executive Ronnie Sampson and a member of the administration will accompany the Councillors.

Westminster Conference:

Councillor Kilmartin is to attend a seminar at Westminster organised by the Commonwealth Parliamentary Association. The seminar, an annual event, has 25 participants from around the Commonwealth. Councillor Kilmartin will take the opportunity of his visit to London to meet Minister Garell Jones.

Housing Shortage:

Housing Committee Chairman Councillor Terry Peck believes that 25 more small housing units are required now to house Falkland Islanders currently on the Government housing list. Fourteen units are under construction and will be ready by August this year.

OCT / NOV

Celebrate Heritage Year -

Make a float to represent your business/company to join the procession of floats which will do a tour of Stanley.

Anyone interested?
Let the committee know.

FOREIGN EXCHANGE RATES

AVERAGE INDICATIONS	1992	AVERAGE 1992	1991
RATES FOR	(CURRENT)	1992 (TO DATE)	
US\$/£	1.72	1.79	1.96
DM/£	2.87	2.87	2.93
AUS\$/£	2.27	2.37	2.49
NZ\$/£	3.13	3.27	3.24
JAP YEN/£	230.25	235.71	232.63
SP. PES./£	181.20	175.91	184.75
NOR. KR./£	11.23	11.23	11

BANK BASE RATE

1992 (CURRENT)	31/12/91	30/06/92	01/0191
10-1/2%	10-1/2%	11-1/2%	14%

SAVINGS RATE

1992 (CURRENT)	31/12/91	30/05/92	01/0191
4-1/2%	4-1/2%	5-1/2%	8%

DEPOSIT RATES

1992 (CURRENT)	31/12/92	30/06/91	010191
1 MTH	5-1/2%	5-1/2%	6-1/2%
3 MTHS	5-3/4%	5-1/4%	6-3/4%
6 MTHS	6%	6%	7%
1 YER	6-1/2%	6-1/2%	7-1/2%

THE BULLETIN IS DESIGNED & PRINTED
BY:



LOOKING AHEAD TO VISITS OF INTEREST

JUNE

Mrs Margaret Thatcher

Reuters
- sending a journalist
& photographer

Press Association
- sending a journalist

Harold Briley - freelance
journalist
(interested in Foreign affairs)

AUGUST

Lord Shackleton

Mr & Mrs Hunter Christie
(Falklands Islands Association)

Mr Michael Shersby MP
(pro conservation issues)

Hon. David Tonkin
Mr Andrew Imlach
(Commonwealth
Parliamentary Association)

DECEMBER

Captain Nick Barker
(has set up his own
marine consultancy
company
- Sea Safety Centre)

SHOW WILLING

Article by Rosy McIlroy,
John Street Chambers

Have you made a will? It's one of those things we always mean to do but often do not get around to. Unfortunately dying intestate can produce a situation which is far removed from what we want or expect.

It is a common belief that where there is no will everything goes to the surviving spouse. In fact, this only applies to smaller estates. Where larger amounts are concerned, the Intestacy Rules become very complicated and the estate can end up being severely depleted due to court fees and legal expenses.

Where there are children you would probably wish to appoint a guardian of your choice to care for them if they were left alone. A will can specify this and your wishes will be complied with. If you die intestate whoever decides to look after your children has to apply to the Court and the Court will appoint someone, it may not be the person you would have wished.

Another problem where children are concerned can be that, in intestacy, the children's share of the estate will be kept in trust for them until they are 18, then they will have their share to do what they like with. This may not be what you would have planned. A will can specify the age at which you want the child's share to take effect.

If you do have a Will, it should be reviewed regularly, but especially when you have a major change of circumstance, e.g. Marriage, the birth of a child and especially when you buy or sell a house, or start a business.

'You cannot take it with you', as the saying goes, but you can certainly have some say in what happens to it after you have gone, provided of course, you get around to making that Will!

Business Legal Aid Scheme

This scheme has been set up by the Falkland Islands Development Corporation to encourage existing and potential business people in the Falklands to consult local law practitioners upon legal matters in respect of the proper establishment and operation of their business enterprises. Terms are subject to review at any time.

Currently for anybody establishing a new business, solicitors fees will be paid up to a maximum of £375. Existing businesses will benefit also. In this respect solicitors fees will be paid up to a maximum of £600 per annum per business by way of a subsidy of 80% of the hourly rate charged to a maximum payment of £60 per hour.

To be eligible, businesses must be locally incorporated and resident companies, limited partnerships or sole traders. Where a business is an incorporated company, the majority of equity of the company must be held by residents of the Falkland Islands.

Solicitors chargeable hours only will be assisted for the following legal matters:

- * Company formation
- * Commercial legal advice
- * Company liquidation except as a result of fraudulent misappropriation of company funds or negligence.
- * Purchase or sale of commercial property including joint business/residential e.g. farms, hotels.
- * Commercial leases and rental agreements.
- * Commercial contracts
- * Commercial litigation excluding debt collection, defamation of character or product, planning appeals and any litigation of a criminal nature and negligence by the defendant. In respect of commercial litigation, offshore barristers fees will be excluded, unless

specifically agreed by FIDC.

Assistance will be available only in first instance cases, i.e. appeal processes in higher courts will not qualify.

Legal practitioners will advise clients of the scheme and clients will be referred to FIDC who will determine business and legal matters eligibility.

Payment of assistance will be made against receipted legal practitioners invoices clearly annotated with chargeable hours. Supplementary assistance for any one legal matter may be applied for above the prescribed maximum, but will be awarded only at the sole discretion of FIDC.

In the event of an applicant being awarded legal costs by the court, the award will be set against the calculated subsidy.

ADVERTISING RATES

The committee welcomes any company or individual who would like to advertise.

Special rates for members of the Association of Businesses:

Full Page £50
Half Page £25

Normal advertising rates for non-members:

Full Page £75
Half Page £50

ISSUE 2

What To Look Forward To:

- *Healthy Standards*
- *FIDC Policies Review*
- *More Accountancy Tips*
- *The Sale of FIC*
and lots more.....

Business To Business

Farmers Week:

Monday 6 July - Thursday 9 July

In the event that 70 farmers plus their respective partners attend Farmers Week this year there could be a good opportunity for Stanley businesses to advertise their goods and services. The TownHall Refreshment room is booked all week for meetings.

If there is sufficient interest amongst association members it is possible to book a space during the talks to give presentations to the farmers. Let John Pollard know if you want to take advantage of this opportunity.

The Business Directory is to be updated in the near future. The first publication proved popular as a marketing tool for the Falklands. The Business Association now has the opportunity to adapt the publication for their own purposes of promotion. Any company wishing to be entered or have its details updated, please inform Nikki Summers, Promotions Unlimited at 44 John Street, Stanley. Tel: 22666.

Of 154 companies registered with the Register of Companies in Stanley just sixteen have filed their returns for last year. Ninety three companies have made no returns.

In a community as small as we are it would be reasonable to expect that financial and economic information would generally be more easily available than in much larger and more complex societies. The reverse seems to be the case; we don't know for example:

- * The Falklands annual GNP
- * The average wage
- * How much we borrow
- * How much we save
- * What profits/losses FI registered companies make

Most people are reluctant to divulge information, yet it seems that the absence of any official economic statistics, and the fact that companies are not required to divulge basic accounting information, yet are able to enjoy limited liability, is unhealthy.

Of course we can all make educated guesses at what the position may be, but there should be regularly published statistics and regularly filed accounts which could form the basis of our judgments on the economic position and future prospects for the Falklands. What do you think? Let your committee know.

If all government posts listed in the current estimates were filled 327 people would be directly employed by the Falkland Islands Government.

When forming a new company, some friendly advice: remember to register with the Post Office if you want to receive any mail.

DID YOU KNOW THAT.....

The Secretary holds a number of trade directories for Chile and Uruguay, as well as the odd yellow pages for interesting places such as Korea, Vigo and semi-tropical Leeds!

Since the Annual General Meeting, the committee have been active - promoting the association. Issues being addressed are:

- * the publication of an Association news sheet
- * the change of name and constitution
- * reprint of the Falkland Islands Business Directory
- * sourcing of information from FIG

Other, more topical issues, which have been addressed by the committee are:

- * the proposed sale of the FIC
- * oil - its opportunities and possible implications
- * re-allocation of FIG properties

To enable the committee to represent you, we need your input. If you have any comments or concerns on any issue affecting your business in particular or the commercial sector in general, let us know. Reminder - the committee consists of:

S Wallace Chairman, N Black Treasurer, J Pollard Secretary, N Summers, G Gill, K Kilmartin

The membership is growing and now stands at 42. By sector activity:

Fishing/shipping activities	6
General Trading	8
Construction	5
Professional	5
Hotel & Catering	6
Others	10

Although this represents a significant percentage of the commercial sector, we want more members. To Join send £25 to the Secretary with your details.

The aims of the association are:

- To provide a forum for the exchange of ideas and information
- To act as a representative body in matters concerning the commercial sector.

ACCOUNTING ADVICE

by Graeme Gill, Consultancy Services Limited

Every business, from a limited company to a sole trader, is responsible for maintaining accounting records. The type and style of accounting records will vary from business to business, depending on individual requirements. However, as a "de minimis" they should all maintain a cash book.

For the purposes of this article, the style of the cash book described is applicable to those businesses which do not have "over the counter" cash sales.

The cash book is a record of transactions which are reflected in the bank account. Therefore all lodgements (money paid into the bank), cheques written, standing orders, direct debits, etc, should be written up in the cash book. Lodgements and payments should be recorded on separate pages: eg. by recording lodgements on the left and payments on the right or by recording lodgements at the front and payments at the back, it doesn't matter as long as they are separated. Ideally the cash book will have a number of columns extended across the page to facilitate the analysis of both lodgements and payments. The number of columns required will depend on the variety of income and expenditure a business has, but will usually be based on the number required for expense headings. Your accountant will be able to help you decide.

Having written up all the transactions for a month, the next step is to close off that month by totalling each column, checking that the balance of the "Total" column agrees to the balance of all the other columns added together. This should be performed throughout the year. NB. Lodgements and cheque payments should be recorded as they arise, not as they appear on the bank statements. Other entries can only be written into the cash book once the bank statement has been received, eg. interest and charges, etc.

A simple, well maintained, cash book similar to the one described above will not only enable the business to monitor its cashflow more effectively, but could make a surprising difference to your accountancy fee at the end of the year!

FALKLANDS BUSINESS BULLETIN

ISSUE 2

SMALL BUSINESS ACCOUNTANCY SCHEME

A small business accountancy scheme is being set up by the Development Corporation to encourage existing and potential businesses' awareness of the legal and practical necessity of establishing and maintaining basic books of accounts.

Although still subject to funding acceptance in the 92/93 budget, the objective of the scheme is to ensure sound management practice and awareness of ones businesses' financial position and to minimise the expenditure necessary for the preparation of the annual accounts by using the accountancy services available in the Islands.

Owners and managers of locally incorporated and resident companies, limited partnerships or sole-traders whose annual turnover does not exceed £500,000 will be eligible.

Where a business is an incorporated company the majority of equity of the company and that of any related holding company must be held by residents of the Falkland Islands.

Assistance will be given for Business proposals, Business establishment and Business monitoring

Financial assistance will be given for accountants chargeable hours only. Payment of assistance will be made to the client against receipted invoices clearly annotated with chargeable hours.

**MEMBERS & GUESTS ARE INVITED TO A
CLUB SUPPER, 7.30pm, 22 April at the
Upland Goose Hotel . £12 per head.
Book with Graeme Gill. Tel: 22666**

Administration of a Private Limited Company

by Ian Henderson - Ledingham Chalmers

A high proportion of businesses in the Falkland Islands are run as limited companies. A company is set up by lodging certain documents with the Registrar and payment of a fee of £250. There are a number of matters that require to be done by a Company, for its own internal management purposes and to comply with statutory requirements. Simple examples of these administrative items are:-

1. A company must hold an Annual General Meeting of its shareholders within 18 months of incorporation and thereafter once in every year but not more than 15 months after the last Annual General Meeting. The business to be conducted at an Annual General Meeting involves the presentation of the Accounts to the shareholders, approval of any dividends recommended by the Directors, rotation of Directors (if this is required by the Articles), reappointment of auditors, confirmation of appointment of any Directors during the year, and any other competent business set out in the Notice to the Meeting.
2. An Annual Return showing details of the shareholders and various other items is lodged every year with general information on the shareholding and such like to a date 14 days after the Annual General Meeting.
3. Meetings can be divided into Directors Meetings and Shareholders (Members) Meetings. The Directors are charged with the management of the Company and all the day to day running is therefore noted in Directors Minutes. More significant items which affect the Company's structure and constitution must be

effected by Shareholders Resolutions (either special resolutions or ordinary resolutions). Ordinary Resolutions require over 50% of Shareholders voting in favour to be passed and Special Resolutions require 75%. In the first instance, votes are taken by a hand count although if required of the Chairman a poll should be taken whereby each Shareholder is counted for the number of shares he represents. Directors Meetings simply require reasonable notice (there is no definition of what notice is required either in the 1948 Act or in general Articles).

4. As regards shareholders meetings an Annual General Meeting requires 21 days notice. An Extraordinary General Meeting (any Meeting other than an Annual General Meeting) requires 14 days notice except where Special Resolutions are proposed where 21 days notice is required. Meetings can be held on short notice with the consent of the shareholders.

5. The Directors can allot shares (if this is provided for in the Articles) up to the authorised share capital of the Company. Following an allotment of shares by the Directors a form is lodged with the Registrar of Companies. Directors can change the Registered Office of the Company.

6. To change the Memorandum and Articles requires a Special Resolution as does a change of name. Once a meeting has been correctly called and held Minutes are completed and a form of Special Resolution is then lodged with the Registrar of Companies.

7. An increase in the authorised share capital of the Company can be effected by Ordinary Resolution of the Members of the Company and a form is then lodged with the Registrar. The rights and conditions attaching to the shares need to be clearly established and notified to the Registrar on the forms lodged.

8. The appointment and resignation of

Directors and/or Company Secretary can be done by the Directors although any appointment of Directors needs to be confirmed by the shareholders at the next Annual General Meeting. A form is lodged with the Registrar to show any change in Company Directors or Company Secretary.

9. On a change of name an appropriate form of Resolution in standard form is lodged with the Registrar together with the appropriate fee.

10. Share Transfers are evidenced in writing to be signed, sealed and delivered by transferor and transferee (unlike the UK where on the transferor need sign). No stamp duty is payable. Transfers need to be approved by the Directors and other shareholders must waive any pre-emption rights contained in the Company's Articles of Association.

There are a number of points to bear in mind and it is important that Company Directors and Secretaries are aware at least of the likely occasions when formal action is needed.

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Issue 3

What To Look Forward To:

- *Company Profile - B&F*
- *FIDC Approved Policies Review*
- *Do you know your wine?*
and lots more

Love, care and stability are what we all need to see us through our childhood. Grownups like you and me, who had a warm family life, take for granted our **happy memories.**

But for the less fortunate, a chance of a loving homely atmosphere is not such a certainty. Some 2-week old babies and children up to 16 years of age who are living in turmoil, in and out of hospital care, need the love and attention that **any caring person can give them.**

We are not asking you to put your hand in your pocket, but to hold out both your hands to embrace one of these less lucky people into your lives.

We are looking for reliable foster parents we can call on,
on a long-term or on an emergency short-term basis.

Will you give us a helping hand and make someone happy and feel loved.

Will you ring us now and say so.

We will make adequate financial

provisions for your help.

Contact Alice Ethridge

on 27296

or Mandy Heathman

on 27328



HEALTHY STANDARDS

Although many of us intend to take up some sort of activity "tomorrow", lack of time or work commitments, make physical fitness low on the list of priorities. But it need take just an hour a day 3 times a week to keep you feeling fit and looking healthy.

Swimming is one of the best forms of all over exercise and for stimulating skin and blood circulation. It promotes regular breathing, leaves you refreshed, relaxed and because water supports the body, it makes it easier to move unconditioned muscles. Here are some simple exercises to do in the swimming pool:

1. **Leg swings:** To trim legs and hips. Stand sideways to edge of pool, water at waist level, holding on with one hand. Slowly lift outside leg forwards and swing backwards. Do 12 times both legs.

2. **Arm circles:** For upper arms and shoulders- to relieve tension in back and neck muscles. Stand

with feet shoulder-width apart, water just above shoulder-level. Rotate right arm forwards, 6 times. Repeat with left arm. Repeat in reverse.

3. **Knees to chest:** Tightens and firms stomach muscles. Hold on to edge of pool with both arms, back against edge. Slowly lift right knee to chest. Extend leg outwards to centre of pool and lower. Repeat 3 times, then with other leg.

4. **Leg kicks:** Tones hips and upper thighs. Stand sideways to edge of pool. Raise outside leg as high as possible then lower. Repeat slowly eight times. Repeat, lifting leg to side and back. Turn and repeat exercise, front and back, with other leg.

5. **Scissor legs:** To firm buttocks and stomach. Face edge of pool. Hold on with both hands and float in water, feet together. Keep back straight. Open legs as wide as possible, then close. Repeat 12 times.

Once your body is in condition, you no longer tire so easily but have abundant energy - enough to get you through a hard day's work and still have plenty of pep left over for hobbies and weekend good times.

COUNCIL NEWS

Councillor Terry Peck, Chief Executive Ronnie Sampson and FIDC General Manager Mike Summers are to visit Brussels in May to hold discussions with various EEC officials regarding the Falklands. It is hoped to publish details of the agenda and aims of the delegation in the next 'Bulletin'.

Councillors Gerard Robson and Kevin Kilmartin will be visiting Aberdeen and Edinburgh respectively enroute to Houston, Texas for the conference reported on in the last 'Bulletin'. Gerard will be familiarising himself with the oil industry around Aberdeen and Kevin will be visiting BGS in Edinburgh.

A draft paper discussing the need for a community Strategic Development Plan will be put to Councillors by Councillor Robson before the Budget session of Council.

The Agricultural Assistance scheme is to be reviewed at Budget time.

No consideration has been given by Councillors to electoral reform in time for our next election despite the fact that Stanley has 808 electors and camp just 325. Both wards are currently represented by four Councillors each.

ISLAND VISITORS

April

Swedish journalists radio/press
BBCTV Bristol
ZDF German TV

May

BBC World Service

June

Mrs Margaret Thatcher
Reuters
Press Association
Harold Briley -(interested foreign affairs)

FOREIGN EXCHANGE RATES

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6 MTHS 6%	6%	7%	9 1/2%
1 YER 6-1/2%	6-1/2%	7-1/2%	10%

QUOTE OF THE MONTH

"We should consider ourselves lucky we don't get all the Government we pay for"

Juanita Brock

THE BULLETIN IS DESIGNED & PRINTED BY:



Check Those Cheques

by Norman Black, Standard Chartered Bank

The evolution of cheques, as distinct from cash, revolutionised commerce and contributed greatly to another, modern, practice - the giving and receiving of credit.

In business and personal life today, cheques are common and have progressed from a simple basic form to some very complex versions.

Cheques have been in use since about 1780 and came into major usage following the passing of the Bills of Exchange Act, 1882 in the UK. Section 73 of the Act defines a cheque as "a Bill of Exchange drawn on a banker, payable on demand".

The following points may be of assistance to Members of the Association who use cheques in the course of their Businesses:- Examine cheques carefully

Cheques payable to a payee or order are restricted to the named payee or a party to whose order the cheque has been endorsed. (NB Endorsement is normally achieved by a cheque being written on the reverse by the payee who adds words such as:

"PAY TO THE ORDER OF (NEW PAYEE)"

SIGNED

(PRESENT PAYEE)

If a Company is endorsing a cheque, the authorised signator(ies) of the company should ensure the endorsement is signed by him (her/them) in accordance with the company's rules and on behalf of the company. (ie not in a personal capacity).

It is preferable that a cheque payable to a company which is a sole proprietorship, is endorsed to the sole proprietor if funds are being paid to the individual rather than the company.

The lines on a cheque (commonly referred to as "A Crossing" and represented by two parallel lines) are an instruction to the paying banker to pay the cheque into an account of the payee.

If drawing cash, any crossing should be cancelled. This is achieved by the drawer of the cheque writing

above the crossing the words "crossing cancelled" and signing this alteration, in full.

Cheques which are crossed but contain the words "Pay (Name) Cash, will normally be paid to the payee in cash by a bank without the need for the crossing to be cancelled.

A cheque received by a Bank payable to "Cash" and crossed is an instruction to pay cash to the Drawer of the Cheque. The Bank is placed on notice not to pay any third party who attempts to draw cash.

Cheques taken in payment of goods or services by a Business should show the Business's name as payee. If paying into a Bank ensure trading names are avoided unless accounts are maintained in these names. An example would be if Joe Smith trades as "Stanley Gifts" but only maintains a Bank Account(s) in his own name. Cheques payable to "Stanley Gifts" would need to be endorsed by "Stanley Gifts" and not Joe Smith in this case. Customers should be asked to make cheques out to "Joe Smith" to satisfy Mr J Smith's banking arrangements.

Travellers Cheques are not unlike ordinary cheques but have special uses. Generally they are meant for the use of travellers personally. If payments are being made to businesses, Travellers Cheques should be made out to the order of the Business (ie not to the individual drawer). Some Travellers Cheques are not set out in such a way that it is easy to make them out to the order of a third party (as payee). In such cases, it is suggested customers are requested to endorse the cheque(s) to the appropriate payee, as mentioned above.

A cheque is not a guarantee of payment so always be aware in accepting cheques that they could be returned unpaid.

If overseas visitors (ie non-residents of the Islands) are making payment by cheque and you are willing to accept them, it is prudent to obtain details and some form of identification. Remember you may have to trace the party to obtain money due - if the cheque proves to be "rubber" rather than "paper".

Business To Business

The planned visit to Brussels by a delegation from the Falkland Islands Government is a welcome initiative. It is to be hoped that those taking part will provide a full report on their discussions when they return and that their findings will be available to any interested individual or company.

The Falklands should not rely only upon HMG to represent them within the EEC and we need to improve our knowledge of how the EEC works and of the advantages and disadvantages our association with it may have.

It is a pity that the delegation looks like consisting of Government figures only and that no attempt has been made to include non-Government members who could have widened the range of interests of the delegation and therefore its value to the community.

The Falkland Islands Development Corporation have clarified that routine company secretarial work will not qualify for reimbursement of expenses under their legal aid scheme for businesses. Ian Cox advised the 'Bulletin' that FIDC see this work as outwith the spirit of the assistance scheme and that businesses should be aware of the company secretarial work required on their formation and as an ongoing obligation.

This ruling may effect small businesses who do not perform company secretarial work properly due to lack of proper knowledge of requirement and who are not likely to have the funds to get advice. Companies who do not comply with the provisions of the companies ordinance can of course be struck off the register.

Anybody unsure of their obligations as Company Secretary may contact FIDC for further information.

**ANYONE BOOKING A HOLIDAY
WITH FITB THIS APRIL WILL
RECEIVE A FREE FLIGHT BAG**



Committee Update

Twenty members attended a discussion evening at the Boathouse Cafe which raised a number of interesting topics. These include:

- The Business 'Bulletin'
- Standard Chartered Bank - 'competition'
- 'banking for business'
- 'credit cards'
- 'loans'
- FIDC - 'assistance criteria'
- 'funding levels'
- 'grants v loans'
- 'approval limits'
- FIG - 'relationship with the commercial sector'
- FIG Budget - "will the Financial Secretary show any recognition of the existence of a private sector in his Budget?"
- Falklands Landholdings - "why do Landholdings ship wool on the St Brandon when FIG are paying a subsidy to Coastal Shipping?"
- Building Committee - "What economic considerations are taken into account with the imposition of ever tighter resolutions?"

If you have anything to say about any of the above:
Let the Secretary know!

Your News & Views

The Director - Public Works Department
Dear Sir,

Winter Road Conditions

In past winters several of our members have experienced difficulty travelling to and from their businesses due to the icy road conditions in Stanley, particularly on the hills.

Would it be within your resources to make arrangements for Reservoir Road and Snake Hill to be salted in the evening if the next days forecast indicates freezing conditions? Applying the salt in the morning is of limited benefit as most people are on their way to work at a fairly early hour. The necessary hour or so's overtime which the work

would cost would be well spent.

Thank you for your attention.

Yours faithfully

S B Wallace, Chairman

To Members of the Legislative Council
Dear Councillor,

Purchase of the Falkland Islands Company

Recent comments suggesting that Stanley Services Limited are showing an interest in purchasing the Falkland Islands Company have been greeted with concern and, in some cases, alarm by our members.

With the Falkland Islands Government owning 45% of the issued share capital through the medium of Stanley Fuels Limited, it is difficult to understand what benefits will accrue to the Falkland Islands by the creation of one immense, government controlled trading concern.

The benefits to Stanley Services are obvious but how will the rest of the commercial sector be able to compete on fair and equal terms with a company ultimately controlled by a board of directors which include senior Civil Servants and elected members? The imbalance in the commercial sector is already acute, this imbalance can only be worsened if Stanley Services become owners of the whole, or selected components of the Falkland Islands Company. Through its unique connections with the Falkland Islands Government the FIC will be seen to be the most attractive partner for any overseas companies doing business here, giving them a clear business advantage.

The political ramifications of an increased government involvement in the commercial sector must surely be unacceptable. Our critics will be able to point, with justification, at a society in which an unacceptably large percentage of the labour force work for government, either directly or through companies in which FIG have shareholdings. Any claim that we are working to create a less dependent community will ring very hollow.

In recent months elected members have voiced their support for the development of a strong commercial

sector. It is difficult to accept that the Stanley Services purchase of FIC was what was in mind and, as such, I ask that our representatives consider the implications to the community in general and our members in particular if asked to support the Stanley Services purchase.

Yours sincerely

John Pollard, Secretary

The Secretary - Association of Businesses

Dear John,

Finance for Development and banking

Financial growth in the private sector has been considerable since 1982 with the formation of many new private businesses. The introduction of an independent Bank was certainly an important financial step forward to speed up development and go some way in catering for the financial needs of the private sector.

However, I feel those financial needs are not being met and businesses are in many instances restricted by having only one independent Bank on the Islands. Time has come for the introduction of a second independent Bank if businesses are to expand and try to reach their full potential.

As you know a monopoly in any sector is not healthy for growth, fair competition and having a choice most certainly is.

I would ask that through the Association of Businesses the Financial Secretary be approached and this matter raised.

Yours sincerely - A Concerned Business

Chairman- Falkland Islands Business Association
Dear Stuart

Legislative Programme 1992

You will appreciate that it is not possible at this stage to give you a concrete legislative programme over the next two years because as you will know circumstances can arise in which legislation which is not at present in mind may come to the fore. That being said, and identifying only those items of legislation I know may come about, and which may be of particular interest to the business community, I would mention the following -

1. Entire replacement of the present Income Tax Ordinance.
2. Entire replacement of the present Old Age Pensions Ordinance and possibly the Non-Contributory Pensions Ordinance as well.
3. Entire revision of the present law relating to the import of animal products, seeds and plants.
4. Replacement of the present Licensing Ordinance.
5. Falkland Islands Building Regulations.
6. Various pieces of legislation relating to hydro-carbons.

There is of course other legislation in mind but I do not at present identify it as being of particular interest to the business community.

Yours sincerely

D G Lang QC - Attorney General

Planning Officer - Secretariat

Dear Sir

Report of the Sites and Buildings Working Group

The Working Group have produced a comprehensive report which is obviously the result of a great deal of thought. Our first comment is that the recommendations if implemented would incur very significant expenditure of public funds, a large part of which would be on projects which while desirable are not necessary. There is general acceptance that additional office space is needed by some Government departments, and the proposals relating to the Secretariat and Town Hall buildings seem reasonable with the exception of the very large expenditure proposed for the entrance.

The suggestion that the old Senior School area be left for private development is welcomed, we presume that the group considered the possibility of using the buildings to house the Post Office, Printing Office, Penguin News, etc which would have left the major part of the Town Hall ground floor available and provided additional offices in the vicinity of the Secretariat building.

The recommendations regarding the resiting of the PWD and the Museum, demolishing existing assets in the PWD and to the east of the Public Jetty, redeveloping these sites and building a school hostel and an old people's home seem

extravagant. The present location of PWD probably does have operational disadvantages, but it seems wildly extravagant to spend such large sums on relocating the operation, and redeveloping the sites left at this time.

We understand that financial provision has been made for an old people's home, we trust that the project has been properly evaluated, the need for it quantified and its financial implications are clearly identified. A new school hostel could be justified if a decision is taken by Government to create more small accommodation units. This can be achieved more economically by building a new hostel and converting the old hostel building. The financial and practical implications of moving the Agricultural Research Centre to a camp settlement must be carefully considered. The resources necessary to maintain Fox Bay East are an indication of what may be required to maintain a Government establishment at another settlement. Consideration should be given to the availability of water, power and other infrastructural services. Any added cost of communications between the department and central Government should also be taken into account. The public must know precisely how much it will cost.

If it is decided to proceed with the measures recommended in the report the way in which sites are made available to the private sector must be carefully considered. If not done properly businesses which have recently been encouraged to locate at Lookout Estate will be adversely affected.

The opportunity to comment on the report is much appreciated and we hope that our comments are useful. We understand that the Working Group's responsibility was to make costed recommendations for what they felt were desirable projects and this they have done. Essentially we accept that additional office space is required and that expenditure must necessarily be made to create it. The other proposals are for projects which much larger communities would find difficult to afford. We think these are unaffordable at this time.

Yours faithfully

S B Wallace- Chairman

F A L K L A N D S B U S I N E S S B U L L E T I N

ISSUE 3

TO COMPUTERISE OR NOT TO COMPUTERISE - THAT IS THE QUESTION

By Gordon Ewing, Financial Controller, FIDC

The "Small Business" Dilemma

Quotes:

1 To a Customer - What you haven't received on invoice?

2 To a Supplier - Yes, I'm almost positive we've paid you.

3 To the Bank - Really, Overdrawn as much as that

4 To the Accountant - Are you sure the figures are Red?



Any or all of the above are indications that something is seriously wrong with the administration of the small business and indeed the owner will no doubt be aware that something needs to be done. However the burning question is what! It may be that a better self disciplined approach to administration could be the answer and there are many perfectly adequate manual systems which can be adopted without treading down the computer road.

Before taking a decision on whether or not to computerise, the businessman must devote time to planning ahead for the company. The installation of any computer system requires planning and the time/cost involved might even exceed the cost of the system itself. It is vital to check ahead.

There is no completely logical order to the steps you could take. However the general rule is to select software programmes to meet your requirements, then the computer on which to run them. The assessment of the requirement normally takes the longest to achieve and should be attempted in consultation with your accountant.

Broadly speaking your initial investigation will have two stages: (1) to make general and limited enquiries to establish whether a computer solution to your business problems will be feasible and cost effective.

BUSINESS DEVELOPMENT

By Norman Black, Manager, Standard Chartered

The Economic Survey of the Falkland Islands under the Chairmanship of the Right Honourable Lord Shackleton, in May 1976, outlined, in Chapter 19, a development programme and policy. This covered agriculture, aquatic resources, minerals, industry and crafts, tourism, transport, internal communications (including broadcasting), investments and banking. In addition, tertiary sector services such as wholesale and retail trade, fuel supply, manpower, social infrastructure, environmental control and resource management, were covered.

Development of the Economy referred to the need for capital expenditure and technical assistance.

One of the results of the 1982 conflict, was the need to re-structure the Islands Economy and this has resulted in substantial growth during the past ten years.

The revenues from farming have been supplemented from fishing licence income. In the future, oil and hydrocarbons could lead to substantial additional revenue. The cost of administering the Islands has also grown rapidly and Association members will be aware - from recent budget disclosures - of the extent of this ongoing cost.

The population has not risen significantly since the conflict and continues to place a constraint on potential growth. It is important to realise that, in the absence of wealth makers, the cost of maintaining the status quo falls to the (limited) existing, wealth-creators or revenue earnings from, for example, farming, fishing and oil-hydrocarbon activities. Should world market demand for wool, squid and/or oil/hydrocarbons fall significantly, development could be stifled and a variety of cost cutting measures might have to be introduced (eg capital projects cancelled or

The "Small Business" Dilemma (cont.)
 This will mean thinking about the operations that are suitable for computerising and making a rough assessment of the size of system needed and hence the cost. (2) Only if the answers to these questions are encouraging should you proceed with a fuller and more costly investigation.

The size of the machine which you will need depends on questions such as: How many accounts do I have in my ledgers? How many ledger postings do I make per year? How many customers/suppliers do I have? How big is my mailing list? How many stock lines do I have? What sort of management reports do I want? How complex is the chart of accounts? How many people need access to the machine and when? For each item of data which I hold, how many characters of information are required? Only by answering these and many other questions covering both your immediate and planned future needs, will you be able to establish a requirement and eventually a cost of computerising. The principal questions which require addressing are:

- Will the system carry out the business functions I require?
- Will the system provide enough information for me to operate my business day by day and satisfy my auditors?
- Will it be big enough for my business volumes?
- Will it be able to handle my planned developments?

In your initial thinking concentrate on your business objectives. All too often people get completely bogged down in discussing how a system will do something; when they should be thinking about why they need it. Be as thorough as possible. What seems obvious or trivial to you, may be vital in deciding whether a computer system will suit you. That which is left unsaid will be overlooked.

A computer is a big dumb adding machine. Treat it as such, and remember that garbage in, garbage out rules will apply. A computer does not replace human judgment. Its main use in a commercial environment is to eliminate or assist with a large number of repetitive tasks. These should be tasks which can be precisely defined and are carried out on limited sets

of data in high volumes. Take the production of invoices. This is a time consuming business if done manually, requiring references to sales records, price information and customer details. The computer, once it holds these details, can prepare invoices quickly and accurately.

In addition there are many integrated accounting packages on the market. They will run a cash book, handle credit control, run the payroll and provide many other facilities.

Decision making is also made easier by the availability of specialist systems which are designed for specific business activities, eg

- Hotels and Catering
- Property Management
- Production Control
- Farming
- Solicitors Time Recording
- Accountants incomplete records etc



The decision to computerise, therefore, is not to be taken lightly and must stem from a study of the business and its information requirement, geared to planned development.

Business Development (Cont. from pg 1)
 delayed, administration budgets and/or personnel trimmed).

If capital is not attracted into the Islands, any business growth will be limited to capital made available by the Government, the Development Corporation, resident individuals and the Bank or a combination of these sources.

As projects grow in size, there is increased competition for the limited capital available. Risk and return become more significant and strategy is becoming longer-term in scope and content. Improved revenues have led to greater demands for shares in the pie, increased expectations of reward and change from aid-dependency towards self-autonomy.

The growth of service industries has highlighted the concept of paying for services. In the past, it has been

difficult for some people to appreciate that services provided by, say, Government are not "free" even if no direct payment is made. Government employees providing such "free" services have to be paid, stationery used is a cost, etc. Business and personal tax payers will be well aware of these costs and who meets them!

New business is generally supported by the Falkland Islands Development Corporation and/or the Bank. As this is the highest risk sector, support for new ventures is not always readily forthcoming. If you are seeking assistance it is suggested that:

- You have a detailed business plan.
- You cost the plan.
- You indicate how much in terms of cash or input (such as goods, vehicles, property, land etc.) you intend to put into the venture.
- You test your market (if you are selling goods or services) and have a record of the result(s).
- You identify existing and possible future competition and determine the possible impact.

The business climate is affected by many imponderables such as communications, capital, manpower, actions by other businesses, trade opportunities and transport. It would be extremely helpful to know what problems you face or have encountered in the past. How did you overcome them? It is suggested that you write, briefly to the association with any comments or views you may have or how business has developed, is developing, should develop in future!

PROMOTE/ DISPLAY /SELL
Farmers Week - July 1992

On the evening of Tuesday 7th July the association is arranging a business promotion evening in the Town Hall. The purpose of this promotion is to inform the general public, all potential customers, of the range of products and services available from our members. At the same time promote the association and its complete membership. This will be a good opportunity to promote your business by taking a free stand and display any new or unusual lines. To reserve your stand, please contact the Secretary, John Pollard on 22626 now.

FOREIGN EXCHANGE RATES

AVERAGE INDICATIONS	1992 (CURRENT)	AVERAGE 1992 1992 (TO DATE)	1991
RATES FOR			
US\$/£	1.83	1.80	1.96
DM/£	2.90	2.88	2.93
AUS\$/£	2.48	2.40	2.49
NZ\$/£	3.37	3.32	3.24
JAP YEN/£	232.40	232.00	232.63
SP. PES./£	182.35	181.00	184.75
NOR. KR./£	11.39	11.33	11.41

BANK BASE RATE

1992 (CURRENT)	31/12/91	30/06/92	01/01/91
10%	10-1/2%	11-1/2%	14%

SAVINGS RATE

1992 (CURRENT)	31/12/91	30/06/92	01/01/91
4%	4-1/2%	5-1/2%	8%

DEPOSIT RATES

1992 (CURRENT)	31/12/92	30/06/91	01/01/91
1 MTH 5%	5-1/2%	6-1/2%	9%
3 MTHS 5-1/2%	5-1/4%	6-3/4%	9-1/4%
6 MTHS 5-1/2%	6%	7%	9-1/2%
1 YER 6%	6-1/2%	7-1/2%	10%

THE BULLETIN IS DESIGNED & PRINTED BY:

Promotions Unlimited

Tel: 22666

From 1st July, Nicola Summers of Promotions Unlimited, can be contacted through 44 John Street or directly on: **FAX: (044) 81 - 6771 - 377**
TEL: (044) 71 - 735 - 5690
1 4 Trigon Road, Kennington, London SW8, U.K.

Council News

Councillors at the budget session of 'Legco' bravely decided to defer consideration of the Merchant Shipping (Adoption of Legislation) Bill 1992 for a further month. However, they are under great pressure to pass this bill, no matter what the effect on the Falkland Islands may be. If they don't 'rubber stamp' the bill it seems that it will be imposed by HMG.

There are grounds for concern that this legislation is inappropriate for a country at our stage of development, it is probable that if implemented, Falklands business people aiming to develop a fishing industry here will have even greater difficulty.

The Bill itself was only available to the public three days before it was due to be considered by Legislative Council, even with the deferment it will be virtually impossible to consider properly all the implications of it, since all the bill does is list the British laws to be applied.

The Chief Executive in his introduction stated that ".....there is no real alternative but to adopt this legislation if we wish to retain the Port Stanley Register of Ships..." There is, of course, at least one alternative, for example rather than issue ultimatums which if bowed to will be a considerable hindrance to the development of the islands economy, the British Government could take pains to make sure that the legislation, while meeting reasonable standards, was appropriate to our circumstances.

FIG DELEGATION VISITS BRUSSELS

A delegation headed by Councillor Terry Peck accompanied by Chief Executive Ronnie Sampson, FIDC General Manager Mike Summers and FIGO rep Sukey Cameron visited Brussels, Luxembourg and Strasbourg from 11th to 15th May.

The Falklands have 'Overseas Country and Territory of a member state' (OCT) status with the EEC.

The purpose of the visit was to educate the relevant EEC Directorates about the Falklands; to make sure

that they understood what the actual situation was here and so make it less likely that they would accept or make superficial judgments about the Falklands. It was also hoped to learn more of the position of OCT's within the EEC in order that the Falklands would be more aware of any effects EEC policies might have on the Islands.

The delegation called on the office of the UK representative to the EC Commission and during discussion pointed out that the five years fishing revenue received so far by FIG had made it possible to begin to develop an infrastructure lacking after 150 years of low investment. The high capital cost of investment here was also stressed in an attempt to dispel a widely held idea that the Falklands are a wealthy community.

A meeting held with the Fisheries Directorate was not entirely satisfactory. The delegation had hoped to learn more of the Common Fisheries Policy objectives and likely direction, however, key people were not available and no clear view emerged during discussions. There had been some talk of the EC wishing to take a greater role in the allocation of Falkland licences to its member states but the Directorate appeared to have little if any knowledge of this. The delegation felt that the Falklands should make further representations as the situation develops.

In discussions with the Agricultural Directorate the delegation highlighted the obstacle EEC regulations presented to the Falklands desire to export sheepmeat, and explored the possibility of EEC funds for the construction of an abattoir. The Directorate was not unhelpful and further work will be carried out on this. A call was made on the Energy Directorate and the opportunity taken to advise the Directorate of the stage FIG had reached in their work to begin seismic studies and possibly exploration for oil in the future.

DG8, The Development Directorate, is specifically responsible for OCT's and any activity the Falklands undertake with the EEC would be under their auspices. Discussions here included the mechanisms available for direct contact. A new OCT agreement in fact allows for direct contact between OCT's and the EEC,

normally with the responsible EEC memberstate as a third party. Another area of interest was the availability of development and risk capital from institutions such as the European Development fund (EDF) and Stabex. Other possible sources of funds are EC regional funding and regional development schemes. The European Investment Bank is a possible source of soft loans and risk capital.

Councillor Peck believes that this was the first visit to the EC Commission by a delegation from an OCT country. There is a possibility of a visit to the Falklands by staff of the Development Directorate.

There was an FIG delegation, if a further visit is planned the Falklands business sector should be represented. Members of Council and the administration approached on this have so far been receptive to the idea.

TICKING OFF THE BANK

by Peter Copp of Pannell Kerr Forster

In Issue 1 of the Bulletin, Graeme Gill of Consultancy Services Falklands Limited gave advice on the keeping of a business cash book. He stressed the benefits of a well maintained cash book. The purpose of this article is to explain a simple check on the completeness and accuracy of the cash book known as the "BANK RECONCILIATION".

Here is how to perform a bank reconciliation:-

1. Go through the cash book item by item for receipts and find them on the bank statement. Each time you match an item tick it off both in the cash book and on the bank statement (perhaps with a coloured pen).
2. Do the same again for expenditure.
3. For any items on the bank statements but not in the cash books (eg bank charges and standing orders) enter them in the cash book so they can be ticked off as before.
4. Add up the cash book to include any items you have entered and calculate the balance you expect to be at the bank (being the balance at the start of the period plus the receipts and less the payments made during the period).

5. If this balance equals the balance shown on the bank statement the bank is reconciled. However, more often than not the two balances will not be equal. This will be because there are items received not yet credited at the bank or cheques issued not yet presented and consequently not in the bank statement. These items are easily identified because you will not have ticked them in the cash book.

You then need to write out a reconciliation similar to the example below:-

	£
Balance per bank statement	1,500
Add: Lodgements (receipts) not yet credited (being unticked items on the receipts page of the cash book)	200
	100
	300
	1,800

Less: Unpaid cheques (being unticked items on the payments page of the cash book)

	50
	90
	280
	130
	550
Balance per cash book (calculated per 4 above)	1,250

Hints to keep it easy:-

1. Do it regularly - probably monthly on receipt of the bank statement.
2. Use a different colour pen to tick off the next period.
3. Don't overlook items unpaid last month but still unpaid.

Of course the balance per the bank statement is not the one the bank uses to charge interest if you have an overdraft but that's another item for the bank manager to explain in another issue!

**MORE ARTICLES FROM MEMBERS
WOULD BE APPRECIATED.
IT IS YOUR NEWS BULLETIN.**

YOUR NEWS & VIEWS

TRISTAR FLIGHTS

We have and will be subjected to two major changes in RAP Tristar Bookings and operations.

(1) Fares

As of the 1st May 1991, fare increases are:

Mount Pleasant to Brize Norton

Fare	Single	Return
Duty	(£415) £470	(£830) £940
Advance Purchase (£590)	£670	(£1180) £1340
Economy (£950)	£1090	(£1900) £2180

Those figures in brackets are the old rate of fares.

(2) Operations

We have recently been informed that from the 1st June 1992, to the 30th September 1992, the Tristar will operate on a same day turn around, (no night stop as previous), with a 3 hour stopover. Planned timings are as follows:-Departing U.K. on a Monday/Thursday* Arrival Departure

Brize Norton	2345	
Mount Pleasant	1310	Mount Pleasant 1610
Brize Norton	1435	

All times are Local.

* Availability of the Thursday flight still depends upon whether a Tanker (KC1) is operated. Additionally it is intended this year (1992) the Tristar Fleet will have all its seating replaced with seating that will be standard throughout the cabin. No more "Fat Boy" seats!

AEROVIAS DAP

As of the 1st May 1992 to the 31st October 1992, DAP will operate fortnightly flights on its Winter Schedule.

Winter Schedule 1992

May	June	July	August	September	October
Friday 8	5	3	14	11	9
Friday 22	19	17	28	25	23
Friday 31					

A revision of child fares has now also been made and fare structure is now as follows.

Fare	Single	Return
Adult (age 12 & over)	USD 400	USD 800
Child (age 6-12)	USD 300	USD 600
Child (age 2-6)	USD 200	USD 400
Child under 2 years	Free	

Dear Stuart,

FL CURRENCY

Standing Finance Committee has expressed a concern that Sterling is being used within the Islands for financial transactions which should be conducted in FI currency, the only legal tender in the Falkland Islands.

Treasury therefore requests the Association's cooperation in its efforts to minimise the amount of Sterling in circulation within the Islands. In doing so, we do not wish to unduly inconvenience foreign travellers or interfere in commercial transactions. The primary objective is to reduce the use of Sterling in day-to-day transactions within the Islands.

In the first instance, we would suggest that your businesses continue to accept Sterling if presented. However to the extent possible, only FI currency should be given as change. Sterling, surplus to business needs for foreign transactions, should be deposited with the SCB. It is acceptable to provide Sterling as change if specifically requested by customers.

Yours sincerely, Financial Secretary

Note to Members re: FI Currency

The committee would be pleased if members would do their best to assist.

SEMINAR ON THE DUTIES & RESPONSIBILITIES OF DIRECTORS & COMPANY SECRETARIES

This seminar, organised by FIDC, is to be held on Tuesday 23 June at 9.00 am in the Town Hall refreshment room and will last for approximately two hours.

The Attorney General will speak on the subject for thirty minutes or so after which he will answer questions and clarify any points raised.

If you would like to attend the seminar, please advise Mrs Cath Clifton at FIDC on phone 27211 - the earlier the better!

Mr I Cox, FIDC

Thank you for your letter regarding the forthcoming seminar.

It is a matter of regret that FIDC have refused to include the provision of company secretarial work in their legal assistance scheme. Our members will benefit from an increased knowledge of what is required but they would benefit a great deal more from financial assistance which would enable them to have access to professional support in this area. The cost of such support is small in terms of FIDC's budget but very significant for individual small businesses which are in the majority here.

Yours sincerely, S B Wallace

Dear Stuart,

May I through you thank everyone for the drinks at the Colony Club on the evening of my arrival in the Falklands. I am most grateful to all concerned.

I have been bouncing the ideas which I heard for the first time that evening off the people to whom I have since spoken. As I near the end of this first visit, I am clear that I could not have had a better beginning.

I look forward to seeing members of the Association before too long, whether in London or Port Stanley.

Yours sincerely, Peter Newton (FCO) Head of South Atlantic and Antarctic Department.

Mr S B Wallace, Chairman

Thank you for your letter of 20th March 1992 and my apologies for not answering sooner.

Whilst it would obviously be the ideal situation that some of the roads in Stanley could be salted if frost were forecast for the following day, practical and financial constraints limit the salting operation.

I am sorry I cannot be more helpful on this occasion, except to state that PWD will do all it can to keep selected roads open in the event of freezing conditions.

Yours sincerely, B Jarvis Hill, Director, PWD

ROYAL INTERNATIONAL MOTOR INSURANCE

by Ralph Rogers, Manager (FIC)

If you drive a motor vehicle on a "road" in the Falkland Islands, you are required to hold Motor Insurance to cover:- (a) Third party liabilities for death or injury eg should you knock down a pedestrian. (b) Liabilities for death or injury to your passengers. (This is a generalisation, and does differ depending upon context, eg such as Commercial vehicles).

The above Legal Requirements are the bare minimum. Should you, for instance, be driving anywhere that is not a "road", (such as the Estancia Road), and have an accident, even if you hold a Motor Policy that complies with the legal requirement, (known as an "ACT" Policy), you may still be held liable for any injuries or damage you cause.

Your policy will not cover you. The remedy to this situation is Full Third Party Insurance which would:

- (a) Cover your third party liabilities, for death, injury, and damage.
- (b) Your passenger liability.
- (c) Cover anywhere in the Islands.

It is not restricted as is an "ACT" Policy.

Points to Watch

- (1) Policies do not automatically cover "any driver". Provisional drivers and drivers under 21 have to be notified to your insurers.
- (2) Policies should be cancelled as soon as the vehicle is sold. Once you have lost your "interest" then policies no longer cover you.
- (3) Vehicles that are unroadworthy, badly maintained, or have had unauthorised modifications are liable to have their indemnities withdrawn in the case of any accident.
- (4) Motorcycles are named drivers only. Unless additional drivers are added to the Policy they are not covered.
- (5) Trailer Towing - Such towing is not automatically covered under Motor Policies.

Your Insurance is not invalidated by such usage but should you have an accident which is caused by the trailer then you may find your claims refused by the Insurers.



B & F Imports & Supplies Limited

B & F has now opened a shop in Stanley selling flans, pastries, cooked meats, butcher meats and sausages.

As well as a supply of frozen products kept in chest freezers, B & F sell fresh goods across the counter.

The shop is situated on Dean Street, part of the Reflections building. Just look for the "BEAVER" logo.

B & F have high hopes for the future to become a full delicatessen service. Due to

the high cost of equipment, this is something Bob Fiddes, the owner and manager of B & F, will work up to. Already though he is supplying speciality sausages - garlic sausages and pork, beef and garlic sausages for which there is a popular local market.

At present B & F encompasses the Beaver Hanger on Ross Road which operates a retail shop and is staffed Monday to Friday 8 am to 5.30 pm. It is here that the food is prepared for the shop outlets.

B & F also operates as agents for the importation of bulk goods from Chile, Uruguay and U.K.



B & F SPECIAL CHRISTMAS HAMPER OFFER

CUT OUT BOX AND SEND WITH YOUR ORDER

Order your Christmas Hampers now from B & F....

B & F will produce a specially wrapped Christmas Hamper with the goods of your choosing and deliver locally to that special person in your life - a practical and delicious Christmas present. Spend as much or as little as you like (minimum of £10.00) and Bob will put the goods together for you. Orders must be in by end November 1992.

Choose from the list below what you would like to have in the hamper (TICK ITEMS) and send your cheque to B & F, PO Box 34, Stanley and Bob will do the rest to make your friend's and family's Christmas a merry one.

Beaver on
down to B & F

- | | |
|--|--|
| <input type="checkbox"/> tinned meats - selection | <input type="checkbox"/> garlic sausage - doz. |
| <input type="checkbox"/> box of chocolates | <input type="checkbox"/> wines - selection |
| <input type="checkbox"/> Christmas pudding | <input type="checkbox"/> cheeses - selection |
| <input type="checkbox"/> tinned fruits - selection | <input type="checkbox"/> fresh fruit |
| <input type="checkbox"/> mince pies - dozen | <input type="checkbox"/> Christmas crackers - doz. |



NAME OR PURCHASER.....

NAME & ADDRESS (of where goods to be sent).....

TEL OF PURCHASER.....

BUDGET & CHEQUE (amount enclosed) OF PURCHASER.....

.....(Do not send cash)

ASSOCIATION OF BUSINESSES IN THE FALKLAND ISLANDS

BULLETIN

*** Do you know your committee?**

Chairman - Stuart Wallace
 Secretary - John Pollard
 Treasurer - Norman Black
 General - Kevin Kilmartin
 Graham Gill
 Norman Clark

**Chamber of Commerce**

As you are probably aware, the Association is taking steps to become a Chamber of Commerce. What does this mean and what difference will it make?

Chambers of Commerce represent the private sector as a network which spans the world. Each Chamber originated from a number of businesses who recognised the advantage of pooling their resources and expanding their range of information and contacts. In the UK 95,000 businesses are members of a Chamber of Commerce. There are 800 Chambers throughout the rest of Europe.

Chambers of Commerce offer a wide range of services, mostly involving exchange of information. A UK Chamber typically offers the following services to its members and the general public:

Information-

via Chambernet, a computerised Database. This lists information on membership and what they supply, current markets, purchasing opportunities, business related legislation, environmental legislation, mailing lists, exporting including daily reports on exports required internationally. It can also access similar international databases.

via Spearhead, a database listing current legislation in the single European market.
 via trade bulletins & journals.

Contacts-

recommendations, business contacts, advice panel, international Chambers, access to UK and international trade fairs.

Research-

enquiries, reference library, address lists, monitoring specific markets, status reports, company search, credit references.

Training-

youth training, business, export.

*** Association Office**

Airport Road, Stanley.
 Assistant Secretary - Fiona Didlick
 Tel - 22264 Fax - 22265
 8.00 to 12.00 Monday to Friday

*** Our Representatives on other Committees**

Steve Vincent - Energy
 John Cheek - Scholarships & Training Awards
 Stuart Wallace - Cost of Living
 Tony Loftus - Inter Island Shipping Service Users Group

Annual General Meeting

Please take note that the Annual General Meeting of the Association of Businesses will take place on Tuesday 11th May 1993 at 7.30pm in the Boathouse Cafe. Items on the Agenda:

1. Minutes of previous AGM.
2. Matters arising.
3. Chairman's report.
4. Presentation of accounts.
5. Discussion and approval of the memorandum and articles of the Chamber of Commerce.
6. Transfer of assets of the Association of Businesses to the Chamber of Commerce.
7. Any other business.

Representation-

influencing Government action, lobbying the European Commission, promoting business interests, protests, monitoring employment law.

Exporting-

wide range of information including law, documentation, freight, insurance & currencies. Chambers also issue Certificates of Origin - many countries will not accept goods without it.

Practical -

address labels, bulk mailing, exhibitions, hotel room finding, interpretation, translation, secretarial services, finding another business for promotion of complementary products.

Civic pride-

involvement in inner city regeneration, enterprise, crime prevention and popular image.

We can model our Chamber on one such as this, but with consideration of local requirements. Our Chamber will be small compared to others and some of the above services may not be cost effective. As an example, it may be prohibitively expensive to have direct access to Chambernet or Spearhead, but we will be able to source the information through a UK Chamber, communicating by fax.

As well as providing information, contacts, research, advice and representing members' views to Government, services we can expect to provide are:

- issuing Certificates of Origin. These are required for customs and banking and many countries will not import goods without one.
- countersigning documents for members to certify that they are members of the Chamber of Commerce. The fact that a business is a member of a national Chamber of Commerce can provide additional confidence when establishing new business contacts.

This is the natural next step in the development of the representation of businesses in the Falkland Islands. From the Falkland Islands Traders Association we became the Association of Businesses and now we intend to become a full Chamber of Commerce.

Consider this ...

1. Isn't it the case that the collapse of confidence in the Falklands is a direct result of

- a lack of information from Councillors when it became apparent that things looked bleak?
- then a series of confusing messages from individual Councillors when the reality sunk in?
- and now unfounded euphoria from some because for the moment the financial situation has improved?

2. As we cannot be sure what next year will bring, and the likelihood is that we will not know until about April next year, should not the Councillors at the budget session make sure that our expenditure is kept within the limits of a 'worst case' scenario?

Replies please to the Association office.

Use this space...

... to circulate your news and information to other readers ...

... to share your views and opinions ...

... to advertise ...

... or ask for help or advice .

Anonymous letters or articles accepted.

The Association office is located in the stone clad portacabin to the left of the FTDC building on Airport Road. Hours of business are 8.00 to 12.00 and visitors are always welcome.

Remember we have a small but useful reference library which is available to members and non members. Secretarial services, faxing and photocopying are also available. Contact Fiona on 22264.



ASSOCIATION OF BUSINESSES IN THE FALKLAND ISLANDS

BULLETIN

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Home Based & Micro Industries - Economic Recovery Commission of Newfoundland & Labrador. Extracts from this 1992 report on new opportunities for growth:

... The province of Newfoundland and Labrador is primarily rural in nature ... the history of economic development here shows that small communities are at a real disadvantage in trying to attract new, large scale enterprises ...

... Smaller towns usually have a small labour force with a comparatively narrow range of skills and often lack the extensive infrastructure and services that large businesses require ...

... It is therefore logical to look at home based or micro businesses as a major source of new employment and economic opportunity ...

... During the decade 1980-1990 micro businesses increased employment in the Atlantic provinces by 159% with an annual growth rate of 10% ...

... Home based/micro industries provide a flexible approach that is particularly well suited to both the rural lifestyle and market needs ...

... With a home based/micro enterprise, an individual may work alone or invite others to participate in a small production operation. The choice tends to build on the skills or knowledge an individual has already acquired in the local area. This is especially important for regions where other marketable job skills, especially those requiring additional education & training, are sometimes difficult to acquire...

... Individuals may have limited business skills and little idea of how to access markets ...

... The lines between work and family, as well as work and relaxation, easily become blurred, creating conflict within the family...

... tax policies should be developed that are sensitive to the small scale nature and special start up problems of home based/micro industries...

... A method of networking and information sharing among home based/micro business entrepreneurs should be developed...

... Home based/micro industries should be recognised as a strong viable sector within the provincial economy ...

Want to know more? Contact Fiona at the Association office.

Vehicle Insurance

The cost of vehicle insurance has caused comment in recent weeks. For a private vehicle current charges are as follows:

ACT - £30.00

3rd party only - £40.00

3rd party & fire - £2.00 per £1000 value of vehicle.

3rd party & theft - £1.00 per £1000 value of vehicle.

Is this excessive? A bargain? Let us know what you think.

Fisheries Forum 12th April 1993

by The Governor, Mr David Tatham.

The fishery around the Falklands must be worth £300 - 350 million a year. Yet the Falkland Islands only obtains around £20 million in licence fees and perhaps £3 million from other fishing activities. It was the gap between these figures which prompted the Governor to invite senior officials and members of the two Falkland Islands fishing associations to meet at Government House on 12th April. The object was to exchange views between Government and the industry and to discuss how the share of Falklands companies in the catch and processing of squid could be improved. In other words - to add value to our share of the fishery.

Over 30 people attended the Forum and brief presentations were given by the Governor, the Financial Secretary, the Director of Fisheries, the General Manager of the Falkland Islands Development Corporation, Mr Stuart Wallace and Mr David Carden.

A fair number of suggestions were made during the afternoon. These included:

- greater financial support from Government for the sector.

- some provision for a tax holiday on the collection of funds to purchase fishing vessels.

- licence fees to be levied on the basis of catches taken rather than effort.

- greater use of Berkeley Sound for trans-shipment and bunkering.

- appointment of a fisheries expert to F.I.D.C.

- the Government to award licences to companies rather than to specific vessels.

- purchase or lease of a vessel to offer encouragement and training to the local fishing industry.

- the development of a system of voluntary restraint which did not give undue power to the large foreign fishing associations.

- development of new markets for squid in the Far East. Hong Kong, China, Thailand, Indonesia were suggested.

Some of these ideas will be followed up by Government while others - such as the development of new markets - are more for the private sector.

In conclusion the Governor promised the business people present that if they put forward their ideas as a group and not as individuals Government would take serious account of them. He urged them to co-operate more in developing their own ideas for the future.

Annual General Meeting

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ASSOCIATION OF BUSINESSES IN THE FALKLAND ISLANDS

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Portakabin Distributorship

Portakabin is keen to make immediate contact with local organisations which would be interested in becoming distributors of their building systems - ie organisations involved in the construction industry such as architects, builders or civil engineers. As their local representative on the Islands, they would have responsibility for the sale, siting and completion of Portakabin buildings.

If you are interested I have six information packs which contain an introductory letter, a brief resume of the company and its operations, and detailed product leaflets. Telephone or call at the Association office for your copy.

New in the Association Library

Preliminary Project Proposals - these are directories of suppliers of small and medium sized industrial plants and complete production lines - everything from an instant noodle machine from Hong Kong to a brick plant from Belgium. A full list of directories is available.

Immigration Board

Stuart Wallace is our representative on the Immigration Board. If you have any views which you would like to put to the Board, please send them to Stuart in writing.

Working Offshore: The Other Price of Newfoundland's Oil. 1985 report on working conditions and safety on oil rigs.

... The rigs are remote from land based social control. The operating and drilling companies have taken advantage of this to establish industrial relations and working conditions offshore more akin to the nineteenth century than to modern, enlightened capitalism ...

... If the Newfoundland community, through either the federal or provincial government or the union movement, is to gain control over the offshore workplace, it must first break down the firmly entrenched industry resistance to having its operations 'interfered with' and examined...

...The oil majors (such as Mobil) do not become involved directly with the 'dirty work' of actually finding and producing oil and gas. They contract this out to drilling companies, service and supply boat companies, engineering companies, catering companies and construction companies which in turn sub contract much of their work to a myriad of smaller contractors...

...The oil industry does not provide instant wealth for all in the way that popular myth would have it...

... Some workers with highly developed skills in short supply - experienced toolpushers, divers, marine officers, engineers, specialist mechanics - are highly paid for their services...

... Ordinary workers - roughnecks and roustabouts on the rigs, crewmen on supply boats - can accumulate a lot of money in a relatively short time by working long hours at overtime rates...

... Some categories of oil workers, notably caterers and domestics (often women and people from minority ethnic groups) are poorly paid...

... The North Sea, like the Gulf of Mexico, has been beset by administrative wrangles between government departments which have had a negative impact upon safety. The emphasis was upon creating a regime in which the companies could get on with the job, with safety considerations all but overlooked...

... The industry exposes workers to grave risks to their personal safety, pressures them into working long hours and long stints without sufficient rest, disrupts family life and uses a variety of techniques to prevent its workers from enjoying the protection of modern industrial unions...

... In the Norwegian sector of the North Sea government intervention has forced oil companies to recognise unions and unionisation on fixed and mobile platforms has reached 80-90%...

... The oil majors that drilled off Newfoundland relied more upon experienced drilling and marine crews that they flew to Newfoundland while they remained resident elsewhere. After the introduction of a local preference hiring policy by the Newfoundland government, local hiring became predominant...

...Working offshore takes on a strange cyclical pattern in which workers live two completely separate lives, one offshore in a small, enclosed, all male, hierarchical social system where they spend most of their waking hours working, often in difficult conditions under intense pressure; and another onshore in a normal social milieu of men, women and children during which time they are essentially at their leisure...

...In the words of one offshore welder "My job earns my family a good living. The six months home a year is good. Food and living conditions here are good. What more could one ask?"...

...Many oil workers indulge in a pattern of 'acting out behaviour' when they come ashore. They get together to drink in their favourite local bars, stand their friends free rounds of drinks, give generous tips, buy themselves

new clothes and jewellery, buy expensive presents and trips for their wives and girlfriends and purchase new consumer items for their homes...

... The offshore oil industry has tended to attract people who pride themselves on their individualism and manliness, and this machismo image has been fostered by the oil companies. In such a social milieu, taking risks is a means for proving one's manliness...

...Despite the Ocean Ranger disaster (84 dead), thousands of young Newfoundlanders, Nova Scotians and other Canadians today aspire to jobs offshore.

Full report available.

Consider this...

An oil industry could be on our doorstep. Changes which will affect our daily lives could occur within the next five years. Is it too early to plan now in areas such as:

- education and training: could we identify the skills we will require and the people who have them now or could be trained?
- employment: will government introduce a local hiring preference policy? Are our health and safety regulations adequate for an oil industry? Is the General Employees' Union strong enough?
- social changes: Have we the resources and services to cope with more people? How could we make an upsurge in population work to our best advantage?
- communication: could our systems cope, for example the telephone system and the postal service? What about our roads, coastal shipping and air service?
- government: will our legislation protect us from exploitation? Is the administration efficient enough to meet the demands of an oil industry?

What are your views? Let us know.

... **FEEDBACK ... FEEDBACK ... FEEDBACK ...** is essential! Is the Bulletin informative, topical and stimulating? Or is it dull, irrelevant and in the bin? I won't know if you don't tell me!

Fiona

ASSOCIATION OF BUSINESSES IN THE FALKLAND ISLANDS

BULLETIN

*** Association Office**

Assistant Secretary - Fiona Didlick
 Tel - 22264 Fax - 22265
 8.00 to 12.00 Monday to Friday

St. Helena

The Small Industries Authority in St. Helena would be interested to hear from anyone who may be interested in purchasing the following:

- hardwood furniture, such as kitchen stools, bed frames, cupboards, dining tables, restaurant furniture.
- coveralls, wide range of colours and sizes.

For further information contact Mr Gilbert Yon, Manager, Small Industries Authority, Jamestown, St. Helena. Tel 2316, fax 2206.

Community Education

Phil Middleton, the Community Education Officer, would like to encourage the business sector to become more involved with all aspects of training.

The school work experience programme aims to give school children the opportunity to spend time in the workplace, carrying out a job and gaining valuable insight into what being an employee is all about. To this end, Phil is building up a database of local employers who would be willing to have students on their premises as part of a work experience programme. Please contact him if you can help.

The training available for private sector employment also needs to be considered. To date, there have been few opportunities for on site or off site training. However, there is a wide range of training to UK national standards which could be undertaken locally. Some examples of this are:

construction; horticulture; computer studies; clerical; retail; hotel & catering; food hygiene; health & safety.

Phil would be interested to discuss where the current situation could be improved and in particular how the school facilities could be better utilised.

Don't forget there are also a number of subjects which can be studied at day release classes. Block release classes are also being gradually introduced and there are two separate classes for apprentices interested in technical drawing and drawing interpretation skills. Other trainees are attending maths, English and physics classes along with students resitting GCSE exams or undertaking pre A-level courses.

The evening class programme offers maths at all levels, Business Studies, languages, woodwork and vehicle maintenance. Any suggestions for additional courses are always welcome, particularly if you know of a willing tutor.

If you want more information on any of the above, or if you would like to discuss training which would benefit your business, contact Phil Middleton, the Community Education Officer. He is based at the F.I. Community School, tel. 27290.

Chairman - Association of Businesses

Dear Stuart,
It was evident from the recent Fisheries forum that it would be helpful to all parties if there were a single organisation that could represent the interests of the fishing industry in the Falklands. There also appeared in subsequent discussions to be a lot of positive will to achieve this.

I do not know if any moves are afoot from within the industry to put something together; if not I have a suggestion you might wish to consider.

The Association of Businesses I understand wishes in due course to become a registered Chamber of Commerce. Of the Chambers I have known it is normal to have groups within the Chamber who are interested in particular areas, e.g. construction, export, taxation. It may be therefore that the Association of Businesses could form a fisheries industry sub group from amongst its existing membership which could consider fisheries matters; in any event there are many other member companies other than those directly involved in fishing or support industries whose livelihood depends on a successful fishery, and it would be good to have their closer association with what goes on.

This type of arrangement might also serve to strengthen the Association of Businesses, giving it a more direct role in discussions with FIG; other associations (tourism, farmers, textiles) might also in the longer term see the benefit of becoming part of the Chamber in this way.

I will copy this letter to all those who may be interested so that they might contact the Association to express any views.

Yours sincerely,
M. V. Summers

Tendering Procedures Workshop

In the increasingly competitive job market it is essential to present tenders which exactly fulfil the employer's requirements and which convey a good impression of you and your business. Tenders can be turned down for reasons as simple as:

- lack of attention to the job description.
- badly organised information.
- untidy layout.

Missing details + confusion + lack of confidence + bad image = no job.

If all this sounds familiar, or if you are interested in smartening up your tenders, F.I.D.C. have arranged a Tendering Procedures Workshop, to be held in the Seminar Room of the F.I. Community School at 1330 on Friday 28th May. The course tutor will be Fiona Didlick and Mike Summers will be on hand for advice on contractual aspects of tendering.

Places are limited to 12. There will be no charge for the course. For more information, call Fiona at the Association office (mornings only) or home tel. 21622.

Farmers' Association Committee

The Farmers Association Committee comprises Mr L. G. Blake, Mr R. Lee, Mr B. Pole-Evans, Mrs H. Smith, Mr J. Forster, Mr N. Knight and Mr M. Barnes. The Committee will be in Stanley for meetings on Monday 10th May.

The Association of Businesses Committee have invited the Farmers' Association Committee to the Colony Club for drinks and an informal chat on Monday evening.

Feedback ... hurrah!... at last!... Criticism has been made of the type size in previous Bulletins being too small. I hope the larger type in this issue is an improvement.



FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
 Tel - 22264 Fax - 22265
 8.00 to 12.00 Monday to Friday

Annual General Meeting

The AGM was held on the evening of 11th May 1993. There was an excellent turnout with 70% of the membership present.

The new Committee were elected:

Chairman - Dave Hall
 Secretary - John Pollard
 Treasurer - Norman Black
 General - Tim Miller
 - Terry Betts
 - Ian Henderson

As you know, one of the objectives of the meeting was to approve and adopt the articles and memorandum of the Chamber of Commerce. I am pleased to say this was duly done. If you wish to sign the first constitution, please let me know. It will be of interest to future historians to note the businesses involved in the Falkland Islands' First Chamber of Commerce.

For further details of this AGM, a copy of the minutes can be obtained from the Office.

Turner's Safety Course

Turner Facilities Management Ltd propose to run a course on the safe handling of petrol, oil and lubricants in confined spaces. It is hoped the course will run in July. If you would like more details please contact Phil Middleton, the Community Education Officer, on 27290.

A Trade Exhibition ...

is proposed to be held in the Town Hall during Farmers' Week 27th June to 1st July. There is little time to organise this so please contact Fiona at the Office immediately if you would like to have a stand. Don't lose out - this is your once a year opportunity to promote your business with the Farmers.

Falkland Islands Women of Business

Women who own their business may be interested in this association, which gives women with a common interest an opportunity to socialise. The association also promotes contact with women living at MPA, who are often isolated from the civilian community, and with Camp ladies who are visiting Stanley.

There are currently 23 members, who get together once a month for dinner at one of Stanley's restaurants, or for a social meeting in one of the local pubs. F.I. Women of Business is a non political organisation which exists solely for business women to enjoy an occasional evening out. For more information contact the Chairwoman, June Clark. Tel work 32168 or home 21536.

Welcome to our new Members -

Bristows Helicopters - Julie McDonough-Young & Tony Coleman
 David Lewis Decor Services - David & Pam Lewis
 Leslie Clingham - Poultry Farm
News of new Management -
 Jimmy Moffat - Toolbox
 Andy Brownlee - Lifestyles

Wanted to buy- 3 or 4 portacabins in good condition. Contact Leslie Clingham at 38 Ross Road, tel 21660.

Adventure Tourism

Economic Recovery Commission for Newfoundland and Labrador - extracts from their 1992 report on new opportunities for growth.

...Adventure tourism is one of the fastest growing segments of the international tourism industry. Newfoundland and Labrador, with its relatively unspoiled natural environment and the variety of attractions it offers, is well positioned to take advantage of this trend...

...Although it now accounts for less than 10% of world tourism figures, it is the fastest growing portion of the industry with an annual growth rate of approximately 30%...

...Opportunities for growth exist in both the consumptive sector - hunting and fishing - and the increasingly important area of non consumptive activities - nature observation, backpacking, kayaking, canoeing, rafting etc...

...While tourists are willing to pay well for unique adventure opportunities, they also demand a very high level of service...

...To be competitive, Newfoundland operators must have solid marketing skills, convenient travel arrangements, top notch equipment and food and knowledgeable guides & group leaders...

...Competing operators in New Zealand, Patagonia and the Himalayas are seeking the same clients, and word travels fast among adventure tourists. A reputation for either poor service or a poor product could irreparably harm the industry while still in its infancy...

...The current weaknesses lie partly in the lack of adequate infrastructure and partly in the business skills and quality of personal service offered by individuals and companies who are

trying to penetrate the world wide adventure tourism market...

...Years of image making are hard to change. Newfoundland is still thought of as a province of quaint fishing villages, albeit an unspoiled, clean, safe place. But the province now has more to offer tourists than at any time in the past, and must use more appropriate and modern images if we are to attract new high value tourist dollars...

...Adventure tourism is particularly beneficial to the travel destination because nature orientated travellers tend to spend more money per capita than the 'traditional' tourist and their activities emphasise a careful, respectful use of the environment...

...The economic benefits of a well developed adventure tourism sector, especially in terms of employment created by the adventure operators, would be of great benefit to the more rural and remote areas of the province where traditional jobs are difficult to create and maintain...

...In order to further strengthen adventure tourism, four separate studies are being undertaken. These include recreational sport fishery, the development of a marina system to promote marine tourism, a study on whale and bird watching activities to develop guidelines for boat tours and a study investigating the potential for trails along the island's abandoned rail line.

A copy of this report is available in the Association office.

Farmers' Association Committee

Members of the Committee of the Association of Businesses held an informal meeting with members of the Farmers' Association Committee on 10th May. There was a useful general discussion on the Chamber of Commerce and how it could be of interest to the Farmers' Association.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

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Trade Exhibition

The Town Hall has now been booked for Saturday 26th June as Sunday 27th is not available. Many farmers will be in town prior to the start of Farmers Week on 27th June, and hopefully the Trade Exhibition will encourage the remainder to come in a day early. The Exhibition will also be open to the public.

Anyone wishing to have a stand should let me know as soon as possible. The venue will be the Town Hall and I will be there at 10.00 to let exhibitors in to set up their stands. If anyone wants access earlier please let me know (although I reserve the right to refuse an unreasonably early call out!) Refectory tables and chairs are available but any other display furnishings will have to be brought by the exhibitor.

There will be a dance in the Town Hall that evening so please bear in mind that stands should be planned with a view to being removed by 8pm latest. I regret that this may be inconvenient to some, but due to prior bookings it is a case of having the Exhibition on that Saturday or missing altogether the opportunity to promote local businesses to the farming community.

The Chamber of Commerce will have a stand and I would be grateful for promotional material from our members to put on a display board - leaflets, letterheads or photographs

would be ideal. I would also welcome suggestions for ways in which the stand could be set up to best promote the Chamber and its members.

Contact Fiona at the Office if you require any further information.

A date for your diary

To celebrate the inauguration of the Chamber of Commerce, a buffet lunch will be held at 12.15 on Wednesday 2nd June 93 at the Malvina House Hotel. I am pleased to say the Governor will be our guest.

The cost per head will be £6.00 excluding drinks. Please let me know as soon as possible if you would like to attend so I can advise the Malvina of numbers.

Fisheries Licensing Policy 1994

Following the Fisheries Forum at Government House, Mike Summers has proposed changes to the Licensing Policy for 1994. The aim is to strengthen the Policy and to achieve greater involvement by local companies. Unfortunately I do not have enough space to reprint the proposals in the Bulletin but I will send a copy to anyone who wants one.

Mike Summers and the Director of Fisheries have discussed these proposals and they would be interested to hear any comments on these or other Licensing Policy matters.

Crafts - extracts from the 1992 report by the Economic Recovery Commission of Newfoundland and Labrador.

...A handcraft is an object of functional, decorative and aesthetic value which embodies the technical and design skills of a craftsperson with direct control over hand, tool and machine operations used in production ...

... non resident visitors to the province account for approximately half the provincial market ...

... there is a strong demand for high quality hand made products that reflect a strong cultural and environmental heritage ...

... crafts based on utilitarian use and regional identity have been successfully developed ...

.. because of our limited market exposure and marketing abilities, as well as the previous lack of a coordinated craft development and marketing strategy, the potential for export and local sales has barely been tapped...

...weaknesses in the area of product development are mostly those of "missed opportunities". For example, many of the crafts traditionally practised by men have not been successfully transferred into today's market...

... furthermore there is limited local production of small souvenir items that are easily transportable and relatively inexpensive...

... a craft Working Group identified five immediate needs:

- improvements in design and quality and increased production;
- appropriate technology and better facilities;
- new marketing strategies;
- efficiency and coordination in development;
- improvement of the industry's image...

... a strong industry association exists which has developed four annual retail craft fairs, and these are now recognised as being among the best in Canada in terms of individual sales...

...the backbone of any industry is its people and the training they receive...

... craft instruction in schools is underdeveloped, and although formal instruction through family and community remains a strength, there is little recognition of and support for the concept of crafts work as a valid and desirable career option ...

... increasing attention is being paid to tourism within this province. A strong craft industry that helps to strengthen the image of the province abroad can contribute to the growth of tourism, which increases sales in the crafts sector...

... there are still many within this province and government who do not fully understand the present importance of crafts to the provincial economy, its significant growth potential and its growing desirability as a profession...

New in the Chamber library

The British Consultants Bureau Directory 1993 - 94, donated by Government House. The BCB promotes British consultants and plays a key role in helping overseas clients identify and make contact with British consultants with appropriate skills. The Directory covers:

- Engineers
- Architects & Planners
- Management & Economic Consultants
- Surveyors, Mining, Minerals, Geotechnical and Geological
- Agriculture, Horticulture, Forestry and Fisheries
- Specialist eg Tourism, Maritime, Environment and Golf Course Design.



FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
 Tel - 22264 Fax - 22265
 8.00 to 12.00 Monday to Friday

Trade Exhibition

By popular request the venue has now been changed to the FIDF Hall. This has easier access for exhibitors to display items which are heavy or difficult to move. An added advantage is that the FIDF Hall has been booked for **Sunday 27th June** which is the first day of Farmers' Week.

Anyone wishing to have a stand should let me know as soon as possible. Non members are also welcome, particularly exhibitors from Camp who may wish to promote items of interest to the Farmers. Tables are available but any other display furnishings will have to be brought by the exhibitor.

The Chamber of Commerce will have a stand and I would be grateful for promotional material from our members to put on a display board - leaflets, letterheads or photographs would be ideal. I would also welcome suggestions for ways in which the stand could be set up to best promote the Chamber and its members.

Contact Fiona at the Office if you require any further information.

A date for your diary

A buffet lunch will be held at 12.15 on Wednesday 2nd June 93 at the Malvina House Hotel. Ring Fiona to book your place by the morning of Tuesday 1st June at the latest.

Council Meeting 21st May 93

The first Council meeting of the Chamber of Commerce took place at the Chamber office on the 21st May. The Council comprises David Hall (Chairman), Norman Black (Treasurer), John Pollard (Secretary) and general members Tim Miller, Ian Henderson and Terry Betts. Subjects for discussion included the Trade Exhibition, a logo and official seal and fund raising. The Council agreed to ask the Government to review the tax free status of overseas companies.

The Council will continue to meet on the last Wednesday of each month. If you have any proposals or issues you would like them to consider, please contact Fiona or one of the Council members.

Export Packing Service

If you have had difficulty in finding a reliable UK exporter to receive, pack and freight your goods, a number of local businesses have been using the firm below for several years.

Mr David Jones
 Cruiseway Ltd
 19 Crompton Way
 Manor Royal
 Crawley
 W. Sussex RH10 2NR
 Tel: 044 293 514578
 Fax: 044 293 518323

My thanks to Hamish Wylie for this recommendation. Please contact him if you require further details of the services that Cruiseway offer.

New Members

The Chamber of Commerce membership now stands at 54. Welcome to our newest members:

Dartrest Ltd. - R. Fiddes

Port Howard Store Ltd - E. Chandler

Sea Lion Lodge - D. Gray

Fishing News May 1993

CHILE PLANS A \$20m PORT FOR SOUTH ATLANTIC FLEETS.

Construction of a new US\$20 million port is to start in Punta Arenas in September - and it is set to transform Chile's southernmost town into a major base for South Atlantic fishing fleets for the next century.

The new port will compete against Argentina's Buenos Aires and Montevideo, Uruguay as a service centre for the growing number of catchers moving into the South Atlantic since Argentina opened up fishing rights along its coasts.

Facing the Magellan Straits, Punta Arenas is strategically positioned for fleets around the South Georgia Islands says Emporchi, Chile's state port authority. The Falkland Islands, for instance, are only 890 km away, half the distance from Montevideo, the closest non-Argentine port.

The problem until now has been that the aging pier in Punta Arenas, built in 1924, is inadequate for large fishing vessels.

As a result, of the 2500 ships which cross the Magellan Straits each year, only 688 actually use Punta Arenas. Of those that do, more than half bear the Chilean flag.

Many vessels prefer to travel twice the distance to Montevideo. "Some Japanese fleets even chose to sail 40 days back to Japan for repair work, rather than stop over at Punta Arenas" says Captain Alejandro Sandin of Asmar shipyard.

But this will change from next year, once the Chilean government and private companies in the Magellan region decide on a mechanism to finance and run the new port.

The new port, which will service fishing fleets and research vessels heading towards Antarctica, will be built 5km south of the existing Prat pier - which will focus on container traffic.

It will be jammed in between a chip port on one side and Asmar's repair and maintenance centre on the other. The pier will be 300 metres, with the area closest to the waterfront being 12 metres deep, aimed mostly at fishing vessels. Further out, the pier will be in waters 14 metres deep. The depth of the waters at the old pier is between 5 and 9 metres.

Shipping agencies, vessel and airlines in Punta Arenas are also improving their services for the 230 vessel fishing fleet around the Falkland Islands, mainly from Spain and the Far East.

Tamar, a roll on/roll off vessel, is beginning regular monthly trips between Punta Arenas and the Falkland Islands transporting goods to supply fishing fleets.

Aerovias Dap of Punta Arenas, the only airline in South America which flies to the Falklands, is also running occasional special flights for fishing staff, who fly from Punta Arenas to the Far East.

FOR SALE

* New Land Rover Discovery TDi, complete to rest of world specification.

* Price £13,500 each net ex works UK.

* Minimum Quantity 20 off in one purchase.

* Reply to:

Robert Bell, B.D. Contracts, 6 School Chase, Tidings Hill, Halstead, Essex CO9 1BP.

Tel/fax: 044 787 474004

June 1993



BALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
 Tel - 22264 Fax - 22265
 8.00 to 12.00 Monday to Friday

As from Monday 7th June 93 the postal address for the Office will be :

Chamber of Commerce
 P.O. Box 378
 Stanley.

The office has not moved location and is still to be found in the stone clad portacabin to the left of the FIDC building.

Government Committees.

The following members sit on Government Committees. If you have any queries or proposals which you would like to put to these committees please contact the appropriate representative.

Stuart Wallace - Immigration
 John Cheek - Scholarships & Training Awards
 Steve Vincent - Energy
 Tony Loftus - Inter Islands Shipping Service Users Group
 Fiona Didlick - Cost of Living

Export Packing Service

I regret the telephone number I gave in the last issue of the bulletin was incorrect. The correct details are:

Mr David Jones
 Cruiseway Ltd
 19 Crompton Way
 Manor Royal
 Crawley
 W. Sussex RH10 2NR
 Tel: 044 293 514576
 Fax: 044 293 518323

Job Shop

Unemployment is not just a problem for the unemployed - it is a problem for the whole community if even one of us is able and willing to work but has no job to go to. In consideration of the growing demand for work, the Chamber of Commerce has initiated a 'Job Shop'. I have asked Penguin News and FIBS to advertise that I would like to hear from anyone who is looking for a job and willing to register with me giving brief details of what they have to offer and what sort of job they are looking for.

In return I will publicise the register and encourage employers to make use of it when they have a job vacancy. Should a vacancy arise for which I have a suitable applicant, I will pass the information on but the applicant will then be expected to apply for the job in the usual way.

As a new enterprise the Job Shop could be used in a variety of ways. It is primarily aimed at the unemployed looking for full time work but perhaps it could also cater for temporary, part time or seasonal work. I am open to any suggestions as to how the Job Shop could be useful. You can support the Job Shop by sending in

- information
- suggestions
- details of any work available, whether it be full time, part time, temporary or just an odd job.

This is the only project currently operating to assist the unemployed. I need your help to make it work. Contact Fiona at the Chamber of Commerce office.

Family Life Impacts of Offshore Oil Employment. Extracts from the 1989 report by the Institute of Social and Economic Research, Memorial University of Newfoundland.

... offshore work and rotational shift patterns require adjustment on the part of men with respect to the contrast between rig and home cultures; on the part of women in adjusting to an intermittent spouse; and on the part of the couple in terms of working out roles, feelings and obligations to each other and to children...

.. while the husband is offshore, women must cope alone with parenting, domestic labour and in some cases paid labour, with varying degrees of support from kin and community...

.. in terms of general community reactions, women interviewed stressed the amount of jealousy among neighbours over the perceived wealth of oil workers...

... one man stressed the importance of a happy family life for rig workers and this was also implicit in the dependence on their families many men seemed to exhibit...

...families were expected to adjust to the returning worker rather than vice versa...

...one woman said "When he's at home he demands just as much attention and more than any child."...

...on reaching home, many men said forcefully that they did not want to confront household problems or to talk to their wives although most were willing to put up with the children's clamour...

...most of the women interviewed commented that they had learned to respect the needs of spouses returning home for sleep, and to contain their desire to talk for at least a couple of days. For those

women who have had to deal with a sick child or other domestic emergency this may prove to be a strain...

...after a few days most men seem to establish a routine that involves fetching the mail, working on some household projects, doing things with their children after school and visiting friends and family...

... some men reported that they had to give up community activities such as darts leagues because of their work schedules. This made them additionally dependent on their families for social interaction...

...many women feel that they cannot attend social events without their partners. Several women depended entirely on their partners for their social life and therefore experienced considerable loneliness during their absence...

...most men described feelings of irritability during the last few days of their leave. One man commented that as his son of 4 years got older, he found it harder to leave him behind ...

...mothers found problems in handling both their own tension and their children's anxieties at partings and mentioned they experienced a few days' difficulty in dealing with the children after the fathers left...

...most women seemed to see it as their duty to provide emotional support to their men when onshore and offshore. They perceived offshore work as hard and dangerous; even in an interview where the woman had forcefully expressed her own difficulties in dealing with an intermittent spouse, she nonetheless expressed the view that it was harder for him because he had to go away and leave the family...

The above is one of several offshore oil reports on a variety of subjects available in the Chamber office.

FALKLAND ISLANDS CHAMBER OF COMMERCE

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Government Committees.

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Kevin Kilmartin - Education Board
Kevin Kilmartin - Oil Core Group
Tim Miller - Planning & Building
Jimmy Moffat - Planning & Building
Stuart Wallace - Immigration
John Cheek - Scholarships & Training Awards
Steve Vincent - Energy
Tony Loftus - Inter Islands Shipping Service Users Group
Fiona Didlick - Cost of Living

Job Shop

Applications to join have been coming in all week but as yet no job vacancies. The applicants are looking for work as the following:

- * childminder
- * clerk
- * domestic/cleaner
- * driver/HGV
- * heavy machine/plant operator
- * cook
- * labourer
- * painter/decorator

*** shop assistant***** waitress/ silver service**

I also have details of a young lady who would like to be trained as a cook.

Most of the applicants are willing to take part time or temporary work and to turn up at short notice. If you have a vacancy for any of the above please contact me.

Trade Exhibition

Nine stands have been booked to date. Depending on the size of individual stands, only another six to eight can be accommodated. Please contact Fiona as soon as possible to ensure your place. It is worth noting that only 5 power points are available, two of which have already been spoken for. If you require a power supply, the rest will be allocated on a first come, first served basis.

The FIDF Hall will be available from Friday 25th June for setting up and stands may be cleared by Monday 28th June. Anyone requiring access before Sunday 27th should contact Fiona.

Opening times are still up for discussion - 1.30pm start seems to be favourite at the moment, closing early evening.

Regarding publicity, Mrs Judy Summers of the Farmer's Association has kindly offered to notify all the Association members of the Exhibition. It has been mentioned on FIBS News Magazine plus an advert will be placed in the Penguin News, on the FIBS announcements and posters will be put up around town.

The Craft Market is to be held on the same date in the Senior School.

The organiser Kristin Wohlers and I have agreed that the two events should complement each other rather than conflict - the craft producers are small businesses and it is in our interests to promote them. The Craft Fair will be advertised at the Trade Exhibition and vice versa.

Please don't forget about the Chamber of Commerce stand - my request for promotional material and suggestions for the stand has so far provoked only one reply!

RAF Tristar Flights through Recife.
Announcement from Government House.

Some local concern has been expressed that passengers using the RAF Tristar service during the period when the Ascension Island runway is being refurbished would require transit visas during the brief refuelling stop at Recife. Government House has been advised that the following will apply:

a) the stop in Recife is for refuelling and routine servicing of the aircraft when all passengers will disembark and remain in the airport's transit lounge. No passengers may disembark to enter Brazil other than for transit unless
b) the aircraft is unserviceable and passengers will need to enter Brazil temporarily

c) in that event Brazilian authorities will issue short term 'provisional discharges' only to those nationals who would normally require a visa to enter Brazil.

d) British subjects (including those from St. Helena) do not require visas and consequently will not require 'provisional discharges'. The same goes for most European nationals (but not those from France) and Western hemisphere nationals (excepting those from Bolivia and Mexico). A full list of those exempt from the requirement to hold visas before entering Brazil will be available shortly with the booking agents, the Falkland Islands Company.

Export Packer

Tim Miller has recommended this export packing company, which is situated close to Gravesend Docks:

Crown Freight & Packing Services Ltd
Rear of Apsley House
204 London Road
Sittingbourne
Kent ME10 1QA
Tel: 0795 476477 Fax: 0795 429210

What to Buy for Business

This is an excellent monthly magazine which is Britain's only consumer report on business equipment and services. It thoroughly examines a huge range of items and reports consist of:

- articles on the product technology & market structure
- questions on benefits to the user
- explanations of pros & cons of alternative & complementary products
- an A - Z of features
- information on prices, discounts & operating costs
- diagrams where relevant
- explanation of jargon
- background on manufacturers
- recommendations shortlist.

The magazine also has regular features such as readers' letters and Spiv's Corner which exposes con men who would part you from your money. I have three copies in the office on loan from Mike Rendell if any one would like to see for themselves.

It would be to the benefit of us all if the Chamber of Commerce took out a subscription to this magazine and had it available in the library. The annual subscription is £99.

As you know, the Chamber is rich in everything except money. Therefore I would like you to consider sharing the subscription - can we raise 10 donations of £10 or 20 donations of £5 out of our 55 members? All donations will be gratefully received and acknowledged. The closing date for the subscription at £99 is 12th July. Send your donation now!



FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

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London Chamber of Commerce

I have received a letter from Simon G. Sperrin, the Chief Executive of the London Chamber of Commerce and Industry which says:

"I am grateful to my colleague Merilyn Potter for showing me your letter of 26 May containing the welcome news that you have been successful in establishing your new Chamber of Commerce.

Merilyn is coming back to you but I wanted to write to you myself to offer on behalf of LCCI our hearty congratulations on your Chamber's foundation and our best wishes for your successful development."

Merilyn Potter is the Head of the Latin America Section in the LCCI International Division.

Job Shop

Progress is encouraging. Fourteen applications to register have been made to date. As a result of publicity in the Penguin News, the Teaberry Express and this bulletin I have received four enquiries from

employers, out of which there has been one successful outcome that I know of.

The applicants are looking for work in the following areas:

- * child care
- * clerical
- * domestic/cleaning
- * driving/HGV
- * heavy machine/plant operating
- * catering
- * labouring
- * painting/decorating
- * retail
- * table waiting/ silver service
- * night security
- * warehouse
- * handyman

I also have details of

- * a young man who would like an apprenticeship or training as an electrician
- * a young lady who would like to be trained as a cook
- * a young lady who would like to be trained in computer operating

Most of the applicants are willing to take part time or temporary work and to turn up at short notice. Many are also willing to work in Camp or at MPA. If you have a vacancy for any of the above please contact me.

Offshore Oil Seminar

Government have organised a seminar on the offshore oil industry to be held in July and tutored by Mark Shrimpton, a socio-economist from Newfoundland. It was known that many members of the Chamber would like to attend but would find it either costly in terms of time (5 days), money (£200) or not possible as only

10 places have been allocated to the private sector. The Council proposed to Government that a free place be allocated to the Chamber of Commerce, which is not cash rich. This would be taken by an appointed delegate whose job it would be to collect all the information delivered on the course and afterwards to distribute it to the membership. This would ensure maximum benefit from the course to the business community. Regrettably Government declined to offer us a free place.

It is hoped, however, that an individual member, who will be attending in his own right, may be able to report back on the course and that as much information as possible will be made available to the membership.

Don't forget that we have in the Chamber library a collection of reports and magazines on offshore oil and fishing from Newfoundland, one of which has been written by Mark Shrimpton. These include:

Atlantic Lifestyle & Atlantic Canada
Oil Works - Business Magazines
Offshore Industrial Directory
The State Goes Fishing
Family Life Impacts of Offshore Oil
& Gas Employment
The Other Price of Offshore Oil

New in the Library

Emma Steen has donated a number of recent copies of Caterer & Hotelkeeper. This magazine contains articles on the catering industry, business opportunities in catering, expert advice, new food products and catering equipment, wines & spirits, staff and management. It makes interesting reading whether you are in the catering trade or just enjoy being on the receiving end!

South African International Trade Exhibition - Summary of their Press Release

SAITEX, the South African International Trade Exhibition, which the National Exhibition Centre is hosting in October, is already proving the accuracy of a recent report putting Johannesburg 4th on the list of 10 international cities of the future. Current international response to exhibitor bookings on SAITEX (the largest international multi-sector trade exhibition ever hosted on the sub-continent) is proof that the report is on the mark.

Over 67 countries have already signed to exhibit at SAITEX and amongst them are many who have stuck to the sanctions gun. The Republic of China has booked the largest exhibition stand ever on a South African trade fair. Strong contingents from the Pacific Rim, South America, the EEC countries and the USA are on their way. To accompany the vast exhibition space booked by India, 500 air tickets have already been booked for Indian buyers wishing to visit the show.

Undoubtedly a large percentage of the internationals participating in SAITEX are doing so because they wish to do business with Africa using the Southern Tip as their front door. SAITEX is going to assist them (and local companies interested in gaining the competitive edge) to do just that.

It makes sense. Being equidistant from all three major economic blocs and not firmly linked to any makes South Africa very attractive for multi nationals looking for an offshore base and an exterior source.

For SAITEX Exhibitor & Visitor Information contact:

Pep Joubert

SAITEX

Private BAg X07 Bertsham

South Africa 2013

Tel 27 11 494-9111

Fax 27 11 494-1039

I also have leaflets and a copy of the SAITEX newspaper Global Trade in the office.

FALKLAND ISLANDS CHAMBER OF COMMERCE
BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
Tel - 22264 Fax - 22265
8.00 to 12.00 Monday to Friday

Please note that I will be on holiday from 7th to 11th July and the office will be closed. For urgent enquiries please call me at home on 21622.

Trade Exhibition

The Trade Exhibition was held in the FIDF Drill Hall on Sunday 27th June. The exhibitors were Falklands Autoparts (Ben Claxton), CD Building Services, Lifestyles, the Toolbox, Reflections, Cable and Wireless, Stanley Services, Stanley Nurseries, LMW, Calibres and the Chamber of Commerce. The Agricultural Department took a stand promoting public awareness of Hydatid Disease, which attracted a good deal of attention from farmers and town people alike. Alison Hewitt also had a stand supplying hot snacks, coffee and cakes. The hall proved to be the ideal size for the number of stands and despite the cold, wet weather we had a steady stream of visitors from the time the doors opened at 1.30pm until approximately 4.45pm. We were also very pleased to receive a visit from the Governor and Mrs Tatham, who spent a considerable time with the exhibitors.

Is it worth doing again? All of the exhibitors I spoke to think it was worth the effort and I have no doubt it could become a popular annual or twice yearly event. However I do feel that if it continues as the Chamber of Commerce Trade Exhibition it needs more support from the

membership. Any exhibitor, no matter how much effort he or she puts into the planning and setting up of a stand, relies on an equal amount of commitment from other businesses to turn a small show into an interesting, varied event which will attract potential customers. I think that prior to the next exhibition a general meeting of members should be called to discuss the planning and organisation.

In the meantime I would appreciate any comments on a future exhibition regarding timing, organisation, location or any other points.

Help!!

Somewhere between the FIDF Hall and the Community School the thermostat knob fell off the tea urn which was on loan from the school. If anyone found it or can let me have a replacement I would be very grateful to hear from them.

Job Shop

Seventeen applications to register have been made to date. Publicity is continuing with posters in various locations around town. News of four vacancies has come in this week and the information has been circulated to those interested.

The applicants are looking for work in the following areas:

- * child care
- * clerical
- * domestic/cleaning
- * driving/HGV
- * heavy machine/plant operating
- * catering

- * labouring
- * painting/decorating
- * retail
- * table waiting/ silver service
- * night security
- * warehouse
- * handyman

I also have details of

- * a young man who would like an apprenticeship or training as an electrician
- * a young lady who would like to be trained as a cook
- * a young lady who would like to be trained in computer operating

Most of the applicants are willing to take part time or temporary work and to turn up at short notice. Many are also willing to work in Camp or at MPA. If you have a vacancy for any of the above please contact me.

New in the Library

F.I.D.C. have donated a number of useful directories:

- * Several UK & International Telex Directories
- * Complete set of London Yellow Pages
- * Kelly's Directory (UK Exports)
- * An Israeli directory of hotels, hospitals and kibbutz.

What to Buy for Business

This an excellent monthly magazine which is Britain's only consumer report on business equipment and services. Two issues ago I suggested that it would be a useful addition to our library and that members may like to make donations to the subscription fee of £99. I am pleased to have received pledges of £40 from 3 members, which is nearly halfway there.

If you are considering making a donation please would you let me know by the 12th July. If you would like to see the magazine before you make up your mind, several copies are in the office on loan from Mike Rendell.

Polish up your clubs and spears ...

... I received a telephone call this week from a gentleman in Dallas, Texas. He is already well travelled but keen to visit the Falkland Islands. We had quite a lengthy conversation about travel arrangements, during which he was appalled to discover that he could not proceed directly to the Falklands from Tierra del Fuego (No boat? No plane?). Finally he asked "... and do you have any problems?". Suspecting that politics was about to enter the conversation, I asked "What sort of problems?" He replied "How do the natives react to tourists?".

Does this prove the point that we cannot assume that anyone, anywhere, educated or ignorant knows who we are?

In the mailbox ...

I have received replies to my letters of introduction to the Aberdeen Chamber of Commerce and the British Chamber of Commerce.

Derek Marnoch of the Aberdeen Chamber writes

"We would be happy to supply any information you require regarding the impact of an offshore oil industry would have on your community. There are obviously a number of sources of information which would be of assistance to you. In general, however, the best source of information would be the major oil companies who get involved in your area. They to a large extent determine what developments take place, how they are managed and who are employed as sub-contractors."

A useful list of addresses and publications was also included.

C Jones of the British Chamber of Commerce sent a number of brochures and details on becoming an associate member. This would entitle us to monthly mailings of relevant circulars and letters but at an annual fee of around £200 this may be a consideration for the future.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

* Office

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Committee on Fisheries

I have received from HE the Governor extracts of two papers prepared for the Committee on Fisheries of the Food and Agricultural Organisation of the United Nations. The papers review important developments related to the international trade in fishery products in 1991 and 1992. If you would like a copy please contact Fiona at the Chamber of Commerce office.

Job Shop

I currently have sixteen names on the register and I am pleased to say that three people have gone into full time work. Publicity is continuing with posters in various locations around town. Eileen Davies, the Establishments Secretary in the Secretariat, has kindly offered to keep me up to date with Government vacancies. However the current trend in all vacancies is for experienced or qualified people and the majority on the Job Register are young and unskilled.

A point to ponder - should more emphasis be put on young (and maybe not so young) people undertaking vocational training if they cannot find a job? There are a wealth of training courses available designed to meet the needs of every type of ability. Many of these can be completed here in the Falklands and all lead to a qualification.

In response to the unemployment problem, Peter Collins has suggested the following:

The Job Shop should run as a semi-official body by paying a form of 'dole money' to the unemployed in exchange for work done for Government or private individuals.

This arrangement would give each unemployed person:

- a work record for prospective employers
- a sense of dignity
- a modest but regular income
- motivation to give good service to prospective employers
- the opportunity to take further training or learn new skills which would enhance their employment prospects.

Employers would benefit by having:

- a pool of part time/temporary employees
- an opportunity to assess an employee with regard to taking him or her on full time.

The Job Shop would draw from Government a fixed amount plus an administration fee for each unemployed person. Suggested costs per day would be:

Payment to unemployed person	£10
Job Shop admin fee	2

Total cost to government	12
--------------------------	----

Regarding MSL and OAP contributions, these could be met by government on a non-working day and met by the Job Shop on a working day. The Job Shop could recover the cost from the employer. All feedback on Peter's idea will be gratefully received. I have no objection to telephone calls at home if you are unable to contact me during the day.

New in the Library

What does the Parliamentary Under Secretary of State in the Foreign and Commonwealth Office do? Of which constituency is Glenda Jackson the MP? Who is the President of the All Party Magic Group? What is the fax number of the BBC World Service? All this and more in the PMS Parliamentary Companion, donated by F.I.G.O.

Mike Rendell has donated a copy of Overseas Trade, a magazine through which the Department of Trade & Industry and the FCO provide advice and help to UK exporters. Also a DTI guide to Overseas Trade Services.

From Dave Hall we have an information pack on the Newfoundland Ocean Industries Association, an organisation which promotes marine industries with emphasis on oil and gas. This pack includes a 1993 membership directory which is of interest to anyone wishing to know more about the type of businesses involved in ocean industries.

Also from Dave Hall, a report entitled 'Islands & Offshore Oil, a Newfoundland Perspective' written by Mark Shrimpton, the oil consultant who recently visited the Islands to run a familiarisation course on offshore oil. This report gives useful background information on the development of the oil industry in Newfoundland.

Fred Clark & Liz Saunders have donated a copy of the Pegasus Offshore and Marine Industry Handguide. This gives information on over 2000 companies involved in UK oil, gas and marine industries. As with the Newfoundland Ocean Industries it gives a valuable insight into the types of activities associated with ocean industries as well as useful contact details.

*** It may be worth noting that L.A. Safety Ltd (see Mailbox below) does not appear in this directory.

Mailbox

I have received a letter from Len Airey of L.A. Safety Ltd., Aberdeen which provides expertise in offshore safety and environmental matters. Mr Airey wishes to establish links with local businesses. If anyone would like to contact him his address is 566 George St., Aberdeen AB2 3XU. Tel: 0224 360295.

*** see New in the Library above.

From John Goodspeed at CBFFI - he is expecting Richard Hatton, the Chief Food Inspector to visit from 28 September to 5 October. Besides looking at local food products, Mr Hatton is available to meet with local businessmen who may wish to sell to the Military food items sourced outside the Islands. Samples may be presented. If you would like to take this opportunity please contact Fiona at the Chamber of Commerce office. As Mr Hatton's visit is brief and probably very busy I would recommend an early decision to avoid disappointment.

A rather vague enquiry from Peter Bentley from Enfield, Middlesex requesting information on 'all Manufacturing, Trade & Business Associations and Agents'. At a guess I would say he deals in electronic mailing lists. As these come under the Data Protection Act, please advise me before the end of July if you object to him receiving your company name and address. This information would also be useful if I receive any future similar enquiries.

----- Government Committee Representatives

K. Kilmartin - Education Board & Oil Core Group
T. Miller - Planning and Building
J. Moffat - Planning and Building
S. Wallace - Immigration
J. Cheek - Scholarships & Training Awards
S. Vincent - Energy
T. Loftus - Inter Island Shipping Users Group
F. Didlick - Cost of Living



FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
Tel - 22264 Fax - 22265
8.00 to 12.00 Monday to Friday

Scholarship & Training Awards Committee - a report from John Cheek.

This committee recommends to Government many of the parameters applicable to training funded by Government, including academic qualification and grant levels. The majority of these training courses are undertaken in the United Kingdom.

Training can be broken down into four categories:

1. Higher Education - 'A' levels. Usually taken between the ages of 16 and 18 years. Most students attend Peter Symonds Sixth Form College in Winchester although Government may provide similar funds to students wishing to attend alternative schools.
2. Higher Education - Degree Courses. These include a variety of subjects and range from BA to PhD.
3. Further Education - Diplomas/Certificates/Licences. These cover a wide range of professional and technical disciplines.
4. In Service - short courses for Civil Servants. These cover a wide variety of subjects and can vary in length from a couple of days to several months or longer. Where possible the shorter courses are arranged in conjunction with the Officer's leave.

The following table shows the number of students completing courses each year, or currently expected to

complete their courses in the future

Year	A level	Degree	Tech college	Short course
------	---------	--------	--------------	--------------

1985	2			
1986	3			
1987				
1988	4	1		
1989	3		3	
1990	4	1	5	13
1991	7	2	5	10
1992	6	1	8	15
1993	3	3	8	10
1994	5	8	8	
1995	5	4	2	
1996		2	2	
1997		2		

If you have any points you would like the Scholarships and Training Awards Committee to consider, please contact our representative John Cheek.

It would be of interest to the membership if other Committee representatives could report back on their activities from time to time.

A gentle reminder

to those who have not yet paid for their lunch at the Malvina on 2nd June. The cost was £6 per head.

Export Packers

Roger Spink of the Falkland Islands Company recommends the following packers:

Landfords Ltd.
Unit B, G Terminal
Motherwell Way
West Thurrock
Essex
tel 0703 865685

Mailbox

In the last issue I gave details of a company named L.A. Safety Ltd. of Aberdeen, Scotland. Please note that the telephone number this company gave is disconnected and the name is not listed with directory enquiries. In the circumstances I regret I cannot vouch for the authenticity of this company.

I have received a letter from D. Harman of HASA Export Ltd. in Kent. They would like to make contact with anyone interested in importing used commercial motor vehicles, used motor vehicle spares, used contractor's plant and used tractors. Their address is:

HASA Export Ltd.
Ledgers Works
Queenstreet Road
Paddock Wood
Kent TN12 6NN
tel 0892 832418
fax 0892 836077

We have apparently had some free publicity in the London Chamber of Commerce magazine. Martin Starbuck, the Overseas Manager of Dexion Ltd., Hemel Hempstead has written saying: "I read with interest of the opening of your new Chamber of Commerce in 'London Commerce' and wish you every success."

Dexion Ltd. are suppliers of pallet racking and shelving systems and have supplied the Falklands previously. Mr Starbuck has supplied a catalogue giving full details of Dexion products and he would be pleased to hear from anyone who has any queries about the Dexion range.

Visitors to South Georgia

I have received from Government House a leaflet "Information for Visitors to South Georgia" plus a registration form which must be completed by prospective visitors. For a copy of either please contact Fiona at the Chamber of Commerce.

New in the Library

Where can you buy ... soya ice cream ... home brew beer kits ... smoked quail's eggs ... organic jam ... flavours for crisps? Look up the supplier in the Food and Drink from Britain Buyers' Guide, donated by John Pollard.

Job Shop

Seventeen applications to register have been made to date. Publicity is continuing with posters in various locations around town. I am pleased to say I have had news of three people finding employment this week. One particular success story is a young man, unemployed for eleven months, who had a job within ten minutes of telephoning me to register.

The applicants are looking for work in the following areas:

- * child care
- * clerical
- * domestic/cleaning
- * driving/HGV
- * heavy machine/plant operating
- * catering
- * labouring
- * painting/decorating
- * retail
- * table waiting/ silver service
- * night security
- * warehouse
- * handyman
- * farm work

Most of the applicants are willing to take part time or temporary work and to turn up at short notice. Many are also willing to work in Camp or at MPA. If you have a vacancy for any of the above please contact me.

In the last issue of the Bulletin Peter Collins proposed that the Chamber of Commerce should undertake a Government assisted work programme for the unemployed. One letter has been received very much against the idea and I have received several phone calls in favour. It would be useful to hear of any other opinions on this issue. Why not telephone me now?

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

* Office

Assistant Secretary - Fiona Didlick
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 Welcome to our new members ...

Kelvin International Ltd. - Miss Ann Short, Mount Pleasant
 BT Construction Ltd. - Mr Richard Cockwell, Fox Bay Village
 Rose Hotel - Mr & Mrs D. Budd
 Sea Lion Lodge - Mr & Mrs D. Gray
 Falkland Hydrocarbons - Mr Tony Blake, Little Chartres
 Allied Contracting Co. Ltd. - Ray Robson & T. Betts
 Mr & Mrs C. Wilkinson, Dunnose Head Farm

and to our new Associate Members ...

Association of the Falkland Islands Fishing Industry - chairman Stuart Wallace
 The Farmers' Association - secretary Mrs Judy Summers
 Tourism Association of the Falkland Islands - Chairman Mike Rendell
 Businesses Involved in Falklands Fisheries - chairman Terry Betts

This brings our membership to 60 plus 4 Associate Members. The Chamber of Commerce office is dedicated to the distribution of information as well as undertaking research and enquiries and promoting all aspects of business in the Falkland Islands. If you

- have any information which may be of interest to others members
- wish to raise a particular issue
- wish to submit an article or advert to the bulletin
- need some information

contact Fiona on 22264.

Board of Managers, Community School

Mr Tony Loftus will be retiring from the board of School Managers for the Community School at the end of October after two years' service. Mrs Judith Crowe, Headmistress has requested that a member of the Chamber of Commerce be nominated to take Tony's place.

Managers' meetings are held once a term and the date of the next meeting, at which the new representative is required, is Friday October 29th. If you would like to make a nomination please contact the Chamber office as soon as possible.

Building Works/ Contracts at MPA

Following discussions with the MOD in the Trade and Employment Forum the FIDC has established the mechanism through which local companies may become involved in the provision of building, construction or other contract work at MOD sites in the Falklands.

Any company or person wishing to undertake contract work for MOD needs to become a registered contractor with Turner Facility Management who are responsible to the Defence Work Advisor at MPA for the timely and cost effective execution of all works. There is likely to be an increasing number of small to medium size jobs which could be carried out by local companies and you are encouraged to register with Turner FM.

FIDC has agreed with Turner to issue and collect their pre-qualification questionnaire and would be happy to provide any assistance in completing

the documents and following up the pre-qualification procedure with Turner FM. Should you be interested to register please contact the General Manager of FIDC.

Contract Cleaning on MOD Sites

At the last meeting of the Trade and Employment Forum the MOD advised that it would be seeking bids from interested persons or companies to undertake cleaning duties on the mountain top sites (Kent, Byron, Alice).

A Statement of Requirements setting out the range and extent of the duties will be published in due course (probably September) for a contract starting 1st January 1994. There is no indication at this stage how many employees are likely to be required or what the full scope of the work or the contract conditions will be. Interested parties please contact Fiona at the Chamber of Commerce office for application details.

Proposed Company Law Reform

I have received a letter from the General Manager F.I.D.C. regarding:

- the amending of regulations with respect to accounting and audit requirements to relieve small companies of the burden of audit costs.

- other changes intended to make company administration less burdensome and to make it easier for local companies (and particularly locally registered joint ventures) to buy their own shares.

It is the intention to form a Consultative Committee which includes representatives from the business community to consider each proposal in detail and to consider its application and effects in the Falklands.

This is a major reform and it is important that each member should be aware of the needs and changes. For a copy of the letter and the Attorney General's introductory document 'Possible Reform of F.I. Company Law' please contact Fiona.

Wool Reports

We are now receiving wool reports from Colin Smith at D.S. & Co. (Falkland Farming) Ltd. Fiona will fax or post a copy on request.

Council Meeting

The last meeting of the Council of the Chamber of Commerce was held on Wednesday 21st July. The members of the Council are:

Chairman - David Hall
Secretary - John Pollard
Treasurer - Norman Black
General - Ian Henderson
Tim Miller
Terry Betts

If you have any issues you would like the Council to consider, please contact a Council member or Fiona at the Chamber office.

Job Shop

No new applicants this week and numbers remain at 18. Enquiries from employers are continuing and agricultural work is slowly coming in as the winter nears its end. The majority of those on the register are now young women looking for shop, clerical and hotel/restaurant work.

I believe that at the end of the school year in December at least another 17 young people will be looking for work.

New in the Library

Following the recent declaration of a 200 mile maritime exclusion zone, *S. Georgia* we now have copies of these documents:

- * Fisheries Administration Guidance & Documentation
- * As above annex 8 - Reefers
- * As above annex 9 - Trawlers
- * As above annex 10 - Crabbers
- * As above annex 12 - Explanation & Text of CCAMLR

Government House have donated a DTI publication - the British Overseas Trade Board annual report 1992/93. Useful info on world markets, help for exporters & contact addresses.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

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Proposed Changes to Tax Legislation
 I have received from the Treasury a copy of the discussion paper Proposed Changes to Falkland Islands Tax Legislation. A complete redrafting of the F.I. Income Tax Ordinance is underway and subject to legislative approval all of the proposed changes will be incorporated in the new ordinance.

If you would like a copy of the Proposal please contact Fiona at the Chamber of Commerce.

School Work Experience Programme
 from Phil Middleton, Community Education Officer.

It has been decided to change the work experience programme offered by the school from a weekly commitment spread over the year to a two week block scheme for all Year 10 pupils. The two weeks from Monday 22nd November to Friday 26th November and Monday 29th November to Friday 3rd December have been timetable for this year.

I am drawing up a list of employers/supervisors that would be willing to take part in this exercise, and hope that many areas for future careers can be covered. Once this list has been finalised the pupils will apply in writing to the employer and if required an interview will be held. More than one candidate may apply for a particular job slot (as in real life) and the choice will therefore

be up to the employer. In fact the scheme is designed to be as much like the real thing as possible - though of course without any wage or salary being involved.

This year some pupils have been on weekly work experience and some undertake work tasks as part of their OSIP course. One of the benefits of the block scheme is that it will take care of all pupils in one go and from 1994 will be the only work experience programme operating as part of the Year 10 and 11 timetable.

If you would more information or if you would like to offer work experience for one or two weeks please contact Phil Middleton, the Community Education Officer, at the Community School tel 27290.

Unemployment.

My request for opinions on Peter Collins' proposals for tackling unemployment had a good response. It is a complex issue and this was reflected by some of the comments:

...work should be done in exchange for benefits for those physically able...

...there is a small hard core of people who are unemployable and this group would jump at the chance of any sort of "dole"...

...it could lead to cheap labour gangs which would adversely effect the amount of work put out to tender...

...it is not the role of the Chamber of Commerce to deal with it...

...unemployment should be separate from welfare because people are ashamed to go to welfare for help...

Thank you to all the people who contacted me to pass on their views.

I have received two new applications to join the Job Register this week and have had news of one person finding work, bringing the current total to 19.

New in the Library

From Emma Steen, several more issues of Caterer & Hotelkeeper.

From John Pollard, copies of the following fishing and marine industry newspapers:
Trade Winds; Boats & Harbours;
Fishing News International.

YMCA National College

Mike Summers has received a letter from Brian Belton, the lecturer from the YMCA National College, who visited the Islands some time ago. Mr Belton has put forward a proposal for an induction course to the three year Diploma in Higher Education. This would be of interest not only to those working in the YMCA but to anyone working with young people and the community in the Falklands.

The course, which will be studied in the Falkland Islands, will commence in September 93 and conclude in June 94. The YMCA National College will provide:

- Induction course study material
- A Course Tutor who will mark all work and travel to the Falklands to run a six session support programme mid way through the course.

The course fees per student are £800. However the College is able to offer the first five students taking part in the programme through the YMCA Stanley a discount of 10%. Each subsequent student is eligible for a 2% reduction.

If you are interested or would like further information please contact Mike Summers at F.I.D.C.

Tour Guides' Course

Last September, ten students successfully completed the Tour Guides' Course and became accredited Guides with the Falkland Islands Tourist Board. This accreditation, and the distinctive badge worn by the Guides, is becoming increasingly recognised by tour operators visiting the Falklands. This summer, the Guides will also be displaying window stickers in their vehicles to assist tourists in recognising them.

The next Tour Guides' Course will take place over five days during the week commencing 30th August. It comprises lectures, informal discussion, solo and group project work and outdoor excursions. The course Tutors have all been recruited from our many local experts. There will also be some involvement from the accredited Guides, who will expect the students to meet their high standards. Going by last year's course, it will be an action packed, demanding week - a lot of fun and well worth while.

If you are interested in becoming an accredited Tour Guide or would like more information, contact Fiona Didlick.

Car Rental from Brize Norton

The following provide one way and two way car hire from Brize Norton.

Hertz	tel 0793 612017
	fax 0793 490817
Eurocar	tel 0793 496351
Budget	tel 0295 275775
Eurodollar	tel 0865 240471
Avis	tel 0793 828078
Kenning	tel 0865 511232

FALKLAND ISLANDS CHAMBER OF COMMERCE

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Please note that Fiona will be on holiday from 30th August to the 3rd September inclusive and the office will be closed. For urgent business please contact Fiona at home on 21622 or one of the Council members.

Council Meeting

The next Chamber of Commerce Council meeting will be held on Wednesday 25th August. If you have any points which you would like to be raised at this or any subsequent meeting please contact Fiona or one of the Council members.

 Energy Efficiency & Alternative Energy - extracts from the 1992 report by the Economic Recovery Commission of Newfoundland.

...In 1989 the \$1.4 billion spent on energy accounted for 19% of Newfoundland and Labrador's gross domestic product...

...increased energy efficiency and the use of alternative energy sources have the potential to reduce energy consumption by as much as 20%...

...the promotion of an energy efficiency ethic is encouraged by fostering greater knowledge of and support for energy efficiency and conservation among energy consumers at every level...

...energy consumers, due to the rising costs of energy and an increased awareness of the environment are becoming more willing to invest in energy efficient buildings, vehicles and equipment..

...there is growing interest in replacing imported petroleum with locally available alternative energy sources such as small hydro projects and biomass (wood wastes, peat, municipal refuse)...

.. barriers to growth include inadequate information about the costs and associated benefits of energy efficiency and alternate sources, a distrust of new technologies and the lack of capital to invest in energy improvements...

...community groups, professional and consumer associations and non governmental organisations should be assisted with energy conservation projects and studies and encouraged to sponsor competitions and awards of excellence for promoting energy conservation...

.. a review of possible changes to tax and investment credit programs should be undertaken that would favour energy conservation...

...Government, oil companies, industry and sectoral organisations should demonstrate leadership by improving energy efficiency and by supporting public and professional organisations interested in energy conservation...

These are extracts from one of a number of reports produced by the Economic Recovery Commission of Newfoundland and available in the Chamber of Commerce library.

Mailbox

Dorothea Tremble of SPE-X Trading, Gosport, U.K. has contacted me to offer her services as an export agent. She is keen to assist Falklands traders in sourcing and obtaining any products, whether they be every day, specialised or

uncommon items. SPE-X Trading are also agents for manufacturers of:

- * outdoor furniture, garden umbrellas and marquees (the marquees are suitable for rough terrain and will stand up to winds of 80mph!)
- * high quality hand made furniture.

If you would like more details the contact address is:

Mrs D. Tremble
SPE-X Trading
112 Beauchamp Avenue
Bridgemary
Gosport
Hampshire PO13 0OLQ

Andrew French of Salisbury, U.K. has written asking about a summer job. He is 19 years old and taking a year off before going to university in October 94. He has 11 GCSEs and is waiting for the results of 3 A-levels. Andrew is looking for work between now and May 94. He is interested in tourism and has experience of the hotel industry, but will try anything.

If you would like to contact Andrew his address is 13 Lower Folly, Wilton, Nr. Salisbury, Wiltshire SP2 0NB.

I have received a trade enquiry from John Govindon Kodari of World General Trading in Bucharest, Romania. Unfortunately he was looking for a manufacturer of medical supplies, so I was unable to help him. However the stamps on his envelope may be of interest to a stamp collector. For those in the know, both are monochrome blue - one has a view of the 'Complex International' and the other bears a picture of what appears to be an iron age hut. I will pass them on to anyone who would like them.

Job Shop

No news of any vacancies this week but I have heard from one young lady who has found a full time job. I have also had three new applications, one from a lady who has experience as a care assistant.

Work is currently being sought in the following areas:

- * Clerical
- * Hotel
- * Waiting
- * Painting & decorating
- * Retail
- * Bar keeping
- * Childcare
- * Warehouse
- * Labouring
- * Handyman
- * Farm work
- * Domestic/cleaning
- * Driving/HGV
- * Plant operating
- * Night watchman

If you have a vacancy for any of these please contact Fiona.

Dunnose Head Farm

Clive and Rosemary Wilkinson of Dunnose Head Farm, West Falkland have recently joined the Chamber of Commerce. They are authorised distributors for:

- * Oldham Crompton Batteries - traction batteries.
- * Chloride Industrial Batteries - Powersafe and heavy duty tubular plate batteries.
- * Ibex (Fores Engineering) - Chassis and body shells for Landrover, Range Rover rebuilds. Custom built on request.
- * Thermomax - Solar water heating systems.
- * Inverters - Trace Engineering, Exceltech, A.E.S. Farm Power, Power Safe.
- * Solar panels - BP Solar, Solarex, Siemens.
- * Wind chargers - Farm Power, Wind Baron, Bergey.
- * Alternative energy - fuses, cable, switches etc.
- * Black Sheep Knitwear - yarn spun from own wool; garments made to clients' specifications.

If you would like more information on any of the above, contact Clive Wilkinson on tel/fax 42202.



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Offshore Oil in Scotland

I recently wrote to a number of organisations in Scotland asking for advice and information on their experience of the offshore oil industry. So far I have had replies from the Economic Development and Planning Department of Grampian Regional Council and from the Chief Executive of Orkney Islands Council. Following are some extracts from the letters and information they sent:

...the best advice I feel that I can give you is to visit or contact other parts of the world which have gone through the stage that you are currently at ie ourselves, Newfoundland or possibly the Faroes...

...the biggest environmental and employment impact was during the construction phase...

...since the opening (of the terminal) things have settled down and the terminal has provided well paid employment which has helped to stop the trend for the population to reduce...

...I do not know of any adverse effects on the environment or sea fisheries...

...my advice to you would be to drive as hard a bargain as you can with the oil companies. Whilst you would probably welcome the benefits to the economy, they will not be able to operate without the assistance of the local community...

...we promoted local legislation which governed the operation of the

harbours and enabled them to extract royalty payments from the operators...

...any agreement should cover planning, building operations, environmental protection, compensation for disturbance, lease of land, agreement to use local labour and an agreement about final decommissioning...

Information received includes:

- an interesting document entitled 'Oil and Grampian: The First 22 Years. Covers the history, economy, costs, benefits.
- an inspiring brochure on marketing quality services.
- Orkney Islands Council Financial report for year ended 31.03.92.
- Orkney Economic Review 1992 covering areas such as fishing, tourism and agriculture.

All these are available from the Chamber of Commerce library.

Mailbox

From R.P. Ltda of Punta Arenas, a letter offering the company's services as supplier of a wide range of items:

- * food
- * clothing
- * For farmers - work clothes; tools, farm implements & machinery; seeds; animal food concentrates for cattle, sheep and chickens.
- * Poll Merino rams and frozen semen from top Australian sheep breeders' studs.
- * Will also market wool, skins and live sheep and cattle.

For more details contact Fiona for a copy of the letter or write direct to R.P. Ltda., Lautarro Navarro 762, Punta Arenas. Tel 056 61 241603 or fax 056 61 223367.

Mr Derek Seah of Allcair, Punta Arenas has written expressing his interest in expanding his Air Transport service to the Falkland Islands. Mr Seah explains that Allcair is an established company which provides passenger and cargo air cargo services to Antarctica for expeditions and scientific research. It has been operating in Punta Arenas for the past 5 years with a DC-6 and occasionally with an additional DC-3 depending on operational requirements. The company has its own service and support teams and has supported many expeditions and scientific programmes in Antarctica with an excellent record of reliability.

Mr Seah would like to provide a service to the Falklands and would like to hear from local companies to discuss local requirements. He is willing to supply any further information required such as aircraft specification, weight or flight plans.

Again contact Fiona for a copy of the letter.

Mrs Dawn Hoy has written from Southampton enquiring about the local work situation. Mrs Hoy, who has lived here previously, is an experienced secretary, typist and bookkeeper and her husband is a fully qualified mechanic with City & Guilds I, II, III and IV. They plan to move back to the Falklands later this year or early 94. If you can help, write to them at:
c/o Three Horseshoes, Claypits Lane,
Dibden Purlieu, Southampton.

Business Directory

The Chamber of Commerce will be producing a new issue of the Business Directory for 1994. The 1990 Directory succeeded in identifying and describing the many businesses, clubs, societies and services in the Islands and was widely circulated both in the Falkland Islands and overseas. The

new issue will, like its predecessor, not only be an up to date source of information for anyone wishing to make official, commercial or social contacts but will also be a 'shop window' for the many and varied activities in the Islands.

I hope to have a standard entry for every business, club or organisation in the Islands plus there will be space for those who wish to place adverts. Members of the Chamber of Commerce will be entitled to a free standard entry, to non members the cost will be £2.50. Advertising space is available at £100 per A5 page, £50 per half A5 page, £25 per quarter A5 page. Non members who place an advert will be entitled to a standard entry free of charge.

Over the next few weeks I will be contacting local businesses and organisations, but it would greatly assist if you would let me know as soon as possible if you wish to have a standard entry or an advert. While the Directory is still at the planning stage I would also be interested to hear any comments or suggestions for content, layout or design. So don't delay - pick up the phone today!

Trade & Contracts Forum

This committee, which was established in May this year, meets on a regular basis to discuss:

- * trade between the British Forces and local businesses.
- * employment of Falkland Islanders in BFFI establishments.
- * areas of activity where there could be mutual benefit in BFFI dealing with the local community.

We are able to keep up to date with the progress of the committee by means of the Minutes, copies of which are forwarded to us. These are held in the Chamber library and are available to anyone interested.

September 1993



FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

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Election

The Chamber of Commerce proposes to hold a public debate prior to the Election to which candidates for Council will be invited. This will give candidates and members of the public an opportunity to exchange views and ideas prior to voting. The venue will be the Town Hall on the 5th October at 7pm, all welcome.

To be fair to the candidates, I would like to submit questions to them in advance. This is to give them time to consider responses to the issues in which the voters are interested. Spontaneous questions from the floor will also be allowed. If you have any questions you would like to ask the candidates, please contact me by Tuesday 28th September. Your questions will be passed to all the candidates who wish to attend and the chairman will give you the opportunity to ask them during the debate. Issues you may consider raising are employment, taxation, transport, education, health care, Councillors' remuneration, immigration policies, privatisation, Argentina, the economy, agricultural subsidies, openness in Government ... the list is endless. Don't delay - call me today!

Camp Tracks

Congratulations to Robin and Rodney Lee who have been awarded the West Camp tracks contract. They will be operating as Whiterock Ltd and hope to start work in November, recruiting their work force locally.

New in the Library

BRAD - a directory of newspapers and magazines. This is packed full of information and must list every single publication printed in the UK. The sections are Newspapers (National, Regional and Local), Consumer Publications (hobbies, sports, children's comics, women's magazines etc), Business & Professional, Broadcast & Electronic Media. Gives contact information, advertising rates, subscription rates. I think this has been donated by FIGO in London but unfortunately arrived with the wrapping ripped to shreds and any accompanying letter lost.

Also from Sukey Cameron at FIGO, a copy of the 93/94 issue of Yellow Pages for London Central.

The latest issue of the British Consultants' Magazine and CBI News, the magazine of the Confederation of British Industry. The latter includes articles on the CBI National Conference, proposals on protection of industrial designs, the Russian market, Welsh economic recovery, education and training and EC development funding. Lots more and a good read. Donated by Government House.

From the Director of Education, RSA News: a news sheet featuring developments in training and vocational qualifications, particularly the new National Vocational Qualifications. Most industries now require these and it is practically impossible to get work in the construction industry without them. Further information on NVQs available if required.

New Export Services

The UK Department of Trade & Industry's Overseas Trade Service has set up five new services to extend the current support available and which are designed to help companies make the most of export opportunities overseas. The new services, on trial from the 1st October, are the result of research of users of the DTI's existing overseas trade services and will be provided jointly by the DTI and the Foreign and Commonwealth Office.

The new services will be delivered by FCO commercial staff overseas and include:

- a programme arranging facility and an accompanied visiting scheme for companies following up business contacts overseas.
- advice and support for companies exploring overseas investment opportunities.
- help with arranging overseas seminars from selecting and inviting the audience to booking all the facilities.
- a pamphletting service to provide exposure for UK goods and services at selected trade fairs.
- enhanced publicity services to promote the presence of exporters taking part in officially supported trade fair and business mission groups.

For further information on these services please contact Roger Huxley at Government House. For further information on the activities of the DTI, the Chamber of Commerce library holds several of their publications.

Mailbox

I have received a trade enquiry from Mr Mark Reade of Machine Mart Ltd., suppliers of quality tools and workshop supplies - everything from a simple screwdriver to a 2000 kva generator. He is seeking companies which may have a purchase requirement for his products and may be contacted at Machine Mart Ltd., 211 Lower Parliament Street, Nottingham NG1 1GN. Tel (0602) 411200 or Fax (0602) 483117.

New Member

Welcome to our new member Mr W. Luxton of Chartres Sheep Farming Co. Ltd.

Postal (Dis)Service

Does everyone have problems with the postal service from the UK or am I encountering more than my fair share? I repeatedly receive the following:

- small packets under the allowed airmail weight, clearly marked 'Airmail' and adequately stamped are sent surface mail.
- large parcels well over the allowed airmail weight are charged at airmail rates and, of course, sent surface mail. A good example of this was a business catalogue which cost £35 in postage.
- surface mail taking four months to arrive. Where does it go for the 5 or 6 weeks it is not on the ship?
- parcels arriving badly ripped as was the Brad Directory.

I have been assured by UK customer services that each UK post office has a copy of overseas postal regulations but if so, why do I have to give suppliers detailed instructions on posting such as "don't mention the word 'parcel'; you must say 'small air packet'."

Points against us could be unfamiliarity with services to this destination and lengthy storage and repeated handling of mail. However, as commercial activity increases in the Falkland Islands it becomes essential to be able to depend on good communications. We need to know that if a vital spare part or document is posted airmail, it will arrive in ten days, not four months. We need to know that postage on an item is going to be charged at the correct rate so we don't have to quadruple the price to the customer just to break even.

I would be interested to know if anyone else is experiencing similar problems - or is it just me?

Fiona



FALKLAND ISLANDS CHAMBER OF COMMERCE

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 8.00 to 12.00 Monday to Friday

Mare Harbour

Tony Loftus would like to hear from any business which may be interested in shipping cargo overland from Mare Harbour. He proposes using containers which would be offloaded at Mare Harbour and brought into Stanley by road. Costs would be shared proportionally between the users of the service.

If you would like to discuss this further please contact Tony Loftus at Beauchene Ltd.

Mailbox

In reply to my request for advice about the offshore oil industry, I have received a letter from Mr M.E. Green, the Chief Executive of Shetland Islands Council. He says: "I have to say that you could do no better than consult the Shetland Islands Council which has twenty years experience of the subject, including ownership and operation of the largest oil transshipment port in Europe; several unique commercial agreements with the oil industry and a very considerable measure of authority over the impact on the community and the environment. It is therefore well able to deal with all of the subjects on your list and more besides."

Mr Green goes on to say that the subject is so vast and complex that the only way to deal with it is by face to face meetings, for which they are able to offer a consultancy service.

As a result of my introductory letter to the St John's Board of Trade, Newfoundland, I have received a letter from Mr Clarence Dwyer of Accord Offshore, St. John's. He says:

"We would like to express our company's interest in exploring business opportunities in your country. Accord Offshore Ltd. is a consulting firm providing services to the offshore industry in Newfoundland and is part of the Concrete Products Group of Companies which are involved in the construction of the concrete platform for the Hibernia development.

We would appreciate receiving further information from you in respect to the offshore development in the Falkland Islands and would welcome an opportunity to meet with you in the near future to discuss possible business opportunities."

If anyone would like the contact details of either Mr Green or Mr Dwyer, please call me and I will pass them on.

For Sale

Stock up for those summer 'barbies' - several 25kg bags of coal for sale at £3 each. Contact Robin Bell, 12 Endurance Avenue.

D.S. & Co. (Falkland Farming) Ltd.

Colin Smith of D.S. & Co. has given a 'Fine Wool Challenge Cup' to promote and encourage better wool production and breeding for finer quality and finer fleeces. The winners for 1993 are Simon and Susie Bonner at Picthorne Farm with a hogget fibre fineness of 22.0

microns. The runners up are Jimmy and Ginny Forster at Bold Cove with a hogget fibre fineness of 22.2 microns. Mr and Mrs Bonner win an inscribed Challenge cup plus a cheque for £300 and Mr and Mrs Forster win the runner up prize of a cheque for £300. The prize money is intended to promote the purchase of National Stud Flock rams or Artificial Insemination improvements.

Tour Guides' Training Course

At the end of August I ran a second Tour Guides' Course for the Falkland Islands Tourist Board, the first having taken place in September 92. Eight students enrolled this year and began the six day course with a Battlefield Tour of Mount Harriet and Tumbledown, a gruelling march through snow and gales. However the sky cleared and the blazing sunshine and magnificent view from the top of Tumbledown made it all worth while. This was followed by four concentrated days of lectures and visits to various areas of interest. Subjects included the Economy, Christ Church Cathedral, Photography, Fishing, the Museum, the history of the FIDF, Geology, Wrecks, minefields and the role of the EOD, Overland Touring, Birds of the Falklands, Philately and Architecture. This action packed week was rounded up with a final day of assessments: a guided tour of Stanley in the morning and written test papers in the afternoon.

The course took advantage of the excellent facilities in the Community School and no less than twenty one people, excluding students, were involved as tutors and assessors. They came from the government, the private sector and from the military; all local experts in their own field and all volunteering their time and effort to pass on their knowledge to others. It was a splendid example of community education in action and everyone who took part has much to be proud of.

The qualified Guides' contribution to the Tourism industry is in inspiring confidence, being knowledgeable and ensuring the visitors enjoy their stay. It has been proved that client satisfaction and word of mouth publicity strongly influence repeat business. Any Tour Guide is entitled to regard himself or herself as an ambassador to the multi-national groups which visit our Islands, particularly when working with cruise ship groups - the Tour Guide may well be the only Falkland Islander they meet during their brief visits.

This Course would be of value to anyone who has an interest in tourism - for example Retailers, Hoteliers & Government Officials - and who would like to promote the very best of the Falkland Islands.

Fiona Didlick.

New in the Library

A complete set of 1992 International Fax Directories - alphabetical listing of companies plus a classified index. A very valuable addition to our library.

Tenders Invited

FIG seeks tenders from vessel owners for the provision of a vessel for Fisheries Protection. The vessel will be chartered by FIG for a period of 100 days commencing on or about 21 February 1994.

Vessel owners and operators are invited to submit their bids, based on the draft Charter Party, which may be obtained from the Fisheries Dept., Stanley. Tel 27260, telex 2426, fax 27265. Bids should be returned to: The Chairman of the Tender Board, The Secretariat, Stanley.

Tenders must be received by 1600 local time on Friday 8 October 1993. FIG does not bind itself to accept the lowest or any other tender. All enquiries concerning the Tender and draft Charter Party should be directed to the Director of Fisheries, Stanley.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
 Tel - 22264 Fax - 22265
 8.00 to 12.00 Monday to Friday

Business Directory

I am in the process of compiling a new Business Directory and I would be interested to know of anyone who acts as an agent for any product or provides a service which I may refer to in the index. As an example, did anyone take up the Portacabin agency which was advertised in the Bulletin earlier this year? If you have a standard entry the agency would be referred to as follows:

BUILDINGS - PORTABLE
 for Portacabin agent see
 Construction: Fred Bloggs.

The service or agency would not necessarily require an extra standard entry or be anything to do with your main line of business eg:

CLOCK REPAIRS

see Fishing Companies: Joe Soap.

There are an enormous amount of services available in the Islands and it would be a real bonus if I could collect as many as possible.

Election

I have received an encouraging response from candidates for Council who wish to attend the public debate on October 5th. So far acceptances have been received from Wendy Teggart, John Cheek, Steve Vincent, Ben Claxton, Mike Rendell, Jennifer Jones, John Birmingham, Sharon Halford, Alec Smith, John Pollard, Charles Keenleyside, Neil Watson and Terry Betts.

Apologies have been received from Laurie Butler and Tony Blake.

In the last Bulletin I requested questions for candidates which would give them an idea of the issues of interest to voters. So far I have only received two (unemployment & oil) and we could obviously do with a few more to keep the discussion moving. Please phone, fax or post your questions to me as soon as possible. Remember - even De Tella wanted his phone-in questions in advance!

On the day (Tuesday 5th October) I would be grateful for volunteers to assist with setting out chairs preferably in the morning or after work between 4.30pm and 5.30pm and putting them back afterwards. I am sure you wouldn't want me to do this on my own and with a few hands it shouldn't take long. If you are willing to help please let me know.

Postal Service

Further to my comments about the postal service from the UK, John Adams of Reflections tells me that for small parcels within the airmail weight allowance he uses Swiftair. This is an express airmail service, available at UK post offices, which has the added advantage of being traceable. As an example, a suit which Reflections ordered by fax on Wednesday 15th September arrived the following Tuesday 21st September. Swiftair costs a little extra but for service of this standard I think it is worth it.

Mailbox

Mrs Alison Barton has written to enquire whether any member has a vacancy for a part time secretary.

She is seeking part time work, preferable five mornings 9.00 to 12.00 but is willing to consider other hours. Mrs Barton is an experienced and highly qualified secretary but is also willing to consider other areas of work. She is able to undertake accounts, payroll, legal documents and research. A copy of her CV is available from the Chamber office or contact her direct on tel 21040.

Tax Incentives

The Taxes and Duties (Special Exemptions) Ordinance 1987 allows companies to apply to the Standing Finance Committee (through the Financial Secretary) to be exempt from paying income tax for a specified period of time (up to 15 years) where it can be demonstrated that to grant such an exemption would result in social or economic benefit to the Falkland Islands. This exemption is of interest to locally established businesses or start up enterprises but is equally applicable to non resident companies or persons. It may be of particular interest to companies entering into joint venture agreements for any purpose.

FIDC will in due course prepare a simple explanation of this Ordinance and its principle features. In the mean time a copy of the Ordinance and its explanatory memorandum is available from the Chamber of Commerce. FIDC is available to assist any venture with its application to the Financial Secretary.

ExpOPESCA

(Or 'The Total Latin American Fish Show' as it says on the letter head) From 30th November to 3rd December 94 the second international fisheries exhibition will take place in Santiago, Chile. Following the success of ExpOPESCA 92 which attracted more than 11,000 visitors from all over the world, you have the opportunity once again to visit the leading fisheries exhibition in Latin America.

If you would like more information, I have a copy of the exhibition brochure which includes details of achievements and market potential taken from an independent survey conducted by Gallup.

To reserve a stand contact either:
Emap Heighway, Meed House, 21 John Street, London WC1N 2BP.

Tel 044 71 404 5513

Fax 044 71 831 9362

or

Feria Internacional de Santiago,
Camino a Melipilla 10339, Casilla 40, Santiago, Chile.

Tel 056 2 533 2838

Fax 056 2 533 1667

New in the Library

From FIDC a 93/94 issue of the Key Industrial Equipment Catalogue. Items are listed under the headings: Handling; Storage; Access Equipment; Safety & Security; Signs & Identification; Packaging & Dispatch; Office; Education & Training; Janitorial & Maintenance; Building Facilities; Tools; Workshop. I am told by a user that Key products are excellent quality but service and dispatch are slow.

Annual Festival of Remembrance

The Festival of Remembrance is a memorial service to those who have lost their lives in the service of their country, from the time of the First World War to the present day when we remember the Falklands War, the Gulf War and the continuing problems in Northern Ireland. The Festival also pays tribute to the men and women who have served their country in the past and to those who are serving today.

A commemorative brochure is produced annually for the Festival including advertising, the proceeds of which benefit the Royal British Legion. Costs range from £300 for a quarter A4 page mono to £1400 for a full A4 page colour. Contact Sloane Publicity Ltd., 45 Seagrave Road, London SW6 1SB; fax 071 381 2841; tel 071 581 1597. If you would like to see a sample copy of the brochure I have one in the Chamber office.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
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Business Directory

The closing date for entries is closing fast. Please let me know as soon as possible if you would like your business to be included.

Visiting Journalists

Five journalists will be arriving on the 12th October to cover the Election: Mr Jenkins, Marder, Tozer & Schmidt and Mrs Shoppee. They represent a number of newspapers from the UK, Europe and South America including the Buenos Aires Herald.

The Chamber of Commerce will be hosting drinks for the journalists on Monday 18th October at the Colony Club at 6pm. To give me an idea of numbers, please let me know if you will be attending.

Public Debate

This event on Tuesday 5th October was well attended by candidates and members of the public alike. All the Town candidates were present except Laurie Butler who sent his apologies and Terry Peck. The presence of three Camp candidates was also welcome: William Luxton, Neil Watson and Kevin Kilmartin.

Ian Henderson made an admirable job of chairing the debate and a wide range of subjects were discussed including unemployment, oil, population, Argentina, tourism, education and secrecy in Government.

Mare Harbour

The following letter has been received from Roger Spink, FIC.

Dear Fiona,

We were most interested to read the item on Mare Harbour in the September edition of the Bulletin. We find it particularly regrettable during the present financial crisis that the Chamber and a company which purports to encourage local employment appears to be supporting an idea which would not only have an adverse effect on local employment but would also reduce the revenue the government receives in harbour dues.

Perhaps the Chamber will next be promoting Bristows to compete with FIGAS, St. Brandon with Byron and Turners to compete with White Rock. Please feel free to publish my comments in the October edition of the Bulletin.

The Bulletin is available to all members to express their views and ideas and to exchange information. The above is the first member's letter for publication I have received and I would welcome more.

Job Shop

The numbers of people on the register have been falling as the amount of work available picks up. At present 12 are seeking work. Unfortunately there are a small minority of these who recently found work but behaved irresponsibly and were fired almost immediately. At a time when there is unemployment it is sad to see people throwing away good opportunities and reinforcing the stereotype that all unemployed people are useless layabouts. I have had no luck in finding candidates for recent vacancies in agriculture and at MPA due to lack of skills or unwillingness to work outside Stanley.

Postal Service

One of our members has made some interesting observations:

Why was the last posting date for Christmas surface mail given as the 4th October when the boat left on the 3rd October?

Where is all the surface mail that was posted on the 4th going to go for the next month until the boat comes back?

The November mail boat arrives in the UK in the first week of December - why can that boat not carry the last post for Christmas?

Any comments?

Mailbox

I have received a letter from Mr John Fidler of Cheshire. At the end of the War he was stationed in Port Stanley and ran the Forces Post Office which was then located alongside the Civilian Post Office in the Town Hall. He made many friends among local people and says he still keeps in touch with some of them.

Mr Fidler would like to emigrate to the Falklands and would like to be considered for any available job. I have a copy of his CV, which shows that he has extensive experience in the postal field, having run forces post offices in various locations worldwide. Mr Fidler assures me that he is reliable, trustworthy, hardworking and very fit (he runs and is the Territorial Army Veteran Cross Country Champion of Great Britain & Northern Ireland).

He says he realises all jobs have to be offered to local unemployed first but if there is any vacancy not filled he will accept any within his capability. Contact Fiona for a copy of Mr Fidler's letter, CV and local & army references.

Windmill Foods

Dave Gray has brought from the UK an information pack on the above company which supplies in bulk a huge range of dry goods such as rice, sugar, dried fruit, flour, nuts, cereals, pulses, seeds,

spices, snack mixtures (Bombay Mix etc), tea and diabetic products. All available in a variety of shapes and sizes (17 types of nut kernels!) and in different sized packs. I will include one of their leaflets with this Bulletin if I think you are likely to be interested, but if I miss you out please contact me. There are plenty of leaflets plus a number of photographs of the products.

Dave Gray found the company to be very helpful.

Allcair Chile

A previous bulletin included details of this airline operating from Punta Arenas. Mr Derek Seah of Allcair Chile has faxed me with further details of interest locally.

If Allcair were to fly 2 flights per month all year round between Punta Arenas & Stanley, the round trip would be \$26,367 per flight. The offered load is 29,000 lb (13,182kg) each way. This would mean a cost of 45.5 cents per lb if the aircraft was fully loaded in each direction.

If they were to fly 4 flights per month all year round the cost would decrease to \$18,246 per flight. This would reduce the cost per lb to 31.5 cents, again if the aircraft was fully loaded in each direction.

For this summer - Nov, Dec & Jan - while they are in Chile for Antarctic work, they could do occasional flights for a cost of \$16,800 per flight but the offered load would be reduced to 28,000 lb (12,727kg) each direction due to the Antarctic long range tanks being installed. The above prices do not include any landing customs, loading or unloading fees in the Falklands and are on a charter basis. Allcair is licensed to carry hazardous materials. Mr Seah wishes to assure local businesses that if he can be of any assistance, he will make every effort to work with your organisation.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
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Business Directory

I have had a huge response to the Business Directory which has resulted in it taking lot longer to compile than I expected. I have not done an exact count but I would estimate that I have received at least 130 entries.

Many members of the Chamber of Commerce have not replied as yet. Don't miss out- a standard entry is free to members and advertising starts at only £25. May I also take this opportunity to remind those who plan to send in artwork to please do so as soon as possible.

The last date for entries will be **Wednesday 17th November** after which I will show no mercy to latecomers.

Welcome to our new members ...

Tenacres Trekking - Sharon Halford
 Falklands Autoparts - Ben Claxton
 Seafish (Falklands) Ltd - John Kultschar
 J.K. (Marine) Ltd - John Kultschar

Reception for Councillors

We will be holding a reception for the Councillors at the Upland Goose on Tuesday 16th November at 7.30pm. The format for the evening will be a period of discussion from 7.30pm to approximately 8.30pm followed by a buffet supper. Several points for an interesting discussion have already been suggested, so make the most of this opportunity to share your views with the Councillors in convivial surroundings!

All members are welcome and the cost per head will be £6.00. Please reserve your place as soon as possible by contacting Fiona at the Chamber of Commerce.

Fresh Foods From the Falklands

HE The Governor, Mr Tatham, has suggested that a leaflet be produced with the above title. The objective would be to list all the providers of fresh food locally - obvious large scale producers plus small scale suppliers of trout, eggs, sea fish, vegetables, strawberries and other garden products. The market would be primarily cruise ships, families at MPA and Stanley families who do not already have lines of communication with camp and other suppliers.

Mr Tatham suggests a two part leaflet with a commodities section simply listing producers by name and a producers section with addresses, details of products etc. With a small payment by advertisers the leaflet could be self supporting financially. Please contact Fiona if you would like to be involved in producing this leaflet.

Offshore Oil Study Tour

Mark Shrimpton, the offshore oil consultant from Newfoundland who visited the Islands in July this year, has proposed an offshore oil related study tour in Newfoundland, designed to meet the needs of Falkland and Faroe Islands business people involved in economic development and promotion. It will focus on Newfoundland experiences of the exploration phase of offshore oil activity and the development of business opportunities associated with this.

The study tour will last one week and be held in the (N. Hemisphere) Spring of 94. The comprehensive programme will include:

- pre-tour background material
- visits to local businesses and oil related installations & services
- meetings with commercial, academic and government organisations
- tour of offshore oil platform construction site
- receptions, dinners and other social events.

An estimate of cost is £2140, being £800 for the tour including accommodation and £1340 airfares. For a full description of the proposed tour contact Fiona.

Scholarship & Training Awards

John Cheek has represented the Chamber of Commerce on the above committee for some time but has now transferred to holding the Councillor's position. The post of Business Community representative is therefore vacant. The Director of Education, Phyllis Rendell would welcome nominations of one or two people to take up the post. Please advise Fiona as soon as possible if you would like to nominate yourself or another person. A description of the responsibilities involved is also available from Fiona.

The following letter has been received from Cheryl Black, Trading Manager at Beauchene Ltd.

Dear Fiona

I feel compelled to write to you reference the current unemployment situation. We are all well aware that at present there are a number of persons unemployed and hence the commencement of the Chain Gang.

I recently advertised for a warehouse person and was very surprised to receive only two applicants. The job did require the applicants to hold a driver's licence but even taking this into consideration I am fairly sure that not all the unemployed are non drivers.

While I do not wish to condemn the Chain Gang I do feel that some sort

of system needs to be implemented to ensure that these people are actually actively seeking full or part time employment.

I would like to add that one of the two applicants was from the Chain Gang, Mr James Sutherland, he commences work with us on 12th October.

Cheryl Black

New in the Library

From the Foreign and Commonwealth Office, HE the Governor has donated a copy of 'The New ICC World Directory of Chambers of Commerce'.

From Fred Clark, several copies of 'Offshore Oil International', a monthly newspaper dedicated to offshore oil news and technology.

Mailbox

Mr John Lane of Kinnersley Brothers Ltd in Bristol would like to hear from anyone interested in becoming the local agent/distributor for good quality traditional English Cider made by a long established producer. A wide selection of blends and alcoholic strengths is available. Contact Mr Lane at Kinnersley Brothers Ltd, 49 Thornleigh Road, Bristol BS7 8PQ tel (0272) 429022 or fax (0272) 429080.

Modupe Marketing Development Agency, in Lagos, Nigeria would like to hear from anyone wishing to buy building materials, ironmongery, chemicals, electrical goods, sports goods, medical equipment, sewing machines or fancy goods. Their address is GPO Box 3750, Marina, Lagos Island, Nigeria.

Roger H. Dupoux, a solicitor in Haiti offers the following services:

- international credit reports, debt collection & skiptracing
- trade mark registration
- seizing of vehicles & household effects
- commercial arbitration
- quick divorces in Santo Domingo

For a copy of M. Dupoux's letter (written in French) contact Fiona.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

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Punta Arenas

I have received a letter from Rodrigo Fernandez Dubrock, the President of the Chamber of Commerce in Punta Arenas. He has sent a list of members and their principal lines of business. As with our membership there is a wide variety of interest - furniture, printing, vehicles, hardware, electronic goods, wine, jewellery, groceries, clothing, pharmaceuticals etc. If anyone would like a copy of the list or to make further enquiries please contact Fiona.

Business Directory.. I regret no more entries can be accepted unless you have pre booked space.

Welcome to our new members ...

Errol's Hair Salon - Errol Goss
 Eurofishing - Tony Blake, Little Chartres

Coral Ltd - Hamish Wylie
 Stevedore & Fisheries Services Ltd - Patrick Davy

This brings the membership to 68. A full list of members is available from Fiona.

Hamish Wylie of LMW (BM) Ltd has contributed the following report on the social evening on 18th November with Phil Richards of British Geographical Survey and David Rose of Aberdeen University.

* * *

David Hall opened the meeting by inviting Phil and David to explain to those present the progress regarding offshore oil and to outline the purpose of their visit.

Phil Richards outlined the progress of the seismic survey so far. The majority of the data has been gathered by both Spectrum and GEO with the balance being processed and available for sale by Jan/Feb of 1994. The survey was described as being reasonably successful from an operational point of view. However Spectrum have experienced a few problems and have in fact only recently restarted gathering data.

There are interesting areas scattered all around the Islands. However, the areas of most interest are to the North of Falkland Sound and to the South West of West Falkland. The data being gathered was described as being comparable to that gathered from the North Sea, in so far as if you laid the interpreted data from both areas side by side on the floor, one would have great difficulty in telling the two apart.

It is expected that the first round of licensing will take place in 1994 with the awarding of licences in 1995, although FIG will have to receive "permission" from HMG to licence exploratory activity.

Present day costs of exploratory activity are cheap due to the depressed market. However, this is offset by the amount of funding available from oil companies for such activity.

Phil then handed over to David Rose who is a Petroleum Economist. His role is to advise FIG on fiscal policy. FIG also engages the advice of Professor Kemp to assist in the formulation of fiscal policy. It is envisaged that from a financial

point of view FIG will charge a rental on the acreage under licence. The fee will be per acre and effectively be a contribution towards administration costs. This fee could be £150-200,000 per licence. The first phase of licensing will last 4 to 5 years after which time the oil company will relinquish 50% of the acreage. The fee per acre will increase over the period. The second phase of the licensing will cover 3 to 4 years, after which a further 50% will be relinquished and so on.

FIG is now close to a consensus with its advisors of a suitable fiscal financial package to adopt during the early phase of development. This package runs closely along the lines of the UK fiscal legislation of 20 years ago. The aim of the package is geared towards encouraging exploration activity and ensuring that activity is as intense as possible, as opposed to deriving any surplus revenue from the licensing of acreage. The Chief Executive and Attorney General will be holding further meetings in Aberdeen to discuss the future policy. After their return intensive work will continue to enable the emplacement of legislation to pave the way for licensing rounds to take place.

It is expected that during the exploration phase there would only be one rig servicing the various licensed areas, with 2 to 3 rigs being operational at the very most, dependent on the urgency with which the various oil consortiums undertake preliminary drilling.

Once licences have been awarded a further amount of survey work is undertaken by the licensee. This takes the form of intense seismic survey work. The seismic is shot over chosen areas of interest at 25 metre intervals which builds up a 3 dimensional picture of the subsurface structure. From this is determined the exact location for the drilling of an exploratory well.

This data should take around six months to gather with a further six month period where the data is analysed. The first well will probably be drilled around 2 to 3 years after the award of the licence.

All the licensed areas will most likely be explored by Consortiums consisting of a number of oil companies. All these Consortiums barring possibly one have an element of Argentine participation. It is felt that this is a mainly political move as the majority of oil majors have significant interests in the Argentine. Unless oil is found very close to the Islands it is inevitable that some form of joint development agreement will be reached with the Argentine, certainly as the Islands have no onshore support and production facilities. The Islands can offer the Argentine much benefit from the development at no effective loss to the Islands.

David Rose pointed out that one of the later problems for FIG to face in the event that an oil industry is established around the Islands would be one of spending the revenue that would accrue from taxation. However, many of those present felt that they had every confidence in FIG's ability to dispose of every last penny.

To round off, a number of questions were asked by those present and David Hall thanked Phil Richards and David Rose for giving their time to talk to the members.

----- Apprenticeship and Training Schemes

Members are reminded that FIDC actively encourages and assists training within the Falkland Islands and overseas and offers both practical and financial assistance. Funding is subject to eligibility and is only for accredited training - it can not be used as a means of subsidising employment. Contact FIDC for more information.

FALKLAND ISLANDS CHAMBER OF COMMERCE
BULLETIN

*** Office**

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Dates for your Diary

Friday 17th December - we will be hosting a buffet lunch at 12.15 at the Malvina House Hotel for visiting MPs Jimmy Hood (Clydesdale - Lab), Eddie O'Hara (Knowlesley South - Lab), Rod Richards (Clwyd NW - Con), James Paice (Cambridgeshire SE - Con). All members and partners welcome. Cost will be £6.00 per head.

Monday 20th December - Christmas social at the Upland Goose Hotel commencing at 7.30pm with a General Meeting - your opportunity to raise any points of interest and to find out what the Chamber of Commerce Council have been doing since their election in May. Members are also welcome to submit specific items for the agenda in advance. The discussion will be followed by a buffet at 9.00pm. All members and partners welcome. Cost will be £6.00 per head.

To assist with catering arrangements for both of these functions please advise Fiona as soon as possible if you will be there.

In the Mailbox

Ritter Heavy Industry & Trading Co is a joint Taiwanese/American corporate trading enterprise whose main activities are heavy industry consulting and general trading in the aluminium industry. They would like to represent companies who wish to do business in Asia but find it difficult because of language and cultural differences. They are

offering to act as representatives in Taiwan and have an extensive network of contacts through which they can source anything which may be required.

Glendale Finance & Trading, Hertfordshire, offer their services as commodity brokers dealing in a wide range of items including aircraft, military surplus, industrial plant & machinery, construction, chemicals, vehicles, clothing & textiles & computers. They can arrange sales and purchases in the UK or any other country and will arrange barter transactions. They also finance businesses and projects and provide a range of business financial services.

Vogel of London are seeking to purchase a second hand or ex stock de-salination plant suitable for making 300 to 600 gallons of water per hour. They are also interested in any other water makers or equipment which may be suitable for installation on offshore accommodation barges. They also have for sale or charter a number of barges - these are suitable for transport, accommodation and floating jetty or harbour applications.

For further details on the above please contact Fiona.

Job Seekers

Mr Alejandro Parada is 22 and a student at the Commercial College in Montevideo. He is looking for work here through December, January and February as he wishes to improve his English. Mr Parada speaks English, German and Spanish and has previously worked on farms and in

hotels. He is willing to consider anything. If you can offer him a job, please contact Fiona.

Philip Bryan of Halifax is a fully qualified Airport Firefighter with an HGV class II licence and an ex RAF Fireman. He is also a keen footballer and has recently completed an FA Coaching Course. Mr Bryan would like to emigrate to the Falklands and would like to be considered for any suitable job. He is willing to be trained if required. For a copy of his CV please contact Fiona.

Entry Free

Most of you will be familiar with the Entry Free forms issued by the Customs Dept. Imported items declared on the Entry Free forms are categorised according a list of Sections and Chapters ie Section I Chapter 4 is Dairy produce; birds' eggs; natural honey; edible products of animal origin not elsewhere specified or included Section XVIII Chapter 91 is Clocks and watches and parts thereof.

From this information a variety of statistics can be produced about types and values of imports into the Islands.

A survey is underway into the way information collected from the forms is presented. If you have any opinions or suggestions for change please contact Ian Cox at FIDC or Fiona.

Commercial Rating

The Treasury is examining the current rating system and is seeking suggestions and opinions on rates for commercial premises. Points you may wish to consider are:

- should a separate rate be introduced for commercial premises?
- how much should it be?
- should location ie town centre or town outskirts have any bearing on the rate set?
- should business activity on the premises have any bearing on the rate set? (ie should a shop pay more than an office?)

- what services to commercial premises should be provided in return for rates payments?

If you would like to pass on any views please contact Fiona as soon as possible.

For Sale

Polar Ltd has for sale the following

Squid rings in batter 15 x 400g boxes @ £29.10
Reconstituted squid rings 15 x 400g @ £30.30
Sea food Mornay 10 x 200g @ £7.00
Cod croquettes 30 x 330g @ £28.20
Hake in breadcrumbs 20 x 400g @ £36.40
Ham & cheese pancakes 10 x 250g @ 12.90
Fish empanadas 10 x 250g @ £13.10
Sea food croquettes 10 x 250g @ £11.60
Hake portions catering pack 3 x 2000g @ £17.49

I have tried the cod croquettes and ham & cheese pancakes, they are excellent value. Place your orders with Dik Sawle at Polar tel 22669.

(Please note that as a complimentary service to members, Fiona is willing to test food samples. Boxes of chocolates, wines, frozen turkeys etc may be delivered to the Chamber of Commerce office.)

Council Meeting

The next meeting of the Chamber of Commerce Council will be held on Friday 17th December. The members of the Council are:

Chairman - David Hall
Secretary - John Pollard
Treasurer - Norman Black
General - Ian Henderson
Tim Miller
Terry Betts

If you have any issues you would like the Council to consider, please contact a Council member or Fiona at the Chamber office.

Wool Reports

Colin Smith regularly faxes us his wool reports. Fiona will fax or post copies on request.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

Assistant Secretary - Fiona Didlick
 Tel - 22264 Fax - 22265
 8.00 to 12.00 Monday to Friday

Holiday Dates

The Office will be closed from 12 noon Friday 24th December, reopening Tuesday 4th January. For urgent enquiries during the holiday period, please contact Fiona at home on 21622.

Chamber of Commerce Council

There have been three meetings of the Council in December. Subjects on the agenda for discussion:

- * contact with the Punta Arenas Chamber of Commerce, who have sent us a list of their members.
- * the possibility of having a member of the Chamber of Commerce on the Trade Contracts Forum. It was agreed that there would be no benefit.
- * a request from publishers Dun & Bradstreet for current information on import regulations.
- * proposed oil industry familiarisation trips to Chile, Newfoundland and Shetland.
- * progress on the Business Directory
- * a proposal from FIDC that the empty Southern end of Reflections could be made available to us rent free if the Chamber of Commerce is willing to more formally operate a Job Centre and Careers Office.
- * a proposal from Mike Summers that the Chamber undertake a skills survey of the local workforce (Government & private sector) to assist with planning for training, promotion, new developments etc.

If you have any comments or would like more information please contact Fiona.

General Meeting

This was held in the Upland Goose on Monday 20th December and was an opportunity for members to hear an update on the Chamber's activities and to take the opportunity to raise questions.

Subjects discussed included

- * the proposed move to Dean Street
- * the proposed Job Centre and Careers Office
- * more feedback required from members
- * the Bulletin and services provided by the Office
- * Chamber finances and an increase in subscriptions
- * supporting a Falkland Islands exhibition stand in London
- * the recent Careers exhibition in the Community School

The discussion was followed by an excellent buffet and an opportunity for informal discussion and socialising.

Tax Legislation

On behalf of the Chamber of Commerce, Norman Black has produced a written response to the proposed changes in tax legislation. This document was compiled as a result of Council discussion alone as no views or comments were received from members. Copies are available from the office.

Oil Familiarisation Trips

It has been proposed that members of the Chamber of Commerce, accompanied by Mike Summers, visit Punta Arenas to observe the Chilean oil industry. The trip would be self funded. If you wish to be included please contact Fiona by 6th January.

The Council has decided not to proceed with the proposed trip to Newfoundland. However, the offer is still open to individuals who may wish to join Mark Shrimpton and delegates from the Faroe Islands on the tour. For more details please contact Fiona.

An alternative trip to Shetland and Aberdeen has been investigated and sufficient helpful contacts have been made to proceed with arranging a programme if enough interest is shown. Please contact Fiona as soon as possible if you wish to be included.

Business Directory

This is now complete and is being proof read prior to printing. The revenue raised from advertising is sufficient to pay for printing costs. This means that all revenue from sales will assist the Chamber, which at present relies on FIDC funding. My thanks go to all advertisers who have supported the Directory.

Council Vacancy

A vacancy for a General Member on the Council exists as Ian Henderson is soon to return to the UK. His positive attitude and lively humour has been an asset to the Council and his replacement will have a hard act to follow! In accordance with the Constitution, the Council has decided to co-opt a member to serve until the AGM in April or May. A volunteer would be preferred - please advise Fiona of any nominations by Monday 10th January.

Function Costs

The Chamber, with its limited resources, has been out of pocket recently due to members booking but not turning up at functions where food is provided. I regret that I must invoice several members who did not arrive at the function on the 20th December for this reason.

In future bookings for functions must be made or cancelled 48 hours before the date to allow time for notifying the caterers.

In the Mailbox

Mr George Feigley is interested in importing objects, crafts and artifacts relating to penguins, especially emperor penguins. His address is PO Box 3021, Harrisburg, PA 17105, USA.

The following are all seeking work in the Falklands:

Stephen Glanvill is 39 and has just completed a BSc in Rural Resource Management (agricultural systems, tourism, conservation, economics). He was an Officer in the Merchant Navy for 9 years and also has extensive management experience in the food manufacturing industry. He is looking for a position in management.

The Ward family, who wish to emigrate and have the offer of accommodation with relations here, comprise:

Barry aged 45 - has extensive experience of automotive cooling systems and would like to start up a business in the trade with his son. He points out that this is not general vehicle repairs but specialises in the repair and manufacture of radiators and heaters.

Patricia aged 44 - currently with the Civil Service as Personal Executive Secretary to 2 Medical Officers. Typing speed 95wpm, audio typing, word processing.

(Son) Andrew aged 22 - 9 CSEs and O-level maths. Works with his father in the automotive cooling industry.

(Daughter) Carol aged 20 - 7 GCSEs and has just completed a BTEC National Diploma in 3D Design. Previous holiday employment as a sales assistant.

John Conway Jones aged 44 - over 20 years experience in quantity surveying in the UK and overseas. Is looking for opportunities in this field.

Contact Fiona for copies of letters and CVs.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

* Office

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Tax Legislation

Hamish Wylie of LMW (BM) Ltd has submitted an interesting proposal regarding Corporation Tax, which is set at 25%. His view is that it should be zero rated for a trial period of two years in an effort to stimulate reinvestment and expansion of local companies. This would be assessed by return of audited accounts, as is currently the case. The auditors could produce a report on the benefits to the company and to the general economy from the profit generated, which would normally have been taxed. The cost of the additional report could be included in the audit fee. Guidelines as to the depth of the report would need to be produced but it would be in the interests of all local companies not to abuse the system and to ensure benefit was derived from it.

This is a general outline and needs more detail. However, without covering all the points, Hamish can not think of any good arguments against it in principle.

As a point of interest, Norman Black has produced the following table of F.I.G. income:

Year to 30th June	% of total FIG revenue from company tax
1989	2.46%
1990	1.49%
1991	2.67%
1992	2.63%
1993	1.10%

Should FIG allow this revenue to be invested in stimulating and expanding local businesses? What do you think about it? All ideas welcome - contact Fiona now on tel 22264 or fax 22265.

The above table forms part of the Chamber of Commerce response to the proposals for changes in Tax Legislation, written by Norman Black. Copies available from the Chamber office.

New in the Library

Issues of "What to Buy for Business", the consumer magazine on business equipment and services.

Issue 135 focuses on telephone systems, mobile air conditioners and water coolers.

Issue 151 looks at mobile telephones and banks.

Issue 152 includes articles on Transatlantic business travel; private payphones; uninterruptible power supplies (protects against computer disk damage, crashes and loss of memory space in the event of a power cut or power surges).

The Falkland Islands Government Office in London have donated a copy of the 1993 Gibraltar Financial Services Handbook. Contains lots of useful information about communications, currency, tax, banking, property, financial services, trading regulations, import/export, immigration, ship & yacht registration. Packed full of adverts if you are looking for contacts in Gib. There is also a copy of the Gibraltar International Business Development Board report, which contains a business directory and is again packed with information and adverts.

New Books in the Community Library

The Director of Education advises that the following new books may be of interest to Chamber members:

* Fish vs Oil: Resources and Rural Development in North Atlantic Societies by JD House

* The Challenge of Oil by JD House

* Consequences of Offshore Oil & Gas: Norway, Scotland and Newfoundland by M Scarlett

* One People, One Planet by A Brugiroux

* The Prize: The Epic Quest for Oil, Money & Power by D Yergin

* Family Life Impacts of Offshore Oil & Gas Employment by K Storey, M Shrimpton, J Lewis & D Clark.

(A copy of "Family Life Impacts" is also available in the Chamber of Commerce Library).

Trade Contracts Forum

The latest minutes of the fifth meeting of this committee are now available from Fiona. Items include

* the charter for the coastal resupply vessel

* tenders for scrap clearance at Mt Kent

* civilian operation of helicopter refuelling sites

* commercial air operations at RAF Mt Pleasant

* local food supplies to MPA

* successful civilian bids for military jobs & contracts

In the Mailbox

To clarify a notice in the last Bulletin relating to Mr George Feigley's interest in objects, crafts and artifacts relating to penguins, especially emperor penguins - he wishes to buy local crafts, not sell his merchandise. His address is PO Box 3021, Harrisburg, PA 17105, USA.

International Squid Conference

Mike Summers of FIDC advises that he has received substantial written reports from the above conference in New Zealand, which was attended by Stuart Wallace of Fortuna Ltd and John Barton, Director of Fisheries. Due to the volume of the reports FIDC is unable to supply copies to

interested parties, but anybody wishing to read them is welcome to contact FIDC and arrange viewing. A quiet place will be made available to sit and read as the reports may not be taken away. However copies of relevant sections may be made at the time. At least one hour should be allowed for reading - call Cathy or Claudette on 27211 to arrange a suitable time.

Aerovias DAP Flights

The Falkland Islands Company is pleased to announce that with immediate effect, payment for Aerovias DAP flights between Stanley and Punta Arenas can be made with your VISA Card, Master Card or Euro Card.

We are not able to extend this facility to Tristar flights at the present time.

Get Rich Quick

Please beware of letters from Anthony Mbachu, the Chief Accountant of the Nigerian National Petroleum Company, requesting your help in shifting US\$30 million through your company bank account. He offers a generous commission for your trouble and even explains how much you will need for 'tips' to officials to facilitate the transaction.

Do you really want to do business with someone who ends his letter with "this deal has to remain a secret until the end of time"?

Oil - Impact on the Cromarty Firth
Councillor Edwards advises that Captain David Miller will be visiting the Islands later this month. Captain Miller is the Cromarty Firth Port Authority's Harbour Master. During his visit he will be giving an illustrated talk on how oil has affected the Cromarty Firth area (NE Scotland) and how the people have dealt with this. Venue: the Infant & Junior School Hall at 6.30pm on Thursday 20th January.

The Business Directory is now with the printer, who hopes to have it ready in early February.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

* Office

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Wanted

I would be pleased to hear from anyone who would be willing to translate into Spanish letters of enquiry which I send to Chile and Uruguay. This service would be required only occasionally - probably two or three times a month - and the text rarely exceeds half an A4 page.

If you are willing to help please contact Fiona.

Rates

Before Christmas members of the Chamber of Commerce had the opportunity to give their opinions on the introduction of a commercial rating system. The following letter was sent by Tony Loftus of Beauchene Ltd to Mike Summers, FIDC.

Dear Mike,
 Over the last couple of years rates have been levied on commercial buildings at twice the rateable value of domestic properties. Government automatically increases the cost of the rates by 10% annually. Taking this into account, if we the traders were to increase the prices of the range of our goods by a similar amount we would receive many complaints from our customers and FIG because the cost of living awards committee base their calculations on a shopping basket of goods from Stanley retailers.

Rates were perceived by us to be a charge for services ie water, sewerage, refuse collection, fire

etc but as you have explained to ourselves this is not the case, they are actually a tax levied by FIG.

I should imagine there are many ways to achieve a fairer scheme but surely the simplest is to reduce the charge to the same as domestic rates or even a percentage of this as commercial buildings are limited to the amount of hours that they can be operated from.

We hope that you as manager of FIDC will take up the cause for a fairer tax/rates on our behalf of the private sector with FIG. This we believe will be a good sign that FIDC wants to help the private sector to grow for the loss of a very small amount of revenue to the Treasury.

A. Loftus

Tax Legislation

Replies to Hamish Wylie's proposal in last week's Bulletin regarding tax legislation:

Andy Brownlee of Lifestyles believes that Hamish's proposal would be to the benefit to most local businesses by:

- a) enabling them to take on more staff or making part time staff full time
- b) enabling them to build up their range of products and stocks, particularly expensive items which at present have to be ordered as one offs. This would reduce the waiting time to the customer and the revenue would be reinvested in the business
- c) improving the economy - the revenue to the majority of businesses does not go overseas but is regenerated back into the local system.

Andy feels that any loss to the Government would be minimal or not at all.

Ian Cox of FIDC queries whether auditors would be in a position to comment on prospects for the general economy if Hamish's idea were to be implemented. Ian also points out that the Government offers a Pioneer Scheme. This allows a tax free period to new businesses which have not as yet commenced trading and which would provide a new service of benefit to the community. Contact FIDC for more information on this scheme.

----- Buying a PC

Mike Harris of Cable & Wireless has donated an information pack on buying a computer. It is published by Compaq, who understandably use it to promote their products, but it is still full of useful tips and advice.

----- Commonwealth Fund

One of the primary aims of the Commonwealth is to advance the social and economic development of its member countries. The heart of this is the Commonwealth Fund for Technical Co-operation, a part of the Commonwealth Secretariat. Through the Fund, the Secretariat provides advice, expertise and training. Governments make contributions of finance, training places and expertise according to their abilities, draw on the resources according to need and govern the Fund jointly.

60% of Commonwealth countries are classified as small states, with populations of a million or less and are either islands, landlocked or remote. They often rely heavily on imports and cannot generate all the skills they need. The Fund assists these small states with expertise, training and advice.

A copy of the Commonwealth Fund brochure, which describes many of its activities, is in the Chamber of Commerce library.

Tickle your Tonsils

Browsing through the latest batch of international press cuttings I found the following, which appeared in the European of 13th Nov 93:

"A giant squid bonanza is crushing South Korea's fisherman under warehouses brimming with last year's frozen catch, this year's fresh and plunging prices for the country's favourite snack. There are so many tons of the ten-armed cephalopods in the country that trucks with seawater tanks filled with live squid prowl the roads looking for gourmets between the East coast and Seoul....

....Consumers are trying their best to eat their way through the squid mountain. One new fad is to take a live squid, gut and slice it quickly, then serve with spicy pepper sauce. The dish is not for the squeamish as the recently deceased tentacles have a tendency to cling to the inside of the throat on their way down. But those who like it, love it."

Local gourmets please take note.

* * *

Another new idea in the news (Daily Mail 25th Nov) is a sheep peeling potion.

..."researchers have invented a mixture of compounds which, when injected into sheep, makes their coats lose their grip. As a result the wool can be peeled off with almost as much ease as a skindiver removing a wet suit.

Under the new system, sheep are injected with Epidermal Growth Factor, a compound originally made from natural bacteria found in the sheep. Within a week, this loosens the wool, enabling it to be pulled away from the skin. But to save the animal being left naked it is wrapped in a net coat to hold the fleece on until new wool starts growing underneath. After five to seven weeks the sheep is ready for de-woolling."

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

*** Office**

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Aberdeen Trip

As previously mentioned, a trip to Aberdeen and Shetland has been proposed to enable members to familiarise with the North Sea oil industry and to become aware of future impacts of an oil industry in the Falklands.

Assistance with finance has now been approved and the trip, lasting approximately two weeks, is set to go ahead. It is hoped that maximum potential will be extracted from the trip, which will include meetings with relevant bodies, site visits, local and national media interviews and the opportunity to promote the Falkland Islands in general.

Would anyone who has not yet confirmed their definite wish to be included in the trip please contact Fiona by Friday 11th February.

For those unable to go, David Hall is willing to take your promotional material which will be distributed as appropriate. If you have any literature, business cards etc which you would like him to take, please send it in to the office. Copies of the new Business Directory will also be distributed.

Please don't forget ... that subscriptions are now due. Thank you to those who have already paid.

Welcome to a new member...

Roger Howells of South Atlantic Plumbing Services

Chamber of Commerce Council

Following a recent request for volunteers to fill the vacancy on Council, Hamish Wylie and Tony Loftus have been co-opted to serve until the next AGM.

The next Council meeting will be on 4th February.

Deja Vu

My thanks to Sue Birmingham for showing me the following article, which appeared in the July 1904 issue of the Falkland Islands Parish Magazine:

Employment Bureau

It has been suggested that a Registry office should be opened in connection with the Magazine for those who are out of work and those who are looking for men. We are willing to give it a trial. The following will be the general conditions. Any man requiring work to send in his name (and if not in the Colony his age, address and references), stating the work he is fitted for.

The sum of 1/- must also be remitted at the same time for Registration, and his want will then appear under the head of work required until he gets a place or sends instruction to have it removed. Should it be seen however that there is little probability of him being given employment, we shall not continue to advertise after a certain length of time. No names will be given in the advertisements.

Masters requiring men to send in their name stating for what work they are required, and by what time, and also remitting 1/- for each man required. Conditions of engagement

to be fully stated, also note whether the names of those selected are to be sent forward before engagement.

No responsibility to be attached to us in the event of contract on either side being broken, or should men engaged not be to the satisfaction of the employer, and no guarantee is given either of obtaining employment for those out of work, or suitable men for those in want of such.

Pioner Boats

Graham Bound at FIGO has recently visited the Earl's Court Boat Show where he picked up some literature from a Norwegian company who build plastic boats. Graham says the boats are cheap and good quality working craft for the Falkland Islands. As an example a 16ft family size canoe costs £597 ex VAT, a 11,6ft x 4,7ft fisherman's boat costs £861 ex VAT. There are about a dozen different models from a 7ft rowing boat to a large power boat. The literature including colour photos and specifications can be obtained from Fiona.

New in the Library

The Chief Executive has sent a copy of "The Guide to Mountain View Living" produced by the Chamber of Commerce in Mountain View, Missouri.

The town of Mountain View, which was founded in 1860, is located in a rural area and has a population of 2,400. For the size of population it has a surprisingly large range of services - two radio stations, one newspaper, two local TV stations (one dedicated to education and public information), two hospitals, a college, four large manufacturers and a bus service.

An interesting read about how another small town operates and the role of its Chamber of Commerce.

Suki Cameron of FIGO has donated the latest copy of the PMS Parliamentary Companion. A useful who's who of the UK Government, the Civil

Service, the House of Commons, the House of Lords, political parties, judiciary, local government, the Media, the Diplomatic Community and the European Community.

Mailbox

I have received a trade enquiry from Ronak, an Indian company which exports fine quality spectacle frames, optical lenses and optical goods. If you are interested in making contact, please ask Fiona for a copy of their letter.

Miss Cindy Love has written from Bethel Bible College in Papua New Guinea seeking employment. Originally from Hong Kong, she is a British Dependent Territory citizen with a British passport. She is aged 33, has previously lived and worked in Panama and Australia and has recently graduated from college with a diploma in Theology.

Miss Love is looking for work as a housekeeper, a cook, a book-keeper, a secretary or a nanny. She sounds like an exceptional woman, as she says she has learned to look after sick, tortured and neglected people and has faced dangerous and hostile situations to help people live with dignity and hope. Contact Fiona for a copy of her CV.

Air UK

Two representatives from Air UK, Jeremy Dickson and David Henry, visited the Islands in early December to investigate the possibility of privatising the UK/Falklands air link. Those present at their meeting with the Chamber of Commerce will remember a double act worthy of any stage, during which several interesting points were aired. These included commercial air freight, contracts for in flight meals, routing through Rio de Janeiro, reduced baggage allowance and the need for a new civilian terminal at MPA.

I have produced a report based on this meeting - copies available on request.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

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Chilean Parliamentarians

On the 2nd February the Council hosted a lunch at the Upland Goose for a group of five Chilean MPs who were visiting the Islands. The purpose of their visit was to strengthen links between Chile and the Falklands. Particular areas of interest are oil, cattle ranching and salmon farming. They are also keen to assist in improving the quality of fruit and vegetables exported to the Islands and to improve the air link. The delegates generously donated a large information pack including a video on Chilean trade and industry, which is available in our library.

The meeting was very successful and showed great promise for further development. David Hall has written to the delegates thanking them for their interest and assuring them of our willingness to assist with any future commercial contacts. We will also be forwarding copies of the Business Directory when available.

Chamber of Commerce Council

A meeting of the Council took place on the 4th February. The agenda comprised 15 items including Finance (outstanding subs and buffet payments!); relocation of the office; the Aberdeen trip; a proposed visit to Chile; a shortage of serviced building plots and the implications for local construction companies; FIDC's Rural Development Policy; consideration of the private sector in FIG's budget proposals;

school liaison; MSL and rates review; affiliating with the Crediton (Devon) Chamber of Commerce for mutual promotion of local products.

For more details contact Fiona. The next meeting will be on 4th March, all items for the agenda are welcome.

Mount Pleasant Tax Status

FIG has produced a discussion paper on the tax exempt status of civilian employees at MPA and other military sites in the Islands. The original reason for the tax exemption was, following the 1982 Conflict, a recognition by FIG of its total dependence on the UK government for the defence of the Islands. The exemption, however, did not extend to Islanders - FIG's policy was to discourage local employment at MPA and by law excluded local residents from tax exemption. The problems that now face FIG are that:

- a) some tax exempt civilians working at MPA have now lived here long enough to vote
- b) inequity in the tax law is causing bad feeling between various sections of the community
- c) complaints have been received from local businesses unable to compete with MPA based companies.

FIG presents four options to redress the situation:

1. To grant tax exemption to all local residents employed at MPA
2. To collect tax from all MOD contract employees who fall within the definition of 'ordinarily resident' in the Falkland Islands
3. To collect tax from all MOD contract employees regardless of

their length of stay

4. To continue as at present, with MPA personnel excluded from taxation.

Although the paper only refers to matters concerning taxation, it is recognised that any change in tax status of employees at MPA will have further socio/economic consequences of varying degrees.

Comments on the above paper are invited and should be sent to the Treasury by 28th February 94. Copies of the paper are available from Fiona.

OAP Review

A discussion paper on OAP is due to be produced by the Treasury at the end of February. A working party has also been set up to review the current system of OAP contributions. The chairman, John Cheek, would welcome any comments on OAP from the business community.

Rural Development Policy

Mike Summers of FIDC has produced a discussion paper outlining the formulation of policies for rural development. In it he describes how a series of events since 1982 have brought to the Camp changes in lifestyle, expectations and economic circumstances. As there has been no comprehensive review of overall rural development policies since the Prynn report of 1988, this paper seeks to promote review and discussion of all current relevant factors which need to be considered.

Issues raised include:

- encouraging people to stay in Camp and to attract new residents
- improving infrastructure such as road, sea and air communication
- support for diversification
- identifying new markets for Falkland products at home and overseas
- promoting cost saving energy sources such as wind power
- encouraging local production of fresh food such as vegetables, meat, eggs, fish, dairy products

- reviewing subsidies and grants to farms

This paper will provoke a wide range of comments and strong feelings but the undoubted intention is to initiate useful discussion on an issue which affects us all. Mike Summers would welcome any views or comments on this paper. Copies are available from FIDC or from Fiona.

Falkland Islands Gazette

The latest issues received are:

No 1 of 17/1/94 - appointments; the Appropriation Ordinance for sums for years '92 to '93 and '79 to '92.

Vol CIII No 1 - Appointments; Reappointments; Certification of Registration of the Reverend (Sqn Ldr) G T Craig as a Minister for performing marriage; cost of living increase; application for naturalisation; appointment of temporary customs officers.

Vol 5 No 1 - the Extradition (Hijacking) (Amendment) Order 1993; the Merchant Shipping Act 1979 (Overseas Territories) (Amendment) Order 1993.

Vol 5 No 2 - The Angola (United Nations Sanctions) (Dependent Territories) Order 1993; The Libya (United Nations Sanctions) (Dependent Territories) Order 1993.

Vol 5 No 3 - New Island South Sanctuary Order 1993.

Vol 5 No 4 - Coins Order 1994

If you would like copies of any of the above, please contact Fiona.

Service Charges

The demand for services from the office has increased rapidly. This is a positive sign that the office is fulfilling its intended function but the down side is that it is also incurring extra costs. Therefore it has been decided to initiate a small service charge:

* copies of reports etc @ 10p per A4 sheet

* research @ £1 per item

* use of library @ £1 per 3 items
Charges will be invoiced on a quarterly basis.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

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 Please note that Fiona will be on holiday during Camp Sports Week. The office will be closed from Monday 28th Feb to Friday 4th March inclusive, re-open as normal on Monday 7th March.

Trade & Employment Forum

The minutes of the sixth meeting of the Trade and Employment Forum are now available. Items discussed are:

- * Coastal resupply and the expiry of the St Brandon contract in June 94
 - * Commercial air operations; comments on passenger exchanges; prospects for Air UK
 - * Food inspector's reports; expansion of the market garden
 - * House construction at MPA
 - * Civilian use of Mare Harbour
 - * Passage entitlements of FIG contract employees
 - * Maintenance of MPA Shopping Centre car park
-

School Liaison

The Chamber of Commerce has offered its assistance to the Community School with Careers advice and the work experience programme.

Many local businesses have previously been involved in work experience, but mixed feelings have been expressed about how useful the time spent by students at work has been. If it were discontinued, school leavers would be unaware of careers prospects in the local private sector and unable to make an informed choice about job applications or further education.

It has been suggested to the Community School that a project be undertaken by each student while on work experience. The aim would be, in conjunction with carrying out tasks set by the employer, to investigate the types of commercial activity in the islands, the types of jobs available and future prospects for employment.

In agreement with the employer a variety of subjects could be researched, for example:

- what does each of the company's employees do and for what are they responsible?
- how did the employees become qualified to do their jobs?
- does the company sell a product or a service? Where does it sell it to and how does it get there?
- what types of other businesses does the company benefit from or rely on and how?
- what methods of communication are used and why?
- which, if any, foreign countries does the company deal with and is a foreign language required?

As it is you, the employers, who will be approached with requests for places for students on work experience, it is to your advantage to comment on work experience generally and this type of project in particular:

- would it help you to cope with a student if you could agree on a project and set tasks beforehand?
- are there any other ways in which we can improve young people's understanding of local business?

Contact Fiona with your views - telephone, fax or post.

Mailbox

MVS Oriental Industries of Bombay manufacture and export Indian hand knotted woollen carpets, natural silk carpets, woollen and cotton rugs and Tibetan carpets. They are seeking business contacts in the Falklands - contact Miss Glorita Nunes, MVS Oriental Industries, 7 Bajrang Kripa, Delisle Road, Bombay 400013, India. Fax 091 22 3074588.

Mr Angus Saunders is an ex Army Aircraft Technician seeking employment in the Falklands. He has previously served here in 1984 with the Army and says he found a standard of life that appeals to him. He has a good multi skilled engineering background, has supervisory experience, is computer literate and can speak good conversational and technical German. Mr Saunders is single, has a full, clean driving licence and assures any employer that he is reliable, trustworthy, punctual and not afraid of hard work. Contact Fiona for a copy of his CV.

New in the Library

David Hall has donated a copy of a British Chambers of Commerce publication "Becoming a Director? What You Need to Know". Over 200 questions answered including your duties as a director to your company, your duties to your co-directors, shareholders meetings, financial responsibilities and much more.

From the FIC, a copy of the Oct 1993 Briticent Buyers' Guide which details a wide range of portable lighting and portable power products.

The Chief Executive has donated a copy of the Corporation of London Annual Review 1992-93. This describes the hectic life of the Lord Mayor, transport, town planning, law and order, health and the environment, housing, education and the arts, all enhanced by striking photographs.

Training Facilities

Phil Middleton, Further Education Officer at the Community School would like to remind members that the school has rooms for hire for training courses, seminars or meetings. A full range of training aids are available including flipchart, whiteboard, blackboard, video, overhead projector and photocopier. Refreshments are also available in the comfortable staff room.

Room hire is £5 per hour or a daily rate may be negotiated. For more details contact Phil on 27290.

Aberdeen & Shetland Trip

Members are reminded that David Hall is willing to take promotional material to be distributed while visiting oil related businesses and sites in Aberdeen and Shetland. Due to baggage allowance items such as leaflets or business cards would be appropriate. In exchange for his services, David would welcome a donation to Chamber of Commerce funds.

Job Shop

Numbers of unemployed dropped dramatically in the weeks before Christmas, particularly of young men who found work in Camp. However there are signs that the busy summer season is winding down and the demand for work in Stanley will increase.

A few of last year's school leavers are still without work plus I have had enquiries from:

- a young man, recently made redundant from the Army
- a girl, 17, some previous retail experience

Both are seeking any type of work. If you can help please contact Fiona.

Wool Market Reports

Don't forget that we receive regular wool market updates and news from Colin Smith of DS & Co and from Peter Marriot of Falkland Islands Wool Marketing.

Falkland Islands Chamber of Commerce

BULLETIN

Vol 1 No 26

March 94

Office: Tel 22264 Fax 22265 Hours of Business: 8.00 to 12.00 Mon - FriAssistant Secretary: Fiona Didlick, PO Box 378, Stanley

The Bulletin may have been conspicuous by its absence during the past month. This is regrettably due to equipment failure - my elderly computer/word processor has developed a recurring fault.

Membership News

Welcome to our new members Clayton's Bakery of Stanley (Brian Clayton) and Turner Facilities Management Ltd of MPA (R. Midwinter).

It is regretted that one of our members, Clingham's Poultry Farm, has ceased business and has withdrawn from the Chamber.

MPA Tax Status

The following letter has been received from Kelvin International Ltd.

Dear Fiona,

On a recent visit to the Falklands I happened to see your Bulletin Vol 1 No 24 which I read in conjunction with the FIG's Public Information Paper No 28/94-FS. Both document invited comment on the proposed change on tax status on civilian employees at MPA.

Having studied the FIG proposals in detail Kelvin understand the nature of the problem but we wonder if the time is right now to introduce such a change. Every UK contractor engaged by the MOD at MPA is offered tax free status and any change in these regulations will mean the resultant cost will be directly rechargeable to the MOD. I note from the FI paper that the FIG would intend to repay to the MOD the F.I. tax paid by any MPA employee and collected by FIG. This of course would have to attract a cost for tax collection as indicated in the FIG paper. Equally if we were involved in tax deductions from source then we would also make a charge to the MOD, as we do not have to carry out this administrative function currently. Given these circumstances you will see that any rebate to the MOD of taxes collected would have deductions for collection and administration.

You are probably aware that there is a full Defence Services review in the UK at present and all branches of the MOD are under severe pressure to reduce costs. Given this environment I cannot see the additional cost that would occur by introducing these taxes as being welcome.

Michael Moore, Personnel Director.

In the Mailbox

Celia Daams has written from V&V Trade and Commerce, Johannesburg, South Africa who are wholesalers of seafood. She is seeking contact with companies which can supply Calamari squid. Fiona has her address and fax number.

Paul Reisz is a consultant to sawmills in the Santiago and Coyhaique areas of Chile and in charge of controlling timber export quality. He can arrange for the supply of timber as well as other products such as door or furniture parts and veneer. He asks that local buyers let him know by fax what types of timber are required, for what purpose, the grade or quality preferred and whether it is to be kiln dried. He will then be able to suggest suitable types of wood and interested suppliers. Mr Reisz may also be able to arrange for samples to be sent free of charge on fishing boats due to leave from Puerto Chacabuco in the near future. He says that once firm orders are placed he would be willing to negotiate production supervision and quality control - an option which many overseas importers have found useful. If required he may also be able to put local builders in touch with suppliers of other building products such as cement and roofing although this is not his usual line of business. If you would like more details contact Fiona for a copy of his letter or fax him direct on 056 67 232500.

Mrs Angela Gifford of Able Community Care in Norwich, is researching information about British people living overseas who have elderly relatives still living in the UK. No clear indication is given as to the reason for collection of the information, but it would appear to be market research with the sale of some product or service in mind. If you would like to respond to the request please contact Fiona for a copy of Mrs Gifford's letter.

New Location for the Chamber of Commerce Office

I am pleased to advise you that in the next few weeks the Chamber of Commerce Office will be relocating to the Southern side of the Reflections building in Dean Street. This move has been made possible by FIDC, which has also provided accommodation for the Office in the past eleven months.

The move will not only be beneficial in terms of providing a more central location but will also be an opportunity to develop the range of services currently offered. For example:

- the Job Shop will be promoted by means such as window displays and a board will be provided to advertise job vacancies to casual callers.
- the Chamber will become more involved in careers advice and guidance in association with the Community School. This service will be available to adults as well as school leavers.
- space will be available to promote the Chamber in general and members in particular. It has been suggested that members may wish to set up displays or make promotional material available on the premises.
- the Library will be displayed on shelves and catalogued.

Remember - this is YOUR Chamber of Commerce. Make it work for you by sending in any suggestions or ideas for our new office.

New in the Library

Graham Bound at FIGO has sent a copy of the LATAG Bulletin, a business magazine for investors and exporters to Latin America. Lots of interesting items and useful addresses and may be worth subscribing to if you want to keep up with Latin American markets.

Issue No 4 of 100A1, the magazine of Lloyd's Register. Includes articles on fire safety requirements for large yachts, ice sensing equipment, micro-biological contamination on ships and Lloyd's Ship Emergency response service.

The Horticultural Export Directory 1994 - a guide to companies offering products and services for commercial horticulture worldwide.

What to Buy for Business - December 93 issue featuring thermal fax machines and high volume photocopiers. January 94 issue featuring portable computers and pen computers (which use a light pen instead of a keyboard or mouse). Over 100 back issues are available by order, reporting on everything from addressing machines to fire extinguishers, from the Monopolies and Merger Commission to word processors.

Latest editions of the Falkland Islands Gazette:

Vol CIII No 2 of 28/02/94 - appointments; reappointments; appointment of new Senior Magistrate; Cost of Living Committee - new GEU representative; electricity supply tariff rebate; application for a publican's licence for the Malvina House Hotel.

Vol CIII No 3 of 7/03/94 - registration of Trade & Service Marks in the Falkland Islands during 1st Jan 1993 to 31st Dec 1993; renewed registration of Trade Marks in the F.I. during the period 1st Jan 1993 to 31st Dec 1993.

Vol 5 No 6 of 17/03/94 - the Finance and Audit (Amendment) Bill 1994; Race Relations Bill 1994

Vol 5 No 5 of 11/03/94 - Permitted Hours (Public houses) (Amendment) Regulations 1994.

FIGAS Users Group

The Chamber of Commerce has been invited to nominate a representative to the new FIGAS Users Group. We are seeking a volunteer who uses FIGAS on a regular basis - perhaps in airfreighting goods in or out of Camp or in the tourist industry. The first meeting is scheduled for 7th April so please, if you are interested, send in your name to Fiona as soon as possible.

Aberdeen Trip

Seven members of the Chamber of Commerce are due to arrive in Aberdeen on Wednesday 13th April to undertake an oil industry familiarisation tour of the area. A great deal of interest has been taken in the trip by the local press and articles have been published in the local newspapers. It seems that the fact of the party being non political and entirely self funding has ensured a warm reception.

The trip includes a number of visits to offshore oil related companies, a visit to the Cromarty Firth and Invergordon Port Authority, presentations by the Economic Officer of Grampian Regional Council, a visit by three of the party to Shetland and a number of receptions. David Hall will also be attending the Aberdeen Chamber of Commerce AGM which will be addressed by Ian Lang, the Secretary of State for Scotland.

Most of the party fly on April 6th so you may still have time to send with them an information pack promoting your business.

While in London, it is hoped a meeting can be arranged between the party and Mr Paul Janion of Windmill Foods in Devon. Mr Janion has been corresponding with us regarding setting up trading links with the Crediton Chamber of Commerce.

My apologies for the quality of this Bulletin.

FALKLAND ISLANDS CHAMBER OF COMMERCE

BULLETIN

Vol. 1 No. 27

April 1994

Office: tel 22264 fax 22265. Hours: 8.00 to 12.00 Monday to Friday
 Contact: Fiona Didlick, PO box 378, Stanley.

Council Meeting. The last Council meeting was held on Friday 25th March at Byron Marine. There were 18 items for discussion including:

- reports on new members and withdrawal of one member
- confirmation from FIDC that they have offered the Chamber the Southern end of Reflections.
- Fiona's computer has developed a recurring fault and may need replacing.
- progress on arrangements for the Aberdeen trip.
- progress on the Business Directory.
- discussion with Richard Wagner of the Treasury regarding rates, building plots and MSL and OAP contributions.
- discussion with the Planning and Building Committee regarding the placing of a Chamber of Commerce representative on the committee.
- discussion of an invitation by Vernon Steen for a member of the Chamber to take a place on the new FIGAS Users Group.
- public relations.
- immigration regulations regarding advertising for employees.
- the 1994 Trade Exhibition.
- the date of the next AGM.
- a temporary replacement for Fiona while she is on overseas leave.
- proposals for new rates of subscriptions.

Subscriptions. It was agreed at the last Council meeting that subscriptions should be increased at the AGM. Since its inauguration last May the Chamber has benefited considerably from financial support from FIDC. However, this can not be expected to continue indefinitely and we have to look at various means of becoming self financing. Subscriptions were discussed at length in order to find the fairest method of charging and it was agreed on a three band structure.

Scale 1 @ £50 will apply to small businesses ie one man or small partnership. Council will retain the discretion to reduce this amount where justifiable.

Scale 2 @ £75 will apply to businesses with an annual turnover of less than £¼ million.

Scale 3 @ £100 will apply to businesses with an annual turnover of more than £¼ million.

An element of honesty will be required in members declaring which band is applicable to their business, but it was agreed that the Chamber may benefit from those wishing to impress their rivals by declaring themselves Scale 3! The above are proposals only at this stage but as a decision will be made at the AGM, please forward any comments or alternative suggestions as soon as possible.

Trade Exhibition. It is hoped to book the Town Hall for a Trade Exhibition during Farmers' Week. Sunday 3rd July is the ideal date as the AGM will be taking place in the Refreshment Room at 5pm, giving the farmers chance to view the Exhibition beforehand. Last year problems were experienced with exhibitors dropping out at the last minute, leaving embarrassing gaps in the layout, so it has been decided to charge a deposit of £50 per stand, returnable after the exhibition. Please contact Fiona if you would like to book a stand or if you have any suggestions for attracting public interest.

A Night at the Opera FIODA will be presenting the Gilbert & Sullivan light opera 'The Pirates of Penzance' on the 15th & 16th April. Several familiar Chamber of Commerce faces are among the cast so why not give them your support on the night? Tickets are £2.50 and available from Standard Chartered Bank.

Old Age Pensions The Treasury has produced a discussion paper on Old Age Pensions which describes anomalies in the present ordinance and proposed areas for change. This is YOUR opportunity to comment - contact Fiona for a copy of the paper.

In the Mailbox Two letters have been received enquiring about employment opportunities.

James Street from Glasgow has visited the Falklands on several occasions while employed by British Antarctic Survey. He has also worked on various sites in Scotland and South Africa. In 1976 he completed an apprenticeship in plate & pipe development, fabrication, erection, welding, shop machine work - cold frame benders, brake press, guillotine, vertical & horizontal rolls, hancosine, Sicomat burning machines, plasma cutting equipment, working with mild steel. He also has a City & Guilds in fabrication, welding, engineering and ship building; offshore survival certificates; first aid certificates. He is interested in opportunities in steel fabrication in the Falkland Islands as, he says, he noticed work being carried out in Stanley by UK companies which could instead be done with local labour. Contact Fiona for a copy of Mr Street's CV which includes copies of certificates and a number of references.

Marcus Galloway from Huddersfield started his career in the textile industry in engineering, completing his apprenticeship. When the industry went into decline he moved to construction then became a share fisherman working on trawlers in the North Sea. In 1984 he went to the USA where he worked for 2 years as a shot blaster and painter. On returning to the UK he went back into the construction industry and has acquired several safety certificates for working offshore eg survival & firefighting, helicopter landing officer. Mr Galloway says he has researched the past and present way of life in the Islands and finds it appealing, particularly as he has worked in Orkney, which is similar.

Mr Galloway is looking for employment of any sort in the Islands. Contact Fiona for a copy of his CV.

FIGAS User Working Group A recent Executive Council approved the setting up of a FIGAS User's Working Group. The terms of reference are:

1. To examine and implement ideas and recommendations relevant to the future strategy of the airline.
2. To examine and make recommendations to FIG regarding airfares and airfreight rates.
3. To provide a forum for discussion of complaints, comments and suggestions from users of the service and advise the management of its findings.
4. To make recommendations to FIG on matters that the Group consider may stimulate growth in the service and reduce the FIG subsidy.

In the last Bulletin candidates were requested for a Chamber of Commerce member to take a place on the group. Mr Mike Harris of Cable and Wireless plc is now our representative on the FIGAS User's Working Group and he attended the first meeting on April 7th. Please contact Mike if you have any comments you wish to be brought to the attention of the group.

New Office My target date for relocation to our new office on Dean Street (South side of Reflections) is Monday 18th April. The new office, as well as being more central, is more spacious, consisting of two rooms plus a storage area. So far the carpet has been cleaned, several items of furniture have been moved there courtesy of FIDC and I have commenced giving the walls a fresh coat of paint. Because of the move I shall not be in our Airport Road office a great deal over the next week. If you need to contact me and are unable to find me, please either leave a fax on 22265 or telephone me at home during the afternoon or evening on 21622.

Remember - the new office has a large area available for displays or promotions. If you would like to make use of this why not be first in the queue?



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P/COC/1#37



BULLETIN

Vol 1. No. 29

No 28

May 94

ANNUAL GENERAL MEETING

The Chamber's second AGM was held in the Malvina House Hotel on Wednesday 11th May. Approximately 40 people attended. In the Chairman's report, David Hall mentioned the rate of growth in the Chamber. The membership has doubled in the first year and the range of contacts overseas has grown. There have been numerous meetings with dignitaries and other visitors to the Islands and the Chamber hosted a pre-election debate which over 90% of the candidates attended. We have received regular assistance, referrals and donations to the library from FIGO, Government House and the Secretariat, all of which is much appreciated. The Job Shop continues and we are developing this role into Careers Advice in liaison with the Community Education Officer, Phil Middleton. The trip to Aberdeen and Shetland to familiarise with the offshore oil industry was a great success, the eight delegates being received with much interest and many offers of help. The delegates hope in the near future to produce a presentation to the members initially and then to the general public. David advised that a survey of the membership is to be undertaken to establish the strengths of the private sector and expressed his hope that all would co-operate. Finally thanks were given to the members of the Council for their work in the past year.

Norman Black gave the Treasurer's report. He reminded those assembled that the setting up of the Chamber and the subsequent move to Dean Street would not have been possible without the assistance of FIDC. It was vital that the Chamber should not continue to rely on assistance and that thought must be given on ways of becoming self supporting. Norman pointed out that the improved premises means that a wider range of services will be available. This has already attracted new members, thus increasing our revenue. There would also be a proposal to amend the rate of subscription and asked the members to give it full and fair consideration.

In the election of officers, only one nomination was received for a General Member. The retiring Council were all willing to serve another year and, in accordance with the Articles of Association, duly elected. The vacancy left by the departure of Ian Henderson in January was contested and the officer was elected by a show of hands. The new Council comprise:

Chairman	David Hall	General members	Terry Betts
Treasurer	Norman Black	"	Tim Miller
Secretary	John Pollard	"	Jim Moffat

Subscriptions were discussed and after a vote the three scale subscription rate was adopted. This will be applied as follows:
Scale 1 @ £50 p.a. to apply to sole traders or small partnerships, with the discretion of the Council according to the activities of the business.
Scale 2 @ £75 p.a. to apply to companies with a turnover of £250,000 or less.
Scale 3 @ £100 p.a. to apply to companies with a turnover of £250,000 or more.

A letter from Jim Moffat was discussed, regarding Government employees engaging in trade. It was agreed to ask FIG for clarification on the position. In any other business John Birmingham proposed that the Chamber should consider purchasing a property for its office rather than incur rent at the end of the current rent free period. It was agreed that this should be investigated further.

The meeting closed at 8.30 pm and was followed by an excellent buffet.

SUBSCRIPTIONS

It was agreed at the AGM that a new rate of subscription should be adopted. Every member will receive an invoice for the increased rate, which has been calculated at 19 weeks at the 'old rate' of £25 p.a. plus 33 weeks at the 'new rate', with a deduction for subs already paid. The letter accompanying the invoice will explain the new rates and members are assured that information regarding subscriptions will be treated as confidential:

Sole traders and small partnerships please note that the Council retains the right of discretion in the amount of subscription charged. Therefore if

a) you feel that your business is genuinely too small to afford or justify £50 subscription

or

b) your turnover is so high your conscience will not allow you to get away with only paying £50!

please contact Fiona or David Hall to discuss your particular case.

FALKLAND ISLANDS IMPORTS 1993

Who bought the cigarettes that sent £222,147 up in smoke?

Who has the hangover to show for £741,418 worth of 'beverages & spirits'?

Who, by comparison, only spent £93,250 on soap and toothpaste?

Yes - it was us. Contact Fiona for a copy of the statistics on imports during 1993 produced by the Customs Dept.

BUSINESS OPPORTUNITIES IN MOD

1. The Multi-Activity Contract, which includes provision of domestic and catering services at MPA, is soon to be reviewed. The new contract will run from August 1995 and can be bid for in separate parts or as an entire package.

2. A contract is available for the maintenance of MOD office machinery, including the requirement for a call out facility.

3. There is a possibility for a local driver to undertake off road driving instruction for MPA personnel. The military instructor is heavily committed and has a long waiting list.

For more details on any of these opportunities please contact Mike Summers at FIDC.

AIR LINK - CHILE

Three businessmen from Santiago have presented a proposal to develop, with Falklands participation, services and supplies including an air link between here and Chile. Two of the team are pilots working for LAN Chile and the third member is vice-president of one of the main food dehydrating companies in Chile. Through research they believe there is potential for raw materials from the Falklands to be processed in Chile and exported through their ports. They are also of the opinion that connecting the Islands through Puerto Montt would be more economic than through Punta Arenas, especially in view of the potential for increased tourism and the demand for access to an international airport. Participation is sought from local businesses.

If you are interested in finding out more about this project, please ask Fiona for contact details.

INTERNATIONAL NARCOTICS CONTROL

The Medical Department is required to produce annual returns of the import and export of substances frequently used in the manufacture of narcotic drugs and psychotropic substances. The Chief Medical Officer has supplied a list of these substances and asks anyone who stocks them to contact him to give the following information:

1. Total quantity imported/exported and from where and to whom it was supplied.
2. Stock held at 31st December.
3. Anticipated requirements for the next year.

Contact Fiona for a copy of the list.

IN THE MAILBOX

Mr Samuel Alabi of Cheetah World Ventures represents a number of UK exporters and manufacturers. He is interested in making contact with local importers, agents and distributors who interested in buying at standard wholesale prices. He asks any businessmen who are interested in taking up this opportunity to send full details and specifications of the products they want to buy. Ask Fiona for a copy of his letter & full contact details.

Mr Tony Freeman of Jenkins & Marr, Aberdeen, has written to enquire about opportunities for his company, a firm of Chartered Architects, Chartered Town Planners and Urban Designers which has been established for over 100 years. They have carried out commissions for a wide range of clients including property and private developers, financial institutions, oil companies, industrial companies, government agencies, local authorities and university and educational bodies. Recently they have carried out major projects for a number of international oil companies for onshore sites and for offshore oil platform living accommodation. In addition to their wide experience with the gas and oil industries, they have also been involved in projects relating to the meat and fish trade, having recently completed a major agricultural complex. Contact Fiona for a copy of Mr Freeman's letter and a brochure.

From Southampton Chamber of Commerce and Industry - a list of the Chamber's authorised signatures as from 25th April 1994. Contact Fiona for a copy.

Mr P. Ransome of Insutech Systems Ltd, Isle of Man is keen to make business contacts in the Falkland Islands. His company supply Motim Structures, which are highly insulated prefabricated structures. They are economically priced, suitable for domestic or commercial use and as they are supplied in small units they are extremely suitable for containerised transport. For more details Fiona has a copy of their information pack.

BGM Welding and Inspection Services Ltd of Aberdeen have written to express their interest in contacting engineering and/or fabrication related companies with a view to discussing the provision of welder training and testing and weld procedure qualification services. The company has many years of experience of the oil and gas industries and is confident it can provide valuable assistance and technical support should the Islands become involved in the oil industry. Fiona has a copy of the letter or contact direct:
Mrs Susan Murray, BGM Welding & Inspection Services Ltd., Unit A4 Lombard Centre, Kirkhill Place, Kirkhill Industrial Estate, Dyce, Aberdeen AB2 0GU
tel 0224 772040 fax 0224 772006.

Sr Martinho Carvalho of Montevideo is seeking employment in the fishing industry. If you can help please contact him c/o Marco Y Carolina, Iglesia Anglicana, Reconquista 522, Montevideo CP11000, Uruguay fax 962519.

AIR ATLANTIC URUGUAY SA

This new airline is due to commence a weekly air service between MPA and Montevideo International Airport. It will be operating a Boeing 707 with capacity for 120 passengers, cargo and mail. The president of the company, Sr Gustavo Oneto, hopes to fulfill all requirements for air transport for regular passengers, fishing boat crews and transport of supplies and spare parts. Fares will be:

One way	US \$350
Round trip	700
Excursion fare	550

A discount for seamen will apply.

For more information please contact their local agent, Stanley Services.

AEROVIAS DAP

The new winter flight schedule commenced on 13th May, giving a service to Punta Arenas every second Friday. Fares can be charged on your VISA card and the reduced rates are:

Adults	US \$ 350 single	US \$ 700 return
Children 6-10 yrs	262.50 "	525 "
Children 2-6 yrs	175 "	350 "

For more information please contact their local agent, the Falkland Islands Company.

FALKLAND ISLANDS GAZETTE

Latest issues now available are:

Vol CIII No 5 of 29/04/94 - appointments and contracts; Companies & Private Partnership Ordinance relating to Stanley Fuels Ltd, Schooner Co Ltd, Italstan Ltd; Companies Act 1948 relating to Solander Fisheries Ltd, Pebble Hotel Ltd, Housing Corporation Ltd, Falkland Squid Fishing Co Ltd, Stanmarr Ltd, John Hamilton (Estates) Ltd, Wadnor Falklands Ltd, Seamount Ltd; winding up of Coastal Shipping Ltd; appointment of acting judge.

Vol 5 No 7 of 25/3/94 - Fishing Licences (Application & Fees) Regulations Order 1994.

Vol 5 No 8 of 20/04 /94 - Family Law Reform Bill 1994; Statute Law Revision Bill 1994; Application of Enactments (Amendments) Bill 1994; Affiliation Proceedings Bill 1994; Building Control Bill 1994.



Falkland Islands Chamber of Commerce

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BULLETIN

Vol 1 No. 30

June 94

FIONA'S REPLACEMENT - ARLETTE

Most of our members are now aware that Fiona is living it up over there in the sunny UK at the moment and has left me to hold the fort as it were. All I can say is now the typewriter has stopped bleeping and the fax has stopped spitting out pieces of paper at me, I shall attempt to keep things ticking over smoothly until she returns on the 17th July!

F.I.D.C.

A copy of the Reports and Accounts for 1992/1993 is now available in the Chamber's Business Library should anyone wish to read it.

DEFENCE MANUFACTURERS ASSOC.

I have received a notice from the D.M.A. which gives a summary of the M.O.D. Contracts Policy Director's letter to the C.B.I. in which he lays down guidelines for both Innovative Bids and Innovative Proposals for M.O.D. contracts and clarifies the differences between the two. Copy of this notice is available at the Chamber office.

ROCSTA - BUILT TO DO WHAT YOU WANT IT TO!

We have received a rather glossy brochure on the new Rocsta Freedom via Graham Bound in London. He seems to think these Malaysian built vehicles might be of some interest to locals as they are a rugged off-road type jeep aswell as a conventional on-road vehicle. He believes the price should be quite reasonable.

For company details please contact the Chamber.

FALKLAND ISLANDS GAZETTE

Latest Issues now available are:-

Vol CIII No.4 31/3/94 - appointments and contracts; Companies and Private Partnership Ordinance Companies Act 1948 relating to Kelvin Bakeries Ltd. A&L Lee & Son Ltd. Australis Fisheries Ltd. Notice under the Administration of Estates Ordinance.

Vol 5 No.9 26/5/94 - The Taxes Bill 1994

Vol 5 No.10 26/5/94 - Cruise Ships Bill 1994

- The Education (Amendment) Bill 1994

- Matrimonial Proceedings (Domestic Violence) Bill 1994

- Medical Practitioner Order 1994

- The Post Office (Amendment) Order 1994

- Administration of Justice (Crown Proceedings) Rules 1994

IN THE LIBRARY

Now available the Spring Edition of "A Guide for Business" published by the Department of Trade and Industry. The guide is designed to help businesses, giving contact names and addresses of Regional Offices and advice on D.T.I. services.

"World Aid" - Product Information.

The "Das Pack Journal" - Information on all types of packaging, unfortunately you have to have fluent German to even consider looking at this!

Also available, the May Edition of the "Business Bulletin" from Aberdeen Chamber of Commerce. Contents include the Chambers' services, several reports, one quite interesting report on Company Cars.....unfortunately due to the recent Budget, any employer having a company car worth more than £65,000 will have to face a 51%-86% increase in the present car benefit charge! Phew, no wonder our President only drives a Land Rover! This bulletin includes many more interesting facts and figures dealing with Company Law, Aid, Training and Export News.

"Business Alert" - This is a briefing for businesses in the north of Scotland. This contains some interesting articles, one entitled "Argentina: Call for videos". Apparently Camaara De Comercio-Britanica has engaged on a quest for videos giving details of suppliers of goods and services in order that a library can be established in Buenos Aires. He is particularly interested in such fields as, transport, specialised industrial machinery, oil and gas, textiles/clothing, airports and many more. He feels this exercise could act as a considerable aid to British exports in the future.

Copies of all the above publications are available at the Chamber Office.

U.K. WHITE PAPER ON COMPETITIVENESS

A summary of this paper is now available at the Chamber. Key messages of the White Paper are :-

- our standard of living is dependent on the performance of the wealth creating private sector
 - all sectors of the economy are important. Both manufacturing and services need to be competitive for long term prosperity
 - the past fifteen years have seen considerable achievements: better industrial relations, all time high productivity, low inflation, low interest rates. But we need to build on these achievements
 - a stable economic environment is essential but not sufficient in itself - improvements in the supply side of the economy are also vital
 - education and training are particularly important. A well-educated and well-trained workforce is fundamental to a competitive economy. The White Paper contains new proposals to expand opportunities, and to raise standards still further
 - all Government policies are important. Partnership between Government and industry is the key
-

F.I.G.A.S. - USER WORKER GROUP

The next Working Group meeting will be held on Friday 8th July 1994 at Gilbert House. Should you have any comments you wish to put to the Group, please contact Mr Mike Harris, Chamber Representative, who will be attending the meeting.

JOB SHOP

Young gentleman seeking employment, he is keen to work and is quite prepared to turn his hand to anything. Previous experience as night watchman, painter and general docking work, he also holds a current driving licence. For further details contact the Chamber.

Mr Paul Freer - Qualified Accountant. Due to Mr Freer's wife having a two year contract with the hospital, Mr Freer is now seeking employment here in the Islands. He has vast experience in accountancy work and his C.V. and references speak for themselves. He would consider any type of clerical post and is also interested in computers. For a copy of Mr Freer's C.V. please contact the Chamber.

From overseas - Mr Fidler is still extremely keen to work here in the Islands. He has been here before and has made several friends who are quite prepared to house Mr Fidler should he be fortunate enough to find work. He has experience in several areas, Management, Advisory positions and Courier work but he is prepared to consider anything. For an up to date C.V. please contact the Chamber.

I have also received a letter from a young lady who is a second year student at Aston University, studying for a BSc (Hons) in Managerial and Admin. studies. She is specialising in Marketing, Personnel and Law and is now seeking an industrial placement for her third year. If you are able to help place this young lady then please contact the Chamber for her C.V. and more details.

IN THE MAILBOX

I have received another letter from Mr Samuel Alabi of Cheetah World Ventures, offering a new service in telecommunications. They are promoting the "Telepassport" service for a company called Mastercall. According to Mr Alabi, "Telepassport allows individuals and businesses to route their calls through the United States, enabling customers to access state of the art technology, enjoy the ultimate in line clarity and pay the lowest rates in the world". They are looking for local companies to become agents for Mastercall and in doing so not only do you receive this excellent service but you also receive an income!! For more detailed information and a copy of the letter please contact the Chamber.

The Chamber has received a very interesting and useful Information Guide on "Doing Business in Chile". The guide is published by Price Waterhouse and answers some of the important, broad questions that may arise whilst doing business with Chile. A copy of the guide has been placed in the Chamber Library.

CHAMBER " BULLETIN "..... SECRETARIES EXTRA

LEGO - LEGO - LEGO - LEGO - LEGO - LEGO - LEGO - LEGO - LEGO -

With Legco 1994 now history, the Penguin News front page of May 4 (surely June 4 Editor?) summarises the budget decisions as Good News or Bad News. What do YOU think about:

- * The Tax changes in allowances
- * The abolition of MSL
- * Import Duty on wines, spirits and tobaccos
- * Private/Commercial refuse collection
- * Water charges for commercial units
- * The increase in port and harbour dues

REMEMBER: these changes may affect your business, we need your comments if we are to look after the interests of the commercial sector!!

LEGO - LEGO - LEGO - LEGO - LEGO - LEGO - LEGO - LEGO - LEGO -

EMPLOYMENT REQUEST

Former Royal Marine, St. John Payne (Naval Party 8901 - 1975/76) married to Dyllis Anderson, is wishing to return to the islands and is naturally looking for a job.

'Whacker' as he was known in the Corp was a detachment driver in 1975, later qualifying as a para-medical, spending the greater part of his working career with the emergency medical services.

If you have a vacancy or would like more information contact Arlette at the Chamber office.

CHAMBER TRADE FAIR

TOWN HALL JULY 3 1994

The stands are being taken up "slowly but surely", however, if we are to make this as successful as the 1992 effort (19 companies displaying) we need MORE interest. This is an ideal opportunity to let both the Stanley and Camp populations know what your company does and what you have to SELL.

Please support the Chamber by booking a stand for only £25 for the event, all monies raised will go to Chamber funds and to meet any costs.

To reserve your place at the Fair, contact Arlette at the Chamber Office on Dean Street.



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



BULLETIN

Vol 1 No. 31

June 94

DON'T GET TAKEN TO THE CLEANERS!

The Chief of Police, Mr Ken Greenland, telephoned the Chamber a few days ago to inform me of a company in Nigeria who are sending letters to various local companies, urging them to take part in certain activities which render a very nice commission once the transaction has been made! If you haven't already guessed, this is basically a money laundering scam and Mr Greenland urges our members to steer clear of this Nigerian Company, based in Lagos. The company, chaired by a gentleman called Dennis Ifeancha, is now under investigation in the United Kingdom, so our advice is, DON'T get involved!!

CABLE & WIRELESS

The Chamber has received a copy of "Communicating Business", a new magazine from the Cable & Wireless International Alliance of Companies. It gives news of the latest developments in telecommunications and associated fields and across the Cable & Wireless Federation itself. Should anyone be interested in reading this magazine, the editorial team are extremely keen to hear your views on the layout and contents of this publication. A copy can be found in the Chamber library.

COMPANIES REGISTERED IN THE FALKLAND ISLANDS

I have received a copy of the "Annual Filing of Documents in the Companies Registry. Also available, copies of the Sixth Schedule, sections 124, 454 'Contents and Forum of Annual Return of a Company having a Share Capital'. Seventh Schedule, sections 129, 410, 'Conditions as to Interests in Shares and Debentures of Exempt Private Company - Basic Conditions.

MEMBERSHIP SURVEY

Could any members who have not already completed the Membership Questionnaire please do so at their earliest convenience and forward it to the Chamber Office as soon as possible. Please remember these completed forms will be treated in the strictest confidence.

NEW IN THE LIBRARY

Copy of "Britains Telecommunications Industry", published by the Foreign & Commonwealth Office in association with B.T.

NEW IN THE LIBRARY - CONT.

June issue of "The Business Bulletin" published by the Aberdeen Chamber of Commerce. This brochure is full of news, advice, information, contacts, events and training facilities.

Also received from Aberdeen, a 'Pack' entitled "Growth Through Partnership". This is the theme for the Aberdeen Chamber this year, the aim being to improve services and partnerships between themselves and other Chambers, other organisations and of course their own members. Copies of both publications can be found in our library.

May/June edition of TATE's "Export Briefing".

Summer Journal of the British Consultants Bureau - "British Consultancy Overseas".

FALKLAND ISLANDS GAZETTE

Latest Issues now available are:-

Vol CIII No. 6 31/5/94 - Notices, Asset Management Limited and Fox Guesthouse Limited, Atlantic Marine Recoveries Limited, Falkland Seafoods Limited, San Carlos Marketing Company Limited. Appointments and Contracts.

Vol CIII No. 7 1/6/94 - Register of Electors, Preliminary List 1994.

Vol 5 No. 11 17/6/94 - The Application of Enactments Ordinance 1994.

The Statute Law Revision Ordinance 1994

The Building Control Ordinance 1994

The Finance and Audit Ordinance 1994

The Race Relations Ordinance 1994

The Education Ordinance 1994

The Matrimonial Proceedings Ordinance 1994

The Affiliation Proceedings Ordinance 1994

The Appropriation Ordinance 1994

The Old Age Pensions Ordinance 1994

The Non Contributory Old Age Pensions Ordinance 1994

The Supplementary Appropriation Ordinance 1994

The Finance Ordinance 1994

The Family Law Reform Ordinance 1994

The Philomel Street Waiting Regulations Order 1994

Resolution of the Legislative Council No. 1 of 1994

Vol 5 No. 12 20/6/94 - Legislative Council of the Falkland Islands Customs Ordinance (Cap 16) Section 5

INVITATION TO TENDER

Received from the Customs Department, invitation to tender for a 'Fisheries Protection Vessel'.

The Government of the Falkland Islands seeks tenders from suitably experienced ship operators, for the provision of a vessel for Fisheries Protection duties. The vessel should also, ideally, have a scientific/research fishing capability although tenders from owners of suitable non-dual role ships will be considered.

For a copy of the specifications, Tender Breakdown Sheet and Instructions to Tenderers, please contact the Chamber Office.

***** JOB VACANCY - KELVIN CATERING *****

A VACANCY WILL OCCUR IN MID JULY FOR A GENERAL ASSISTANT TO WORK IN
A BUSY LAUNDRY AT MOUNT PLEASANT.

HOURS OF WORK WOULD BE MONDAY - FRIDAY 9.00AM - 4.00PM

APPLICATIONS IN WRITING TO:- MRS DORIS MACBETH
SITE SERVICES MANAGER
P.O. BOX 259
MOUNT PLEASANT AIRFIELD

CLOSING DATE FOR APPLICANTS, FRIDAY 1ST JULY 1994.

JOB SHOP

* Overseas *

GRAHAM BARTLETT - Fully Qualified Senior Deckhand
This gentleman has many skills and certificates to
show for his experience at sea, including certificates
in Forklifting, Crane Operation, Firefighting, First
Aid, Navigation and Able Seaman's Certificate plus many
more. For a copy of his C.V. please contact the Chamber
Office.

CHRISTOPHER SMITH - Plater/Template Maker
I am not sure if there is any demand for this gentle-
man's particular skill but he is well qualified in all
kinds of fabrication work and is very keen to work here
in the islands. For copy of C.V. contact the Chamber.

* Local *

MR PAUL FREER - Accountant
Mr Freer is still seeking employment, and is available
for interview or informal chat at any time. For copy
of his C.V. contact the Chamber.

MASTERS VALLER - These two young gentlemen will be finishing college/
university in July and returning to their family here
in the islands. Both are seeking work during their
stay. The first, is only seeking part-time, temporary
work from July - September when he returns to Uni
where he is studying computers and electronics.

The second, is seeking a year-out placement. He has
taken A Levels in Craft, Design and Technology, Maths
and Physics.

Both gentlemen have previously worked for Government
but if you can place either, or require further details
please contact their father Mr Bob Valler on 21345 or
at work on 121.

JOB SHOP - Cont

* Local *

MANDY ANDERSON - Young lady of 17 seeking morning or evening work to substitute her income. At present she is only working afternoons as Lab. Technician at the Community School. If you can offer her any work at all, please contact Mandy at the Scoresby Close Y.M.C.A.

*** JUST FOR A MATTER OF INTEREST! ***

The following article was placed in the Financial Times on 27th May 1994:-

GRADUAL FREEING OF CAPITAL
BY CHILE

By David Pilling in
Santiago

Chile will liberalise capital movements by the end of the decade, allowing much greater flows in and out of the country according to Mr Eduardo Aninat, the new finance minister.

Mr Aninat said in an interview that Chile was not looking for "hot money" - or short-term money looking for the highest return - to enter the stock exchange. At present funds coming into Chile cannot be repatriated for a year.

"If you want to see why we don't move more rapidly, look at the Merval (share) index in Argentina. It is incredible - up down, up down - triples its value, halves its value. I think that is horrible for domestic personal savings."

The one year repatriation period has not put off long-term direct investors, inflows from whom last year accounted for 4.5% of Chile's gross domestic product. Many had not repatriated profits but put them back into new investments locally, he said.

Mr Aninat was also wary of allowing too many outflows. Private pension funds, which command the equivalent of £11.2bn in savings, would only be allowed very gradually to expand their foreign portfolios, he said.

But in the long run, Mr Aninat said, "the only direction is towards liberalisation" because Chile had to continue to integrate with the world economy. The next step would be to reduce distinctions between the formal and informal exchange markets - a process begun tentatively last month - allowing Chilean exporters greater scope to leave earnings abroad.

On inflation, which some fear has become stuck at about 12% a year, Mr Aninat said "harsh medicine", in the form of tight fiscal policy, might be needed. Bringing inflation down to single digits was more important than sustaining the 6% growth rate of last year, he said.

FINAL NOTICE

TRADE EXHIBITION

All members should now be aware of the forthcoming Trade Fair being held at the Town Hall on Sunday 3rd July 1994, at approximately 2.00pm (time to be confirmed).

At present we have the following members taking part :-

Byron Marine Ltd
Beauchene/Southern Fisheries
Cable & Wireless
Stanley Business Centre
Lifestyles
Falkland Mill Ltd

Sullivan Shipping Ltd
F.I.C. Ltd
Falkland Conservation
LMW (BM) Ltd
Stanley Nurseries & Garden Centre

There is still some space available, so why not get your thinking caps on and come up with a stand to promote your company. Simply call the Chamber on 22264 and reserve your stand for just £25.00 (this price includes any amount of space and any number of stands you require on the day). Don't let the Chamber down and don't let yourselves down by not displaying your wears!

If you do not wish to display, then I hope we can count on your support in coming to view the exhibition, as it should prove to be very interesting and informative aswell as a great deal of fun.....

SEE YOU THERE!!!!



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BULLETIN

Vol 1 No. 32

July 94

GOVERNMENT TENDERS

I have been asked by Peter King, to place the following letter, concerning Government Tenders, in this weeks bulletin as it clarifies certain points on the subject:-

" There has recently been some misunderstanding regarding the amount of flexibility which can be afforded to a tender price submitted by a Falkland Islands' resident, business, company or organisation, over the tender price submitted by an overseas interest.

I can confirm that the Government tender documentation does include the phrase 'and the Falkland Islands Government reserves the right to give preference to a tender from a Falkland Islands' resident, business, company or organisation'. The level of preference agreed for most tenders for the supply of services, including construction contracts is 5% above the price submitted by an overseas interest.

However, the above level of preference has recently been misunderstood by some local businesses who thought that is also applied to the supply of goods/materials to Government. This is certainly not the case, although the 5% preference can apply to tenders for 'materials included' construction projects."

If you have any queries on the above matter, please contact Mr King at the Secretariat on telephone 27110.

F.I.G. LONDON OFFICE

As you know F.I.G. London office try to assist the Chamber by forwarding useful publications and information by post, but due to not having extensive funds for postage and package, Sukey Cameron has asked if visiting members to the U.K. could call her to see if there is anything in her office waiting to be sent down south. She says she is quite happy to post any items to a U.K. address if a member is unable to get to her office.

So members, please give Sukey a call on 071 222 2542 if you are planning on going to the U.K. at all, as this will help mail reach the Chamber considerably earlier than if we have to wait for it to be posted. Even if you can't carry a large item, every little helps!

F.I.G.A.S. WORKING GROUP

The scheduled meeting for the 8th July 1994, has been cancelled until further notice. This is due to F.I.G.A.S. processing data which is taking considerably longer than first anticipated. I shall inform members as to the revised date and time of the meeting as soon as possible.

NEW IN THE LIBRARY

Complete information pack received from Vetco Gray U.K. Limited, an ABB Oil & Gas Company. The package includes all information on drilling, production, system and services and it also includes a schedule for their training courses which provides a useful introduction to well technology.

Please contact the Chamber for copies of both the Information Pack and Training Schedules.

Also received, Report and Company Profile on BMT Offshore Limited, a growing international organisation specialising in engineering, maritime consultancy and research. This company also publishes a BMT News journal, copies of both the profile and news publication can be found in the Chamber library.

"What to Buy for Business" - report on business equipment and services. This is an extremely useful catalogue of up and coming equipment from printers to franking machines. March and April issues available now, May/June/July coming shortly.

Further publications from a variety of companies are available at the Chamber such as, trade bulletins, industrial packaging, dockland news etc etc...

MEMBERSHIP SURVEY

Once again, could any members who have not completed the membership survey, which was sent out to members before Fiona went away on holiday, please do so as soon as possible. If, for any reason, you do not wish to complete the survey, can you please let the Chamber know, so that numbers may be ascertained.

TRADE EXHIBITION

The Chamber of Commerce would like to thank all the members who put the time and effort into exhibiting at the Trade Fair on the 3rd July and of course to all the people who came to view the Exhibition.

I hope you found the Fair to be of some benefit to yourselves and your business and I trust most enjoyed the afternoon, especially those who supported their stands with the odd crate of beer and bottles of wine!! There were certainly a few members of the public who thought that particular part of the exhibition was most interesting.....

Lets hope that next year we have even more members wishing to display a stand and thus support the Fair. Should any member have ideas as to how we could improve on the annual event, please put them down on paper and send them to the Chamber office as we have a whole year to come up with suggestions for the next Chamber of Commerce Trade Fair!!!

MANY THANKS....

PROVISION OF P.W.D. SKIPS

I have received a letter from Mr Brian Jarvis Hill, Director of Public Works on the above subject.

He has asked the Chamber to inform our members that as from the 15th July 1994, the supply of skips for the removal of waste food from hotels and restaurants will be discontinued. Therefore, for those members to whom this applies, alternative arrangements for the removal of food waste will have to be made as from this date.

If you have any queries on the above, please contact Mr Jarvis Hill on 27197

SUBSCRIPTIONS

Could any members who have not yet paid the balance of subscription due for 1994, please do so at their earliest convenience. If you are unsure as to the scale of charges which applies to your business, please contact the Chamber. Any company or business persons not wishing to renew their membership should advise the Chamber as soon as possible.

TATE PUBLISHING

It was decided at the last Council meeting that the Chamber should obtain the Tate Export Guide as it had been recommended as an invaluable guide to export requirements, at a discounted price of course!! This has now been received and any member wishing to view the guide is welcome to do so, simply contact the Chamber.

BULLETIN ARTICLES

Don't forget that the bulletin is here to allow you, the member, to voice your opinions and ideas on any subject you feel needs to be discussed. So if you would like something printed in the bulletin, whether it be related to your business, political or just something you think members might be interested in, jot it down and either fax or post it here to the Chamber office.

" COUNTDOWN "

Well we are now counting down the number of days to Fiona's return to the office on the 15th July. As this will be the last bulletin I produce, albeit quite brief, I would just like to say I have thoroughly enjoyed the seven weeks I've been here at the Chamber and hope I have at least managed to keep things ticking over in Fiona's absence.

Thank you for your support at the Trade Fair and should you require any further secretarial cover, I would be more than happy to oblige and work with the members at any time.

Regards
Arlette



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BULLETIN

Vol. 1 No. 33

July 94

Well, it has to be said- I'm pleased to back! It's been hell - the heat, the beaches, the shops, 10 screen cinemas, safari parks, 37 TV channels, pick your own strawberries - how much can one person take? The supermarkets were the worst - can you imagine going out to buy a pint of milk and being confronted with 20 different varieties to choose from? What an ordeal, give me the Stanley shops any time.

Joking aside, it was wonderful to see the families although I was sad to find that to my little nieces and nephews I am just some strange woman who turns up every few years. I had forgotten how green England is and I loved all the trees and hedgerows. I was also mystified to see fields of blue flowers, which was linseed, a plant I have never seen grown as a crop before. If you are going over to the UK in the near future I would recommend trying one of the many American restaurants which have sprung up all over the place - not McDonalds or Pizza Hut but 'traditional' American cuisine.

The food is excellent and the standard of service first rate. I would also like to give a mention to the car hire company we used. The firm only does a two way hire ie you must pick up from and return to Brize Norton, but we were given a good deal at £20 per day for a new Hyundai saloon with unlimited mileage. The agent met us at the air terminal when we landed and on departure we were able to leave the car in the car park and leave the keys for collection. Mr Soothill is keen to do more business with visitors from the Falklands and will welcome your call.

The only black spot in our holiday was having some of our luggage stolen while being transported by Parcel Force courier service. There was nothing of particular value in the cases, mostly new clothes and shoes plus the children's videos and several compact discs, but it was very distressing to have to search through a warehouse strewn with ripped open parcels and boxes looking for what remained of our property. I have suggested to the insurance company that they are morally bound to pay up for an airfare as well as the value of the property so I can go back and buy it all again. Watch this space ie my empty chair if they agree!

**FLYING INTO
BRIZE NORTON
WANT TO HIRE A CAR?
BRIZE SELF DRIVE**



**CAR
HIRE**

Pick up at Airport
Contact (days) 0993 775126
(eves/weekends) 0993 831378
or write for further information to:
John Soothill
Minster Lovell Garage
58 Brize Norton Road, Minster
Lovell, Oxon OX8 5RY
(Weekly inclusive rates from £17.00 per day)
Sorry! No one-way rentals

New in the Library

From the Aberdeen Chamber of Commerce, a Business Alert leaflet which provides a number of useful tips and recommendations relating to developments in the business world. For example, it gives an address for obtaining free copies of the leaflet 'Officewise', a simple and practical guide to all the main health and safety concerns in offices, published by the UK Health and Safety Executive.

If you are interested in reading up on legislation governing allocation and management of petroleum and other Crown owned minerals, you may wish to take a look at a publication donated by the Chief Executive. The Draft Minerals programme for Petroleum, produced by the Energy & Resources Division of the New Zealand Ministry for Commerce covers topics such as prospecting permits, good oilfield practice and royalty payments. Not the sort of book you can flick through during your lunch break but undoubtedly useful if you wish to familiarise with the oil industry.

The Secretariat has donated a copy of H.E. The Governor's report on the FIG Financial Year July 93 to June 94. This comprises of the Governor's speech to LegCo, the statistical annex to the report plus a number of other documents such as the review for the Budget 94/95, Fisheries Dept Data 93/94 and an open letter from Legislative Councillors in reply to the President of the Argentine Senate May 94.

Government House has donated six copies of Hints to Exporters Visiting Chile, jointly produced by the FCO and the Department of Trade and Industry in collaboration, unusually it seems, with the Ministry of Foreign Affairs in Denmark. This is a very useful little book packed full of information about Chile - geography, climate, population, economy, weights & measures, social customs, public holidays, hours of business, hotels, import & export control, methods of doing business etc etc. Plus a street map of Santiago. Well worth a read if you are thinking of trading with Chile or even going there for a holiday. At the back of the book is a list of similar publications available, relating to other countries - everywhere from Algeria to Zimbabwe - which are available from the DTI.

Arlette mentioned Tate's Export Guide in the last Bulletin but it is such a mine of useful info that I thought it deserved a bit more space. It would be a good read for importers as well as exporters as it gives extensive details on topics such as export credit insurance, payment for exports, countertrade and barter, payment for exports, pre-shipment inspection, certificates of origin, HM Customs & Excise procedures, VAT, ATA Carnets, postal services for exporters plus a section on services provided by the MII. Plus you pick up nuggets of useful information - the sort which will impress your colleagues at business meetings:

- exports to Chile may be packed in straw but it must be sterilised and have a certificate to that effect.
- exports to Uruguay of UK origin piece goods of cotton or artificial silk require a certificate authorised by a Chamber of Commerce, that the material has been wholly spun, woven and finished in the UK.
- exports to Japan of raw wool or human hair over 25.4 cm long require a health certificate.
- you may not export salami to Iceland!

We have quite a respectable library now but it is not used as much as it could be - please call in any morning and spend as much time as you like having a browse through.

Press Release from Bond Helicopters.

You may remember that Bond were visited by our delegation to Aberdeen earlier this year. The company has issued a press release detailing its new alliance with Helikopter Service of Stavanger, Norway, to create the world's largest civil helicopter operating group. This deal, they say, puts them in an ideal position to meet the exacting demands of the offshore oil and gas industries on both a domestic and international basis. Contact Fiona for a full copy.

150th ANNIVERSARY CELEBRATIONS

Phil Middleton, the Community Education Officer, is organising a 'TEEN GAMES', to be held on Saturday 10th December in celebration of the 150th anniversary of the founding of Stanley. This will be held at the Community School and will utilise the full range of facilities including the Swimming Pool, Gymnasium and outdoor playing fields.

The school car park will be closed to traffic for the day and instead local catering businesses are invited to use the area for stalls or vans providing snack food.

The only requirement is a little imagination! As far as possible Phil wants to maintain the anniversary theme and would be especially pleased to see this extend to the catering - not only in wearing Victorian costume but also in the type of food served. So why not give the children a traditional treat? Dig out Great Grandma's bunkhouse cookery book and cater creatively!

One suggestion so far is a bullock roast (one for Ted and Ben at the Butchery?). The spit could be a bit of a problem but it has been mathematically calculated that a skip would be just the right size for the fire. Sold by the slice in a bread bun it could be a winner.

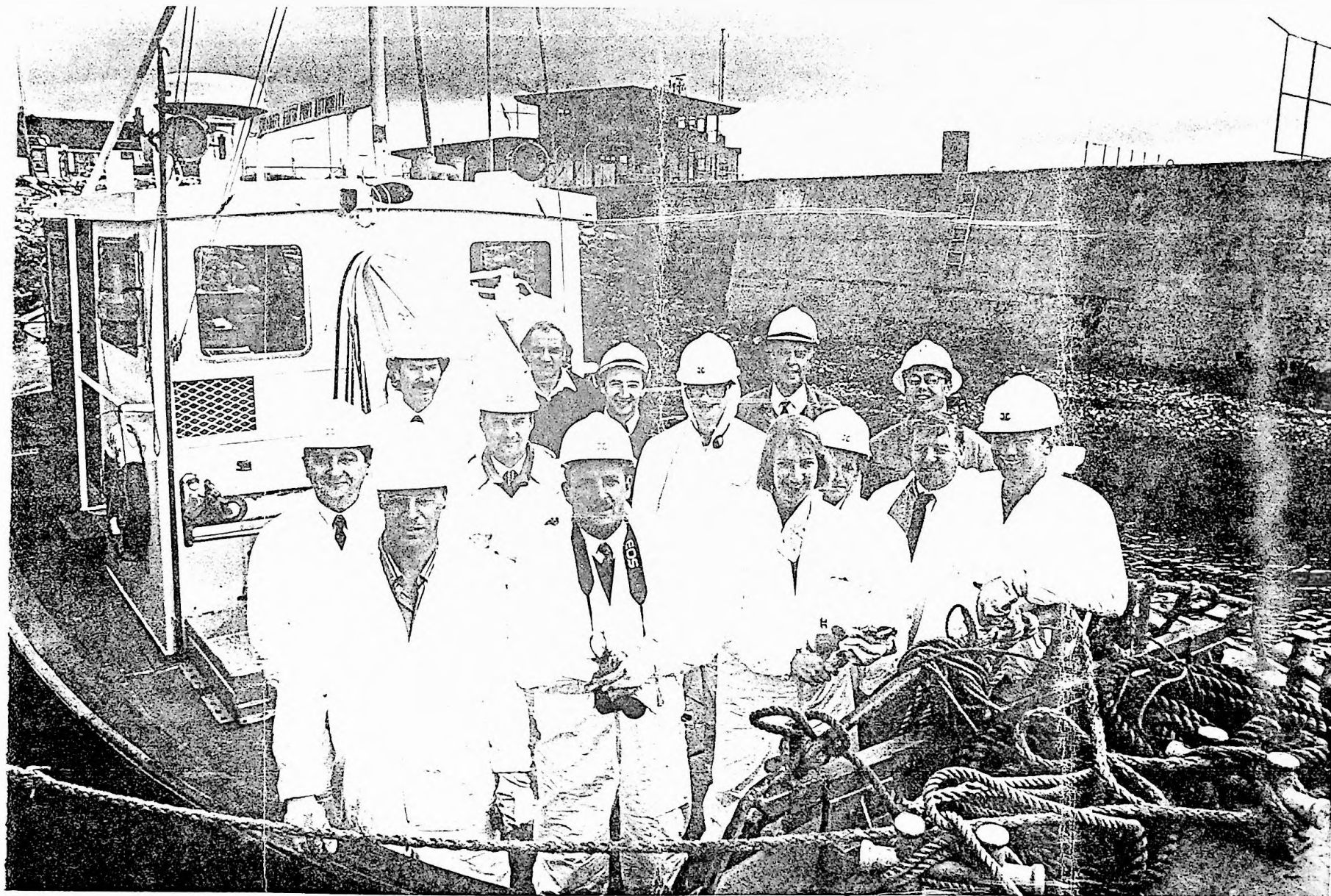
There will be many other events associated with the anniversary celebration so why not get in on the act and contact Phil for your booking tel 27290.

Job Shop

Miss Marcela Mackenzie Walker of Rancagua in Chile is looking for a position as a secretary or similar, perhaps in tourism. She is single, aged 32 and a qualified bilingual (Spanish/English) executive secretary. Her first language is Spanish, but as her name suggests, her family originated from Scotland and her written English is excellent. Work experience includes the Chilean Government Headquarters, the Universidad de Chile in Santiago and more recently she has been working as an English teacher. She has undertaken courses in Commercial English Language and in Computers and Wordprocessing. Please contact Fiona for a copy of Miss Mackenzie-Walker's CV and references.

Mrs Margaret Humphries has recently returned to the Islands from the UK and is looking for a clerical position, accounts preferred to secretarial, although she will consider any other type of work. She has RSA certificates in typing shorthand, information technology, bookkeeping and farm secretarial duties plus several years' experience. She will consider doing bookkeeping at home, which may interest some of our smaller business members. Contact Mrs Humphries on 22078.

Finally I would like to say a big thank you to Arlette Bedford for making such a good job of running the office in my absence. She was really thrown in the deep end as she also had to organise the Trade Fair, which is no easy feat, plus keep on producing the Bulletin, which she did with great style and humour. I wish her good fortune in her future ventures.



18.04.94 Members of the Falkland Islands Chamber of Commerce visiting the Cromarty Firth Port Authority facilities during their oil industry familiarisation tour of Aberdeen and Shetland. Pictured with Captain Dave 'Dusty' Miller who visited the Islands earlier this year (back row, centre right).



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P/COC/1#42



BULLETIN

Vol. 1 No. 34

August 94

CHAMBER OF COMMERCE COUNCIL

The last meeting of the Council was held on Friday 29th July, where a lengthy agenda of 17 items was tackled. Many of these, however, were regular reports on finance and administration and the meeting was completed in 2 hours. The other issues discussed were:

- * the Membership Survey. Some replies are still awaited but useful data has been returned which will be updated and refined early next year.

- * Norman Black put forward a proposal that annual Business Awards should be initiated in the following four categories:

- i. Business Man of the Year
- ii. Business Woman of the Year
- iii. Business Achievement of the Year
- iv. Best Service to Falklands Business

Awards i, ii & iii would be open to members of the Chamber only while iv would be open to all members of the public and private sector. It was agreed that nominations will be called for and the winners will be announced at a formal Chamber of Commerce dinner to be arranged in January.

- * a letter from the President of the Punta Arenas Chamber of Commerce, Sr. Dubrock, has been received proposing a visit by his members. It was agreed that a visit would be extremely welcome and that an encouraging reply should be sent.

- * following a query raised at the AGM, a letter has been received from Government explaining the conditions under which a Civil Servant may engage in trade. It was agreed that there is no further action to be taken. (Copies of this letter may be obtained from the Chamber office).

- * in reply to a query on auditing company accounts, the Attorney General has written explaining that law in relation to auditing requirements, particularly for small companies, is being considered for amendment and a Review Committee may be set up in the near future.

- * Cllr Eric Goss has recently visited the London Chamber of Commerce and made a useful contact which will be followed up.

- * It was agreed that another social evening should be arranged for mid August.

Meetings are held approximately once a month and items for discussion are always welcome.

WANTED 4 loads of topsoil suitable for a vegetable plot. Contact Fiona at the Chamber office on 22264 or at home on 21622.

PLANNING FOR OIL

At a recent meeting of the Oil Core Group, a Government body set up to oversee any proposed offshore oil development, it was agreed that a sub committee should be formed. This group will undertake studies of information relating to the industry and make proposals for strategy for future planning. In accordance with its wish to involve the private sector, the Oil Core Group has invited a member of the Chamber to join the sub committee.

Nominations are invited from the membership to fill this post. Any candidate MUST have a great deal of spare time, sound analytical and presentation skills and an ability to write reports. Please present nominations to the Chamber office by Friday 19th August.

ANNUAL BUSINESS AWARDS

It was agreed at the last meeting of the Chamber of Commerce Council to present annual awards for business achievement. These will be in four categories:

1. Business Man of the Year
2. Business Woman of the Year
3. Business Achievement of the Year
4. Best Service to Falklands Business.

Awards 1, 2 and 3 are open to members of the Chamber only. Award 4 is open to anyone. Winners in each category will be decided by the Chamber of Commerce Council and the announcement of winners will be made at a formal dinner to be arranged in January.

* * * and the rest is up to you! Do you know of someone who, through hard work and determination, has made an exceptional contribution this year? Or are you proud of the fact that you have succeeded against all the odds? Perhaps you also know of someone in Government who has gone out of their way to assist the local business community? Remember that membership of the Chamber is corporate, which means that members' employees are also eligible for the awards. Please give this some thought and send your nominations to the Chamber office by 1st November 1994, including the following details:

- * name and company of nominee
- * name and contact details of proposer
- * reasons for nomination.

Although some people like surprises, it would be preferred if you could inform any person whom you intend to nominate.

DON'T CHEETAH THE TELEPHONE COMPANY

..... because they'll get you in the end. In issue no. 30 of the Bulletin details were given of a Telepassport service offered by a company called Cheetah World Ventures. I am advised that Cable & Wireless would view with ultimate disfavour any person or company who took advantage of this offer. It is illegal - please do not get involved.

SOCIAL EVENING

The next Social Evening will be held at the Upland Goose on Wednesday 24th August. It will commence at 8.00 pm with a presentation by members who took part in the offshore oil familiarisation trip to Aberdeen and Shetland. If you are at all interested in what the industry might mean to us and how it might affect us, this is one you should not miss. The presentation will be followed by a Buffet.

The cost will be £6 per person. To assist with numbers for catering please advise Fiona by Monday 22nd August if you intend to be there.

IN THE MAILBOX

I have received a very touching letter and press cuttings from Mr Drew Johansson of Poleglass in Northern Ireland. Aged 39, he is a former Royal Navy diver who, as a result of an accident, has had to face the rest of his life blinded in one eye and confined to a wheelchair. He has dedicated himself over the past 13 years to raising money for Guide Dogs for the Blind and so far has purchased 27 - they each cost £1000 to buy and train. This is a remarkable achievement, done by collecting used postage stamps from all over the world. I have a few to send which I have collected from letters sent to the Chamber but if anyone would like to donate more as a one off or on a regular basis I will be pleased to send them on to Mr Johanssen. His address is 24 Springbank Drive, Poleglass, Belfast BT17 0QN, N. Ireland. His motto is 'If I can help somebody as I pass along, then my living will not be in vain'.

From Mr Robert Hope of Arctecture Ltd in Berkshire, details of a kit form Colonial weatherboarded house. It provides approximately 50m² of floor space split between the lower and upper floors and can be used as a one bedroomed house or as a two bedrooms plus bathroom extension to a main dwelling. Each kit is supplied with all materials plus technical back up is available to oversee construction. Mr Hope would be pleased to hear from anyone who

- a) would like to act as an agent for the buildings
- b) is interested in units for a hotel or resort development.

A copy of this letter is available from the Chamber office.

From the Aberdeen Chamber of Commerce, the latest issue of their Bulletin. It is a very professional production and full of all sorts of interesting news and information about business in general.

From two Aberdeen based companies, we have received introductory letters and brochures. JP Knight (Caledonian) Ltd provides world wide maritime services. Jacobs Offshore specialise in Tanker Chartering and Sale and Purchase Brokering.

NEW IN THE LIBRARY

From H.E. The Governor, an informative pack promoting the Invest in Britain Bureau (IBB). Masses of information on communications, UK tax changes, Europe, advice for investors etc.

From FIDC, a set of catalogues from RS Components Ltd in Corby, Northamptonshire, who are suppliers of electronic and electrical products, equipment and instrumentation products and mechanical products.

From John Pollard of Sullivan Shipping, a set of 1994 Business Pages (telephone directory) for London.

A large parcel from Sukey Cameron at FIGO:

- * A British Telecom Business and Services directory for the London postal area.
- * The April 1994 issue of the PMS Parliamentary Companion, which is invaluable for information on who does what in the UK Government.
- * The Launch Edition of a new magazine, The British Bid, which promotes British Exports. Contents include articles on the Standard Chartered Bank's involvement in trade finance in developing countries and the strategic moves taking place within British Telecom and Cable & Wireless.
- * Vacher's Parliamentary Companion, a reference book for Parliament, Departments of State, Senior Civil Servants and Public Offices in the UK Government.
- * The 1994 London Chamber of Commerce and Industry Directory of Members, sent to Sukey by Mr Ian Weatherhead of the LCCI. This contains lots of extras including European information, customs and trade procedures and articles on environmental issues and building security. (I would also like to point out that the cover price of this directory is £45, which goes to show what a bargain our Business Directory is at £5!)
- * London Commerce, the April 94 issue of this official journal of the LCCI. Includes an article on doing business with Chile, following a recent trade mission by the LCCI. I quote "Gone are the days of tin pot dictators and disastrous economic policies. Latin America is now open for business. Chile ... during the 1980s emerged first from the morass, evolving into one of the most sophisticated and outward looking markets in the region".

A momento of the Colony Club - Lord Shackleton's 1982 Economic Study of the Falkland Islands.



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BULLETIN

Vol. 1 No. 35

August 94

SOCIAL EVENING

The next Social Evening will be held at the Upland Goose on Wednesday 24th August. It will commence at 8.00 pm with a presentation by members who took part in the offshore oil familiarisation trip to Aberdeen and Shetland. If you are at all interested in what the industry might mean to us and how it might affect us, this is one you should not miss. The presentation will be followed by a Buffet.

The cost will be £6 per person. To assist with numbers for catering please advise Fiona by Monday 22nd August if you intend to be there.

FALKLAND ISLANDS GAZETTE

Latest issues received are:

- | | |
|---------------|---|
| Vol CII No 8 | Staff appointments, promotion, transfer & resignation
Register of Companies notices
Application for a restaurant licence |
| Vol CIII No 7 | Staff appointments & transfers
Cost of living increase
Register of Companies notice
Extension of powers of A. Jones as Acting Judge
Application of naturalisation
Matrimonial Proceedings (Domestic Violence) Ordinance 1994 |
| Vol 5 No 13 | South Africa (United Nations Arms Embargo) (Prohibited Transactions) Revocations Order 1994 |
| Vol 5 No 14 | Livestock (Amendment) Regulations 1994 |
| Vol 5 No 15 | Offshore Petroleum (Licensing) Regulations
Offshore Minerals Bill 1994 |

In the event of high demand for the single copy of the Offshore Petroleum (Licensing) Regulations 1994 & Offshore Minerals Bill 1994, I may have to limit borrowing to two days. Copies may also be purchased from the Secretariat at £16.50.

IN THE MAILBOX

From Mr David Abbott of Fraserburgh, details of his company Mormarc Ltd, a successful marketing and sales consultancy with several years experience in working with oil contractor companies (engineering and exploration) and in leisure and tourism developments. They are keen to discuss new business proposals in the Falklands. Contact the Chamber office for a copy of their portfolio.

FISHING JOINT VENTURE

I have received an enquiry from Mr Richard Coles from a company called Shaw & Croft who have had previous contacts with local fishing companies interested in joint ventures. Mr Coles currently has a Spanish client of long standing who has many years experience of fishing both for his own account and with joint venture partners.

The client is seeking contact with a reliable business partner in the Falkland Islands. He envisages that a joint venture company would be set up to purchase a fishing vessel using (in particular) external funding. The client has recent experience of obtaining EC funding for a similar venture elsewhere.

If you are interested in further details contact Mr Coles at:

Shaw and Croft, Solicitors, 115 Houndsditch, London EC3A 7BU

Tel 071 283 6293 or fax 071 626 3639

FIPASS CHARGES

FIC have recently undertaken an annual review of charges to be made at FIPASS which have been approved by FIG. The increased costs reflect the annual rise in the costs of operating the facility and were implemented from the week beginning 15th August.

The new scale of charges can be obtained from FIC and the director of FIPASS, Roger Spink, invites customers to discuss any queries with him

VEHICLES FOR SALE

Cross Country Cars have a number of pick up vehicles for sale. Their list includes Isuzu, Nissan and Toyota in 4 wheel and 2 wheel drive and prices range from £11,000 to £14,000.

Contact Cross Country Cars on (UK) 0373 834365 or 0831 221331 or contact the Chamber office for a copy of their list.

NEW IN THE LIBRARY

Hamish Wylie has donated copies of illustrated booklets about Lerwick Harbour in the Shetlands. Produced by Lerwick Harbour Trust, they contain information on not only the harbour itself but also its role in relation to North Sea Oil, cargo handling, tourism, fishing and harbour services plus a business directory.

Worth a read even if it is just to see the photographs of a place that looks just like the Falklands but much, much busier and not at all unattractive. A view of things to come?



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BULLETIN

Vol. 1 No. 36

August 94

PUNTA ARENAS CHAMBER OF COMMERCE

I have recently received communication from Sr Dubrock and Sr Martinic Glasinovic of the Punta Arenas Chamber of Commerce regarding a trade delegation visiting the Islands. The latest news is that a party of 17 businessmen are planning to arrive in mid September, although as yet I do not know for how many days.

Due to the imminence of this visit, hasty planning may have to be undertaken to organise meetings and an exhibition of the samples they hope to bring. I am sure you will agree on the importance of giving the delegation a worthy reception and making the most of this opportunity to promote trade links with Chile. I would be pleased to hear as soon as possible from anyone who wishes to meet the delegates or help in other ways such as

- picking up delegates from Stanley airport
- entertaining
- assistance with exhibition of trade samples
- any other ideas?

Byron Marine has already offered some space on the MV Tamar for transportation of samples and both the Upland Goose Hotel and the Malvina House Hotel have offered generous discounts on accommodation.

How can you help? We should, as a professional organisation, work together to ensure the delegation enjoy their stay and return home with the impression that the trip was well worth while.

CREDITON CHAMBER OF COMMERCE

Mr Paul Janion of Windmill Foods in Crediton, Devon will be travelling to the Islands in November on behalf of his own company plus four others and will also be representing the Crediton Chamber of Commerce. He would like to meet with local companies which may have a specific interest in the following products:

- dried food and preserves (jam, honey etc)
- agricultural machinery
- industrial paint spray and metal treatment
- roof lighting systems
- legal services

Mr Janion has a keen interest in the Falkland Islands and has communicated with us before regarding trade links. If you would like to meet him during his one week visit, please contact Fiona as soon as possible. A Chamber of Commerce meeting will also be arranged for more general discussion.

SOCIAL EVENING

A social evening, attended by 30 members, was held on Wednesday 24th August. It included a presentation by members of the Chamber of Commerce delegation which visited Aberdeen and Shetland earlier this year. The speakers, David Hall, John Pollard and Hamish Wylie related their experiences of following an extremely hectic schedule during which they met leading private companies, public organisations and local government involved in the offshore oil industry. The level of interest in the Falkland Islands was extremely high - apparently the membership turnout for an Aberdeen Chamber of Commerce reception for them was higher than that for previous functions for China and India.

In the commercial world, the delegates encountered one or two businesses who indicated that they would want to operate entirely on their own if the industry develops here, but the majority of companies are more interested in joint ventures. There were numerous offers of advice and assistance, particularly in training and work experience.

Dave Hall displayed several slides prepared by Texaco which described very simply and clearly what would be required here in the way of facilities in the event of development. Texaco also emphasised their commitment to the environment, which is a major issue with oil companies, and one they put into practice by self imposing strict controls in all their operations.

John Pollard remarked on the similarity of Shetland to the Falklands and felt that its experiences of oil could be regarded as a likely scenario for us. In the words of one Shetland Islander he met "One summer there were two odd looking ships in the harbour (seismic survey vessels), four years later they started building."

Several points of discussion were raised after the presentation. The possibility of restricting any oil terminal buildings and accommodation camps to one island, as in Orkney, was agreed to be a good way of reaping the benefits with minimum impact on the community. It was pointed out that no thought has apparently been given to the infrastructure required to support an influx of workers in the exploration stage, or how to deal with the changes required when they leave. The Brynn Report was also criticised in that it was felt to be more beneficial to commence any development in the Islands from the beginning, rather than starting it off on the mainland then moving it here. In this way we would learn to cope with the industry as we went along, rather than being thrown in the deep end after it was well established.

The delegates brought back a quantity of material from their visit which is in the Chamber Library and available for anyone to borrow.

IN THE MAILBOX

Every now and then I receive a letter which makes me laugh and the following is one of them. A gentleman from Georgia, USA has written to ask if I can recommend an Argentinian manufacturer of Gaucho boots - perhaps a farmer or some other rustic person. These boots have to be a specific type with concertina legs that will fold up to pack in a rucksack and he even enclosed a detailed drawing. What a pity the Falklands Gaucho is long gone. He could have been a colourful tourist attraction I can just see him riding across Stanley Common, swinging his bolas, with his baggy Gaucho trousers tucked neatly into his locally hand crafted collapsible Gaucho boots...

I would love to know why this gentleman wrote here instead of somewhere more obvious (like Argentina), but I will curb my curiosity and politely refer him on to the Chamber of Commerce in Buenos Aires.

↑ ↑ ↑ ↑

Paulkinson International UK Ltd are seeking agents to sell Wahl personal grooming products. These include haircutting sets (one has a vacuum cleaner attached to suck up the bits, bad news if you have long hair), shavers, beard & moustache trimmers, nose hair trimmers, hair drying sets, massagers and travel products such as kettles and irons with adaptors for use anywhere in the world. Details available from the Chamber office.

JOB SHOP

I have received a letter from Sr Jose Moises Soussi Cruz of Puerto Montt in Chile. Sr Cruz is an administration manager at a salmon farm in Puerto Montt. He is aged 30, married with a seven year old daughter and for the last year has been trying to find information on living and working in the Falkland Islands. His written English is excellent and I assume his spoken English is the same. If you would like to know more about Sr Cruz or can offer him a job his address is Casilla 884, Puerto Montt or fax 056 652 54304. Contact the Chamber office for a copy of his letter.

A local man is seeking work. Aged 36 he is a well qualified engineer with good organisational abilities and is a full member of the Institute of Electronic and Electrically Incorporated Engineers. He has a full driving licence and is prepared to work in Stanley, MPA or in Camp (short term only). Contact the Chamber office for a copy of his CV.

NEW IN THE LIBRARY

Offshore Minerals Bill 1994 - Errata
Pages 32 and 105 of the Gazette Supplement issued on 8 August (Vol 5 No 15) were transposed in printing (ie page 31 should be followed by page 105 then 33, 34 etc; page 104 should be followed by page 32 then 106, 107 etc).

Falkland Islands Gazette

Vol CIII No 9 - Seamount Ltd: notice to Official
Receiver of Winding Up Order.

Vol CIII No 10 - Register of Electors 1994.

From Government House, a copy of Braby's 1994 Commercial Directory of southern Africa (Transvaal, Bophuthatswana, Venda, Natal, Cape Province, Ciskei, Transkei, Ofs, Qwaqwa, Angola, Botswana, Lesotho, Malawi, Mozambique, Namibia, Swaziland, Tanzania, Zambia, Zimbabwe, Mauritius, Reunion, Seychelles). Now trade with South Africa is on the up this directory may prove very useful. Contains sections on

* General business and economy

* Useful national and overseas business contacts

* Exporting

plus an extensive business directory containing thousands of entries. So, if you want to locate the Botswana Development Corporation or Hilda's Hair Salon in Mafeking or even the Mauritius Biscuit Company - this is the book for you.

OFFICE CLOSED DATES

The next Falkland Islands Tourist Board Tour Guides' course will take place during the week beginning 19th September. As Fiona will be running this course, the office will be closed from Monday 19th September to Friday 23rd September inclusive. Telephone (not fax) calls to the office will be diverted to John Pollard at Sullivan Shipping or call Fiona at home in the evenings on 21622.

POSTAL SERVICE

It has been observed that there is a need for a postal delivery service to businesses. With the volume of mail arriving in your mail box, not only with every Tri Star, but also from other businesses and Government departments, would it be worth while paying a small fee to have your mail delivered each weekday to your door? Perhaps you would also like your outward mail to be posted, or you might occasionally use a local courier service. Sounds like a job for somebody.



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BULLETIN

Vol. 1 No. 37

September 94

COUNCIL MEETING

The last Council meeting was held at 10.00 am on Friday 9th September. Issues discussed included:

- * the visit by the Punta Arenas Chamber of Commerce delegation now looks set to go ahead in early October although no dates have been confirmed. Several local businesses have offered to assist by means of providing transport, giving a guided tour of the town and hosting social meetings. H.E. The Governor has also offered to hold a reception. We still be pleased to hear from anyone who would like to assist in any other way, particularly with ideas for setting up an exhibition of trade samples.

- * a proposal by Fiona Didlick that Chamber members of Government Committees should be elected annually instead of the present 'life membership'. Various advantages and disadvantages to this were discussed and it was agreed that the Chairman of each relevant committee should be approached for their views.

- * a proposal by Fiona Didlick that sub-committees be formed to tackle issues which need more time than is available to the Council alone. These are Offshore Oil, Fundraising and Small Businesses. The proposal was agreed and members will be invited to form these groups.

- * the British Chamber of Commerce is forming an organisation to promote commercial activity within the British Commonwealth. This will include an export/import database and a listing of Chambers of Commerce and trade organisations. We have been invited to complete a survey form and it was agreed to do this once it has been established that we will incur no expenses for inclusion in a directory or database.

- * Mr Paul Janion of Crediton, Devon will be visiting the Islands in November. He will be representing the Crediton Chamber of Commerce plus his own and other companies and will be bringing messages from the Town Mayor, the Town Council and the Parish Council. It was agreed to arrange a reception for him when his itinerary has been confirmed.

The meeting closed at 11.30 am. Council meetings are held every month and items for discussion are always welcome.

DONT FORGET that the Chamber office will be closed from 19th to 23rd September and calls will be diverted to John Pollard at Sullivan Shipping.

MEETING THE NEW CHIEF EXECUTIVE

The Chamber of Commerce Council entertained Mr Andrew Gurr, the Government Chief Executive, to lunch on Tuesday 13th September at Malvina House. Various subjects relating to the private sector were discussed and Mr Gurr, whose own background is in business, proved to be an excellent listener as well as explaining his own views and ideas. His suggestion that further discussion should be arranged was welcomed and we look forward to the next meeting.

COUNCIL SUB COMMITTEES

1. Offshore Oil. The weight of decisions relating to a future industry are exceeding the scope of regular Council meetings. It is also no longer possible for Fiona to keep up with the volume of incoming information in the time available. Therefore it has been proposed that a group of members be formed, with an interest in the inevitable development of an Offshore Oil Industry. Their task would be to monitor all incoming information, discuss any issues raised and submit any recommendations for action to the Council.

2. Fundraising. The Chamber presently relies on funding and free office accommodation provided by the FIDC but this cannot be expected to continue beyond next March. Fundraising therefore is an important issue which requires immediate attention. It has been proposed that a group be formed to generate ideas and to submit any recommendations for action to the Council.

3. Small Businesses. Many of our members are one man organisations or small businesses who rely on the local market, and there are many more who are not members. It is of concern that these may have special needs which are being overlooked in the current wave of interest in oil and overseas trade. It has been proposed that a group comprising of only small business members (subscription scale 1) be formed. Their task will be to identify and discuss issues relating to small businesses and submit any recommendations for action to the Council.

Initial start up of these groups requires four members. Each group will be free to draw up its own terms of reference and will be able to co-opt further members as required. The Chamber office and a secretarial service will be available including conference facilities, research, wordprocessing, photocopying etc.

Members are invited to nominate themselves for these important roles which will be crucial in determining the future of the Chamber. Nominations should be forwarded to Fiona at the Chamber office. The closing date will be Tuesday 27th September, after which the groups will be established as soon as possible.

REGISTRATION FOR WORK ON MOD SITES

Mr M Talbot, a Director of Turner Facilities Management, has written to Mike Summers at the FIDC making the following comments about employing local companies:

"Our contract with MOD does not allow us to use sub-contractors unless they pre-qualify in accordance with the terms of our own contract. You may remember that we attempted to get a number of Falkland Islands contractors to prequalify fairly recently. Most did not return their forms. If there is anything you can do to encourage them to complete the forms, it could only help them. If you are able to give them such encouragement, I would be grateful.

I ask you to note that over recent months we have twice invited Falkland Islands companies to tender for major projects and on both occasions they refused."

Mike Summers describes this information as disappointing and in a letter to the Chamber of Commerce says:

"Frankly if members of the business community couldn't be bothered to fill in what was a relatively simple form then one is tempted to wonder why FIDC or anybody else should bother to push MOD/Turners to consider offering work to the civil community. Not to respond because companies feel their chances of work are not great is to reinforce the opinion at MPA that local companies are not capable or not interested. Only by constantly making their services available will local businesses convince them that they have something to offer.

No-one suggests that this is the road to instant riches; it is not and few such roads exist. However MPA has an annual spending power at least equivalent to the whole of the Falkland Islands. To ignore it is to ignore a major market potential; even though it might take businesses some time to establish themselves, others have done it.

FIDC are available as always to give advice or assistance to anybody on any aspect of registration or work for MOD."

* * * * *

The evidence suggests that local businesses can't be bothered to fill in a simple form. Is it also true that we are neither interested in nor capable of the work? And if so, why should MOD/Turners be bothered to offer it to us? Use your right to reply - fax, phone or write to the Chamber office now.

Those of you who have visited the Chamber Office and hoped in vain for a cup of tea will be pleased to hear that 6 mugs (gold rims, very elegant) have been donated by Byron Marine Ltd.

NEW IN THE LIBRARY

H.E. The Governor has donated a considerable amount of information collected during his recent fact finding tour of offshore oil installations and industries in Aberdeen and Shetland. Includes videos produced by the Shetland Enterprise Group, the Shetland Oil Industries Group (oil related services), Stena Offshore (shipping), Brown & Root (construction).

Also from Government House:

- the latest issues of 100A1, the magazine of Lloyd's Shipping Register
- the 1993 annual report on Lloyd's Register
- the latest issue of the CBI News, the magazine of the Confederation of British Industries
- the May 1994 issue of Business Air News

From the Aberdeen Chamber of Commerce, the August 94 issue of their Business Alert leaflet - lots of short items on news and development in the business world.

Spring 94 issue of Global Ceramic Review. Includes articles such as 'Aspects of Sewage Sludge Utilisation and its Impact on Brickmaking' - essential reading for those seeking solutions to pollution in the Harbour and the housing shortage. Lots of adverts etc ranging from home based potters' wheels to the latest in bathroom ceramics.

Cable & Wireless have donated a 1994 United Arab Emirates fax directory.

FALKLAND ISLAND GAZETTES

Vol CIII No 11	Appointments; Acting Appointments; Completion of Contracts; Resignation; Cost of Living Committee; Register of Companies (removal of companies); Application for Residential Licence (Blue Beach Lodge); Application for Naturalisation (J. Poncet & M. Igao); Administration of Estate (C. W. Short)
Vol 5 No 16	Proclamation No 1 of 1994 (details of extension of the outer conservation zone)
Vol 5 No 17	Public Health Ordinance - Medical Charges etc The Dogs (Amendment) Rules 1994 Stanley Common (Commonage Fees) Amendment Regulations 1994 The Enforcement of Judgements (Australia) Order 1994 The Media Trust (Amendment) Bill 1994 The Dogs (Amendment) Bill 1994 Children Bill 1994
Vol 5 No 18	The Abusable Substances (Young Persons) Ordinance 1994 The Darwin Road and Port Louis Road Designation Order 1994 The Magistrates and Summary Courts (Guilty Pleas in Absence) Rules 1994
Vol 5 No 19	The Post Office (Amendment) (No 2) Order 1994
Vol 5 No 19	Fishing Licences (Application and Fees) Regulations Order 1994

* * Vol 5 No 17 Public Health Ordinance will be of interest to those who have dealings with foreign nationals who may use local medical or dental services. It provides a comprehensive list of charges.

* * Vol 5 No 18 Abusable Substances Ordinance will be of interest to retailers who wish to familiarise themselves with the law on selling substances, other than controlled drugs or liquor, which may cause intoxication by inhaling the fumes (ie sniffing glue and similar substances).

SOUTH GEORGIA & THE SOUTH SANDWICH ISLANDS GAZETTE

No 2 of 31/08/94

Appointment of Fisheries Protection Officers
Pensions (Amendment) Ordinance 1994
Appropriation Ordinance 1994
Harbour Fees Regulations 1994

COMMUNITY CLASSES

Classes will begin again as from Monday 19th September. As well as students, tutors are sought to increase the range of subjects. Do you have a practical skill or specialised knowledge you would like to pass on to others? An attractive rate of pay is offered for tutors to run classes from one to ten weeks duration. Contact Phil Middleton at the Community School on 27290 for more details.

STAMP APPEAL

Many thanks to those of you who have sent me stamps for Drew Johansson, the crippled ex-Navy diver who raises funds for Guide Dogs for the Blind. I have sent two packets of stamps which include not only local issues but an impressive collection from all over the world.

This appeal is ongoing so please keep on saving your used stamps. One point to note - as I understand it envelopes bearing local farm cachets (rubber stamped) are sought after by collectors and worth a bit more. If you receive one of these please leave the envelope intact or tear the stamp off to include the farm cachet.

IN THE MAILBOX

Electro Motion UK Ltd of Leicester, UK would be interested to hear from anyone requiring modern, used industrial machinery. Items include lathes, diesel lighting sets, diesel welders, grinders, drills, millers, saws, borers, tube benders, engravers, guillotines and much more.

Machines are sold in two qualities:

- reconditioned, cleaned, resprayed to look like new and guaranteed for three months from date of arrival against major part failure
- or run and checked but not stripped for reconditioning and repainting.

All machines may be inspected without obligation by any outside party nominated and shipment can usually be effected within two to three weeks of receipt of payment.

Further details including stock lists and colour leaflets are available from the Chamber office.

WANTED

Can anyone spare a chair or two for the Chamber of Commerce office? We need additional seating for meetings. All donations gratefully received.

NOW FOR THE GOOD/BADS NEWS ...

... depending on your point of view! I have resigned and advertising for my replacement is under way. This was a hard decision to make as I enjoy my work here, but I am also a business member of the Chamber and hope to maintain an active role. As much as I would like to be a kept woman, I will be continuing to work freelance in a variety of areas.

My last day in the office will be Friday 30th September.

Fiona

JOB SHOP

Local woman, qualified training officer with a wide range of commercial experience, is available from October 94 to undertake freelance projects. Own word processor and fax. Will consider cover for staff holidays or illness. Contact - yes, you guessed it! - Fiona Didlick on 21622.



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BULLETIN

Vol. 1 No. 38

October 94

Dear Members,

I would like to take this opportunity to thank Fiona for all her hard work during her time with us as Assistant Secretary. In that time the Chamber has grown quickly and seen the office both established and then moved to smart central premises. Fiona has worked hard to consolidate Chamber activities and, on behalf of all members, I sincerely thank her for all her help. We wish her well in the future.

In the same breath I am pleased to announce that we have appointed Miss Arlette Bedford as Fiona's replacement as Assistant Secretary. Arlette is familiar with Chamber operations having covered for Fiona during a recent leave period. Welcome Arlette - we look forward to working with you.

Dave Hall
 President.

.... AND LAST WORDS FROM FIONA..

I would like to thank everyone who has assisted me through the early development of the Chamber and seen it grow into the established, productive organisation it is today. These thanks extend not only to the Members but also to many other people in the private sector, FIDC, Government House, the Secretariat and numerous Government Departments who have helped in a variety of ways. I am sorry to leave but I feel I can safely hand over to Arlette to carry on the good work and hope you will give her your continued support.

REGISTRATION FOR WORK ON MOD SITES

In the last bulletin comments were invited in reply to letters from Mr Talbot of Turner Facilities Management and from Mike Summers of FIDC about registration for work on MOD sites.

Clive Wilkinson is local agent for Chloride Batteries, which are used by MOD and can match prices plus proper disposal of old batteries at no extra cost. He claims that at the moment MOD dump them, which is not the 'greenest' of actions. Clive completed and returned his MOD pre-qualifying form but has heard nothing since. He also points out that he was not invited by FIDC to tender for the Estancia alternative energy programme, despite being able to offer the service. He is of the opinion that Mike Summers is being hypocritical.

Steve Vincent reports that he received an invitation to disclose his company's financial status for Turner's files, which at the time he felt would be worth it if any contracts were forthcoming from MPA. With this in mind he rang the Works Services Manager at Turners, Mr Ed Sorrell, and asked what work his company could expect in the next 12 months. Mr Sorrell's reply was less than enthusiastic due to the fact that there was no work coming up to contract for. On asking what was the point of supplying company details if no work was in prospect, Mr Sorrell replied "We'll just chuck it in the files" - hardly the response of a man keen to employ local contractors.

Mr Hamish Wylie advises that he also completed the "simple form" and returned it to Turners, once again he heard nothing from them except to receive yet another form to sign allowing the Bank to give a reference. He would also like to point out that on neither occasion was LMW invited to tender for the projects, it was not a case of refusing! Mr Wylie feels that Mr Talbot's letter is "negative in it's content" and for obvious reasons, thinks that Turners have no wish to employ local contractors now or in the future.....

TOURISM ORGANISATION AND DEVELOPMENT MEMO

Tourism would like to point out a few changes that have taken place over recent years, such as the contracting out of ground handling operations, booking and info services, movement of office facilities from the old PSA offices to John Street and now to the Jetty and of course changes in staff.

The temporary office on the Public Jetty is currently being fitted out by PWD and should be in place by mid-October and will become the focus for FITB. Tourism would also like to point out that although the MOD have closed their R & R centres on Weddell and Saunders Islands, it's not all bad news as this will open up substantial opportunities for all lodges and guest houses etc. to offer their recreational facilities.

In order to strengthen management resources in the Tourist Board, Mrs Wendy Teggart has been made responsible for all marketing and promotion locally and in the Americas and will co-ordinate marketing activity with the London Office. Cheryllyn King will continue to be the FITB Representative reporting to Wendy. Natalie Smith continues to provide backup and continuity. Mr Ian Cox has been appointed Commercial Representative of FIDC, London. Mr Ian Dempster remains responsible in FIDC, for the tourism operating units where they have a shareholding or management responsibility and Mr Mike Summers remains Chairman of FITB.

FAKLAND ISLANDS GAZETTE

Vol 5 No. 20

The Family Allowance Bill 1994

TRADE & EMPLOYMENT FORUM MEETING - 15/9/94

Matters arising :-

Commercial Air Operations - ComdSec enquired about a new civilian air terminal and small engineering base at MPA. Both tourism and oil based projects would benefit. GMFIDC stated that usage would have to be quantified before FIG would incur expenditure, and asked whether the existing building could not re-designed to make it effective for both military and civilian purposes. CSO overcame most problems with this idea, except that even with re-design of the internal layout there would be insufficient space. A mobile lounge was suggested. So was the idea of using Stanley Airport, but it seemed unnecessary to have to international airports within 35 miles of each other. Further discussions would take place.

Multi-Activity Contract - ComdSec advised that tenders would be invited in December, evaluated in Feb '95 with contract commencement in June for approx. £1.5m worth of work. Tenders would not have to be submitted for the whole contract.

R & R Organisations and Opportunities - Comments as per Tourism memo above.

MPA Housing - FIG Supply - GMFIDC advised that FIG had approved funding for houses to be built at MPA by LMW under supervision of the FIDC house building loan scheme.

Minefield Fence Maintenance - GMFIDC suggested that civilians could be used to maintain fences. MOD agreed that this would be possible but that it would not result in any cash saving to MOD nor would it enable the EOD team to be reduced in size as minefield fencing was not EOD's primary task.

Mount Kent Maintenance - Could local contractor bid for this work? ComdSec advised that if work exceeded £25,000 Turners should in theory put the work out to tender, but said they were able to do it under a schedule of rates and this was the most likely course.

Civilian Employment at MPA - Rural developments were discussed, including the improvement of the track to Fitzroy memorials, and the Fitzroy to MPA road. Suggested that there may be sufficient demand for a daily mini bus service to take workers to MPA.

NAAFI, Hillside Camp - Proposed Hair Salon at Hillside. ComdSec said he would check this out but felt that although it would not be possible to stop the Naffi starting this facility, he believed they would not get much trade as the civilian hairdressers had already established much of the custom from both MPA and Hillside.

Cold Store Project - CSO said this project had been put out to tender and over 30 companies had expressed interest in part of the works. GMFIDC said civilian companies had no known about it until an ad was seen in the 8th Sept Bulletin. OC Port & Movs Sqn said he understood any works with a value in excess of \$500,000 had to be included in the European Journal. GMFIDC said the matter would have to be addressed with Turners.

Landing Fees - Comments that military personnel objected to paying landing fees at various places in the islands. ComdSec knew of complaints regarding Sea Lion Island and that he was not aware of anywhere else charging such fees. GMFIDC pointed out fees at Pebble and San Carlos which are included on lodge invoice.

* The next meeting will be held on 15 December 1994 *

COMPANY PROFILES

The London office has requested company profiles that can be maintained and passed to persons who enquire about potential business or partners in the islands. This is likely to become increasingly important once the Commercial Representative is in place.

Although the Business Directory is available, a company profile gives a more detailed description of what you and your company do and therefore if you don't already have a profile printed up, I suggest it would be extremely worthwhile in doing so, as this is an excellent opportunity for company promotion. Once you have compiled a profile I would appreciate it if you could forward a copy to the Chamber so that I can produce a file and forward it to the London Office.

* JOB SHOP *

29 Year old female seeking employment here in the Falklands. At present she is an assistant to the Financial Director in a small company. Work includes, credit control, sales ledger duties purchase ledgers etc.

For copy of this young lady's C.V contact the Chamber of Commerce.



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



BULLETIN

Vol. 1 No. 39

October 94

MAGALLANES CHAMBER OF COMMERCE TRADE DELEGATION

Although the plane was delayed half an hour or so, the Chilean Delegates landed on Falkland soil at approximately 2.00pm Wed. 5th Oct. and from that moment on it was all go for them.....

Once they had been escorted to their hotels they just had time to eat lunch before Sr Fernandez, Sr Twymann and Sr Martinic were dashed off to Government House for introductions and afternoon tea with the Governor.

At 5.00pm all the delegates were invited to a presentation at the Upland Goose, hosted by FIDC and Chamber Council. This was to give the delegates an insight to the Falklands Economy and it's general background. I believe they found this of great interest.

At 8.00pm it was back to the "Goose" for more introductions, this time to all members of the Falklands Chamber. There was an excellent turn out and both delegates and members were soon at ease and conversation was flowing. There was also a presentation made by both presidents. Mr Hall presented the Magallanes Chamber with a Wedgwood Plate, depicting the map of the Islands and in return the Falklands Chamber received a beautiful plaque which has pride of place in the Chamber office.

Thurs. 6th Oct. After an extremely busy first day it was straight into business and a meeting with the Chamber Council at 9.00am. Unfortunately only an hour had been set aside for this and as it turned out two or three hours would actually have been needed to answer all their questions. One of the issues covered was the possibility of joint ventures between companies and this was a welcomed idea. Other issues mentioned were of course the need for a good reliable service producing quality products at a reasonable price. Sr Fernandez requested a list of products that were allowed to be imported into the islands as obviously there are some restrictions on chicken and sheep meat etc. The delegates were also interested in supplying the military here, but our council members pointed out that it was difficult enough for local companies to get contracts with the military and that they should expect to have problems. Some being, military regulations, ie: EEC standards etc, price, and continuity of service. It was pointed out, however, by Mr Tim Miller that it was not an impossibility as after a lot of hard work, discussions and perseverance over the last three years, his company had managed to make progress with the military, pointing out to them the advantages of local produce, and he

suggested that the Chileans do the same, emphasising product freshness, variety and space being left available on the Tristar for more important supplies which the islands and Chile could not supply.

After this meeting the Chilean Trade Delegation were taken on a tour of Beauchene hosted by Cheryl Black and Tony Loftus. The once again it was back to the "Goose" for a lunch given by FIC. After lunch Mr John Goodspeed, ComdSec, hosted a meeting, unfortunately I do not know the outcome of the Chileans proposals of trade, but perhaps I will be able to find out!!!!

The afternoon was filled with various meetings and tours hosted by a Chamber Members which was followed by the official reception held at Government House. The evening was completed by a dinner hosted by Byron Marine Ltd where I believe the Chileans were served a traditional Falkland Islands meal of local Lamb and one of Monica May's scrumptious Bread and Butter Pud!!!

Fri. 7th Oct. The day began with a tour of the Hospital, the Senior School and the Museum, thanks to everyone who showed the delegates around. At 10.00am the Delegation organised an exhibition of products and samples for members to view at the Malvina House Hotel. From what I gather from our members, these were of a high standard and of use to the islands, so lets hope we shall see some of these items on sale in our shops soon.....

At noon, the party were taken to the Secretariat where they were introduced to Mr Gurr, the new Chief Executive, Mr Lang, Mr King and Mr Howatt. There was a brief questions and answers session held in the Liberation Room, covering a variety of rules and regulations concerning companies wishing to start up business in the islands. Were there any restrictions on obtaining land, use of local water, use of locals for employment etc etc? The debate went well and Mr Gurr commented that it was in that same room 12 years ago that an historical moment ended and that he hoped this was the day an historical moment had begun, referring to relations and trade in the future with the Chile.

The Chief Executive then hosted a luncheon at the Malvina for the Delegates, which went down very well. I was lucky enough to be invited to this and I found the Delegates to be an extremely friendly lot and they included me in their conversation through lunch as much as possible, (which is difficult when you only speak pigeon Spanish and they only speak a little English!) mind you from the amount of laughter at the table I think I was their conversation!!!

On that last evening Standard Chartered Bank hosted a reception and again I believe this went very well. Apparently after this, some members decided to show them

the town and a little birdie tells me that they discovered the local kareoke haunt. where I believe a great time was had by all!!!

Sat. 8th Oct. Time to go home.....but not before the Chileans had said their thank you's to all the members who had made their visit such a pleasant one albeit extremely busy. The farewell buffet was held at the Malvina where many members were presented (I use that word loosely) with various bottles of plonk which the party decided to leave behind.

All in all I feel the whole trip was a success and after speaking to various members I believe their views are the same. Lets hope the Islands will benefit from this. and perhaps we shall see them all again next year!

Many thanks to all the people who helped in some way during the visit. especially to the translators who were wonderful.....

SPECIAL "CRUISE SHIP" EDITION OF THE PENGUIN NEWS?

I have received a copy of a letter written by The Governor to the editor of the Penguin News. which suggests that a specially designed issue of the newspaper should be made available to the cruise vessels that land here in the Islands. His idea is to publish a paper with "a great deal of tourist-directed advertising" by such companies as West Store, Pink Shop, pubs, hotels taxis, etc etc... Perhaps information on local ways of life, general articles on fishing, historical places, and so on.

The idea is to have a standard paper and then make minimal changes to suit each vessel. for instance, the main headline could read "Stanley Welcomes The World Discoverer" (or whoever). Other items can be omitted or added depending on relevant events, such as Battle Day, Christmas Races, charity runs.....

Apparently the Governor has suggested this special production before but to no avail. he feels it would be a good introduction to Stanley and an opportunity for the commercial sector to put their products and services before the visitors. In his view the paper could sell for \$1.00 or 80p from the new Tourist Information Office and thinks it would be "a useful money-spinner for the paper".

If you think this would be a good idea. please let me know and if you have any suggestions or pieces you would like to see printed in the special edition. fax them or drop them into the Chamber office and I shall make sure Mr J Fowler is made aware of your ideas.

THE SOUTH GREEN SUPPLIES SAGA.....

We have received the following letter from South Green Supplies concerning the Air Atlantic flights, and the problems the company are having. We would welcome any comments you have on the subject and also your opinion on their products.

*South Green
Suppliers*

CLIENTAR S.A.

726233

LIBERTAD 2826 - TELEFAX: ~~726233~~ - (11.300) Montevideo - Uruguay

October 3, 1994

Mr. David A. Hall
Falkland Islands Chamber of Commerce

Dear Mr. Hall,

I imagine that you are advised that some problems have appeared with respect to Air Atlantic's flights. The Uruguayan Government and Air Force are contacting the United Kingdom Embassy and the Royal Air Force, in order to overcome this situation. We are hopeful that the problem will have a happy resolution.

We continue working and planning our business to be ready when the problem is overcome. That's why we would like to know the Chamber's Members opinion about the show room of last Thursday, the products, the quality of them, which products (fruits, vegetables, dairy products, biscuits, puddings, wines) were the ones in which you are more interested, in which products you are supplied from Chile and in which ones we can supply you. Also you can ask us for other products which we didn't take to the show room. We have been informed that people have found our prices something expensive; what they must be aware, is that we have a high freight rate (about 3.5 american dollars per kilo).

We are dealing with Air Atlantic in order to get their rate reduced, and South Green Suppliers is also decided to reduce its profit in order to be more competitive, to gain volume and get costs reduced. What Stanley people can be sure is that we will always be supplying product of excellent quality and the frequency of delivery will be weekly; we think that these two factors makes an important difference with products that you receive from Chile, and justify a differential price.

I hope that we can maintain a regular communication, and please contact me if you require information or have any doubt.

Yours sincerely,

Luigi Plinio
Mr. Gonzalo Muñoz

WORK EXPERIENCE PROGRAMME

This programme is two weeks long and begins Monday November 21st to Friday 25th and Monday 28th to Friday December 2nd 1994. If any company can provide placement space please contact Mr P Middleton and the Education Department, on tel: 27290

FALKLAND ISLANDS GAZETTE

Vol CIII No. 12 30/9/94

Vol 5 No. 21 3/10/94 - Subsidiary Legislation. Public Services Pensions.

IN THE LIBRARY

Invest in Britain Bureau - Annual Report 1993/94

Business Alert! - September 94 Issue

Office Equipment & Furnishing Brochure

Powel Automation Limited - Suppliers of machinery and technology to the concrete rooftile industry. company profile.

Ultramar - 40 Years. Chile and Ultramar: Setting a Course Brochure depicting company services. and history.

JOB SHOP

Part Time Shop Assistant required for Thursdays, Fridays and Saturdays. If you know of any reliable person looking for part time work please ask them to contact Mr Jim Moffatt on 22723 during office hours for more details. The position will be open as from the end of October.

Mr Glynn Valler is seeking work in Stanley. He is keen to do any type of work, bar, office, labour etc. If you can offer him any position albeit temporary, please contact him on 21345.

THE NEXT CHAMBER COUNCIL MEETING WILL BE HELD ON THU 14TH OCTOBER 1994 AT 10.00AM IN THE CHAMBER OFFICE.

EEEEEEEE

EEEEEE CHAMBER FUNDS EEEEE

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HELP!!! Due to the unforeseen costs incurred during the Chilean Delegates visit, I am afraid the Chamber is going to have to call on our members generosity for some financial assistance, in the form of donations perhaps? As you are well aware, the Chamber does not run on fresh air, (unfortunately) and as the Chamber is still in its infancy, we would appreciate our members help and support.

I believe Fiona asked if any members had a couple of spare chairs for the Chamber office as we are decidedly short here, but not one member has acknowledged the request let alone offer one!! Perhaps this could be your first donation??

I am afraid the time has come to be blunt, we need to think of fund raising ideas, so if anyone has any suggestions, please let me know, believe me I am racking my brains! I have also come across quite a few outstanding invoices, and subscription fees, so I shall be re-invoicing members and I would appreciate payment of these immediately. If, once you receive an invoice for the additional subscription fee, you no longer wish to be members of the chamber, then please let me know so I may keep my records in order.

Thank you.....

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Falkland Islands Chamber of Commerce
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BULLETIN

Vol. 1 No. 40

October 1994

CHAMBER OF COMMERCE MEMBERS TO VISIT CHILE?

At the last council meeting which was held on the 14th October, a reciprocal trip to Chile was discussed. It was suggested that plans be made for a visit at the end of April beginning of May 1995. If you are at all interested in being involved with this trip, then please let the Chamber know so as numbers can be established. Obviously, it is quite a long way off but I think it best to make arrangements as soon as possible.

The trip would probably be for 4-6 days depending on how much time each member would need to see to his/her personal business after the Chambers agenda was completed. Each member would have to pay a fee to the Chamber for the organisation of the visit and of course hotel and flight costs. If you have any suggestions for this proposed visit then please let me know here at the Chamber Office, on 22264 or fax 22265.

WINDMILL FOODS - VISIT TO THE ISLANDS

Mr Paul Janion will be visiting the Islands from the 15th November to 23rd November 1994. He is the Director of Windmill Foods and he will be meeting with various companies who already sell his products but he would be very interested in meeting new business contacts whilst on his visit. He would also be interested in any specific export opportunities which members may be seeking so please let the Chamber know so as I can inform Mr Janion on your behalf.

He will be representing various other companies dealing in a wide range of products, including agricultural equipment, industrial paint spray and metal treatment, roof lighting systems, legal services and food, primarily dried and preserves, so I am sure he will be of great interest to many of our members.

As a Chamber, we are looking into arranging a reception for him on the evening of the 21st, which members will be invited to, but if you would like to meet with Mr Janion privately to discuss your companies' requirements, then please contact the Chamber of Commerce to arrange a convenient time in his agenda.

He will also be bringing with him several messages, one being from the Mayor of Crediton, and several other associations. He will be involved in an Assembly at Stanley Community School on November 18th, where I

believe he will relay a message from Crediton's Elizabeth Community College.

He would also like to meet the local media, so John or Patrick if you are reading this please let me know if you would be interested in interviewing this gentleman!

I will inform members of the time and venue for the Chamber Reception on the 21st as soon as I can. I hope many of you will attend.

***** DINNER & AUCTION EVENING *****

There will be a Fund Raising Dinner on Wednesday the 9th November 1994, at the Upland Goose Hotel. 7.30pm for 8.00pm. There will be a choice of Starter, Main Course, Dessert, and Coffee. Black tie is encouraged.

After the meal there will be an auction held in the lounge to help raise funds, therefore donations of items for auction would be greatly appreciated. It does not matter what you give, anything at all can be auctioned, no matter how big or how small (as the saying goes!). At the end of the day the idea is to have a fun evening and if money is made at the end of it, all the better....

There will also be two Representatives of the British Geological Survey attending the Dinner, Dr. Nigel Fannin and Dr. Phil Richards.

If you are interested in joining in the fun of this "Auction Night" it will cost a mere £18.00 per person. If you would like to reserve a place for yourself and a guest then please contact the Chamber Office as soon as possible. If you don't wish to attend, but have an item for auction, then please drop it into the Chamber Office at your earliest convenience.

See you there!!!

JOB SHOP

Mr Miguel Hernandez is seeking full time employment to assist him in applying for his naturalisation here in the Islands. He has lived and worked here for the last five years. His last job was at FWD where he had been a Tyre Fitter for 2 years, but unfortunately the position had to be re-advertised so that locals could apply as he had not yet been granted his naturalisation. The position was appointed to another person. Mr Hernandez is extremely upset by this, as his application for naturalisation had been put to Council but was deferred until the following meeting.

He has previously worked on ships, which include the MV Monsunen, but is happy to turn his hand to anything. I have a copy of the gentlemen's details at the Chamber. Please contact the office if you have any possible openings for Mr Hernandez.

MABEL BENEDIKT - URUGUAYAN TRADING

This lady has been in touch with the Chamber, concerning a visit to the Islands. (seems we are a popular destination nowadays!!) She would be interested to know which goods are most needed here in the Islands so she can put some facts and figures together for her trip.

If any of our members have specific ideas on which goods would be of use here, then please let Arlette know at the Chamber so she can forward the information onto Ms Benedikt.

CHAMBER LIBRARY

We now have several training videos for hire in the Chamber Office, including "Computers in Business", "How To Make The Most Of Microsoft Windows", "Getting Started With Your First PC" which are produced by The Sunday Times. We will be receiving some more videos over the next week, so if you are interested, please call into the Chamber and have a look.....

CBI News - October edition, overseas market reports, Budget Report, articles on Hungary and Saudi Arabia.
Communicating Business - The Global Telecommunications Magazine from Cable & Wireless.

FALKLAND ISLANDS GAZETTE

Vol.5 No.22 7/10/94 - Old Age Pensions (Credit of Contributions) Bill 1994
The Wireless Telegraphy Bill 1994

Vol.5 No.23 7/10/94 - Suspension of United Nations Sanctions against Serbia and Montenegro.

OIL DEVELOPMENT IN THE FALKLANDS

Copies available of the "Oil Development Strategies for the Falkland Islands - Information Paper" FIIC would be interested in receiving any comments which would be passed on to the Oil Management Team for consideration.

OIL QUESTION AND ANSWERS SESSION - SUMMARY

Oil discussion session: FIG Oil Management Team
20th October 1994

Present: HE the Governor Mr David Tatham
Chief Executive, Mr Andrew Gurr
Attorney General, Mr David Lang QC
Financial Secretary, Mr Derek Howatt
General Manager FIDC, Mr Mike Summers
Chamber President, David Hall
Chamber Secretary, John Pollard
FIC Ltd - Roger Spink
LMW (BM) Ltd - Hamish Wylie
Beauchene Ltd - Tony Loftus
Teaberry Express - Juanita Brock

The session was opened with the members of the Oil Management Team (which is all FIG personnel present) giving an explanation in turn of events in process with respect to their particular area of interest. The CE spoke of the timetable for a licensing round (BGS to visit between 8-16 Nov to discuss blocks to be allocated for this first round and manner of handling applications), explaining that the target date was March/April 1995, with an announcement pre-Xmas to be issued to reinforce the target date to the industry. His Excellency spoke of the political situation, in essence that the Argentine view was that they would not be 'defrauded' of a resource that they see as their own, which has led to the high-level talks being at almost stalemate at present. However no reason to suspect that delays in progress will result from this. The Argentines have made a threat of taking legal action against companies that invest in Falklands oil - whether this might be serious or indeed practical remains to be seen. Mr Tatham also referred to the fact that there is a 'snarl-up' in discussions between FIG and HM Treasury, which is delaying a final decision on the fiscal regime. Speaking next, Derek Howatt confirmed that HMG could not at this time approve the proposed fiscal regime (proposed by FIG consultants AUPEC) but that discussions were continuing. Derek spoke of the trip presently being undertaken by Richard Wagner, which has been a fact finding and contact making exercise. Richard has also been meeting with HM Treasury to discuss the fiscal regime.

The Attorney General, Mr David Lang, spoke next on the topic of the legislative arrangements that are proposed in the draft minerals bill, and of the fact that these are enabling legislation only - all operating regulations

(such as for environmental protection, health and safety etc) would have to follow in due course. He wished to specifically mention the fact that FIG had not thought it appropriate to form a 'national oil corporation' but wished to see more commercial development. Finally Mike Summers explained that FIDC had been reviewing the ERM report, and the final document produced from a first discussion paper that was passed to all Government Departments for comment will be released this weekend. Mike spoke of having to make decisions on the Colony's 'Strategic Targets' in order that long term planning might be done in a rational manner.

The meeting then opened up for questions and discussion, the first question asking if the fiscal regime would be finalised and legislated prior to opening the licensing round. The answer - if possible, although pressure on the Legislative Dept may not permit completion of the legislative process within the target time. If the regime was not law, then FIG would seek to make a firm announcement of the package so that the oil companies could be clear of the system that they would be operating within. John Pollard asked if we could expect to see a formal announcement that the licensing round would begin, released before Xmas - yes, that is Government's intention, answered Mr Gurr. Asked what format the licensing round would take, the Chief Executive informed that it would be of 6-9 months duration, and that it would be handled in London, with input from BGS and assistance from the Dept of Trade and Industry. It was likely that assessment of the applications might take another 3-4 months after the round closed. Amongst other topics discussed, Government were specifically asked if they intended to 'protect' local business by legislating in their favour, to which the Attorney General replied that FIG would not make specific legislation making it imperative to seek FI services, but that joint venture and other arrangements can be controlled by use of the Immigration legislation, which would be the way that he saw 'protection' for local businesses.

The meeting was conducted in a frank and open manner, and is felt to have been beneficial to both sides. Government have stated that they wish the dissemination of information to be as wide as possible - Chamber members can direct specific questions direct to FIG, or through the Chamber Office.

David Hall :24/10/94



Falkland Islands Chamber of Commerce
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BULLETIN

Vol.1.1 No.41

November 1994

BFEJ FOOD ORDERS

The Chamber has received a copy of the rations used at Mount Pleasant. Any interested parties wishing to see the list, should contact the Chamber. The Command Secretary would welcome advice on prices any local traders would charge for any of the supplies listed, and the price should be for stores delivered to Mount Pleasant in good condition.

ANDREW M WELSH - BUILDING PRODUCTS AGENCY

The Chamber has received a fax from a Mr Ken Sime, of Andrew M Welsh Ltd. The Agency represents various Joinery Manufacturers, Windows, Kitchen Units, Doors both internal and external and many other Building Product Manufacturers. He has previously supplied Mr David Gray of Sea Lion Island to his satisfaction and would be very keen to submit quotations to any other interested parties. If you wish to contact him, his company address is as follows:-

Andrew M Welsh Building Products Agencies
East of Scotland Office
20 Green Apron Park
North Berwick
EH39 4RE

Tel/Fax No. 0620 894907

EXPERT-ICE LTD - MANAGEMENT CONSULTANTS

The Chamber has received brochures on this Company from Mr Ian Cox of FIDC London, with whom they had discussions at FIGO on 17th October 1994.

The Company are seeking assignments in the field of catching, processing and marketing of fish including the introduction of venture capital if suitable business partners can be identified. Their experience in squid is very limited and their main interest is in assisting Falkland Island companies to exploit the hake fishery.

They were advised to think about specific activities to put forward to interested businesses however, in the meantime Members may wish to see their Company Profile, "A Sea of Knowledge". Please contact the Chamber for a copy.

BRIAN WARD DOWSETT

This Uruguayan company is looking to purchase lambs meat from the Islands and to possibly supply goods, namely fresh vegetables and fruit. I am afraid I do not have many details on the Company but if you wish to contact them for more information on their requirements then please contact Mr Brian Ward at the following address:-

Brian Ward Dowsett
GABOTO 1943
Montevideo C.P. 11.800
Uruguay

Tel/Fax 0598 2 929345

DINNER & AUCTION EVENING

Due to lack of interest and support, the Fund Raising Dinner and Auction which was to be held on the 9th November has been cancelled. What more can I say!

(May I just thank the two Members, namely Mr John Birmingham and Mr & Mrs Adams who did in fact offer items for auction.)

If you remember, there were to be two Representatives of BGS attending the Auction Evening. Any person wishing to meet them now, may do so at 5.30pm at the Upland Goose for drinks and a general chat, please feel free to attend.

DAVE TO VISIT PUNTA

The Chambers' President, Mr Dave Hall will be travelling to Chile on the MV Tamar in late November, (23rd or 24th). He will be visiting the Chilean Chamber of Commerce so if any Member has anything they wish him to take or comments on anything in particular they wish him to discuss on their behalf, then please let Dave know a few days prior to his departure.

PAUL JANION - WINDMILL FOODS

The Chamber will be holding a Reception for Mr Janion on Monday 21st November 1994 at 7.30pm at the Upland Goose, where he will be showing a video and giving a general chat on the companies he is representing. I would hope we can show this gentleman some hospitality and that Members will attend, especially as it won't cost a penny!!

JOB SHOP

I have a gentleman with a great deal of experience in many fields on our books. He has previously been involved in Health and Safety Work, but also has experience in construction work, including site safety requirements and procedures. Involved in teaching seamanship, basic survey work, earthmoving and bridge building. He also completed 24 years service in the Royal Engineers, which included admin work, supervision, teaching and management of personnel. He has a number of Certificates, full details of which can be seen on his C.V. If you would like to see a copy please contact the Chamber. Keen to start work immediately.

Jackie Robertson is seeking employment. Previous experience as a Teacher, extremely keen on Computer work and Science. She has a Degree in Biology and Bio Chemistry and is quite interested in working for Fisheries, but is open to any opportunity. Unfortunately I do not have her C.V. so if you would like to talk to her, please telephone 21883.

OIL IN THE FALKLANDS

H E The Governor has forwarded some literature to me on a Company called Aker Oil and Gas Technology. There are many brochures including a Company Profile, Annual Reports and divisional brochures such as Aker Engineering, Subsea Technology, Semi-Submersibles Drilling and Support, and the list goes on. There may even be a possibility of a visit by an Aker Representative in the future perhaps? If you are interested in looking through these brochures, they will be in the Chamber Office.

ARGENTINE FISHING POLICY

The Chamber has received a translation of a speech delivered by the Argentine Economy Minister, Dr Cavallo, on the opening of the Argentine Fishing Institute (INIDEP)'s new building (which was funded by the Japanese aid).

H E The Governor found the survey of the Argentine fishing scene, to be most interesting, in particular Dr Cavallo's insistence that those wishing to use Argentine resources (ie get fishery licences) must be willing to invest and open their markets: and the suggestion that the catch level has reached its maximum, so efforts should be concentrated on adding value.

He feels that both of these points need to be considered when framing our own fishery policy.

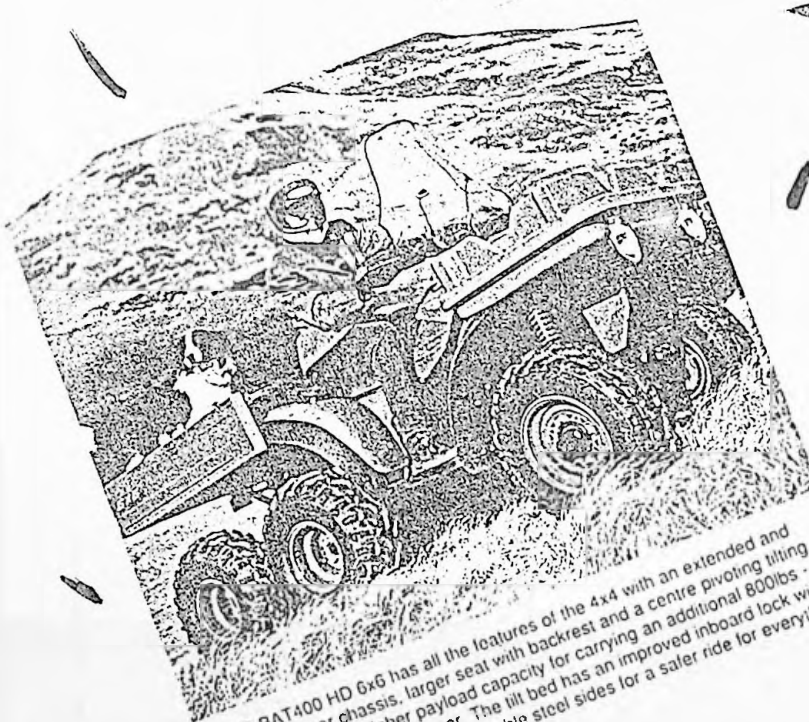
If you wish to have a copy of the speech please contact the Chamber Office.

D-WONDERFUL, D-AMAZING D-BAT 400HD!!!

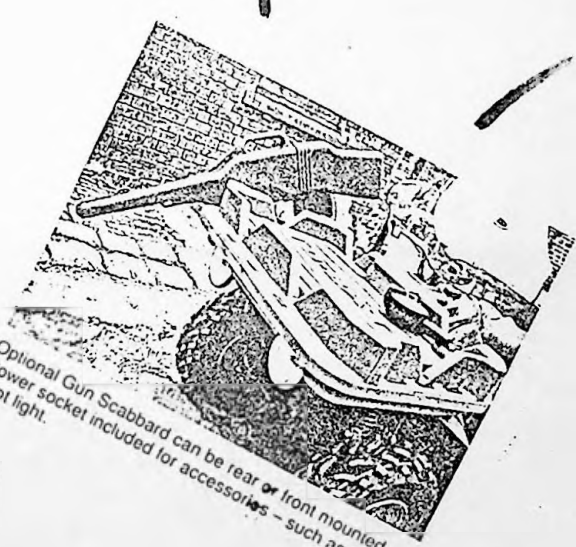
Fancy one of these to travel around camp or a quick trip to West Store?? Well the prices landed F.I.P.A.S. Stanley are as follows:

New Models D-BAT 400HD	4x4	approximately	£5095.00
"	6x6	"	£5995.00

If you would like to see the brochure which gives a write up on the vehicle and some much better pictures, please contact the Chamber Office.



The D-BAT 400 HD 6x6 has all the features of the 4x4 with an extended and heavy duty rear chassis, larger seat with backrest and a centre pivoting tilting load carrier. Even higher payload capacity for carrying an additional 800lbs - a total of 890lbs front and rear. The tilt bed has an improved inboard lock with gas assisted strut and with removable steel sides for a safer ride for everything and everybody!



Optional Gun Scabbard can be rear or front mounted. Power socket included for accessories - such as a spot light.



Falkland Islands Chamber of Commerce
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BULLETIN

Vol. 1 No. 42

November 1994

CHAMBER OF COMMERCE - ANNUAL GENERAL MEETING

It was decided at the last Council Meeting that the AGM should be brought forward to January 1995. Obviously the exact date will be confirmed nearer the time.

There is a possibility that subscription fees may be raised slightly at the meeting. If any Member has any comment on this I would be very interested to hear them. For instance would your company still wish to remain members if the fee did increase or would you consider cancelling your membership?

Please let us know how you feel on the subject as we need to take into consideration your views, after all, without you as members there would be no Chamber!

If there are any other issues you think should be discussed at the meeting please let the Chamber know on 22264.

THE FALKLAND ISLANDS GAZETTE

- Vol. CIII 31/10/94 No.14 - Appointments, Notices
 Wages Agreement
 Media Trust Accounts for year ended 30th June '91 and '92
 Auditor's Report
- Vol. CIII 2/11/94 No.15 - Proclamation No.2 of 1994
 Appointment of Returning Officer, Stanley Constituency.
 Writ of Election
 Notice of Election
- Vol. CIII 7/11/94 No.21 - The Supplementary
 Appropriation (1994-1995) Bill 1994
 The Evidence Bill 1994
 The Employment Protection (Amendment) Bill 1994
 The Pool Betting Bill 1994
- Vol. CIII 10/11/94 No.16 - Commission of Inquiry - F.I.
 National Stud Flock
- Vol. 5 11/11/94 No. 26 - The Licensing Bill 1994

IN THE LIBRARY

I have received a large pile of literature from F.I.D.C. on various companies dealing in some way with the oil industry. All members are very welcome to sift through the publications if they wish to do so.

TRADE AFRICA - New issue

CHI NEWS - November issue which includes a special West Midlands regional supplement.

BUSINESS BULLETIN - November issue, from the Aberdeen Chamber of Commerce.

TATE PUBLISHING - October Tate Export Guide, a comprehensive guide to Worldwide Documentation.

OFFICE PRODUCTS 1994/95 - Stanley Business Centre now has their new office equipment/supplies catalogue. Whether you need something as simple as a paper clip or as complicated as a computer, Stanley Business Centre can supply you with it! Copy available at the Chamber Office.

WHAT TO BUY FOR BUSINESS - October and November issues now available. Very useful publications with informative reports on the use of Thermal Fax, and the PC-Fax, and their advantages. Reports on Videoconferencing, cellular phones and Answer machines also.

* BUSINESS ALERT * - October issue. There is an article on the Pelican Field in the northern North Sea. Apparently the Government has given the go ahead to Shell for the development of the field which is expected to recover 58m barrels of oil and 30 billion standard cubic feet of wet gas. First oil expected in 1996, perhaps they won't need to hit the Falklands now!!

COST OF LIVING COMMITTEE

The Cost of Living Committee met on the 3rd November 1994. During the meeting there were considerable discussions on the abolition of the Stanley Rates on the 1st July '94 and the introduction of a "flat rate" water charge for domestic consumers.

The Draft Index had been prepared including the water charge instead of Stanley rates using the recognized substitution process. This process does not reflect any change in the Index, in respect of the this particular commodity. One committee member objected to this process, arguing that the consumer, had they been paying Stanley Rates, which included an element for the cost of water, would have been paying considerably more than the present water charge of \$100.00 per annum, and that this reduction should be reflected in the Index.

Because of the use of the Index in wage negotiations it was eventually agreed that the recognized substitution process should not be used and that the substitution



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

P/COC/1#51



BULLETIN

Vol. 1 No. 43

December 1994

" FLY CITY "

The Chamber has received literature from a company called "Flycatchers" based in Charlwood, on a new product they are promoting, namely, "Fly City"!!

It is an environmentally friendly fly trap with no toxins or poisons which is already being used in Brazil, Australia, Europe and many other countries.

It can be used on various types of fly, i.e. fruit fly, tsetse and the house fly. Their main buyers at present are in the Agricultural market, fruit farms, stables, dairy parlours and of course retailers for the domestic market.

"Fly City" is boxed in units of 50

A 20' Euro container holds 19,200 units

A 40' Euro container holds 40,000 units

The price ex-works (southern Spain) is £2.90 per unit

RRP is £4.99 inc VAT + £1.00 P&P per unit

If you would like to read up on this new "green" product, or perhaps get the company address for more details and prices, please contact the Chamber.

Remember, if you want to zap those pesky flies, who you gonna call....."FLYCATCHERS"!!!!!!

PERUVIAN WORKERS IN THE FALKLANDS

Mr Craig Shelton of Government House has received mail from the British Embassy in Lima, who has written on behalf of a human resources company called Dinamica Ocupational S A, who are interested in providing the Falklands with a Peruvian work force.

Mr Shelton advised the company that there are no large construction projects underway at present or likely to be in the near future, where overseas labour would be required but has informed the Director of Dinamica Ocupational S A, Sr Alfonso Cavenago that his company details have been put on file.

Mr Shelton also advised that, should oil exploration go ahead, there may well be need for a greater labour force than the Islands could themselves provide, in which case, individuals could then contact Dinamica Ocupational S A directly.

The company prides itself on being able to supply not only manual labour but skilled labour also. So if your company ever finds itself needing more staff than the Islands can provide contact the Chamber Office and I shall be happy to give you the company details.

***** WANTED *****

110 Landrover Station Wagon or County Diesel Or TDI. in good condition. If you have a suitable vehicle available. please contact Byron Marine Ltd on 22245.

SOMETHING FISHY?

A Mr Pedro Gomez of SALMOTEC S.A. is interested in supplying fresh, frozen or smoked salmon to the Islands. If you would like further details contact Mr Gomez in Punta Arenas on fax number 056 61 247565.

JOB SHOP

Overseas

Mr J R Morris - An experienced pilot seeking work here in the Islands. Mr Morris has a total of 4,500 flying hours on Turbines, Twins and Singles. If a pilots position is not available, he would be keen to work in other areas. He has experience in the building trade and working the land. For a copy of his C.V. contact the Chamber.

Mr Colin Schofield - Time served Joiner and his present job entails first and second fix joinery on old and new properties. His partner will be employed here in the Islands in the New Year and Mr Schofield would like to join her if possible. Served in the Royal Engineers from 1989-1992. For a copy of his C.V. please contact the Chamber Office.

MAGALLANES CHAMBER OF COMMERCE - EXPORTS TO CHILE

I have received confirmation from the Chilean Chamber that its Members are interested in acquiring products from the Islands.

At present they are looking for details and prices on live sheep and sheepskins, various types of used boats, used vehicles and machinery and a number of supermarket products. I am afraid I do not have specific details on

the requirements but if any Member wishes to quote prices for any of the above items or wish to contact the Chilean Chamber to discover their specific interests then please contact the Chamber and I shall be happy to give you the contact number.

BRIZE SELF DRIVE

For those members who are returning to the U.K. for Christmas the following may be of interest to you.....

BRIZE SELF DRIVE

CAR HIRE



OFFER LATE MODEL CARS FULLY INCLUSIVE PRICE!

RATES AS FOLLOWS:

CAR SIZE	1-6 DAYS	7-28 DAYS	28 DAYS +
1000/1100cc	£24	£18.50	£17.00
1300/1400cc	£26	£21.36	£19.50
1600cc	£28	£24.22	£22.00

FREE

{ DELIVERY & COLLECTION }

CHILD SEAT

(ON WEEKLY HIRES)

A.A./RELAY

SORRY NO ONE WAY RENTALS

FOR FURTHER INFORMATION & BOOKINGS CONTACT:

DAYS:

MINSTER LOVELL GARAGE, 58 BRIZE NORTON ROAD, MINSTER LOVELL,
WITNEY, OXFORDSHIRE, OX8 5RY.

TEL: WITNEY (0993) 775126

EVENINGS & WEEKENDS: TEL: (0993) 831378

OR WRITE TO:

JOHN SOOTHILL, PRIORS HAVEN, SHIPTON ROAD,
MILTON-under-WYCHWOOD, OXFORDSHIRE, OX7 6JS.

PICK-UP ALSO AVAILABLE AT THE TERMINAL,
RAF BRIZE NORTON






URUGUAYAN TRADING

Once again I have received correspondence from Mabel Benedikt who is extremely keen to supply products to the Islands.

She has sent me some prices for the following:- Jeans, Eiderdowns, Cashmere socks and jumpers, and Jackets. I have explained that no retailer would be interested in purchasing any product until samples had been seen and prices negotiated. To this, she has said samples could be provided on request. Uruguyan Trading are dealers in a wide range of products, so if any company is interested in receiving samples, or have a specific item you would be interested in importing then please contact the Chamber and I shall be pleased to put forward your enquiry.

IN THE LIBRARY

100A1 "The Magazine Of Lloyd's Register" Issue 3.
Articles include:- Software Certification Scheme, devised to give users an assurance that their systems meet accepted safety criteria.
Several articles on China's progression in Shipping, Offshore Oil, Shipbuilding.

BUSINESS ALERT! - November 1994.

RS COMPONENTS CATALOGUES - Three large colour catalogues
Part 1 = Components, Electronic and Electrical
Part 2 = Equipment and Instrumentation
Part 3 = Mechanical Products and Tools

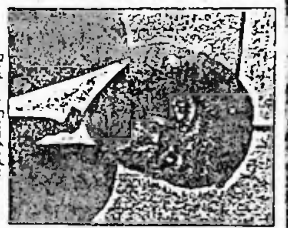
NUMBER CHANGE

Mr Paul Janion of Windmill Foods, has asked me to advise our Members that "Lewis's" of Crediton, suppliers of electrical appliances and parts has changed their fax number to 0363 773816.

FALKLAND ISLANDS GAZETTE

Vol.CIII No.17 23/11/94 - Appointment of Temporary Registrar
The Electoral Ordinance 1988
Notifications of Nominations
etc. Stanley Constituency.

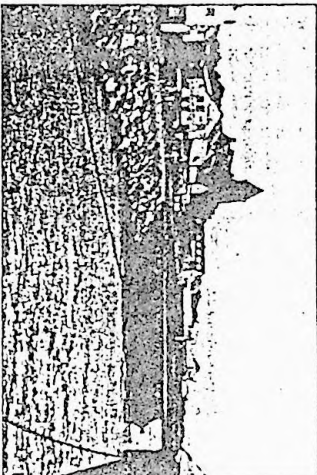
Vol.5 No.27 7/12/94 - The Taxes Ordinance 1994
(No.17 of 1994)



Rodrigo Fernández

Cámara de Comercio e Industrias de Magallanes

Le preocupas de que los productos que se venden en las islas Falkland (Islas Malvinas) sean los mejores y de buena calidad, dijo el



Señor del puerto y capitán de Puerto Stanley (Punta Arenas)

Presidente del organismo, Rodrigo Fernández.

Hace sólo diez días que dirigiste el comercio y la industria de la Duodécima Región por la visita en conjunto al archipiélago, los intendidos en reunión, entre ellas con

miento, considerándose que hay una posibilidad de dos mil bocan de personas, pero de un alto nivel de consumo.

A ellos, mejor, debemos venderles calidad, precio y variedad en el mercado. No se les puede ofrecer un producto hoy y

Importante Viaje a las Islas Falkland

Exito de la Cámara de Comercio e Industrias de Magallanes en el Comercio Interoceánico

personero de esa misma actividad e incluso con el Gobernador de las Falkland, David Tatham.

Además, el Presidente de la Cámara de Comercio e Industrias de Magallanes, Rodrigo Fernández, señaló que así está un vasto mercado para el abastecimiento de esa misma actividad.

Hay que mantenerlo en trabajo en forma continua.

La alternativa viable es que la Cámara de Comercio e Industrias que el producto que se está vendiendo es el solicitado por el comercio interoceánico.

Que los países "entidos" sean todos del mismo tamaño y que no lleguen en mal estado como nos lo entregó el representante de la Cámara de Comercio, visitar mercaderías que veían llegando en un buque que desde ahí iba directo al abastecimiento.

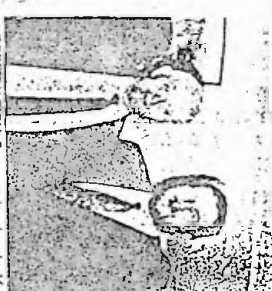
Eso no es posible si el barco se demora tres días desde Punta Arenas a las Falkland. No se puede que un barco de países en tres días se pueda completar y eso lo vemos o que la caja de nafta no arribe en buen estado y al abastecimiento estén las bodegas. Eso, mercadería ya se embarcó en mal estado en Punta Arenas y así es imposible que mantengamos un flujo constante de mercancías.

Indicó que será importante regular el precio de exportación de los productos que se envían para que vayan con su rotación e información en forma clara y en inglés.

Se refirió a la buena acogida que tienen los vinos, servidos



AUTODIDACTAS EN RE-EXPOSICIÓN. David Tatham, Presidente de la Cámara de Comercio e Industrias de Magallanes, y el Gobernador de las Islas Falkland, Sir John de la Mota.



AGRECIACIÓN. De izquierda a derecha: el Sr. David Tatham, Presidente de la Cámara de Comercio e Industrias de Magallanes, y el Sr. John de la Mota, Gobernador de las Islas Falkland.

mejor que hacen los vinos por semana y donde la posibilidad de viaje depende del espacio.

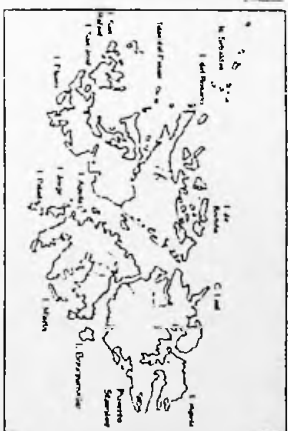
EXITO

El viaje a las Falkland o Malvinas fue todo un éxito y así lo pudieron apreciar los que formaron la comitiva de los visitantes. Los días del archipiélago lo mismo que las empresas que hicieron compañía de abastecimiento con la delegación magallánica.

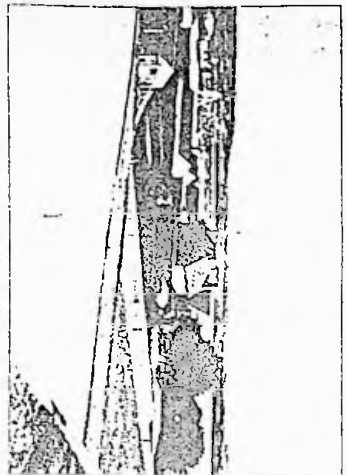
Justamente el éxito hay que destacar el esfuerzo hecho especialmente por el tiempo de los representantes de la Cámara de Comercio e Industrias de Magallanes y las Falkland (Malvinas).



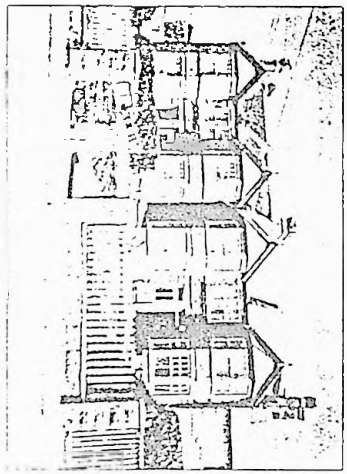
College of Punta Stanley



Islas Falkland



Una parte del puerto de Punta Arenas



Casa en Punta Arenas

The above article was published by the Magallanes Chamber following their recent visit to Stanley.

(I am sorry for the poor copy)

COUNCIL MEMBERS DON'T FORGET!

Next Council meeting to be held on 16th December 1994, at 9.00am at the Chamber Office.

If any Member has anything they wish to have discussed please contact the Chamber office on 22264 and I shall place it on the agenda.

AND LASTLY, I WISH ALL OUR MEMBERS A VERY MERRY CHRISTMAS!



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



BULLETIN

Vol.2 No.1

January 1995

***** BFEI OPBN DAY *****

The M.O.D. will be having an Open Day on Saturday the 25th February 1995, from 10.00am until 3.00pm. The day will revolve around two areas, in the morning MPA and in the afternoon at Mare Harbour.

There is an opportunity for Members to promote their products or services as there will be a Craft Fair held in the Departure Lounge at 10.00am. If any Member is interested in having a stall at the Fair, whether it be to promote your business or to display personal crafts etc then please contact Cathy at F.I.D.C. on 27211, before Friday 27th January 1995 who will give you further details.

Can Members please advise Cathy on the size of stall/display boards you require and whether power/water points are needed.

The Day will be fun-packed with various displays by the military including F.I.D.F., involving Chinook, Lynx and Sea King Helicopters, Dog Displays, and many more. There will also be an Auction, Tug-O-War, Landing Craft Rides and last but definitely not least a BBQ!!

Although there will be no entrance fee, all the funds collected throughout the Open Day will be going to local Charities so lets hope for some good weather and I'm sure a great day will be had by all.....

TEXACO VIDEOS

We have five new videos on the oil company Texaco. One of the videos tells the dramatic story of Strathspey, Texaco's pioneering oil and gas development in the North Sea. Another video, entitled "Tartan Christmas Tree" is focussed on the Tartan A Platform in the North Sea. There is also a video on Texaco in Pembroke, the first 25 years. If you are interested in viewing any of the Texaco videos, they are available for hire at the Chamber of Commerce Office.

JUST A REMINDER.....

Don't forget the Chamber of Commerce will be holding its Annual General Meeting on Friday 20th January 1995 at the Upland Goose Hotel at 1900hrs. Any Members wishing to attend the AGM, should contact the Chamber Office as soon as possible so I may ascertain numbers. Please remember that there will be a buffet and a fund raising auction after the meeting, so if you have anything to donate, please let me know!!

Many thanks.....

FALKLAND ISLANDS GAZETTE

- Vol CIII No. 18 30/11/94 - Appointments
Vol CIII No. 19 02/12/94 - Electoral Ordinance 1988
Vol 5 No. 28 09/12/94 - The Offshore Minerals
Ordinance 1994 (No. 16 of
1994)
Vol CIII No. 20 13/12/94 - Commission of Enquiry -
Falkland Islands Stud Flock
Vol 5 No. 29 13/12/94 - Supplement, Proclamation -
(Medicines)
Vol 5 No. 30 21/12/94 - Supplement
Licensing Ordinance 1994
The Pool Betting Ord. 1994
The Supplementary
Appropriation (1994-1995)
Ordinance 1994
The Evidence Ordinance 1994
The Wireless Telegraphy
Ordinance 1994
The Media Trust Ordinance 1994
The Employment (Amend) Ord. 1994
The Old Age Pensions (Credit
of Contributions) Ordinance 1994
Income Tax (Annual Values)
Rules 1994
The Taxes (Excess Benefits)
Rules 1994
Vol 5 No. 31 22/12/94 - Supplement
The Family Allowances (Amend)
Ordinance 1994
The Immigration (Amend)
Ordinance 1994
The Children Ord. 1994
The Various Wreck Sites
(Designation) Order 1994
The Harbour Regulations
(Amend) Order 1994
The Elected Councillors'
Allowances Ordinance 1990
(Replacement of Schedule)
Vol CIII No. 21 23/12/94 - Appointments
Notices

Vol 5 No. 32 23/12/94 - Supplement
 The Deductions (Employees)
 (Amend) Regulations 1994
Vol 6 No. 1 05/01/95 - Supplement
 Subsidiary Legislation -
 Licensing

THE SOUTH GEORGIA & SOUTH SANDWICH ISLANDS GAZETTE

No. 13 13/12/94 - The Appropriation Ordinance (No.2)
 1994, (No.3 of 1994)

IN THE LIBRARY

British Consultants Bureau - British Consultancy
 Overseas Autumn Edition.

Business Bulletin - Dec/Jan 1995. Publication from the
 Aberdeen Chamber of Commerce.

Autumn/Winter 94/95 Catalogue from "Key Industrial
Equipment Limited". Technical Specifications and Prices.
Catalogue contains extensive range of commercial and
industrial equipment.

Britain's Overseas Trade - Published by the Foreign &
Commonwealth Office London. Full of interesting facts
and figures re Import and Export Trade throughout the
World.

WILKINSON & GAVILLER LTD

Mr Henry Robinson, a Director of the above company has
recently been visiting the Islands. Wilkinson & Gaviller
already assist a number of Falklands companies and F.I.G
by acting as a purchasing agent. The company has
experience in dealing with the GPO and the shipping
services and claim they can supply anything from a paper-
clip to a paper mill!! The company would be only too
pleased to extend their services to any further companies
in the Falklands.

Interested parties should contact Wilkinson & Gaviller
Ltd on:-

Tel: 044 1580 893514
Fax: 044 1580 893525
High Street
Staplehurst
Kent
TN12 0AR

MEMBERSHIP NEWS

I would like to take this opportunity to welcome Mr Ralph Rogers and Paragon Limited as new Members of the Chamber of Commerce. we look forward to seeing you at the A.G.M.!!

CHILEAN TRIP

Talks will soon be taking place on the proposed trip to Chile. There are already a number of Members who have shown an interest. so if you would like to be involved please inform the Chamber Office as soon as possible, as there will only be approximately 16/17 places available and it will be on a first come first serve basis!!

THANK YOU'S

I would just like to say thank you to Bristows for thier gift of a 1995 calendar and also many thanks for the Christmas Cards which the Chamber received from a number of Members.

I would like to take this opportunity to thank those Members who donated to the Chamber throughout 1995, whether it be in the form of money or furniture!!!!

Let's hope the year of '96 will be a prosperous one!!

DOWRICH FARMS LTD

I have received a letter from a Mr Michael Lee of Dowrich Farms in Crediton, Devon. He has been speaking to Mr Paul Janion of Windmill Foods concerning the possibility of supplying in bulk, certain farm products to the Islands, especially potatoes. He also has many connections within the dairy industry who again, are interested in supplying the Islands. If you would like more detailed information as to prices and product types, then please contact:

Mr Michael Lee	Tel: 01 363
Dowrich Farms Ltd	776024
Dowrich, Sandford	
Crediton, Devon	Fax: 01 363
EX17 4EQ	772734
	or 772671

***** NEXT CHAMBER COUNCIL MEETING *****

TO BE HELD ON FRIDAY 13TH JANUARY 1995, 10.00AM AT THE
CHAMBER OFFICE



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



Vol. 2 No. 2

BULLETIN

February 1995

***** AMENDMENT *****

Please note in last Bulletin under DOWRICH FARMS LTD.
 The Telephone and Fax Nos have been transposed, should
 read:

Tel: 044 363 772734 or
 044 363 772671

Fax: 044 363 776024

NOTICE

CIVIL SERVICE CONDITIONS OF SERVICE

Extracts from a letter sent to the Chamber from the
 Secretariat: "To stimulate the consideration of these
 issues we are releasing to unions and employers (through
 the Chamber of Commerce) the paper that was considered by
 Executive Council and we issue it as a discussion
 document. We believe that organisations may well wish to
 make representations to Government and we would be more
 than willing to discuss them with you.

A closing date for such discussions should be 31 March
 1995."

Paper available for viewing at the Chamber.

NEW IN THE LIBRARY

GRAMPJAN ENTERPRISE

The Winter issue of the Business Bulletin from Grampian
 Enterprise, Scotland. Information includes: Better
 People Better Business, Ingredients for Success (Food
 Glorious Food), Local Government Reform, Business
 Birthrate, Members Turn Out to Tune In (Training
 Workshops).

CBI NEWS

Dec 94/Jan 95 Issue. Features include CBI LAUNCHES LATIN
 AMERICA TRADE INITIATIVE.

WHAT TO BUY FOR BUSINESS

WHAT Magazine, reporting on office equipment and services. Ideal magazine if you are interested in the new computer technology, the Glossary in Dec 1994 issue is Printers, verdicts from experts. Also Spotlitged is Teleworking. Jan 1995, Glossary is Photocopiers, Special Report on Voice processing, you have to read it to believe!

TATE PUBLISHING

November 1994 issue, Export Briefing, Incorporating Institute of Export News.

PARLIAMENTARY COMPANION

Issue No 20, July '94 a guide to Government and Parliament in Britain and Europe.

My first ever Bulletin, and looking back on previous editions have found lots of little messages, so here goes, could anyone having borrowed from the Chamber Library, please check that they have returned the publication or whatever, thank you, May Dempster.

BACKGROUND BRIEF

November 1994 Paper from the Foreign and Commonwealth Office, London. Northern Ireland: New Business Opportunities.

The prospect of peace and stability in Ireland is finding a steady growth in industrial production, low labour costs, and labour force of high quality, and easy access to European and other markets. Britain and American Governments illustrating the firm commitment existing within the international community to the important task of creating major investments. December '94 saw a Investment Forum in Northern Ireland, the next one being held in Philadelphia, April '95, with President Clinton planning to encourage US companies to move quickly to capitalise on new investment opportunities in the area as a result of the movement towards sustained peace.

IMPORT AND EXPORT

J.S.H.KANZEN Commission Agency are looking for Manufacturers Exporters and Importers in this Country who are interested to establish trade links with Africa, Europe and Asia, on any of the following products:

EXPORTS to Africa and Europe,
Manufactured Products Wool Hides and Skins

IMPORTS (from Asia)
Consumer Goods Food Products Garments Machinery
Rawmaterials Computer Products

Please contact the Chamber for the Fax and Telephone Nos.

DOWRICH FARMS

Fax from Paul Janion asking if there has been any enquiries regarding the last Newsletter looking for interest in the supply of farm products.

Ian Cox will be addressing the Chamber in Crediton on April 6th, and this will be an opportunity to get in a 'plug' for our Chamber are any of the members interested. Perhaps you could let me know and I will contact Ian from here.

Paul sends his kind regards to all.

FALKLAND ISLANDS WOOL MARKETING

INFORMATION

Farmers may be interested to know that the MD of D E Holdsworth Ltd., Mr Bill Holdsworth, has just returned from a visit to China. There is considerable interest being shown from one particular knitwear manufacturer in making a special promotion of garments using Falkland wools. This manufacturer is currently engaged in a promotion of Shetland wool but we are hopeful that a similar promotion will be run for our Falkland types.

IN THE MAIL BOX

From the Senior Crown Counsel, letter headed:

"INTERNATIONAL LABOUR ORGANISATION (ILO) ARTICLE 19
REPORT ON THE UNRATIFIED CONVENTION NO. 111:
DISCRIMINATION (EMPLOYMENT AND OCCUPATION) 1958

Each year the United Kingdom Government is required under Article 19 of the Constitution of the International Labour Organisation to submit reports on the position of law and practice in the UK and its dependent territories, in respect of certain selected ILO Recommendations and Unratified Conventions.

This year the ILO has requested reports on the above Convention and I have prepared a draft report in respect of the Islands. The draft covers the period from 1 October 1991 to 30 June 1995.

Article 23 paragraph 2 of the Constitution of the ILO requires that copies of reports are sent to employer and employee organisations within the territory concerned and I now enclose the following:

- (a) draft report;
- (b) copy of the above numbered Convention together with a copy of recommendation 111;
- (c) the standard report form provided by the ILO which the report should be completed;
- (d) a copy of the previous report on the Convention prepared in respect of the Falkland Islands which covered the period ending 30 September 1991."

The above mentioned report is now available for viewing at the Chamber.

ATTENTION

OFFSHORE TECHNOLOGIES CONFERENCE (OIL EXHIBITION)

This exhibition is being held in Houston in early May, and places are available for Islanders if they would like to attend. Dave Hall has more details if wanted. However to confirm bookings Dave would need expressions of interest soon.

Dates are 1-4 May, travel via UK/Gatwick approximate cost of \$900 + Tristar.



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

P/COC/1#54



Vol.2 No. 3

BULLETIN

February 1995

AGM

The minutes from the Chamber of Commerce AGM, 20th January 1995, are now available for viewing, if you would like a copy please get in touch.

IMPORTANT

In the last Bulletin No 2 of 2, we reported to members that a discussion paper on the Conditions of Service within the Civil Service had been made available to the Chamber of Commerce. The paper is clearly designed to identify anomalies with the system and the following extract of a comparison makes interesting reading:

	P+P FOREMAN	GEU FOREMAN
Leave per annum	30	24
Hours worked per annum(basic)	1885	2080
Basic Hourly Rate	£7.07	£5.32
Passage cost/hour(single)	£0.17	0
Passage cost/hour(married)	£0.33	0
Passage cost/hour(married+2)	£0.66	0
Overtime rate	£10.61	£7.98

Assuming that both Foremen carry out similar duties, with similar responsibilities, then it seems unfair on the GEU Foreman and FIG are right to address these anomalies, the question is, 'What will FIG do about it'.

Just as importantly:

What leave entitlement do your employees have?

How much do you pay?

What about overseas passages?

Whatever solution FIG may identify, there are obvious implications for other employers and it is for the purpose of allowing representation from organisations such as the Chamber of Commerce that FIG have made this discussion document available. Copies are available from May Dempster at the Chamber Office, pick up a copy and LET US KNOW WHAT YOU THINK.

The closing date for discussions has been set for 31 March 1995.

IMPORTANT

TRAINING

Training Courses being run by FIG, from Saturday 13th May to Friday 26th May 1995. Saturdays inclusive, timetables to be forwarded to the Chamber on completion, included in the programme:

1. Project Management (3 day course)
2. Effective Meetings (1 day course)
3. Managing Performance (2 day course)
ie Achieving results through "People"
4. Assertiveness (1 day course)
5. Managing Stress (2 day course)
6. Time Management (2 day course)
7. Duties of a Secretary (1 day course)
8. Negotiating Skills (2 day course)

Unfortunately there is only one place available to the private sector on each of the above, (at no cost) and the Chamber has decided to take names for all, then have a draw from a hat, the names to be submitted to the Chamber of Commerce Office no later than the 9th February 1995.

TRAINING PROGRAMMES AVAILABLE IN THE FALKLANDS ALL YEAR

Fiona Didlick is available to run training programmes in areas such as Human Resources, Retailing, Assertiveness, Management Skills and will discuss any other areas.

INCOME TAX OFFICE

Information Leaflets and Booklets on Company Taxation, Corporation Tax, Taxation of Businesses, Guidance and Information leaflets for Employers (Tables), Information Leaflets for Employees.

Available from the Chamber, we have several copies of each.

FAX

The Chamber has been faxed enquiries from Uruguay, Alpina S.A., they are a trading Co in Montevideo involved in the food business and with an interest in the construction profession.

They would like to co-operate with the Falklands and if there is any interest could we send a list of goods we would like and they will give us prices for such.

Also in touch is Lopez y Cia, they are preparing a price list of goods with transport cost included.

The addresses and telephone numbers of these companies are available at the Chamber.

INTERNATIONAL SEAFOOD, INC

The above company would greatly appreciate if anyone could furnish them with information which would enable them to do business in the Falkland Islands. Specifically they need.

- fax/phone number of seafood exporters
- fax/phone numbers of seafood producers
- information pertaining to fishing licenses

They go on to say that they wish to buy large quantities of squid for European and North American markets. Any assistance you can give is greatly appreciated.

The address and contact numbers are available from the Chamber.

LIBRARY

Fact Sheet, brochures Review '93 and Report '93 Project information opportunities, plus a video all featuring Malta, now available for viewing.

BUSINESS ALERT FEB '95

A briefing for Businesses in North Scotland, information leaflet sent out to Chamber of Commerce Offices, a mention of the Offshore Technology Conference (OTC) Houston 2-5 May '95, is included which was covered in our Bulletin Issue No 2 of 2.

PRESS & JOURNAL

Offshore Publication, Newspaper supplement.

Aberdeen Chamber of Commerce Business bulletin, updates on business information, plus training news, and Export Opportunities.

Forwarded to the Chamber from Government House, a Directory of British Consultants Bureau which is the Association of British Consultants Operating Worldwide, dated 95/96.

WOODHEAD PUBLISHING LTD '95

Catalogues on Welding and on Composites and Materials Engineering. Both Catalogues list Books, Journals, Videos and Inspection Aids, available to order.

WHAT TO BUY FOR BUSINESS

February 1995 issue, features portable computers or notebooks. Also Multifunction Machines, photocopier, printer and fax machines all in one. You can fax direct from books, using a multifunction machine, the article recommends that these machines are ideal for smaller offices with workgroups with four or less people.

HYDRAULIC AND PNEUMATIC

Brochures of product range from Gatwick Hose Services Ltd.

BUSINESS NEWS

Forward to the Chamber a copy of Business News Grampian and Highland. Full of ads and a feature called "Meeting the Challenge of Maturity in the Recovery of Oil and Gas".

FALKLAND ISLANDS WOOL MARKETING REPORT

Week Ending 24th February 1995.

JOB SHOP

Job Applicants

Michail Ivanov Michailov, Sofia, Bulgaria. 32 years, married with 2 children.

Graduated from secondary school, special food stuff training with speciality in fish treatment, speaks English.

Boris Georgio Markov, Sofia Bulgaria. 28 years, married with one child.

Graduated from Institute of International Tourism, with Speciality Hotels, Restaurants. Speaks English, German, Russian.

Chavdar Nikolov Velitchkov, Sofia, Bulgaria. 28 years, married with one child.

Electrical Technician.

Emil Rostadinov Beleshkov. Sofia. Bulgaria. 27 years, married with one child.

Driver.

Applications have been received from Bulgaria, the men listed, visited Stanley in 1990 with the Fishing Vessel Caprella and are seeking employment in the Falklands, more information at the Chamber.

Gordon Taylor, Inverness, Scotland. Single, aged 33.

Worked in Falklands from 91 - 94, at the present time completing a course on Welding and looking to return and work here, any interest?

Hasan Necdet Cildin, Ankara, Turkey. Single, aged 31.

He has a B.Sc in Electronic Engineering from Middle East Technical University in Ankara, for more details please contact the Chamber.

NEW

Available from the Chamber, Name Badges, for meetings conferences, fairs and exhibitions, business cards are the perfect fit. Please contact the office if you wish to borrow, there are 100 badges with inserts for printing names.

STATIONARY

Gifted to the Chamber of Commerce the following items of stationary which was gratefully received.

Screen Wipes, Precision Paper Cutter, 5 Sets of Binder Dividers, Plastic Green Letter Tray, Giant Stapler plus Staples, Plain Buff File Jackets, 3 White Binders, 50 A4 Document Wallets, 5 Lever Arch Files, 6 Printer Ribbons, 2 Green Wire Mail Trays, Stamp Holder, 100 A4 Plastic Folders.

CODE CHANGES IN THE U.K.

As you may be aware of, on the 16th April 1995 there will be changes in the UK telecommunications service. The National Code Change will take place.

Five major cities in the UK will have a new area code and local numbers will increase from six to seven digits.

Bristol	++44 272xxxxx	changes to ++44 117-9xxx
Leeds	++44 532xxxxx	changes to ++44 113-2xxx
Leicester	++44 533xxxxx	changes to ++44 116-2xxx
Nottingham	++44 602xxxxx	changes to ++44 115-9xxx
Sheffield	++44 742xxxxx	changes to ++44 114-2xxx

You will have to remember to insert the extra '1' after the UK Country code '44' but still delete the '0'.

All STD codes will have a 1 inserted as an additional digit preceding the existing code i.e.

344 713000	becomes 1344 713000
71 528 2000	becomes 171 528 2000

Although the code changes, the subscriber number remains unchanged.

Callers dialling from the UK will gain international access by dialling '00' instead of '010', which means there will need to be some changes in letter heads.

CABLE AND WIRELESS

There will be a new directory from Cable and Wireless in April of this year, and if there are any changes to numbers, or adverts inserted could you please contact C & W by the end of March.



Falkland Islands Chamber of Commerce
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P/COC/1#55



Vol.2 No. 4

BULLETIN

February 1995

FIDC

TOURISM IN THE FALKLANDS - ECONOMIC UPDATE

The Chamber has been forwarded the above papers for information to those interested in the tourism industry and its economic contribution to the Falkland Islands economy.

Copies are available from the Chamber of Commerce Office.

FIG

Letter received from Falkland Islands Government concerning the change in policy re visitors from Argentina.

You will recall that until now any person visiting the Islands on a short-stay cruise vessel has been permitted to land for the duration of the ship's stay provided that person, if born in Argentina or appearing to be an Argentine national, was not travelling on an Argentine passport. This precluded visits by air by persons born in Argentina even if travelling on other than an Argentine passport.

The policy has now been amended to permit visits to the Islands by air (and by sea (not necessarily only cruise vessels)) by persons born in Argentina provided they are not travelling on an Argentine passport.

However, specific approval from Executive Council is still required for a visit by any person who is in employment or contracted as a journalist by or to any Argentine newspaper, periodical, radio or television station.

The letter ends by asking the Chamber of Commerce to pass this information on to any travel company for which we are acting as agents.

FIPASS PLANT HIRE RATES FROM 1ST MARCH 1995

FORKLIFT TRUCKS	£25. HOUR
CAT 428 EXCAVATOR	£45. "
DAF COMET 16.16 TIPPER	£30. "

DAF 6 x 4 TIPPER	£35. "
COMPRESSOR	£40. DAY
COLES CRANE 25 TON	£75. HOUR
WELDING PLANT	£50. DAY
COLES CRANE 12-15 TON	£50. HOUR
SAND BLAST UNIT WITHOUT GRIT	£20. "
RIGGING AND CARGO HANDLING GEAR	P.O.A.

Above information received on 28th February 1995.

FABRIL EXPORTADORA S.A.

The above company in Uruguay has contacted the Chamber enquiring if there any exporters of Greasy Wool.

The Company - established in 1967 - "is mainly dedicated to Industrialize and export of Greasy Wools, Scoured Wools, Tops and by-products. All these goods are manufactured in our own sorting, scouring and combing mill, which is provided with most up to date technology. Our products are sold in more than 30 countries all over the world."

The address and fax/phone numbers are available from the Chamber office.

IN THE MAIL

MINUTES OF THE TENTH MEETING OF THE TRADE AND EMPLOYMENT HELD AT THE SECRETARIAT, STANLEY AT 2.30pm ON WEDNESDAY 22 FEBRUARY 1995

Present: Mr M V Summers	GM FIDC	Chairman
Mr S Herron	Comd Sec	
Lt Col M Bowles	CSO (P&L)	
Sqn Ldr C J S Hewat	OC Port and Movs Sqn	
Mr D Hall	Byron Marine Ltd	
Mrs N M Smith	FIDC	Secretary

The above minutes are available for viewing at the Chamber of Commerce Office.

CREDITON CHAMBER OF COMMERCE

The minutes from the above Chamber dated 5th January in which Paul Janion reports on his visit to the Falkland Islands, giving a brief outline of the Falklands and then going on to report on the opportunities for ancillary businesses. The minutes are available at the Chamber if you would like to read them or would like to have a copy.

TRING

The above company are the leading manufacturer of Budget Priced Compact Discs and Music Cassettes in the UK. They export to over 60 countries world wide and would like to break into the Falkland market. retail prices range from £1.99 to £3.99 for single items to around £12.99 for various multipacks.

VANTAGE

Letter from the above named company who specialize in Golfing Equipment, they are asking for names and addresses of possible interested companies in the Falklands.

WOOL REPORTS

Market Report - Week Ending 3rd March 1995

Market Report - Week Ending 10th March 1995

LIBRARY

Andrew M Jackson & Co. Solicitor

Glossy Brochure on Admiralty and Shipping. insurance cover.

Glossy Brochure on Transport. Road Hauliers. insurance.

OMBUDSMAN

Brochure giving the evolution of the Ombudsman, with an article on the Parliamentary Commissioner for Administration. Other Public-Sector Ombudsmen, Private Sector Ombudsmen.

COMMUNICATING BUSINESS

Issue 3 - Winter 94/95

Global Telecommunications Magazine from Cable & Wireless.

Features: Working Home and Away (not Australian Soap)
(Teleworking phenomenon)
Satellite Wars
Is there Life after Fax
The Silence of the Scots (don't believe that)
Personalised Electronic Newspapers.

Only to name a few of the articles included.

ROYAL INSURANCE

The story of Roval Insurance 1845 - 1995. beautiful brochure with lots of historical facts and figures.

TRADE INDEX OF SOUTH AFRICA

The 1994/95 National Trade Index of South Africa to Commerce, Industry and Mining.

CBI NEWS

The Magazine of the Confederation of British Industry dated February 1995. Features are: The EU welcomes its new members, a new series starts this month with Austria and Market Reports in Peru, Bangladesh and Romania.

SCOTTISH CHAMBER OF COMMERCE TRANSPORT CONFERENCE

The itinerary for the above conference to be held in the Conference Centre, Glasgow on 30th March 1995.

AHERDEEN GRAMPIAN & HIGHLANDS BUSINESS NEWS

Issue No 32, December 1994 features BT 10 years after, Internet Examined and more. Issue No 33, January 1995 has an Engineering Review and Photo Technical Services.

JOB SHOP

Miss Tara Cavenagh-Mainwaring, aged 26 of Staffordshire has written to the Chamber asking if there are any vacancies for a qualified N.N.E.B. She has worked abroad in Europe, Australia and U.S.A. At the moment she is working in a prep school teaching 5 year olds.

Mr K S Clarke, 8 Jeremy Moore Avenue, Stanley, Tel: 21510 is looking for employment. Work experience in sinking test bores and obtaining core samples for analysis before decisions could be made on foundations for construction of bridges, motorways, office blocks etc. The same drilling process looking for water. Also worked in the everyday running of an Oil Storage Facility, all operated on a fully computerised system.

FALKLAND ISLANDS COMMUNITY SCHOOL

Day release has started again and the following courses are available on Thursday afternoons from 1.15pm to 4.30pm on a drop-in basis.

NVQ equivalent in Business Administration Levels 1, 2 and 3, leading to a local certificate.

A theoretical/practical course in IT Skills for Business, leading to a local certificate.

The following practical courses can lead to RSA or/and Pitman examinations.

Wordprocessing using WordStar

Spreadsheets using Supercalc

Desk Top Publishing using Serif Pageplus

Audio-typewriting using WordStar and Philips audio equipment.

Introduction to Windows 3.1 with practical experience in associated programs.

If you would like any information about these courses, please contact Phil Middleton or Marian Purvis.

If there are any other business or office related courses you would like to be provided please get in touch with the above names.

An introduction to quality systems and ISO 9000

Mrs Helen Lane, an experienced quality consultant in the UK, has agreed to offer a one day course for the Chamber membership later this month. With a minimum of 10 persons, the cost will be £20 per person.

The day's events will be divided as follows:

1. What is quality?
 - Introduction to quality
 - Quality Control
 - Quality Assurance
 - Quality Management
2. How much does it cost?
 - Prevention
 - Correction
 - Appraisal
 - Total Cost
3. Who is responsible for quality?
4. What is ISO 9000? - 20 clauses
5. How do we implement ISO 9000?
 - Writing a quality manual
 - Documenting existing procedures
 - Introducing new procedures to meet ISO 9000
 - Training of staff in quality awareness and quality auditing

It is planned that the course will be held on Friday 31st March, at a location to be advised depending upon numbers attending the course. Please make all bookings with the Chamber office without delay.



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P/COC/1#56



Vol.2 No. 5

BULLETIN

March 1995

FIC - OPERATING CONDITIONS 1995

Based on Standard Operating Conditions for ports in the United Kingdom and on the Conditions the FIC have operated in the Islands, they have produced a document setting out the same.

The document includes definitions, discretion over handling methods, Companies liabilities and duties, and more.

LIBRARY

HULL CHAMBER OF COMMERCE AND SHIPPING, INFORMATION PACK

Brochures and Booklets sent from the above, being aware that they have common areas of interest, particularly in the Maritime sector.

INTERNATIONAL TELEFAX

Cable and Wireless has given the Chamber the 9th Edition of the above which covers the A to Z Fax Directory 1994.

BUSINESS BULLETIN - ABERDEEN CHAMBER OF COMMERCE

Bulletin dated March 1995, features include Business to Business Exhibition, Vat and Exports, New Construction Regulations, Taking the Work out of Networking (looking at the ever changing world of information technology, journalist Frank Frazer is relieved to find that there are experts on hand to guide you through the maze), Women Starting Businesses : Making it Happen.

BUSINESS ALERT

March 1995, Leaflet highlighting changes in the North East of Scotland and U.K. ie Hard Hat Regulations Success Small Firms Grant (the introduction of a grant to help small firms improve their environmental performance) North Sea Oil Guide (the Financial Times has published a completely redesigned sixth edition of North Sea Operators).

WOOL MARKETING REPORT

Update from Bradford dated 17th March 1995.
Update from Bradford dated 24th March 1995.

JOB SHOP

Mr D J Bolt, aged 44, unmarried is a qualified Carpenter and Joiner. He has lived and worked in the Islands before in 1976/77 and again in 1982 before going on to South Georgia he was with the Royal Marines at that time. Mr Bolt has sent the Chamber of Commerce his full C.V. and also his City and Guilds Certificates regarding Signwork. He is looking to return and live in the Falklands and is seeking employment either in his trade or as a labourer.

Mr Jones, from Illingworth in West Yorkshire, married with children is seeking employment, he is an experienced Manager so used to working with people. This enquiry was made over the phone so the Chamber is waiting on Mr Jones' C.V.

Mr D Harris aged 24, at present on Ascension Island is looking to find work in the Falklands. He has experience in Plant Operating and Steel Work also Bar Tendering (he has sent references for such).

Mr Borisav Besir, and Mr Branislav Jelacic, both from Bratislava, Slovakia have written to the Chamber of Commerce with the request for work in the Falklands. Mr Besir is an economist and has worked in a computer centre, but both will work in agriculture if there is any vacancies.

VISIT TO THE FALKLANDS

A visit to the Falklands from Iceland is now confirmed by Expert-Ice, Iceland. Expert-Ice is a private consulting and technical assistance company operating in Iceland and internationally. The company has access to several ad hoc consultants.

Dr Sigfus Jonsson, Chairman, will arrive in Stanley on the 25th April and return to Iceland on the 3rd May. Dr Jonsson would like to meet all companies interested in Expert-Ice and is also looking forward to seeing the Falklands, he is hoping to visit Camp in his short stay.

As a Chamber of Commerce we are arranging a drinks reception for him on the evening of the 26th April, which members will be invited to, but if you would like to meet with Mr Jonsson privately to discuss your companies interests please contact the Chamber of Commerce to arrange a convenient time in his agenda, as soon as possible.

Glossy brochures are available for viewing at the Chamber of Commerce, re: Expert-Ice.

QUALITY SYSTEMS AND ISO 9000

The above course is being run on Fri 31st at 9am in the Malvena Hotel. good luck to all concerned.

DHL

Mr Trevor Mitchell, Offshore Business Manager, DHL International (UK) Ltd. will be visiting the Falkland Islands from Tuesday, 18th April until Friday, 21st April. Mr Mitchell is hoping to help set up a DHL Service to and from the Falklands.

IMPORT AGENCY (UK)

Just received via FAX as I was finalising the Bulletin but it looked so good I had to include it. The above company writes to tell us that he has secured a contract with an Italian clothing manufacturer to import end of season, cancellation and clearance stock. All items are designer labelled and of very high quality, including names like Armani, all offered at much, much less than wholesale prices.

He is looking for wholesalers, retailers, traders, boutiques, large department stores, buyers and distributors in the Falklands. Contact Nos for Import Agency (UK) are Tel: Nottingham (0602) 525161 and their FAX No: (0602) 525161.

The letter ends by thanking us for our co-operation and assistance, and that they eagerly await your replies. Signed by the Director, Mr Vito Giannotto.

NEWSPAPER EXTRACTS

A new addition to the library is newspaper articles concerning all aspects of the Falkland Islands. most you will hear via FIBS, or from calling the Falklands, so if you would like to have photocopies of any please get in touch with the Chamber.



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Vol.2 No. 6

BULLETIN

April 1995

LIBRARY

100A1 - THE MAGAZINE OF LLOYD'S REGISTER

Issue No 4 1994, number 108, LR Aberdeen, serving the offshore industry world-wide, Viewpoint: Frank Tsao, chairman of the IMC Group, The ISM Code - why you should get on board early. The International Safety Management Code becomes mandatory in four years' time. LR experts suggest it is best to start the process now. ("Four years from now, any passenger ship, tanker, chemical tanker, gas carrier or bulk carrier over 500gt without certification to the International Safety Management (ISM) Code will not be allowed to trade. IMO is urging government administrations to implement the code before June 1998. Two things are certain; there will be no getting away from the ISM Code and the sooner owners/managers start the certification process, the better".) Converting Solitaire, the world's biggest pipelaying vessel. Included in with this magazine is the Rules and Regulations, Shipping Information Price List for 1995.

VIDEO TAPES

For hire from the Chamber of Commerce office. Management Techniques for Energy Efficiency. Accounting: The Balance Sheet Barrier. Budgeting. Depreciation and Inflation. The Foundation of Wealth. How Not to Exhibit Yourself. Cost, Profit and Break Even.

1995 PETROLEUM TRAINING SCHEDULE

A schedule containing OGCI's newest courses and any revisions made to their '94/95 Petroleum Training Programme.

OGCI Training also offers petroleum-related books covering geology, carbonates, sedimentology, structural styles, well logging, reservoir engineering, production operations, gas engineering, corrosion and water technology, and economics. Call 800 821 5933 or 918 742 7057 for more information.

PHOTOCOPIES OF NEWSPAPER ARTICLES

Copies of newspaper articles all with a reference to the Falkland Islands are in the Chamber of Commerce Library. you will have heard most of them either on FIBS or via Calling the Falklands from London. if you wish to read any first hand please get in touch.

SCAMS AND CON TRICKS

A letter forwarded to the Chamber of Commerce Office with the aim to warn us of the danger of getting involved. The letter is Headed Confidential Business Proposal, and asks if there is anyone out there willing to help transfer money to a safe, functional offshore bank account. The letter goes on to assure us that the money has nothing to do with Drugs, Arms and Ammunition, or scam of any sort. (Which I find difficult to believe.)

The Chamber would just like to draw your attention to these letters, in the hope that you would not be taken in by the official appearance.

JOB SHOP

Ms Shevon Cook, aged 21, is seeking work. Shevon lives in Stanley and has RSA Typewriting, RSA WordProcessing, City and Guilds Catering qualifications. For the last 3 years she has been in the Armed Forces as a Cook so is a qualified chef. Shevon is willing to work in either the catering trade, office work or shop work. Please get in touch with the Chamber of Commerce for more details.

Mr G Valler, aged 20, looking for work. Glyndwr is living in Stanley, will do any type of work, keen on mechanical engineering. As above please get in touch with the Chamber for further details.

FALKLAND ISLANDS WOOL MARKETING

Market Report Week-Ending 31st March 1995

SUBS

Could I remind people of the Chamber of Commerce Subscriptions please, it is an important input to the running of the office, if you have not already done so, it would be appreciated if you could settle your account, thank you.

PROJECT

The Chamber recently received an enquiry from a child in the USA about the Falkland Islands. the envelope was addressed to "The Chamber of Commerce. Capital of Antarctica. Antarctica" with no problems in getting here. (posted on the 9th March and received here on the 23rd) there did not seem to be any other rubber stamps on the envelope. The Chamber with the help of the Tourist Office and Secretariat have sent the little boy some information leaflets and wished him luck with his school project.

CLOCK CHANGE

Mr J Birmingham has been asked by a few people about why the changing of clocks here in the Falklands. the change means that from next week there will be a 5 hours difference. which means in real terms there will only be 4 hours contact time with the U.K. If you have any opinion on this matter John would like you to get in touch with him.

FAX MESSAGE

OMIC. a firm devoted to International Trade and Investments. has been in touch with the Chamber looking for names and addresses of producers and exporters from the Falkland Islands of frozen fish of any of the following types:

TUNA	COARSE SQUID
BONITO	SQUID
SWORD FISH	OCTOPUS
SHARK	COD
HAKE	SHRIMP

the destination would be either Spain or any of our operating markets.

Contact Name: Luis Sanchez. Vice Presidente. Lagasca.
28001 Madrid.

Tenos: (91) 435 44 65
654 81 49
Fax: 435 44 65

POLICY RECOMMENDATIONS FOR ANY PRESENT OR FUTURE BRITISH GOVERNMENT

The above named document has been sent to the Chamber. it is prepared by The Elected Councillors of The Falkland Islands Government. dated 5th April 1995.

Table of Contents include: Historical Perspective, The Argentine Claim, Shackleton Reports and the Impact of the Conflict, Economic Development, The Current Economy, Cost to the U.K., United Nations Dimension, Form of Government and the Democratic Mandate, Our Strategic Significance and World Markets, Probable Development of Oil, Conservation and the Protection of the Natural Environment, Long Term Vision, Policy Recommendations/Executive Summary.

Appendices: Commentary on the Mori Poll of Nov. '94, Battle Day Letter from Councillors to the Foreign Secretary, Graph showing trend of Falkland Islands Consolidated Fund, Pie Chart of Revenue Sources, Some facts about the Falklands, Report of the Governor for '93/94, Map of the Falkland Island recently.

The above is available for viewing at the Chamber of Commerce Office, from 8am till 12am, weekdays.

WORLD GEOSCIENCE CORPORATION LTD

The talk given by the above company at the Goose Hotel, was most informative, (lots of nice coloured pictures).

The advantages of airborne geoscience technology was pointed out, and the benefits along with seismic survey was highlighted. Airborne Magnetic Sensitive Surveys, gives a 3rd dimension to the search for hydrocarbons.

There are a few leaflets available for viewing in the Chamber Office, which will make it all clear.

ANNE BOYE

The next sailing of M.V. Anne Boye from the UK will be receiving cargo between 1st and 12th May 1995 and is due to sail for the Falkland Islands around the 17th May 1995 arriving in mid June 1995.

Information on booking cargo are available for viewing at the Chamber Office, or you can contact FIC.



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Vol.2 No. 7

BULLETIN

April 1995

LIBRARY

BUSINESS BULLETIN

From the Chamber of Commerce in Aberdeen, features include: Time to Plan for the Future, EMIRS (Export Market Information Research Service), MBA Courses at Aberdeen University.

FIDC

Falkland Islands Development Corporations Report and Accounts for the year 1993-1994.

BUSINESS INFORMATION PUBLICATIONS LTD

The official source of MOD Works contract information. Also included in the package is Contrax Weekly: the largest directory of public sector contracts in Britain, the Market Testing Bulletin: the official and definitive source of all Government market testing information and a Work Services Opportunities. Introductory Briefing, if you would like to view any of the these publications please call in at the Chamber of Commerce Office.

FISH AFRICA 1995

Southern Africa's Total Fish Show. Apart from the successful and long-established Fishing series of exhibitions held in Scotland for the past nine years, EMAP Heighway has gained valuable experience of long-range, joint-venture projects by staging 'Expopesca' in Chile, and 'Shilat' in Iran. The article continues saying their successful joint-venture projects involve a carefully chosen local partner, support at government level, excellent communications and tight project control throughout. As an organiser of fisheries, aquaculture and seafood exhibitions, we are unique in also having the 'publishing power' of our titles to promote these events, a major factor in their success.

CBI NEWS

The magazine of the Confederation of British Industry, April 1995. Features include. Smaller Firms Council sets out its priorities for the year. The ISO 9000 series of standards can be a tool for continuous improvement. The Single Environmental Agencies Bill makes headway. Shipping out, shaping up, an examination into the growing role of exports in the economic recovery and its implications. CBI National Conference and Exhibition 1995, in the International Convention Centre, Birmingham, 12th to the 14th November, the programme details and bookings forms will be available presently.

VISITS

Dr Sigfus Jonsson, Chairman of Expert-Ice Ltd. Management Consultants will arrive in the Falklands on the 25th April until the 3rd of May inclusive, he will be staying at the Upland Goose Hotel, and the Chamber of Commerce are holding a Drinks Reception on the 26th of April at 7pm. in the Goose. could you please let me know at the Chamber Office if you will be attending the Reception so that I can let the Hotel know about numbers. Tel 22264 or Fax on 22265, before the 26th April. Thanking you in anticipation.

Mr Philip Smith (Journalist), from Fishing News International, will be arriving in the Falklands on the 25th April until the 3rd May inclusive, he is also staying in the Upland Goose Hotel.

FALKLAND ISLANDS WOOL MARKETING

The above market report for the week-ending 21st April 1995.



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Vol.2 No. 8

BULLETIN

May 1995

LIBRARY

AIR LINKS WITH CHILE: NATIONAL AIRLINES

A copy of a memorandum, accompanied by a letter from the British Embassy, Santiago dated 4th April 1995.

"National Airlines began its air service in 1992, after fully complying with the regulations of the Civil Aeronautic Board and the General Directorate of Civil Aeronautics. NA first operated within Chile, and gradually increased its services, now covering 11 cities. NA has been authorised to fly to Buenos Aires and Mendoza. These new routes were added as part of an intraregional development phase, which also includes the northwestern cities of Argentina, the southwestern cities of Brazil and the Falkland Islands.

Currently the company has a fleet of 3 Boeing 737-200 Advanced, acquired to Britannia Airways Ltd. To consolidate the services in the domestic routes and begin the services to foreign cities, a fourth aircraft should arrive in the month of May and we hope to conclude the acquisition of a fifth aircraft in the next few weeks.

The planes have a single Economy Class "Y" with 130 seats. The flying equipment and instruments (flight data computer, omega, radar, etc) personal movie-video and audio of ten music channels in each seat, make them the most modern and comfortable planes in operation in the country.

Regarding the possibility to commercially operate regular flights to the Falkland Islands, the idea is to extend one of our daily flights Santiago-Punta Arenas to the number of weekly frequencies required by the demand. For that purpose, we would adjust our schedules in Santiago to the arrivals and departures of the British Airways flights, allowing sufficient time for the transfer of passengers, cargo and mail. A London-Falkland Islands service would thus be established, with a transfer in Santiago to our flights, round trip. Additionally, we would offer the service of supplying perishable and other products needed in the islands, with the most favourable conditions. The storage area of our planes, even with all the seats full, allow us to carry up to 5,000 kilos of cargo, depending on its volume.

Currently, British Airways flies non-stop - in its Boeing 747 - twice a week to Santiago, arriving on Wed (BA/245) at 09.40 and on Sun at 10.00 local time. The round trip tariff in economy is US\$2,940.

Our Boeings 737-200 Advanced can fly from Punta Arenas to MPA in, approximately, one and a half hours. The journey from Santiago to Punta Arenas, non-stop, takes about three hours and fifteen minutes."

This is a rough copy of the memorandum and if you would like to view the whole document please get in touch with the Chamber Office.

WHAT TO BUY FOR BUSINESS

Edition No 169. April 1995 featuring Telephone Networks (U.K.). Presentation. can technology help or hinder your preparation. Spotlight on CeBIT, the biggest office equipment show in the world.

BUSINESS ALERT

A briefing for Businesses in the North of Scotland, issue No 12.

Off the Shelf Co Not Exempt, newly formed off the shelf companies may not be entitled to take advantage of the new audit exemption rules for businesses with a turnover of less than £350,000.

Health and Safety Handbook. Tolley Publishing has produced an updated Health and Safety at Work Handbook 1995, detailing all the latest developments in legislation.

Mexican Trade Directory. British Chamber of Commerce in Mexico has published a directory of business and investment opportunities in Mexico.

Polish Business Offers, a monthly magazine containing info on Polish and British business matters.

Just a few of the briefings included in this small paper.

GRAMPIAN ENTERPRISE

The quarterly business bulletin from Grampian Enterprise the contents are, Training for the Future of Oil and Gas. A Profile of Maitland Mackie. The Seafood Cocktail for Success, and more.

EXPERT-ICE

Now in the library information on Iceland received from Dr Sigfus Jonsson, Chairman of Expert-Ice. Icelandic Fisheries and Fish Farming 1993, which features Iceland's New System of Transferable Quotas, Greatly Improved Utilization of Fish, Technical Innovations Increasing Productivity. Iceland, Country and People, featuring Geography, Geothermal Heat, Glaciers, Political System, Culture, and lots more.

Included in this package is a lovely book of photographs featuring of course Iceland, a beautiful book, if anyone would like to view please contact me at the Chamber of Commerce.

WORLD AID - ASIA EDITION

A Product Information Book, 1995 this issue includes 190 companies offering products, services, know-how, and expertise for export and import, in addition to distributorships, franchises and licensing opportunities. Leading suppliers to Development Projects Worldwide.

The contents range from Agriculture & Forestry, Building Materials, Medicine and Healthcare, Paper, Packaging, Shipbuilding, Shipping and Offshore Industries.

WOOL NEWS

The Falkland Islands Wool Marketing Report week-ending 26th April 1995. The report ends by saying "Wool International stockpile sales are correctly seen as an indicator of wider business activity and it is thus not surprising that last week, Easter week, they were at the lowest level of the season - 1,843 bales."

JOB SHOP

John Coueslant, single man of 31 years, from the Isle of Wight, has sent the Chamber of Commerce his C.V. he has 8 years experience within an administrative environment and in the field of healthcare. Good observational and analytical skills and a conscientious attitude to work. Full clean driving licence. C.V. for viewing at the Chamber Office.

IN THE MAIL/FAX

A letter from Peter Thompson International Ltd, Abbey Farm, North Creak, Pakenham. (the start of the town Pakenham is not very clear in the fax so I am guessing) Norfolk, NR21 9PF. Fax 01328 730452, Tel 01328 730462. Mr Ian Plater, Managing Director writes asking for potential importers of frozen and chilled foodstuffs within the retailing and catering industries. He also goes on to say that they are contemplating a brief visit to the Falklands in our Spring time.

NEW MEMBER

Welcome to our new member IBS Building Services, agents for Stewart Milne Timber Systems Kit Buildings. Anything from a family home to an entire office building. Free estimates on new kit buildings. All brochures and catalogues available. Contact Ian Stewart on Tel: 21661 Fax: 22283 or PO Box No 136.

JUST ARRIVED IN THE LIBRARY

Foreign and Commonwealth - Britain's Overseas Trade, Contents - Visible Trade, Invisible Trade, Investments, Transport and Communications, Export Promotion.

Basic Facts and Figures 1994, statistics booklet on the HM Diplomatic Service.

Works Services Opportunities, Vol 4. No 3, dated 19th April 1995 contents - Term Commissions for Advisory, Specialist and Project Management Services. Construction. Prime Contractors Announcement and more.

Newspaper extracts passed on to the Chamber by the Secretariat, dated March and April.



Falkland Islands Chamber of Commerce

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BULLETIN

May 1995

VISITS

The General Manager, Falkland Islands Government Office/London, Mr Chris Pickard will be visiting the Falklands from 9th May until the 21st May. The purpose of his visit is to co-ordinate the compilation of an accurate and up-to-date information base, also the dissemination of information to the general public, liaison with the Commercial Representative FIDC. Thus a good insight into retailing and commercial activities in the Islands will be of great use to him, and he is hoping to meet with as many Chamber of Commerce members as possible.

The Chamber of Commerce will be holding a Social Evening on the 17th May in the Malvinas House Hotel, at 7pm, with a Buffet, all Chamber of Commerce Members are welcome, please contact the Chamber Office to confirm attendance, ASAP thank you.

A good opportunity for the private sector to let Mr Pickard know what is available in the Islands.

A copy of Mr Pickard's itinerary is available from the Chamber Office.

LIBRARY

BUSINESS NEWS

Issue No 34, February 1995, the Aberdeen Grampian and Highland news, features Airport Fire Training, New £6m Hotel for Aberdeen, also a focus on Catering.

VISIT REPORT - M V SUMMERS

A copy of the above report with DAP/BAe on the 146 Project on 28 February 1995, is now available for viewing at the Chamber Office. Here is a rough copy of the contents.

"BA fly into Santiago on Wed and Sun with a 2 hour turnaround. They expressed considerable interest in linking with DAP on a "coaching" arrangement - they offer a right through fare London-Stanley, but using DAP for the final leg.

Current BA airfares Santiago-London-Santiago are \$800-\$1,200 return (£510-£765). There is considerable scope

for a competitive tourist/business airfare on this route.
RAF airfares are:

Full fare	\$3.400
Apex	\$2.090
Group	\$1.764
Duty fare	\$1.466

leaving adequate scope for a well costed fare Santiago-Stanley. There is obviously potential for straight through or to break in Santiago. London-Santiago is 14 hours, making the straight through around 20 hours (18 1/2 hours flying).

The potential to develop this route was obvious to BA (future MOD contracted flights and oil industry)."

On a follow up meeting the report goes on to say "BA is to add a third flight to Santiago (from LHR) shortly. BA said they would contact DAP immediately to discuss practical possibilities."

The Visit Report also mentions passenger exchange and that all companies visited said they they would definitely use a scheduled aircraft in preference to chartering.

"Land Based Add-ons

Whilst there was a general view that land-based add-ons to cruises were attractive to many customers and an additional marketing tool for the operators, their popularity would be severely restricted whilst exchanges took place in Ushuaia or by charter in the Falklands. With a scheduled airline to the Falklands however they become very substantially more attractive to both parties - it does not cost the tourist an extra (expensive) airfare to stay on and it does not leave the operator the additional cost of less people on the charter.

Whilst no company could be specific about likely uptake, most talked in terms of several tens. All the cruise operators have well developed marketing networks, and most would be happy to include additional Falklands literature in their mail shots."

"Local Cruising

There is real interest in placing a vessel in the Falklands for a season to cruise around the Falklands and South Georgia. Two companies particularly are keen to place a 38 pax vessel this season for a cruise that might be one week cruising Falklands, one week cruising South Georgia and one week land-based Falklands. We are working on firm proposals.

The project would rely entirely on a scheduled airline capable of carrying at least 38 pax. The potential is for 12 x 2 week cruises per season, a total potential of 336 return flights to Santiago per season."

This is a rough draft of the full report and anyone wanting a copy of same please contact the Chamber of Commerce Office.

SAFETY/LIFTING CERTIFICATION

There will be a Lifting Certification check being carried out in August on all aspects of Lifting gear, with a small charge for inspection.

All private sector businesses with lifting machinery wishing to have a check could you please contact Chris Dowrick at the Secretariat. Tel: 27250. As Soon As Possible. the more names there are means less cost to each individual.

WOOL REPORT

Market report week ending 5th May 1995. the first paragraph of the General comments reports "Practically everyone in the trade continues to say that business is quiet but it does seem that occasional small orders have come through as buyers take advantage of a depressed market."



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Vol.2 No. 10

BULLETIN

May 1995

COMPUTER HARDWARE AND SOFTWARE/TENDERS

In a recent communication from the Secretariat, FIG are seeking tenders for 486 processor computers. Tenders to be submitted to FIG's Finance Committee for consideration at the end of May. It is unlikely that any tenderer would be notified the outcome of their bids before 10 June 1995.

Apart from the supply of the goods specified in Annex A, FIG wishes to receive details of the back-up and support which can be provided for the future maintenance of the equipment in the Falkland Islands. This is regarded by FIG as a very important part of any tender received because of FIG's distance from the United Kingdom and the delays which can often be experienced in receiving spare parts by post or sea-freight.

The document goes on to list the support FIG wishes to receive from the supplier/manufacturer chosen at the conclusion of the tender exercise.

There is a LIST OF EQUIPMENT REQUIRED, called Annex A. Also attached is a list of ADDITIONAL EQUIPMENT.

This is a brief resume from the communication and the document is available for viewing or copying from the Chamber Office, anyone interested in the above please get in touch.

ENERGY ADVISORY COMMITTEE

A letter as been received from FIDC asking the Chamber if we could propose one of our members, who might be willing to participate in their meetings of the EAC. The meetings are likely to occur about six times per year.

"The EAC address a wide range of topics from renewable energy to energy savings and it is probably in the latter category that Chamber involvement would be of benefit to ourselves and to the business community."

The next meeting will be at the FIDC offices on Monday June 5th at 2.00pm and the Chamber would please request nominations for this position ASAP.

LIBRARY

Business Bulletin, May 1995 from the Aberdeen Chamber of Commerce, featuring Business on the Internet 1, Mould Breaking Conference for Offshore Europe, Oil Sector Reaps IT Dividend, and more.

JOB SHOP

Application received from Jonathan Burnett, aged 20, telephone on 21770. Jonathan has a driving licence and is looking for work doing anything, he is prepared to work weekends and unsocial hours, please contact direct at the above phone number.

A letter has been received from Mr J R Morris re possible vacancy in the islands for a pilot/Islander type aircraft, he is in the process of completing his final part of the Islander Type on his licence. His address is available from the Chamber Office.

Further correspondence from Mr Fidler, he is reminding us that he is still looking to emigrate to the Falkland Islands and is asking if there is any work available. Mr Fidler's C.V. is available for viewing at the Chamber Office.

POST

The Chamber has received a letter from a Mr Rudolf Fehlhaber of Doerth in Germany asking for contact with a Falkland Island Real Estate Agency. He states in his letter that he is interested in farming and housing in the Falkland Islands, and is interested in living in a quiet region without commercial stress on one side, but still connected with Europe on the other.

If there is there anyone out there wishing to contact Mr Fehlhaber, the Chamber has his address, telephone and fax numbers, please get in touch.



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LIBRARY

Talking Points on Britain's Economy.

Small Handouts dated April 1995, with "Recent official statistics confirm that the British economy had an excellent year in 1994, laying the foundation for continuing sustainable growth in 1995: Output rose by over 4 per cent: Manufacturing investment was up by more than 8 per cent: Unemployment came down by over a third of a million: The balance-of-payments current account almost returned to surplus."

WHAT TO BUY FOR BUSINESS

In the May edition of this magazine, the main feature is all about Page Printers, it highlights an increased awareness in the importance of running costs. In the photocopier industry, this has always been a crucial aspect and most potential purchasers painstakingly compare the quoted cost-per-copy figures for different machines. Also on Page Printers: Market Moves: Buying and Running: Basics: Printer Languages: Windows: Networking: Glossary: Brand Survey: Recs: Charts.

Office Furniture is also featured: Office Organisation and Space Planning.

Final pages cover Colour Copiers.

BUSINESS ALERT

A briefing for businesses in the North of Scotland.
Features: American Airlines re-introduce Glasgow-Chicago service. Flexible friends and holidays. Photographic copyright. Overseas Vat refunds, to name only a few.

WORD NEWS

World Organisation of Building Officials. First page has the title: The Impact of Globalisation on the Development and Enforcement of Building Regulations. Within the magazine itself, there is articles on Business Freedom for Building Control, Built Environment at the Crossroads, the last 3 pages are titled World News and have interesting small stories from building projects/developments, from "Around the World".

NEWSPAPER CLIPPINGS

Most of these clippings mention the Falkland Islands, if not it is all about Argentina. I find them really interesting and I know that they are featured in either the News Magazine or on calling the Falklands but they are a good read. This selection has quite a bit on President Menem, and his election. Also included in these clips is an article from Dr Phil Richards, British Geological Survey, Edinburgh from the World Energy Yearbook 1995.

FALKLAND ISLANDS WOOL MARKETING

Market Report Week Ending 19th May 1995, from Mr Peter Marriott. In the General comments section Mr Marriott writes: "The wool price setback then reawakened a certain amount of cautious buying interest, very little of it translated into actual orders, but that at least provided some hope after months of powerful and determined price resistance from the retail end."

JOB SHOP

Rhoda Irwin, of Eliza Cove Road, is seeking employment. Rhoda has a clean driving licence and for the past 10 years has been in either Auxiliary Nursing or the Catering trade, she is willing to try most types of work, if there are any vacancies out there could you please contact her direct on 22113.

Mr T N Robinson from Derby has written to the Chamber asking if there are any vacancies here. Mr Robinson has experience in all aspects of Workshop Fabrication of Structural Steel, Drawing Office, Estimating, Site Erection and Wrap up and Cladding amongst other building mainly on Farms and Small Industrial Sites. Anyone wishing more information on Mr Robinson please contact the Chamber of Commerce Office.

IN THE POST

A letter from Robinson & Co. World Trade Agency. Re: Board Games. "I am attempting to identify outlets suitable for marketing a new Award Winning strategy Board Game which can be played by anyone over 8 years old.

I should be grateful if you could advise me of any wholesalers or retailers who you feel would be interested in this Board Game."

The letter is signed by I V Robinson, Partner. the address for Robinson & Co is 1 Beechwood Ave. Shelf. Halifax. HX3 7ND. Tel: 1274 693410. Fax 1274 602479.

A little PS. to let you know that I will be going on holiday to the UK on the 7th June, and Fiona will be back in the office to take over. All the best and stay cheeful.



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May 1995

OIL CONSULTANT

Mr J Martin, Oil Consultant is visiting the Falklands and the Chamber of Commerce have organized a drinks reception in the Upland Goose Hotel, at 17.30 hrs on the 5th June. Ideal opportunity to ask any questions, please ring the Chamber Office if you will be attending.

TENDER

Invitation to Tender for Environmental Baseline Survey - Falkland Islands has been received from the Fisheries Dept, if you wish to have copies of this document, please contact the Chamber of Commerce Office, or Fisheries Dept direct.

The Government of the Falkland Islands seeks tenders from companies or organisations with appropriate skills and experience to undertake environmental baseline survey work in the Falkland Islands.

Tenders must be received by 1500 local time on 21 July 1995.

IN THE LIBRARY

COMPETITIVE STRATEGY, a book by Michael E Porter with the sub-heading, Techniques for Analyzing Industries and Competitors. "The book addresses major questions of vital concern to managers, and presents a comprehensive set of analytical techniques for understanding a business and the behaviour of its competitors.

Step-by-step, Mr Porter provides the techniques and tools managers need to successfully conduct an industry and competitor analysis.

This book will enable managers to anticipate and prepare for - rather than simply react to - sudden competitor moves, new entries into their business, and shifts in industry structure, as well as to take forceful positive action to improve a company's position through tested competitive strategies. Competitive Strategy is destined to become the Bible for Fortune 500 managers, company advisers, and securities analyst."

WORKS SERVICES OPPORTUNITIES

Ministry of Defence publication.
Volume 4, No 5 dated 17 May 1995. Section 1 - Term Commissions for Advisory, Specialist and Project Management Services. Section 2 - Works Services Managers. Section 3 - Establishment Works Consultants. Section 4 - External Project Managers. Section 5 - Construction. Section 6 - Prime Contractors Announcement.

WOOL NEWS

Market Report for week ending 26th May 1995, from Peter Marriott, under the General section: "With Australian wool prices failing to maintain levels reached last week, the wool trade is finding business quieter than ever.

Buyers all down the line are holding back to see which way the wool market moves.

Price pressures in the trade have tended easier this week partly because of continued price resistance - partly because of slight easing in wool itself. Currency factors have sometimes tended the same way. Most quoted levels are being left unchanged only because the week ahead is affected by holidays."

LONDON

FIGO are asking that if there are any visits by Chamber of Commerce Members to London could they contact the Office. Shandwick PR feel it would help in their publicity for the Falkland Islands, to know of any visits, from here to the U.K. Another way would be for you to inform this office of your visit and we could contact London with dates, we know that time is short with business appointments, however this arrangement could assist in publicity for the Falkland Islands. A call to the London Office would also help the Chamber, as there are always information books held ready to be sent to us, so get in touch if you are ever in London.

Received from Mr Chris Pickard, a letter thanking the Chamber for the chance to meet with the members on the 17th May at the Malvina House Hotel. Mr Pickard goes on to say that he hoped he managed to speak to everyone who attended the evening, and to pass on his comments of potential help that FIGO could offer to people who could not attend.

Information leaflets via the Chamber or direct from Companies, would be of assistance in London.



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BULLETIN

June 1995

As the old saying goes, a bad penny always turns up again. In this case its me, Fiona, back in the hot seat while May is away in the UK on holiday. Everything looks the same or even better with some smart new filing cabinets and I can just about remember how it all works. So - if you have any queries, problems, points for discussion or would just like a chat to put the world to rights please contact me at the Chamber Office between 9.00 and 12.00 Monday to Friday.

Welcome to a new member ...

Malcolm and Kathleen Jackson of Sparrow Hawk House joined the Chamber on 8th June 1995.

Committee News

At a meeting held on Friday 2nd June the following points were discussed:

Energy Advisory Committee

A number of candidates presented themselves as willing to serve on the Energy Advisory Committee. Mike Harris of Cable and Wireless was selected and as our representative will attend meetings and report back on decisions made. As Mike is currently on leave, his replacement Ivan Chivars has agreed to stand in.

Small Business Accounts

A number of people have approached the Chamber regarding assistance with accounts. It was agreed to investigate setting up a training course.

Membership

The number of members currently stands at 63. The Committee discussed a proposal to allow non voting membership which would allow access to Chamber facilities and functions only. This was agreed at an annual subscription of £40.

Fax Service

It was agreed that fax charges should be increased to £2.00 per page to the UK, £2.50 to the rest of the world.

Low Energy Domestic Equipment

The Energy Advisory Committee has recently undertaken a proposed revision of the FIG Energy Policy. One of the objectives of the policy is energy saving by use of low energy domestic equipment such as fridges and freezers. If any member is interested in importing such items would they please first contact FIDC for discussion.

Non Voting Membership

This is now available at a cost of £40 per year.
Benefits include

- * keeping up to date with business news through regular issues of the Chamber of Commerce Bulletin
- * invitations to Chamber social and business functions
- * links with Chambers overseas
- * use of the Business Library
- * research facilities

For more details contact Fiona at the Chamber Office.

Newfoundland Business Mission

Many of you will remember Mark Shrimpton of Community Resource Services in Newfoundland who visited the Islands in 1993. We are pleased to hear from him that he has been able to organise a business mission to the Falkland Islands, scheduled to take place in late September or October. The total delegation is expected to comprise of 5 to 8 people, including a senior government official, with business interests in:

- offshore oil and gas
- environmental planning and management
- fish harvesting, processing & marketing
- construction
- marine services
- information technology
- economic & community development
- training

An itinerary is being planned and input is welcome from any member who is able to offer hospitality. More details of the visit will be circulated when available

Business News

Lyn Edney of Ernest Jackson & Co Ltd has written from our Chamber twin town of Crediton in Devon. She represents a confectionery company, established in 1817, which makes well known brands such as Zubes, Victory V Lozenges, Mac Lozenges and Liquorice Imps plus a wide range of other cough sweets, sugar free pastilles, mints and diabetic chocolates. Lyn says she will send samples on request. If any retailer is interested in these products please contact me for a copy of her letter and a full price list.

Emery (India) Ltd manufacture and export Lion Brand Abrasive and Industrial Hard Grains. These include emery grains, aluminium oxide, silicon carbide, floor hardeners, micro abrasives, carborundum and concrete aggregates. They are seeking new customers in the construction and sand blasting industries. Contact: V. Swarup, Director, Emery (India) Ltd., P.O. Bedeshwar, Jamnagar-361 002, India
Tel +91 288 552154 or fax +91 288 552637

Mr Paul Ruscoe of Sacom Ltd. UK is seeking a distributor for his range of safes and data protection products. Contact him on tel 044 1782 44450 or fax 044 1782 747822.

World Elite Security Trust is a Bulgarian company providing an amazing array of services which includes:

- * info on 'swindlers with which the contact is not preferable'
- * a World Employment Exchange
- * private and public investigators
- * a World Building Exchange
- * sale and purchase of 'products of intellectual property'
- * 'protection against illoyal partners'

Approach with caution. Fiona has a copy of their letter.

New in the Library

From the Secretariat - the latest batch of news items relating to the Falklands from May issues of the British and International press. Well worth a read to pick up outside views of the Falklands, comments on the Buyout Offer and - can you believe it - the Daily Telegraph (17th May) is still trotting out this old chestnut and I quote: '... slow days in the Falklands are spent on a new sport - penguin skittles. As aeroplanes fly in to Port Stanley, penguins on the end of the runway crane their necks to follow the flight path. The trick is to guess how many penguins will topple over backwards'. Its this sort of nonsense that propagates the Falklands myth (primitive, windswept, barren etc) and makes the outside world wonder why we are not jumping at the 'opportunity' of cash for sovereignty.

From the Governor, a leaflet produced by the Foreign and Commonwealth Office entitled Talking Points on Britain's Economy - facts and figures on positive aspects of economic performance.

Job Shop

Gerald Cheek has received an enquiry from the Chairman of the UK National Rifle Association, John de Havilland. He has two hard working single daughters aged 28 and 30 who currently work on the family estate in South Africa. They are keen to arrange a six month exchange with two Falkland Islanders in their twenties who would like to work in a beautiful part of South Africa. The Falkland Islanders would be accommodated and paid for their work. The South African girls would need accommodation here to be provided. They are used to working outdoors but anything would be considered. The suggestion is that the exchange should take place from about October. For more details of this superb offer please contact Gerald Cheek.

Young lady aged 17 with 4 GCSE's seeks employment. She is not interested in clerical work but is willing to consider anything else. She is a good cook and has experience of waitressing. She is prepared to work unsocial hours and will work at MPA if transport can be arranged.

Mrs Michelle Costa of Gibraltar has telephoned this week enquiring about work in the Falklands. She, her husband and 4 children would like to emigrate here. Mrs Costa is a qualified school teacher but will consider anything. Her husband is a craftsman carpenter.

Please contact Fiona for more details on either of the above.

Virus Alert

For those of you who use a modem to access bulletin boards, one to be wary of is "Gates BBS" and an associated CD-ROM entitled "Gates of the Underworld CD Vol 1". If you know about these things you will throw your hands up in horror when I tell you they carry the viruses Taipan.438 and Goldbug.a. Be warned.

Affiliation News

From the Crediton Chamber of Commerce we have received a copy of the minutes of their May meeting. One of the points for discussion was the affiliation of their Chamber with our Chamber. Arrangements are underway and Crediton plan to incorporate the Falklands connection in their letterhead.

It is interesting to read the Crediton minutes to see what other Chambers are involved in. In this case they discussed:

- the building of a swimming pool
- a meeting with the local government publicity officer to discuss the production of a Town Guide
- promotion of Crediton outside the area using as a link St Boniface who lived in the town and whose Church attracts visitors from all over the world
- Crediton 2000, a list of aims for the Chamber. It was decided that two achievable plans or objectives should be picked from the list each year and pursued to completion.
- discussion on the crime rate in the town - main hot spot is theft from vehicles comprising 25% of crime in the area. The Chamber apparently maintain close links with the Police on this and through representation have increased police cover by 2 officers.
- ordering Chamber ties and lapel badges to promote Chamber identity
- organising a wine tasting evening

I like the Crediton 2000 idea. Is this something we should be thinking about?



Falkland Islands Chamber of Commerce
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Vol.2 No. 14

BULLETIN

July 1995

* * * FREE ADVERTISING * * *

Shandwick, the Falkland's PR company in London, would like to promote as many aspects of the Islands as possible, including our Business Community. They are in a position to submit articles and information to trade publications and the national press and would like to build up a reserve of details of business activities in the Islands. This is important for us because, after all, to the outside world these Islands and its inhabitants are still a bit of a mystery. Other people need to know about us before they will take us seriously.

I have sent Shandwick a complimentary copy of the 1994 Business Directory but what they really want are 'human interest' stories relating to local businesses. You don't have to have accomplished anything of global significance or be a Very Important Person - they want to know what ordinary Falklands people do. So - let Shandwick know HOW you built your business up from scratch; HOW you and your staff are one big happy family; how you succeeded against the odds; HOW you hold down a job and run a business; HOW you provide five different totally unrelated services; HOW you are the smallest/remotest/furthest south whatever in the world; HOW you haven't sold all your stock yet from the wreck of the Oravia the possibilities are endless and entirely up to you.

This is a not to be missed opportunity for a spot of FREE ADVERTISING. Your options:

- ** write something about yourself and your business and fax or post it to me
- ** phone me and tell me and I will write it down
- ** call in and have a cup of coffee and tell me all about it

Alternatively contact Debbie Ford in the Secretariat who is responsible for liaison with Shandwick.

* * * FREE ADVERTISING * * *

Employment Day 1995

In an effort to lessen the impact of employment upon school leavers the Community Education Officer, Phil Middleton, has been looking at a new approach to bridging the gap between school and the world of work. This year he is seeking employers who would be willing to host an open day at their work place which small groups of year 10 students can visit with their teachers.

The Employment Day is seen as an alternative to the Careers Open Day held in the school. The aim is for students to see and experience what the future holds for them should they choose a particular career path.

The day proposed will be Friday 15th September which falls at the end of employers' talks to students in school and before the two week Work Experience programme. More details will follow but Phil would be pleased to hear from anyone who could take one or more groups on that day. He can also accommodate specific requests for numbers of students, fitness etc.

Bank Opening Hours

Roger Spink of FIC has recently discussed with the Standard Chartered Bank the possibility of more flexible opening hours. He feels that other members of the Chamber may welcome the opportunity to do their banking at lunchtime, in the evening or at weekends.

We would be interested in popular opinion on this subject.

Would you prefer to do your banking outside current hours?

Can you give the Bank enough business to make it worth while opening extra hours?

Member's views are invited on this subject - write, fax or phone the office on Tel. 22264, Fax. 22265. All comments will be forwarded to Mr Norman Black at SCB.

Business News

Bridport-Gundry Netting have been manufacturing netting for a wide range of applications since 1665. This includes litter control, cargo control, construction safety, sports equipment, fishing nets and surgical sutures. They are seeking new customers in the Falklands. I have a copy of their leaflets or contact direct:

Mr J R Legg-Bagg, Bridport-Gundry Netting, The Court, Bridport, Dorset DT6 3QU

Tel: 1308 456666 Fax: 1308 421037/427680

Solitude Sought

An Austrian scientist and ecologist has written seeking to rent a house in an isolated area - he requires quiet for writing and fertile ground with a water supply for plant research. He wishes to stay during October and November and is keen to make arrangements as quickly as possible. Please contact:

Erhard Stransky, A-3077 Eoheimkirchen, Bautl, Austria.

Job Shop

Adrian Langford and his wife are 50 years of age and wish to live and work in the Falklands. Mr Langford was a Chief Petty Officer in the Royal Navy for 23 years and since then has been employed by the Defence Research Agency in their accounts department. Mrs Langford is a company manager. They intend to visit the Islands for two weeks in early August but if you wish to contact them before then their home address is 44 Maybush Drive, Chidham, Chichester PO18 8SS, West Sussex.

Sr Hans Alex Hechenleitner Avendano is 35 years old and lives in Punta Arenas. He speaks perfect English and is experienced in driving heavy trucks and mining trucks of 35 to 120 tons. He also has 8 years experience of welding Arc-Bow or Oxygen Cutting. I have a copy of his CV or contact him direct at Plaza Centenario 173, Punta Arenas or telephone 056 61 212115.

Tom Blake of Little Chartres but currently living in Stirling in Scotland has just completed a BA Honours in Marketing. He considers it unlikely that he will be able to get a job in the UK due to the current economic situation so will probably be returning to the Islands in July. Tom has work experience as a water bailiff, as a farm labourer and office experience with a coastal shipping agency and with FIDC. I have a copy of his CV.

New in the Library

From the Aberdeen Chamber of Commerce, the June 95 issue of their Business Alert. Short articles on:

Display screen regulations - from 31st Dec 1996 all workstations with VDU screens must comply with the 1992 Health and Safety Regulations. This places a responsibility on all employers to ensure that interior lighting is satisfactory and that all disturbing glare or reflections on screens is prevented.

European tax systems - the tax systems of all EU and EFTA countries have been examined by a new report 'European Tax Systems' which gives practical advice on tax, deductions and exemptions for each country.

No more trailing cables - many computer accessories are now available which use infra red communication with the base computer. Printers, mice and keyboards are on the market and many large companies are currently testing cable free computer networks and internal telephone systems.

Advice on IT security - computer abuse such as sabotage, virus attack, theft of data and software, piracy and breaches of the Data Protection Act are up by 300%.
Alcohol & drugs - advice on abuse and implications in the work place.

From Government House, the latest issue of 100A1, the magazine of the Lloyd's Register.

Also from Government House, the May/June issue of CBI news. Includes a market report on South Korea.

From FIDC Vol.4 Nos. 4 and 7 of Works Services Opportunities - private sector contracts for MOD.

With thanks to whoever sent us it, I have received the May 95 issue of Contractors' News. Witten in English, it reports on the construction industry in the United Arab Emirates.

From the Secretariat the latest batch of British and International newscuttings. An article in the Independent of 6th June is entitled 'Sheep shearers in short supply'. British sheep farmers are being warned to either book their shearers early or be prepared to shear their own sheep. In the UK 200 contractors arrange for foreign shearing gangs to travel to Britain each year but due to the low rates of pay there is expected to be a manpower shortfall of about 500. As the average UK rate of 75p per ewe has not risen in 15 years compared to \$1 per ewe in America and 75p plus benefits in Australia it does not make an expensive air trip to Britain worth while.

The Financial Times of 7th June ran an article on mounting scientific evidence which links organophosphate sheep dips with human illnesses ranging from nervous disorders and suicidal depression to paralysis. Pressure is growing for a ban on organophosphates and the UK government has commissioned further research.

The Observer of 4th June reports on Shandwick, the PR company which has been hired to promote the Falklands. The Observer's own view of Shandwick's new clients is '...the Islanders themselves, of whom there are only 2000, are not short of a few bob. They get \$25 million a year just for leasing their fishing rights and oil exploration is about to start. The trouble is they have nothing to spend their money on but drink...'. I will admit that after darts last Friday I went home with only 70p change out of a fiver so who is responsible for the other \$24.999995.70?

Used stamps - I am still collecting these for Drew Johannssen, the blind and paralysed ex-Royal Navy diver who raises funds for Guide Dogs for the Blind.



Falkland Islands Chamber of Commerce

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Vol.2 No. 15

BULLETIN

18th July 1995

OFFSHORE EUROPE

Offshore Europe is the European equivalent of the Offshore Technology Conference in Houston USA. The exhibition gives the opportunity for businesses to display and promote their products and services and is a good venue for learning about the offshore oil industry. It is also a good point of contact with companies based in Europe and the UK with an interest in operating in the South Atlantic.

Hamish Wylie of LMW will be attending Offshore Europe and would be interested to hear from anyone else who is considering going.

DON'T FORGET

... Shandwick, the Falklands' Public Relations agents, would like to hear about your company. They are hoping to compile an information base about local businesses which they will promote via articles to trade publications and the UK national press.

Please note that they are looking for everyday stories of Falkland folk rather than a fact file of service charges, annual turnover etc.

- * How did your business start?
- * Who are your customers, where do they live and how do you keep in touch?
- * How has your business improved the range of services available in the Islands?
- * Do you provide any unusual services that are unique to the Islands?
- * How do you think running a business in the Falklands compares to running one in the UK?

Contact Fiona with your stories of everyday life - assistance can be given with writing up or typing if required - or send them to Debbie Ford at the Secretariat who is responsible for liason with Shandwick.

NEW IN THE LIBRARY

What to Buy for Business June 1995. Features Document Management Systems: 'Green' ie environmentally friendly office equipment: Dictation Machines.

What to Buy for Business July 95. Features plain paper fax machines: accountancy software: speech recognition technology.

From the Secretariat, a four page Financial Times survey on the economy of our prosperous neighbour Chile. This country has come forward in leaps and bounds as an economic power and has a promising position in the Pacific Basin, predicted to be the centre of world economic growth over the next 30 years. Its telecommunications are state of the art and its weak link - roads, railways, ports and airports - are subject to a government programme of public works which will cost them \$10bn over the next 5 years. Well worth reading if you are even remotely interested in Chile.

From Government House, a copy of 'Britain in the European Union'. Includes articles on the development of the European community, how it works, monetary policy, external relations, major internal policies, citizens' rights, justice & home affairs.

From FIDC the 28th June issue of Works Services Opportunities, the MOD magazine of private sector contract opportunities.

Also from FIDC a copy of the Stenmar Standard, a news sheet featuring resources for subsea tasks and produced by Stenmar of Aberdeen.

From Cable & Wireless, a generous donation of a number of directories including:

- UK telex
- Hong Kong telex
- United Arab Emirates fax & telex
- Finland fax & telex
- Costa Rica fax & telex
- Sri Lanka fax & telex
- Bangladesh telex
- Ukraine new dialling codes
- Australia number changes
- International Telecommunications Union List of Ship Stations Vol 1 (1 - L) and Vol 2 (M - Z) 1993.

Also from Cable & Wireless, the Spring 1995 issue of Communicating Business. Includes articles on:

- a futuristic 'Home Butler' which will answer your phone, turn on the washing machine and call out the repair man if anything breaks down while you are out.
- mobile phones as slim as credit cards due to the development of a battery which looks like a shampoo sachet.
- OMNES, a joint venture aimed at providing global, customised communications for the oil exploration industry.
- the day of the stand alone computer is over now the PC and the telephone have collided and produced a new range of products
- 2001 and all that: Arthur C. Clarke's view of the 21st century
- the Cable & Wireless station on Ascension
- high tech industrial espionage.

TELEPHONE CHARGES

Cable & Wireless have produced a comprehensive of list of telephone charges for services and equipment. Contact Brian Summers for a copy.

BUSINESS NEWS

Mr Ian Wakeling of New South Wales, Australia has for sale:

- approximately 18.000 cubic metres of plantation poplar
- 10.000 cubic metres rosewood
- approximately 18.000 cubic metres Southern yellow pine (or Radita pine).

All will be milled to the purchaser's specifications and is of furniture quality. Mr Wakeling states that the lots will be mostly knot free and have been estimated by a qualified quantity surveyor. Samples will be sent on request.

He can also supply steel framed kit houses.

For more details contact Mr I. Wakeling, Mount Annan Marketing & Timber Supply, 25 O'Brien Road, Mount Annan 2567, New South Wales, Australia. Fax 061 4647 3859.

Robinson & Co are seeking

- new customers for Passive Fire & Sound Containmmnet Materials which are used in the construction industry. These materials are fire tested to British standards and can be used in both new buildings and repair work.

- customers for a British company which manufactures and sells a cleaning programme for retail sector outlets including food preparation areas, abbatoirs, hatcheries and all other areas where effective sanitisation is essential.

Contact Mr I.V. Robinson, Robinson & Co., 1 Beechwood Avenue, Shelf, Halifax, HX3 7ND. Fax 044 1274 602479 or tel 044 1274 693410.

NEW UK GOVERNMENT APPOINTMENTS

The Queen has approved a number of appointments of Ministers of State including

- Mr James Arbuthnot MP to the Ministry of Defence. Born in 1952 he is married and has one son and two daughters. A practising barrister until 1992, he has been the MP for Wanstead and Woodford since 1987 and an Assistant Government Whip since 1992.

- Rt Hon Jeremy Hanley MP to the Foreign and Commonwealth Office.

- Sir Nicholas Bonsor MP to the Foreign and Commonwealth Office. Born in 1942, he is married with two sons and three daughters and has been the MP for Upminster since 1983. He served in the Royal Buckinghamshire Yeomanry from 1964 to 69, later becoming a practising Barrister-at-law. He has held a seat on the Select Committee for Defence since 1992 and has a keen interest in energy, holding various posts associated with the construction of power stations.

SWISS SWIZ

The Interbusiness Research Institute based in Switzerland is offering companies inclusion in a database called the Buy British database. The service appears to be free of charge but signing and returning the application document commits you to an irrevocable order for annual payments. If you receive this or any similar offer do not sign or return any document until you are satisfied it is legitimate.

JOB STUFF

In the last issue of the Bulletin I mentioned Mr & Mrs Langford who wish to emigrate to the Islands. I now have a copy of Mr Langford's CV if anybody wishes to see it.

Richie Peck of Southampton is a Falkland Islander who started his career on the RKS John Biscoe. He later spent a number of years in the Middle East working in the petrochemical industry and is now employed at the US Army Base at Hythe specialising in diesels, pumps and compressors. A copy of his CV is available including excellent references to his capability in marine and mechanical engineering. Contact Mr Peck direct at 12 St Francis Road, Blackfield, Langley, Southampton SO45 1XU tel 044 1703 308450.

Used stamps The Chamber has received a 'Thank You' card from Drew Johannessen, the blind and paralysed ex-Royal Navy diver who raises funds for Guide Dogs for the Blind by collecting used stamps. This is for a large envelope of stamps which I sent off recently but Drew still needs lots more as there are always people who need his kind of help. Please send in your used stamps to the Chamber office.

At least twice a year since the Chamber started up we have received a letter from a post card collector in Costa Rica asking for postcards of the Falklands. I confess that, being a bit tight fisted with Chamber funds, I have taken the cheap option and ignored his request (having first carefully removed exotic Costa Rican stamps from his envelopes to send to Drew the Guide Dog man). I now think that this chap's determination deserves some recognition so if you are willing to send him some post cards or would like to swap please write to Sr Scott Lopez, El Bosque, San Francisco Dos Rios, De Caseta Guarda 200 Este 100 Sur, Casa 334-M, San Jose, Costa Rica. By the looks of his address he is a forest warden or a game warden. As a point of interest, in the Tourism section of the Costa Rican fax directory donated by Cable & Wireless it says "Costa Ricans consider environmentalism a national responsibility the Costa Rican system of National Parks and reserves consist of 29 designated areas totalling 830,000 hectares or 15% of the national territory."



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Vol.2 No. 16

BULLETIN

18th July 1995

COUNCIL MEETING

A meeting of the Chamber of Commerce Council was held on Friday 21st July. Points discussed were:

* DHL courier service - this is generally functioning well although a problem has arisen with the RAF's view of the priority of courier dispatches. The problem is being discussed with DHL and hopefully will be quickly resolved.

* Small Business Accounts - enquiries have been received from members about assistance with accounts. Drew Irvine has proposed running a course of 3 x 1 hour sessions over 3 weeks. Funding is being investigated and it is hoped to have this up and running as soon as possible.

* Environmental Baseline Survey - FIG invited the Chamber to be the private sector contact point for this survey, tenders for which have now closed. Through June and July the office handled a considerable number of enquiries from overseas companies. As similar tasks may arise again in the future, for example once the oil licensing round commences, it was agreed that guidelines had to be set. In future

a) details of Chamber members only will be passed to overseas enquirers unless no Chamber member provides the service required.

b) enquirers from overseas will be charged a registration fee of £25 to cover costs ie of faxes.

* Offshore Oil - the Council have invited the Oil Management Team to hold a public meeting to give an update on progress.

* Community Resource Services Ltd - Mark Shrimpton of Newfoundland plans to bring to the Falklands a business mission of 5 to 8 persons including government officials. The proposed timing is late October and an itinerary is being planned.

* Crediton Chamber of Commerce - the Crediton Chamber have proposed that we affiliate with them and they plan to alter their letterhead to reflect this new alliance. It was agreed to write a letter of acceptance.

* Photocopier - as many of you will have noticed the photocopier is on its last legs. Approximately £2000 is needed for a new one. It was agreed to launch an appeal for funds to buy a new copier.

* Trade Exhibition - it was agreed that previous years' experience has shown that Farmers' Week is not an ideal time to hold a Trade Exhibition. MPA Open Day was proposed as a better venue. It was agreed to postpone any action until later in the year.

Mr Graeme Robertson from Portree on the Isle of Skye will be visiting the Islands at the end of October to research how the Falklands are reacting to future oil developments, the outcome being an article for the 'Islander' newsletter. He would like to meet members of the Chamber of Commerce during his two to three week 'look, listen and learn' mission. If you are interested in meeting Mr Robertson to discuss your views on oil, please contact May at the Chamber Office.

BUSINESS NEWS

From FIDC. a useful lead. It is understood from HOD that when married personnel are posted they are normally entitled to payment for a packing service. At present such a service does not exist. Anyone interested in offering a packing service should contact FIDC.

JOB SHOP

A C.V. has been received from a Mr Gregory G Johnson from Cheyenne, WY. Mr Johnson is looking for employment in the Falkland Islands, he was previously employed by the U.S. Army as a Clerk, in the supply, records and mail departments. Further information is available from the Chamber of Commerce Office.

An application for employment has been filed by Mrs Patricia Anne Lewis, 12 Fieldhouse Close, Stanley. Mrs Lewis has certificates in Typing, Audio-Typing, Communications, and Book-keeping. For further information please contact Mrs Lewis on 21280.

VODAFONE

The above Vodafone is available for rent, ideal when away on a business trip. It will work in all countries in the Northern Hemisphere (except Spain until Sept when it comes on-line). Cost for the rental will be £50 per month plus communication charges. For further information please call Polar on 22669.

DESIRABILITY OF GOVERNMENT INCENTIVES FOR INDUSTRY

A copy of the above speech made by Hon A Gurr, is available for viewing at the Chamber of Commerce Office.

OFFSHORE EUROPE '95

More information on the above Oil and Gas Exhibition and Conference being held in Aberdeen on the 5-8 September 1995. Anyone interested please get in touch with the Chamber.

ROYAL FALKLAND ISLANDS POLICE

A Circular from the above re: counterfeit £1 coins, several of these coins have been discovered within the MPA complex. More recently, two coins were discovered in circulation within Stanley.

The coins are marginally lighter in weight and slightly thinner than genuine £1 coins. They have a worn appearance where the gold coloured finishing has worn off to reveal a silver coloured metal underneath. There appear to be three types of mould: a 1983 design, 1993 design and a Welsh design 1981/4 which has just recently been noticed.

All persons both civilian and military who deal with money are requested to scrutinise all £1 coins for possible counterfeits and report any findings to the police on Tel: 27222 or military police on 6332.

Help in this matter is greatly appreciated.

BRITISH CONSULTANCY WORLDWIDE

Forwarded to the Chamber from Government House, the Summer 1995 issue of this Journal, the focus is on British Consultancy firms working in Central and Eastern Europe.

LIFTING EQUIPMENT CERTIFICATION

The visit by "AJAX", to carry out initial certification of lifting equipment, due this month, has had to be re-scheduled.

Their next visit is likely to be February 1996. Further information and details are available from Chris Dowrick on 27250.

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Vol.2 No. 17

BULLETIN

August 1995

APPEAL - PHOTOCOPIER

In the last Bulletin we mentioned that the Photocopier in the Chamber Office is "on it's last legs". We need to raise approximately £2000 for a new one, **CAN YOU HELP.** Any Company or person donating £50 OR MORE will have free use of the copier. (Make my life easier when it is time to print out the Bulletins, it will be appreciated.)

** OIL MANAGEMENT TEAM **

In response to a letter sent to the above team, there is to be a meeting with Chamber of Commerce Members to discuss points of interest related to oil.

The time mentioned for such a meeting is 4pm. To determine numbers, could you please contact May at the Chamber Office ASAP, then a date and venue can be arranged.

RAW WOOL

Walmin Trading Co, 138-15 Franklin Ave, Suite 130,
 Flushing, N.Y. 11355, USA.
 Tel: 718 762 6752 Fax: 718 762 6753

Forwarded to the Chamber by FIDC, an enquiry by the above company, they are an export and import Co, major on animal by products. At this moment, they are looking for Raw Wool.

Anyone interested please contact them direct, the Vice President is Walter Cheng.

PESACO (URUGUAY) S.A.

Again forwarded to the Chamber Office this time by Stanley Services, a fax message asking fishing companies if they can supply Illex Squid, Murasaki Squid (Martiala), Loligo, Blue Whiting, Hoki, etc. The contact name, address and relevant numbers for Pesaco:

Brgds, Franciso Pick
 Pesaco (Uruguay) S.A.
 Misiones 1361, OF 38
 11000 Montevideo
 Uruguay

Tel: 0598-2-96 32 28/29/30
Tlx: 22297 MONPICK UY
Fax: 0598-2-96 32 31

JOB SHOP

Details have been sent to the office by Mr Borislav Besir, former Yugoslavia, (today's Croatia).

Mr Besir has given us a resume of his previous work experience and also details of a Mr Branislav Jelacic, they are both seeking employment in the Falkland Islands. Mr Jelacic is a driver, but will do any physical work. Mr Besir has sent a diploma re: economist, he goes on to say in his letter that he is a Computer Programmer, familiar with data bases.

This is the second time they have contacted us in the Falkland Islands, they sound very keen to leave Croatia, cannot say I blame them.

For more details on the above please contact May at the Chamber Office.

LIBRARY

FALKLANDS NEWS RELEASE

3 Copies of the above, dated 1 August 1995, have been sent to the Chamber Office by the Secretariat. The Heading reads "The UK Public Backs Falkland Islands". The Report on the MORI pole carried out in the UK between the 9th and 12 June 1995. Please contact May at the Office to view a copy.

A Copy of Dredging + Port Construction, May 1995 Journal. Features are Regional Survey - Far East Port Development, and Improvements in Workboat Design. In the news section: New Projects (New Nicaraguan alternative to the Panama Canal proposed) very interesting journal with world wide experts input and advise on current thinking and future trends.

Customs & Immigration Department have forwarded the statistical print-outs in respect of imports to the Falkland Islands for the year 1994:

Annual Imports '94.

This provides indexed total imports by commodity code and the total value of annual imports.

Place of Loading,
Gives a breakdown of annual imports by country from which transported, the commodity code, the quantity in numbers, kilograms or litres as applicable.

Import Code Range,
Is a summary of total imports by commodity code, the quantity in numbers, kilograms or litres as applicable.

Classification Index.
An index for ease of reference, for use when referring to above categories.

To view this document please contact the Chamber Office.

From FIDC, Ministry of Defence, Works Services Opportunities publication. Vol 4, No 6. 31st May 1995
Also Vol 4. No 10 26th July 1995.

From the Industrial Society, (The Management Training Team, here in May). An information pack with lots of information on their services and ways they can help organisations achieve practical solutions to challenges they face (they can maybe achieve a photocopier for the Chamber Office).

The pack includes a glossy brochure on Books and Videos Available on Communications, Supervisory Leadership, Quality Customer Care, Secretarial and Administrative Dev, Performance Management, Training and Development, Managing Diversity, Health, Safety and Welfare.

A glossy on Courses and Services, which we had the chance to join in May of this year.

An interesting package to look at and lots of help available if you want it.

New in the Library the Directory of the Wales Chamber of Commerce & Industry and the Welsh Development Agency 1995/96 sent to the Chamber on a reciprocal arrangement. Lovely directory for all to view, especially all you Welsh people, just to look at the developments, and the environmental issues feature.

Kindly donated to the Office by C & W the Hong Kong Fashion Business Telex Directory 1995.

Includes everything from Art Galleries to Zip Fasteners an interesting book for retail. The Office has 5 for you to borrow and have a good time reading.

HSS

A small booklet has been received from the above company re- Lift and Shift, unfortunately it is all for hire, either by day or week, so I think that we can forget about that side of it, however, on the last page there is Sale or Return or Sale products, these include Ratchet Straps-with Hooks, Slings, Safety Helmet, Goggles etc, Gin Wheel Ropes, Shackles, Harnesses.

NEWS EXTRACTS

In the Times dated 11 July, Heading: Falkland Landmines, From the Ambassador of the Argentine Republic.

"Sir, Your report (July 5). "UN seeks to eradicate scourge of landmines", contains a reference to the mine situation in the Falkland (Malvinas) Islands.

May I reaffirm that the Argentine Government has formally offered the British Government to provide the funds for the complete removal of the mines planted by Argentine troops in 1982. The offer was made subject to no condition other than its acceptance by the United Kingdom. Your readers might be encouraged to learn that, as a result of this initiative, the mine removal will hopefully begin in the not too distant future.

In the end, nothing can really compensate for the horrors and human losses caused by war. At the same time, my Government is confident that this humanitarian gesture will contribute to restoring more normal conditions in the islands and serve as an olive branch symbolising our sincere desire to foster reconciliation and peace amongst all concerned.

I remain, yours sincerely,
ROGELIO PEIRTER
Argentine Embassy
53 Hans Place SW1
July 6

Other news included in the clippings are: Clarin 13 July - The attempt to get the United Nation's Committee on Decolonization to set a precedent on the supposed right to self-determination for the Kelpers in the Falklands. Wire Services 12 July: Cuba will continue backing Argentine claims of sovereignty over the Falkland Islands since "it is a position of principal that we have always maintained and that is non-negotiable".

There are more news articles, but you have to stop somewhere, just pop into the office, read for yourself.

REMEMBER please get in touch if you wish to attend the Oil Management Team meeting ASAP.



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Vol.2 No. 18

BULLETIN

18 August 1995

OIL MANAGEMENT TEAM MEETING

Thank you to the companies who contacted the office to confirm attendance at the above meeting, we have a venue and a date for you. Upland Goose Hotel, Thursday 31st August, at 5pm. There were problems for some of the Members to make a meeting at 4pm, so we have changed the timing to 5pm, and hope that this is a more convenient time for you. See you there.

INVESTORS IN PEOPLE

A Memorandum from the Chief Executive has been forwarded to the Chamber of Commerce. The Industrial Society has sent a brochure Titled Investors in People, it is applicable in either large or small businesses. The brochure highlights "a national campaign which recognises that it makes good business sense to invest in your people on a properly planned basis."

It goes on to explain how to win the Investors in People Award, "be committed to developing all your employees, review their training needs regularly, develop people throughout their employment, evaluate the effectiveness of the investment.

Anyone wishing to view this brochure please contact May at the Chamber of Commerce Office.

OIL FIELD EQUIPMENT PROCUREMENT

The Central Stores have sent a copy of a Fax message received from Optimum, International Procurement Services, 1 Florence Road, Walton-on-Thames, Surrey KT12 2AL. Tel & Fax: 044 1932 241705.

Contents "We would be very interested in any future business opportunities resulting from the potential development of oil reserves around the Falkland Islands, as we are already involved with this type of work in Kuwait and Syria.

I would, therefore, be very grateful, if you could let me know of any individuals or companies in the Falkland Islands, that may be interested in joint ventures in the future."

The contact is Mr Ian J Reddoch, M.Inst.P.S., Director of Optimum (UK) Ltd.

LIBRARY

Brochures and Leaflets on Houses, Timber and Brick construction.

We have at least 5 different types of information leaflets, lovely to look at, one company has experience of the Falkland Islands as they supplied the current Goose Green School, a Shepherds Shanty at Mount Pleasant and a pair of semi-detached houses to the Falkland Islands Co. Some lovely houses, whether they are suitable for the Falkland Islands is up to the individual, just to pick through for good ideas is worthwhile.

FISHING NEWS BOOKS

A Leaflet on Multilingual Dictionaries and Guides, common language for the fish-related industries of the world.

"For anyone dealing internationally in fish or fish products this New Fourth Edition of the Multilingual Dictionary offers instant, fingertip access to essential information in: Danish, Dutch, English, Finnish, French, German, Greek, Icelandic, Italian, Japanese, Norwegian, Polish, Portuguese, Russian, Serbo-Croat, Spanish, Swedish, and Turkish."

"Fisheries Biology, Assessment and Management, The over-exploitation of fish stocks continues on a global scale and the need to develop efficient assessment and management skills to ensure that fish remain a renewable resource has become ever more urgent."

Just two of the books mentioned in this leaflet.

WHAT TO BUY FOR BUSINESS

What's new, Desktop Computers, Article - Computers are changing fast. Specifications and prices alter each month and machines rapidly become obsolete. This report looks at computer hardware and software and guides you through the technology quagmire.

Networks, Article - Buying the right desktop computer is only half the battle. Networking your computer is often the next task. But it might not be as difficult as you imagine. What to Buy tells you what to look for.

Laminators, Article - This report looks at the types of laminator available and highlights important buying and running issues.

Back page: Points arising, Scams - there are a few names listed here to look out for and avoid getting involved. "It is remarkable how many directory scams come from Switzerland. At least one reader has written to the Swiss Embassy asking why it doesn't clamp down on this to stop the country being brought into disrepute. The embassy did not reply."

BUSINESS BULLETIN

The July/August 1995 issue of the Aberdeen Chamber of Commerce Bulletin. Features are Marketing Solutions, Members News, Training, Focus in this issue is on Banchory. Leaflets included in the Bulletin, Breakfast Club - Agenda "Par for the Course", anyone who does not believe business is done on the golf course should attend this special Club, date 1st Sept. Should you be doing business in Malaysia? Membership Update - June 1995. Capital Gains Tax Indexation Allowance: May 1995. Office Skills Courses - the training of your office personnel is vitally important.

WOOL NEWS

Falkland Islands Wool Marketing Report from Peter Marriott, dated 18th August 1995.

Peter reports that after the holidays the wool trade and textile industry is returning to normal.

APPEAL FOR PHOTOCOPIER

Thank you to the Companies who have generously given to the appeal, one day there will be enough for us to be able to buy a new copier.

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NOT HELD



Falkland Islands Chamber of Commerce

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Vol.2 No. 20

BULLETIN

4th Sept 1995

INVITATION TO TENDER

From FIG the above document, for Fisheries Protection duties. "There will be no requirement for a scientific/research fishing capability. The vessel must be British registered or entered into British Registry for the duration of the Charter, which will be for a period of 90 days commencing 24 February 1996."

Vessel owners and operators are invited to submit their bids, based on the draft Charter Party and required specification, which may be obtained from the Fisheries Department, Stanley, Falkland Islands. Telephone 500 27260, Telex 2426, or Fax 500 27265. Bids should be returned to: The Chairman of the Tender Board, The Secretariat, Stanley, Falkland Islands. Fax 27212

Tenders must be received by 1100 local time(GMT- 3 hours) on 13 October 1995."

Enquiries concerning the Tender and draft Charter Party should be directed to the Director of Fisheries, Fisheries Department, Stanley, Falkland Islands.

MEETING WITH MR SPURR

Mr Spurr is the Managing Director of Carl Bros Food Ltd, and is visiting the Falklands on a Consultancy basis concerning the design and specification of the new abattoir, Chamber of Commerce Members and any available farmers are invited to attend a reception at the Malvina House Hotel on Wed, 6th September at 5pm to talk with Mr Spurr.

WELCOME HOST

Information on the above has been forwarded to the Chamber Office, from FIDC. Welcome Host is a community based programme which provides a framework for local businesses to work together, to upgrade the standards of service and hospitality provided to visitors and consumers in Wales. "Satisfied customers are likely to stay longer and spend more money in our local area, they will then recommend us to their friends, and return to visit in the future."

The information goes on to tell us that "similar schemes have been introduced in fourteen different countries and States throughout the world. The English and Scottish Tourist Boards have also now adopted Welcome Host, making it a truly National scheme!"

COMPUTER SOFTWARE TRAINING

Day release classes could be arranged for the Private/Public sector on the above. The Community School business area is available for use on Thursday afternoons and the computers could be used for courses at this time. If there is interest in either sector, FIDC may be willing to provide some funding for these courses should there be sufficient interest.

Please contact FIDC for any enquiries regarding the Course.

LIBRARY

GROWER LINK/LIVESTOCK LINK

Forwarded to the Chamber from FIDC a booklet titled Livestock Link, Issue No 58, August 1995. This booklet is selling second hand equipment for livestock, ie buildings/feedsystems/gates/barriers/heater&brooders/mill & mixing, just to name a few, it goes on to list tractors and machinery, ventilation equipment and alarm systems. (Lots of equipment for poultry and for pigs.)

It is such a small booklet but holds such a lot, for viewing please contact May at the Chamber Office.

BUSINESS ALERT

A briefing for Businesses in the North of Scotland, Issue No 15 which gives us all the up to date information going into the Chamber of Commerce in Aberdeen.

"Bankok Seafood Show, the Thai Trade Centre in Manchester is organising a buying mission to attend the Bangkok Seafood Show, which is to be held from 29 January to 2 February 1996."

"Procurement Standards, the Government has set out its key goals for procurement in the next century: world class objectives, fair competition, constructive cooperation with suppliers, quality and economy, and intelligent risk management. Government's spending is managed in the most effective way, as set out in a white paper entitled Setting New Standards: A Strategy for Government Procurement."

"Information Key to Success, the DTI is to launch a new Information Society Initiative aimed at bringing the benefits of advanced information and communications technologies to smaller companies. The main aims of the initiative will be to raise the awareness of the opportunities for applying information and communications technology to improve business performance. It will offer a package of programmes to support the development

and exploitation of products, services and applications to make the Information Society a reality."

Training information was also included with this months bulletin: Small Luxury Hotels of the World, 20th Sept at Aberdeen, the speaker providing an insight into 'Quality'. Skills of Negotiation: Practical Development of Management Skills of Negotiation. Workshop on 27th Sept, Key areas - tactics, team approaches, communications, managing negotiations.

DAVID LIDDLE ASSOCIATES

Forwarded by FIDC, a package from the above Technology and Management Service. Included is a full resume of Objectives, Management services: Quality Assurance and Environmental Management Systems, Technology Services: Joint Industry Project. Only to name a few of the contents, for viewing please contact May and the Chamber of Commerce Office.

WOOL MARKETING REPORT

Wool market report for week ending 1st Sept, 1995. General paragraph reads "Business is still widely said to be very quiet. There are orders coming out but at prices way below possible replacement and for minimum quantities at prompt delivery.

Those interested in prices for forward deliveries comment that they have no actual orders to place but are continually watching all trends. Until the position regarding market level and market requirements is much clearer, it is very apparent that we are in a "wait and see" situation. Order books are now at the lowest point of the last two seasons."

POSTCARDS

Another communication from Costa Rica asking for postcards from the Falkland Islands, "I would appreciate it very much that you please mail me five varied tourist postcards of Falkland Islands, I wouldn't want any brochures only postcards. Thank you very much." We do get quite a few of these in the office and we cannot answer all, so if there is anyone out there wishing to help with this persons collection the address is: Scott Lopez, EL Bosque, San Francisco Dos Rios, De Case Ta Guarda 200 Este 100 Sur. Casa 334-M, San Jose, Costa Rica.

PHOTOCOPIER APPEAL

Thank you very much to the Companies who have very kindly donated funds towards the purchase of a photocopier for the Chamber Office, large or small all donations are very gratefully received.

OMT

Thank you to the Oil Management Team for the interesting talk on 31st August. Chief Executive, Andrew Gurr was invited to bring us up-to-date with the Oil Licensing Round, and stressed that everything was going ahead regardless of any agreement with Argentina, it was pointed out that an agreement would be preferable.

We were informed that Lavinia had been successful in their tender for the bunkering contract, and it was pointed out that local involvement was an important aspect of choosing this Company.

The local business interest was the most discussed topic. Due to the confidential nature of information there was no disclosures of how many Companies have bought seismic data. Local involvement was stressed for any tenders for the Baseline Survey Study, there has been candidate chosen.

Also discussed was the safety and health aspect aboard ships that work in the Falkland waters, it was pointed out that some of the ships had not been in dry dock for some considerable time, the possibility of leakage was highlighted. There is hope that even though there is certificates for the vessels, a course could be taken to solve this problem.

Companies having Argentinian connections will be looked at, and any having more than 49% of Argentinian control will be prevented from operating for the consortium.

The invitations for the launch of the Oil Round was discussed and it was noted that the launch is for specific companies in exploration and not for support or general businesses. We are hoping that the Chamber of Commerce Directory will be included in the package which is being made available to interested Oil Co.

The launch will be on the 1st of November 1995 in the Falkland Islands.

The Team were thanked for the time given to answer our questions, the meeting closed at 6.35.

SPORTS ASSOCIATION

Advertising space is available in the programme for the Xmas sports, anyone wishing to advertise please contact Mr Dave Hall, before 30th September 1995.



Falkland Islands Chamber of Commerce
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Vol.2 No. 21

BULLETIN

12th Sept 1995

REPORT ON MEETING WITH FIG RE: OAP
 HELD AT THE SECRETARIAT, 5TH SEPT 1995

Present:

Derek Howatt	Financial Secretary
Peter Woodward	Deputy FS
Mike Luxton	Treasury
David Hall	Chamber President
Tim Miller	Chamber Council
Charlie Coutts	Sullivan Shipping
Terry Spruce	FIC Ltd - OAP Review Committee

Peter Woodward welcomed those present and advised that the policy side of OAP review was now completed, and this was an opportunity to seek the views of Chamber Members on certain administrative manners in which OAP might in future be collected.

Treasury would like to collect OAP by monthly declaration, alongside (and indeed on the same form) as Payment On Account of Tax (POAT). The employer would be responsible for keeping records of payments made on behalf of employees, and a yearly return would be made. A pre-prepared paper was handed out by PW, in which it was proposed that OAP would be collected on a 'percentage of salary' basis. The shortfalls of this were pointed out by Terry Spruce - higher wage earners would be effectively subsidising the pensions of the lower paid, and could lead to open-ended liability for employers (who would bear the brunt of the payments). It was strongly suggested that if a percentage scheme were introduced, then there should be a maximum level of contribution, which should not exceed the total payment made at present by purchasing stamps. It was noted that married women will become liable to contribute to OAP - a further cost for employers. Many transitional arrangements would be brought in to cover the gradual introduction of the new scheme.

Treasury are now to make the calculations that are required to determine the final rates of contribution - this will be followed by drafting of the legislation required to bring the new rates into force. It was suggested to Treasury that employers could not fully comment on the proposals until these rates were known, and we shall be keeping a watch for the draft legislation in order that comment may be made to Councillors prior to the LEGCO meeting that would introduce the revised law.

A copy of the full review information paper is available at the Chamber Office for members if they wish for further details.

LIBRARY

WORKS SERVICES OPPORTUNITIES

The Ministry of Defence Works Opportunities Vol 4 No 12 of 23rd August 1995. MOD magazine listing Future Opportunities, Existing Contracts, New Contracts Awarded, in Construction, Project Management, Consultants, Managers. Included in the Magazine this month is a leaflet on a special one day seminar, the focus is on Selling to Department of Transport and its Agencies, this is being held at Heathrow Airport on Wed 27th Sept. Also a leaflet for a seminar on 18th Oct at Heathrow on Best Procurement Practice and Effective Benchmarking.

ENERGY CATALOGUE

Forwarded to the Chamber Office by Mr J Cheek, a Magazine listing Books, Directories, Maps, Surveys/Data, Software, Statistics, Videos by PenWell Publishing Co, PO Box 21288, Tulsa, OK74121, USA.

Just to name a few of the items listed, Worldwide Offshore Contractors and Equipment, Refining & Gas Processing, Environmentally Safe Drilling, World Sedimentary Basins and Related Features.

For viewing please contact May at the Chamber of Commerce Office.

SOLARDOME

Forward from Chief Executive, leaflet and price list for the Solardome Product Range, Sept 1995. All Solardomes have anodised aluminium frameworks, PVC glazing bars, stainless steel nuts and bolts, sliding doors, 3mm window float glass, built in base rim and door locks.

Mr Bruce Cowan, Director of the above company mentions in his letter that "We have provided Solardomes to many windy and exposed locations, indeed there are a couple on the Falkland Islands and have been for more than ten years. In fact, the first Dome was taken down by General Sir Peter DeLa Billiarre and is still in use."

Anyone wishing to have a look at these information leaflets, please get in touch with the Chamber Office.

WOOL REPORT

Market Report for week ending 8th Sept, 1995 from Peter Marriott, in the General section: "Quite apart from the beneficial effect more active Chinese buying would have, there would also be all-round psychological benefit. Buyers elsewhere around the world, including the UK itself, would probably find that the balance had swung towards making a positive buying decision rather than

putting off the purchase and attempting to bid at still lower prices later on.

There has also been mention, whether justified or not, of reaction on the stock-pile disposal issue to a bout of criticism mainly in Australia. It has been argued there that cut-price selling to meet the required quarterly quota has been undermining the market.

Wool International is rumoured to be responding to this - or perhaps to hints of more market firmness - by reducing or eliminating its discounts.

No-one can be sure yet whether this week marks a low point in the wool price decline, for a while, at least. But at least there have been hopeful pointers and rumours after a week of decline - and what has to be called depression."

LAVINIA

Sorry folks I mentioned in the last bulletin, in the OMT section, that Lavinia had local involvement, not true, I try hard not to tell lies, but sometimes there is a slip.

FIPASS CHARGES

Charges at FIPASS with effect from 11 Sept 1995, are available for viewing at the Chamber Office, FIC "have kept increases to an absolute minimum with the majority of charges remaining the same." There is no increase in the Handling Charges - General Cargo per freight tonne, or on the Pallet Cargo per freight tonne.

JOB SHOP

A letter has been received via the Secretariat, from Mr M Evans, 7 Shap Drive, Worcester, WR4 9NY. Mr Evans is looking for employment in the Falkland Islands, he worked here in 1984 until 1986 on the MPA complex. He has extensive site experience including Petro-chemical, general engineering/fitting experience. To view his letter please contact the Chamber Office.

Mr John Rowbotham has also written wishing to live and work in the Falklands, again he has worked here before in 1985/86, and 1988/89, he states in his letter that it has been his ambition to settle here for some time.

Mr Rowbotham is a time served carpenter and joiner, again to view his letter please contact the Chamber Office.



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P/COC/1#73



Vol.2 No. 22

BULLETIN

26th Sept 1995

CENTRAL STORES

The Chamber has had a letter from the Central Stores re: "Quotations to the Central Store for replacement stocks and other Government Purchases." There are some companies who already supply Central Stores and if you would wish to be included on a possible list of suppliers, then contact Mr Alan Jones, Supplies Officer, Central Stores, Tel: 27169 Fax: 27170.

LIBRARY

BUSINESS BULLETIN

From the Aberdeen Chamber of Commerce the September 1995 copy of their news bulletin, the front page title Business Boost from Oil Show by Robert Byth, President, Aberdeen Chamber of Commerce. Once again Aberdeen had the opportunity of hosting this most valuable conference for the oil and gas industries and their support industries. 21 countries world-wide were represented.

Features: Small Firms' Challenge, A £1 million Skills Challenge to help small firms meet their training needs has been launched. The Skills Challenge has been devised to provide the opportunity for small firms to share time and costs; improve skills leading to improved performance; and to keep pace with market demands.

Export News: Grants and loans under ECIP are available to a wide range of companies from those employing thousands to very small companies, to enable them to investigate thoroughly the feasibility of proposed JVs (Joint Ventures) and to forward finance the investment this entails.

Membership News: Ribbon Revival has announced an exciting new venture with Richard Branson's Virgin group of Companies. Virgin Euromagnetics Ltd has launched a new range of computer related products and has appointed the Ribbon Revival network as a distributor. Ribbon Revival, based in Aberdeen, successfully re-manufacture and recycle computer and printer consumables. Printer ribbons, inkjet, laser and toner cartridges which are used in photocopiers, fax machines and printers, were previously discarded after use. They can now be successfully re-manufactured and recycled saving up to 70% of the cost of replacing them with new items.

Training Courses: A full list of training courses starting Sept and Oct of this year, ranging from secretarial, management/supervisory, computer courses.

WORKS SERVICES OPPORTUNITIES

Forwarded to the Chamber Office from FIDC, the July copy of the Ministry of Defence, Works Services Opportunities. Vol 4. No 9.

Section 1 - Tenders Issued
Section 2 - Existing Contracts
Section 3 - New Contracts Awarded
Section 4 - Future Opportunities

CBI NEWS

The magazine of the Confederation of British Industry, September 1995. In the CBI Analysis section of this magazine "Latin American: Cause for Optimism" Howard Davies visits Mexico and Brazil to determine whether the continent withstood the Peso crises. Also in this section an article "Sick Leave Costs UK £10BN a Year" The latest CBI/Centre-file absence costs survey highlights large sectoral differences in rates of sickness absence, Table 1: Sickness absence in the public and private sectors,

	Average number of days, 1994	
	Public	Private
Full-time manual	12.2	8.8
Full-time non-manual	9.0	5.2
All employees	9.7	6.9

The article goes on to say that "if public sector absence rates were brought down to the private sector average, there would be savings of around £800m a year."

In the CBI at work: Environmental Affairs, How to improve your environmental performance. Tourism industry survey highlights training shortfalls (it mentions Welcome Host as being useful, which the Chamber has details on).

JOB SHOP

A letter has been received from Mrs Linda Steven of St Helena, looking for employment for herself and her husband. Mrs Stevens is looking for an assistant teaching post. Mr Steven spends most of his time working in Fitting and Turning, he has worked for the BBC on Ascension Island. If there are any businesses interested in seeing Mr & Mrs Steven's please contact the Chamber Office.

FALKLANDS OIL: ARGENTINE STATEMENTS

Statement which comments on some recent Argentine remarks on oil development, which has been forwarded to the Chamber Office for Publication.

STATEMENT ISSUED BY FCO ON 20 SEPTEMBER

1. Can confirm there is now agreement between UK and Argentina on co-operation over exploration for and exploitation of oil in the South West Atlantic. Signature of a joint declaration will take place on 27 September in New York. All details of the agreement will be made public then.

2. There is no question of any "surrender" of sovereignty. British sovereignty over the Falklands is fully protected. The agreement specifically states that nothing in it shall be interpreted as a change in the British position on sovereignty.

3. Falkland Islands Government will launch a licensing round for oil exploration and exploitation in Falklands waters in London on 3 October. The understanding with Argentina will permit the Falklands oil round to go ahead without the harassment which had been threatened. We have a firm commitment from Argentina to this effect.

4. Falkland Islands Councillors have been fully consulted throughout the negotiating process and formally gave their acceptance on 14 September.

FALKLANDS OIL: 5 POINTS TO USE WITH THE MEDIA

- Confirm there is now agreement between UK and Argentina. Signature of the Joint Declaration will take place on 27 September in New York. All details of the agreement will then be made public.
- The understanding with Argentina will permit the Falklands oil round to go ahead without harassment which had been threatened. We now have a firm commitment from Argentina to this effect.
- The understanding provides for necessary and mutually beneficial cooperation between the British and Argentine governments in matters such as preventing pollution, protecting the fisheries, health and safety and air sea rescue in the South Atlantic. This is similar to the cooperation we have with neighbouring states in the North Sea.
- Falkland Island government will launch a licensing round for oil exploration and exploitation in Falklands waters in London on 3 October in spite of repeated Argentine efforts to prevent this.
- It is nonsense to talk of any "surrender" of sovereignty. British sovereignty over the Falklands is fully protected in the agreement. It contains an even fuller formula about the question of sovereignty than was in the Madrid agreement of 1989 re-establishing relations between the UK and Argentina. The declaration provides for peaceful cooperation in the South West Atlantic on the clear understanding that there is no change in the position on sovereignty. It is specifically stated that nothing in the agreement "shall be interpreted as a change in the position of the UK with regard to sovereignty". We have no doubts about UK sovereignty over the Falklands.

- Indeed, the fact that the Falklands Islands government is able to proceed to offer oil licences for the surrounding continental shelf demonstrates an important practical exercise of sovereignty. The Falklands government has already issued licences for seismic work as well as for fishing.
- The Falkland Island Councillors have been closely consulted through the negotiating process, and formally approved the agreement on 14 September.
- If asked - under ECO pressure? One Councillor has already told the press that this was Councillor's own decision based on their assessment of the value of the Agreement to the Falkland Islands.
- The issues involved are very sensitive for Argentina. We must expect them to put their own particular interpretation on the agreement.
- The evidence we have suggests that, although Falklands waters are of considerable interest to companies, many would be reluctant to bid in the absence of a political understanding with Argentina. This understanding they now have.
- This is probably the most important agreement with Argentina since we restored relations in 1989. It will help move UK/Argentine relations onto a new level. This will be good for the further expansion of UK/Argentine trade and investment. Our exports to Argentina are increasing by about 25% a year and are now worth about £225 million a year.
- We expect there to be considerable commercial opportunities for UK firms following on from the oil round. Argentina will cooperate in providing onshore facilities on the Argentine mainland, such as Aberdeen provides for the North Sea.

- There have been some misleading reports coming out of Argentina. The Falklands Islands government will be in sole control of the management of the areas to be licensed in their waters. They and only they will issue licences.

- Despite reports to the contrary in the Argentine press, the agreement does not cover division of royalties. We do not accept any Argentine right to tax companies operating around the Falklands under Falklands licence and have made this clear to the Argentine government. We will reiterate this position at the time of signature of the Joint Declaration.

- Argentine companies will, of course, be welcome to participate on a commercial basis in this Falklands licensing round. We expect Argentina to be the preferred location for most support activities for exploration. It would benefit Argentina economically as North East Scotland benefited from the North Sea.

- The Agreement, however, also makes provision for a small "special area" for cooperation which will be run separately from the Falklands licensing round and under a different regime in which Argentine and British/Falklands governments will jointly manage exploration and exploitation and will jointly benefit from the proceeds. But these arrangements only apply in the border area which otherwise would not be available for either side to exploit. Further details on this will be available when the agreement is made public on 27 September.



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P/COC/1#74



Vol.2 No. 23

BULLETIN

4th Oct 1995

PHOTOCOPIER APPEAL

I would like to thank the Companies who have already contributed towards buying a new Copier for the Chamber Office, there is a second hand one on the way with a full complement of spares, which will be very gratefully received in the Office. We still need to raise a little more in the way of funds. Remember anyone donating £50 or more has free use of the Copier.

MEETING-FISHING POLICY

The Chamber has arranged a discussion meeting on 10th October 1995 at the Malvina House Hotel, starting at 6pm until 7.30. All interested Chamber of Commerce Members are invited, also Government Heads of Departments, and Councillors. This meeting is to gather views on the future fisheries policy.

WELCOME HOST

"Welcome Host is a community based programme which provides a framework for local businesses to work together, to upgrade the standards of service and hospitality provided to visitors and consumers."

"Satisfied customers are likely to stay longer and spend more money in our local area, they will then recommend us to their friends, and return to visit in the future."

Welcome Host is delivered through a one day workshop which concentrates on interpersonal, communication and consumer service skills. Participants learn about their community and region; details that will help visitors to experience the most during their stay.

This is an extract taken from the Welcome Host Enquiry Kit which is now in the Chamber of Commerce Office, is there anyone out there wishing to have a look at this package?

THE BENEFITS ARE CLEAR: WELCOME HOST IS GOOD FOR TOURISM
WELCOME HOST IS GOOD FOR GROWTH
WELCOME HOST IS GOOD FOR BUSINESS

LIBRARY

COMPARISONS OF IMPORTS FROM CHILE

From the Customs Dept, the above comparison of principle imports from Chile between 1993 and 1994. Please call in at the Office to view.

150 YEARS OF LEGISLATURE IN THE FALKLAND ISLANDS

The above book has been sent to the Chamber Office from the Secretariat. Report of the Proceedings of the Seminar held in the Falkland Islands, 17 - 25 January 1995. Included in the book, The International Situation with Special Reference to Co-operation on Defence and Economic Affairs, The Role and Future of the CPA, Preservation of the Environment and Wildlife, The Desirability of Government Incentives for Industry, The Future of British Dependent Territories, Codes of Conduct and Conflicts of Interest.

BUSINESS ALERT

A briefing for Businesses in the North of Scotland, issue No 16, Sept 1995. Articles in this leaflet: ISO 9000 Companies Outperform Rivals. Packaging Recycling. Taxman is Heaviest Burden on Small Firms. New Service for People working and/or Living Abroad.

JOB SHOP

Forwarded to the Chamber from FIDC, a correspondence from Mr Duncan Holmes, who is keen to find work in the Falkland Islands, he has one years experience at sea, has qualifications as a motor vehicle mechanic and has worked for a few years for a provincial paper. He does mention that he would be happiest working in ecotourism/conservation. Mr Duncan Holmes, 4 Carlyle Road, Croydon, Surrey, CRO 7HN.

Letter from Ms Melanie Glass, Tristan da Cunha Island. Melanie is looking for employment in either clerical or domestic work. There is a full CV for Ms Glass in the Chamber Office for viewing.

Letter from Ms Beverly Repetto, also of Tristan da Cunha. Beverly has spent two and half years working in St Helena as a Senior Nurse. Again there is a full CV for Ms Repetto available for viewing in the Chamber Office.

Letter forwarded from the Secretariat, Mr Robinson Cortes Villegas, from Santiago address Villa Jardin Los Heroes, Psj. Raul Gardi 0468 Maipu, Santiago. Mr Villegas is a sheet metal worker, and is seeking employment in the Falkland Islands, C.V. is available for viewing at the Office, it is in Spanish.

THANK YOU

A thank you letter has been received from Drew Johansson, a former naval diver, who was sadly involved in a bad diving accident, and confined to a wheelchair for life. Drew collects stamps and pays for the buying and training of guide dogs for the blind. Fiona has been sending stamps to Drew for some time now, and he sends his grateful thanks to all for the "wonderful stamps" sent to him in Ireland. Drew's letter and extracts from newspapers are available for viewing at the Chamber of Commerce Office for anyone wishing to contact him direct.

WOOL REPORT

Falkland Islands Wool Marketing Report for Week Ending 29th September 1995 from Keith Atack. General Section: "The pressure to sell increases as order-books run down in the wool textile industry but opportunities to do so are rare.

The emphasis everywhere is on extreme reluctance to pay prices aligned with costs and ever-shortening delivery times.

The well-tried description, "hand to mouth" never applied more than it does today and the power of buyers to insist on immediate attention whilst paying destructively low prices was surely never greater. Many feel they are being pushed into speculative trading even though they know that at some stage the market will turn and they may find themselves facing a loss on the transaction. Meanwhile, the wool market is still softening and for once currency changes have not been offsetting it. Prices are a little lower partly because the currency needed to pay for it is also costing less. Certain firms have been compelled to cut down full rates of activity, even on occasion been forced into taking extended or unwanted holidays because of the shortage of business.

The market is universally recognized to be in one of its periodic downturns but in Bradford there is an idea that the lowest point of the season can occur in October. There is little doubt that there is room for a sharp recovery once there is confidence that lower prices can be ruled out for a while."





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P/COC/1#75



Vol.2 No. 24

BULLETIN

10th Oct 1995

EXPORT PACKERS COMPANY LTD

A fax has been received, forwarded to the Chamber Officer from Fisheries Dept, Export Packers Co Ltd are looking for companies to supply Whole Round Squid, Cleaned Squid Tube and Sea Bass (H & G/Fillets) and the price on same.

Export Packers have their Head Office in Toronto with branch offices in Montreal, Vancouver, New York, Seattle and Miami, with a lobster processing plant in the Bahamas and buying offices in Peru. Their business activities include imports and exports.

On the Import side, they import various types of seafood from around the world (ie China, Korea, Thailand, India, Indonesia, Brazil, Belgium, Scotland etc) into North America. They then sell to distributors, supermarket chains, chain restaurants and food processors. As well, they sell tremendous quantities of poultry products and meat products.

The address for the above Co: Export Packers Company Ltd, 107 Walker Drive, Brampton, Ontario, Canada L6T 5K5
Tel: 905 782 9700, Fax: 905 792 7421

WORK EXPERIENCE

A letter has been received from the Community School Education Officer, Mr Middleton, informing the Chamber of the success of the two week block Work Experience programme of last year, and it has been decided to offer the same experience to all Year 10 pupils this year.

"The two weeks from Monday Nov 20th to Friday 24th and Monday 27th to Friday December 1st have been timetabled for this."

Mr Middleton is drawing up a list of employers/supervisors that would be willing to take part in this exercise, and hope that many areas for future careers can be covered. Once this list has been finalised the pupils will apply in writing to the employer and an interview will be held. More than one candidate may apply for a particular job slot (as in real life) and the choice will therefore be up to the employer. In fact the scheme is designed to be as much like the real thing as possible - though of course without any wages or salary being involved.

If you would like to offer work experience for the two weeks Mr Middleton would ask that you get in touch with him at the Community School.

LIBRARY

WHAT TO BUY FOR BUSINESS

The October edition of this magazine highlights Colour Printers, "Colour Printers are more affordable than ever and image quality is improving all the time. Small wonder the market has doubled in size during the past year. So is it time you became colourful?".

Also included is an article on "Groupware which is designed to help people work together. It is the latest hot area in software, but exactly what it means is often unclear. And while some call it a killer application, others reckon it's just hype. This article looks at what it could do for you."

There is also an article on the Typewriter & WP update, and the Back Page Spotlights are Sick Building Syndrome (there really is such a thing), Points arising (Reader's Letters) with an Index of Reports.

WORK SERVICES OPPORTUNITIES

Vol 4. No 14. 20th September 1995 of the Works Services Opportunities, forwarded to the Chamber from FIDC. Included in this magazine: Section 1, Term Commissions for Advisory, Specialist and Project Management Services. Section 2, Works Services Managers. Section 3, Establishment Works Consultants. Section 4, External Project Managers. Section 5, Construction.

WOOL MARKETING

Falkland Islands Wool Marketing Report for week ending 6th October 1995 from Keith Attack.

General Section: "The wool trade remains very unhappy with new business almost entirely lacking, machinery activity often already below capacity and becoming increasingly difficult to maintain and wool prices falling at an accelerating rate, at least for merinos.

Depression in the market itself was not helped by the Australian decision to try to keep to its stockpile disposal quota by selling through the auction system as well as by private treaty, which Wool International, the disposal body, prefers.

Pressure from woolgrowers discontented with declining prices and discounted stockpile sales helped to cause the decision.

Total withdrawals at reserves fixed prior to each sale approached 50%. Earlier rates of 20 to 30% were considered bad enough, with no stockpile wool offered. About 90% of the stockpile wool failed to sell at prices considered adequate by Wool International.

Wool International is compelled by legislation to keep to its schedule. Some thought that this was an unwise decision by the Australian Government."

JOB SHOP

Another letter from Mr Neil Miller of Las Vegas, he has included with his letter a reference from his former employer. Mr Miller has worked in Food, Sales and in the Hotel trade, he is seeking employment in the Falkland Islands, anyone interested in employing Mr Miller please contact the Chamber of Commerce Office for further details.

LEMU

We have received another communication from the above Company asking if there are any Companies in the Falkland Islands interested in Electric Conductors: Copper wire and cables for telecommunications, home appliances, special industrial installations, automotive use.

Also Metalworking: (non-ferrous metals) gate valves, spheric valves, cylinder valves, accessories for cars, terminals and connectors for electric wires and cables.

There is also a Chemical Division: Metal deoxidizers, special polyurethanic coatings, chloroprene contact adhesives, PVA based adhesives, polyurethanic based varnishes and coatings for wood.

The Contact for this Company is Ana Anes Koncke, Commercial & Marketing Dept, LEMU S.A. Gral, Luna 1325, Montevideo (11.800), Uruguay, Fax: 5982 296943.

FALKLAND ISLANDS GOVERNMENT OIL LICENSING ROUND

The following pages of Attendees to the above was forwarded to the Chamber Office by the Legislative Councillor's Office, the copies that have been made in the Office are still readable I hope.

FALKLAND ISLANDS GOVERNMENT OIL LICENSING ROUND

3RD OCTOBER 1995

ATTENDEES

1.	P FLORES	AGIP S.P.A.
2.	Q RIGBY	AMERADA HESS LTD
3.	M KEELEY	AMERADA HESS LTD
4.	M HUGHES	AMERADA HESS LTD
5.	M PYE	AMERADA HESS LTD
6.	J BOOTH	AMERADA HESS LTD
7.	K RUTHERFORD	C/O ANADARKO PETROLEUM CORPORATION
8.	DR J CHESSELL	BHP PETROLEUM
9.	S PICKERING	BHP PETROLEUM
10.	R CARTWRIGHT	BP EXPLORATION
11.	D ROBERTS	BP EXPLORATION
12.	P MIKKELSEN	BRABANT PETROLEUM
13.	A WILSON-CLARKE	BRITISH BORNEO PETROLEUM SYNDICATE PLC
14.	M BROWN	BRITISH GAS EXPLORATION & PRODUCTION
15.	M SHELTON	BRITISH GAS EXPLORATION & PRODUCTION
16.	D TEDRAHN	BRITISH GAS EXPLORATION & PRODUCTION
17.	S MILLS	CANADIAN OCCIDENTAL PETROLEUM
18.	DR P FRANK	CLYDE PETROLEUM PLC
19.	DR A DIXON	CLYDE PETROLEUM PLC
20.	M PYECROFT	CRUSADER LTD
21.	J PARRY	ELF AQUITAINE PRODUCTION
22.	D SCOFFHAM	ELF INTERNATIONAL
23.	K GLASSPOOL	ENGEN
24.	S COHEN	ENTERPRISE OIL
25.	G SIMPSON	ESSO
26.	M THOMSON	EVERGREEN RESOURCES (UK) LTD
27.	D CARLTON	EVERGREEN RESOURCES (UK) LTD
28.	C RANDLE	HARDSTOFT SERVICES (REP FOR UNKNOWN CO)
29.	MS L BUNCH	IDEMITSU OIL DEVELOPMENT CO LTD
30.	D PEAK	INTREPID ENERGY LTD
31.	K YOKOI	JAPAN NATIONAL OIL CORPORATION
32.	C ASAI	JAPEX
33.	A JACKSON	JKX OIL & GAS PLC
34.	MOON KYU SUN	KOREA PETROLEUM DEV CORPORATION
35.	D BRANSDEN	LASMO PLC
36.	D COOK	LASMO PLC
37.	J MILLER	LASMO PLC
38.	A SUPPLE	LASMO PLC
39.	M DURHAM	LL&E (EAME) INC
40.	T MAJIMUD	LL&E (EAME) INC
41.	LEWIS CLIFTON	
42.	MR LANGFIELD	M-D INTERNATIONAL
43.	P CLARK	MONARCH EXPL (FALKLANDS) LTD
44.	G THOMSON	MONARCH EXPL (FALKLANDS) LTD
45.	R WYLIE	MONARCH EXPL (FALKLANDS) LTD
46.	T BETTS	MONARCH EXPL (FALKLANDS) LTD
47.	J GARDINER-BROWN	MURPHY EASTERN OIL COMPANY
48.	M WHITELEY	MURPHY EASTERN OIL COMPANY

49.	S WILD	MURPHY EASTERN OIL COMPANY
50.	P RAFFERTY	MURPHY EASTERN OIL COMPANY
51.		OCCIDENTAL
52.		OCCIDENTAL
53.	P VINCOITE	PETROFINA
54.	N PLATT	RANGER OIL
55.	R HERNAN	REPSOL EXPLORATION
56.	A PEREZ	REPEOL EXPLORATION
57.	DR J ROSS	ROMAN EXPLORATION & PRODUCTION CO
58.	J PINCHIN	ROMAN EXPLORATION & PRODUCTION CO
59.	P BEAUMONT	SANTA FE EXPLORATION (UK) LTD
60.	M STUDER	SHELL INT PETROLEUM CO
61.	T JACOBSEN	STATOIL
62.	MS S COBB	TEIKOKU OIL CO LTD
63.	P WADDAMS	TEXACO LTD
64.	D PALLETT	TOTAL
65.	MS BOYD	UNION TEXAS PETROLEUM

66.	C VERCHERE	PETROCONSULTANTS *
67.	J BUNGNER	PETROCONSULTANTS *
68.	M THOMPSON	BAS *
69.	DR D GOODMAN	BAS *
70.	B STOREY	BAS *
71.	R HOLME	FIG TAX AGENT *
72.	MS L FURLONGER	FIG TAX LEGISLATION *
73.	DEREK READ	WESTERN GEOPHYSICAL *
74.	PROF A KEMP	AUPEC, ABERDEEN *
75.	D ROSE	AUPEC UNIV OF ABERDEEN *
76.	MS T SHEEHAN	ANDREW M JACKSON SOLICITORS *
77.	R PENROSE	ANDREW M JACKSON SOLICITORS *
78.	DR P COOK	BGS *
79.	DR D ALDISS	BGS *

FIG PARTY

80.	DR A J MARTIN
81.	DR N G T FANNIN
82.	DR P RICHARDS
83.	A GURR
84.	D LANG
85.	R WAGNER
86.	MISS E EDWARDS
87.	CLLR W R LUXTON
88.	CLLR J CHEEK
89.	MISS G S SPOONER

ECQ

90.	M RAVEN
91.	M PETERS

DTI

92.	J SLAUGHTER
-----	-------------

05 OCT 1995

05-OCT-1995 12:15 FROM FCO BRAC

TO

P CO 500 17472

001
R.04

~~RESTRICTED~~

CECO-PRARLA

93. MS T MCBROWN
94. P DAVY

SPECTRUM

95. M JOHNSON
96. SARAH STEVENS

* NON POTENTIAL BIDDERS

D VAN DEN BROEK
T GHALEM
DR J TROTEL

SHELL
NIMIR PETROLEUM CO PARIS
NIMIR PETROLEUM CO PARIS

NOT ATTENDING
" "
" "

INVITATION CARDS SENT

HOUSTON

1.	M SEXTON	EVERGREEN RESOURCES INC
2.	D CARLTON	EVERGREEN RESOURCES INC
3.	J KLEIN	UNION TEXAS PETROLEUM
4.	R CUMMINGS	UNION TEXAS PETROLEUM
5.	AND	UNION TEXAS PETROLEUM
6.	E MILLER	YPF SA
7.	M TURIC	YPF SA
8.	N LEON	YPF SA
9.	M GUI SARDO	YPF SA
10.	JIM WORK	C/O TRITON ENERGY CORP *
11.	PAT DITTY	C/O TRITON ENERGY CORP *
12.	KIRK E OWEN	OCCIDENTAL PETROLEUM
13.	SEAN ROONEY	MOBIL OIL
14.	BOB SCICETTA	MOBIL OIL
15.	MIKE ABRAM	MOBIL OIL
16.	M YOSHIZAWA	NIPPON OIL
17.	R ARDELL	NIPPON OIL
18.	C SCHOLZ	NIPPON
19.	R BAIN	ANADARKO PETROLEUM CO
20.	B LUNN	ANADARKO PETROLEUM CO
21.	C KANA	ANADARKO PETROLEUM CO
22.	P ELSNER	ANADARKO PETROLEUM CO
23.	C WILKINSON	PLUSPETROL INT
24.	G FLOWERS	PLUSPETROL INT
25.	A MOONS	PLUSPETROL INT
26.	J CANGINI	PLUSPETROL INT
27.	W CLINE	ROMAN EXPLORATION & PRODUCTION
28.	DR DINKLEMAN	ROMAN EXPLORATION & PRODUCTION
29.	DIRECTOR	ROMAN EXPLORATION & PRODUCTION TBN
30.	M GINZEL	COASTAL OIL & GAS CORP
31.	B WELMAKER	COASTAL OIL & GAS CORP
32.	D JONES	COASTAL OIL & GAS CORP
33.	R HENDRIX	COASTAL OIL & GAS CORP
34.	JJ MAIER	SOEKOR LTD
35.	SR MILLS	SOEKOR LTD
36.	M H CHUNG	KOREA PETROLEUM (PEDCO)
37.	S DERKSEN	MARATHON OIL CO
38.	L KOCHER	MARATHON OIL CO
39.	J DYNESS	MARATHON OIL CO
40.	H COOPER	M-D INTERNATIONAL
41.	J MCGEE	M-D INTERNATIONAL
42.	G M PATTERSON	KERR MCGEE CORP
43.	I BURNET	KERR MCGEE CORP
44.	D NOCK	KERR MCGEE CORP
45.	E MURRAY	KERR MCGEE CORP
46.	M GOLBORNE	ARCO INT OIL & GAS CO
47.	R MOSSE	ARCO INT OIL & GAS CO
48.	GUY W JOYCE	RIMCO
49.	D STURT	AMERADA HESS LTD
50.	D WALTERS	AMERADA HESS LTD
51.	J MATHALOWE	PETRO SANTANDER INC
52.	T E O'CONNOR	THE WORLD BANK WASHINGTON DC

DEVELOPERS

53.	F GILBERTSON	BHP PETROLEUM
54.	R SILVERMAN	BHP PETROLEUM
55.	W C GORDEN	MORIL PRODUCING
56.	J BRAND	GAFFNEY CLINE ASSOCIATES
57.	F RAY	OCCIDENTAL INT E & P CO
58.	R YURWAK	OCCIDENTAL INT E & P CO
59.	T FRANTES	EXXON EXPLORATION CO
60.	C DENGQ	EXXON EXPLORATION CO
61.	R MONTES	EXXON
62.	M RAMIREZ	EXXON
63.	L PENNY	EXXON
64.	DR MONTELEONE	MOHAVE OIL & GAS
65.	M STEARNS	MOHAVE OIL & GAS
66.	G HUGHES	TRADECO C/O MOHAVE OIL & GAS

67.	K SMALL	PETROCONSULTANTS **
68.	MR MCTERNAN	WESTERN GEOPHYSICAL **

FIG PARTY

69.	DR A J MARTIN
70.	DR N FANNIN
71.	DR P RICHARDS
72.	MR A GURR
73.	MR D LANG
74.	DR R WAGNER
75.	CLLR W R LUXTON
76.	CLLR J CHEEK
77.	MISS E EDWARDS

FCO

78.	MR M RAVEN
-----	------------

GECO-PRAKLA

?

SPECTRUM

79.	M JOHNSON
80.	S LAWRENCE
81.	L REECE
82.	MR ANDRANEAS(?)

* ADVISED UNABLE TO ATTEND 20/9 DUE TO CONFLICT OF INTEREST

** NON POTENTIAL BIDDERS



Falkland Islands Chamber of Commerce
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P/COC/1#76



Vol.2 No. 25

BULLETIN

Oct 1995

SSVC

The Chamber has received a letter from SSVC telling us of the launch of their annual appeal for the Wireless for the Blind Fund. This years appeal day will be on Sat 9th December, and all fund-raising events will be covered live on BFBS Radio, including their Grand Charity Auction.

Any donations that could form part of the 'on-air' auction or monies received from your own fund-raising efforts will be more than gratefully accepted.

Full credit will be given on BFBS Radio to all donors, and a percentage of all monies raised will benefit local Falkland Islands charities.

This is an extract from the letter sent by Ernie Rowe, Presenter, if you wish to view the letter please contact May at the Chamber of Commerce office.

SAN MARCOS

Copy of a fax message from the above Company in Punta Arenas, "Dear Sirs, We are pleased to inform you the following: We are sending you a list of products that are available for immediate delivery, in order to see the possibility to trade with the members that could be interested - our firm trades in Magallanes and Chilean Antarctic, with general groceries, fruits, vegetables and fresh regional meats.

We also have a big industrial and Naval Ironmongery - our credit systems are with cheques to 30 and 60 days, for ironmongery products, without additional charges."

There are 7 pages of various products, anyone wishing to copy or view please contact the Chamber Office.

LIBRARY

From the Secretariat a copy of Newsweek, Feb 27th 1995, this magazine is full of reports on New Technology for the future and they have tried to examine where the revolution might be headed. The special report by Steven Levy is quite fascinating and frightening telling us about the things that go wrong within this wonderful world. "No one is unaffected: A farmer using a laptop computer on his tractor is just one sign of the sweeping scope of the cyber-revolution." "High-tech war: A soldier monitors the battlefield with the B2C2 test

computer during the U.S. Army's Operation Desert Hammer VI at Fort Irwin, California".

The International Section deals with information "Is Anyone tuning in? A satellite TV dish antenna in Beijing can now pick up potentially subversive news from the Voice of America".

Computers: we are finally getting some technological bang for the buck, 48% think computers and technology improve working conditions; 36% learned most of what they know about using computers from training at work; 63% use computers almost every day at work or at home, taken from the Newsweek Poll Feb 16-17 1995.

The have and the have nots, this article deals with 2 teenagers, one having easy access to computers at school and at home and the other with access only in school, and the differences it is making in their education, and the opportunities they will have for future employment.

Medicine, they can now connect with specialists in another city via computer-linked, interactive video system, and in effect, beam a specialist onto the scene. This article is particularly fascinating.

The final article in this mag, is all about Faxes, e-mail, voice mail, online news. "New software will make calls, take messages, sift out unwanted e-mail and generally impose order on our busy lives".

DREDGING + PORT CONSTRUCTION

The July 1995 edition of this magazine is now in the Chamber Office for viewing, included in this months: New Projects, Surveying, Dredging, Civil Works, Port Facilities, Port Topics, with Features on UK Ports Survey and Cargo Handling Equipment.

MEIHUIZEN FREIGHT (PTY) LTD

PROPOSED FALKLAND ISLAND SERVICE

The above Company have contacted the Chamber re supplying the Falkland Islands from Cape Town, South Africa.

All enquiries can be directed to Meihuizen Freight (PTY) Ltd, PO Box 5492, Cape Town 8000, MCS Building, 4th Floor, 19 Bree Street, Cape Town 8001. Tel: 27(0)21419 9191 Fax: 27(0)2125 5563. They have 300 to 400 major suppliers through their purchasing for St Helena and the Falkland Islands, prices are very competitive.

They go on to say in this fax message that they look forward to receiving the responses from our various

members, in respect of the items which they might be interested in purchasing from South Africa.

I.B.P. M CHARCON & SONS LTD

Forwarded to us by the Fisheries Department, a copy of a Fax message from the above company, address: 58-60 Grig, Afxentiou Str, Ano Ilisia, Athens 157 71, Greece.

"Pleased to introduce ourselves as specialized with long experience over 30 years, in the import of all kind of seafood products.

Would appreciate to introduce us some important processing plants or to fax us a list of frozen fish of producers and exporters."

Also from Fisheries Dept, a copy of a fax from Dai Sing Co (F.F.D.) Fax No: + 852 2614 0273 "We are the Hong Kong Marine Product importer, we have read an article in Seafood International September issue Mr John Barton said about the Marine Product and Squid in Falkland Island, we are extremely interested in the Squid in Falkland Island, can you advise the particulars of the Marine product exporters in Falkland, so that, we can contact them.

More from Fisheries, Danco International Ltd, 7 Paleon Patron Germainou Street, 105 61 Athens, Greece. Tel: 1 3247622, Fax: 1 3258336. "We are interested in your products and would like to examine with you the possibility of cooperating on the greek market acting as your representatives.

We are professionals in our business since more than 90 years (family business established 1901) and we are a dynamic and regular supplier to the greek and other markets where we have strong business-connections.

If our proposal is of interest to you please forward us details of your products so that we may become better acquainted and then be in a position to inform you of sales possibilities of same on our market and possibly other markets.

We look forward to your news with great interest and send you our best regards."

With compliments from the Fisheries Dept, a copy of Seafood International, front page heading Falklands in State of Flux, a report by Philip Smith "on a visit to the Falkland Islands where the fishery is in a state of

flux. While there is great concern about squid, the islands principal resource, a 'new' finfish stock is being explored". The article gives a chart on the catches in the Falkland Islands Conservation Zones 1987-1994. "For the foreseeable future, Asian markets will be seen as the key to success".

Anyone wishing to view or have a copy of this article please contact May at the Chamber of Commerce Office.

WOOL MARKETING REPORT

Market Report week ending 13th Oct 1995, from Keith Attack. In the General Section: Apart from getting one week nearer to the eventual inevitable market upturn, little has happened to enliven trade in wool textiles, or to revive market confidence.

Attention is normally centred on Australia, the main international market, but developments in South Africa helped to show how weak the wool market is.

The world wool market therefore remains very much in the doldrums and although China and the stockpile are singled out as major reasons, poor demand elsewhere shows how depressed market sentiment is. A point has been reached where no-one wants to take the risk of buying strongly without already having sold sufficient to create an incentive and reluctance spreads through to the consumer."

There is more in the general section, anyone wishing to view the full report please call at the Chamber Office.

PENPAL

A lovely letter has been received from a young teenage girl of 14, (15 on May 1st 1996). She is from Switzerland, and is very keen to have a penpal in the Falkland Islands, as her father has some books on the Falkland Islands and she finds them very interesting, also she has seen the special Blue Peter programme from here, anyone wishing to write to Alison please contact May at the Chamber of Commerce Office for the full name and address.

ENTERTAINMENT

We have a letter here from a live entertainer who is looking for work in the Falkland Islands, in particular playing the piano in either bars or hotels. Adam Davidson is British and has written to the Post Office asking if there are any Bars or Hotels wishing to have a live entertainer, or even a musical-theatrical booking agent in need of a key-board player.

If you are interested please contact the Chamber of Commerce Office for full name and address.



Falkland Islands Chamber of Commerce
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P/COC/1#77

Vol.2 No. 26

BULLETIN

30th Oct 1995

Fisheries Policy Review.....Fisheries Policy Review.....Fisheries Policy Review

Did you know that: The Fisheries Advisory Committee are reviewing the current policy and, following consultation with the private sector, hope to make their recommendations to Exco around March/April of next year?

Should the policy: Continue to support the localisation of the industry?

Does the policy: Go far enough in support of local companies?

Does the policy: Affect your business, your income, your prospects?

Should the: Chamber of Commerce have a voice?

Remember, it is not only our fishing companies that are supported or affected by the policy, any company involved in the service sector can also be affected. If you have a view, any view, then please let May Dempster know at the Chamber office!

Fisheries Policy Review.....Fisheries Policy Review.....Fisheries Policy Review

LIBRARY

BUSINESS BULLETIN

The October 1995, issue of the Aberdeen Chamber of Commerce Bulletin. The first article in this months bulletin is the report of the Aberdeen Chamber of Commerce at Offshore Europe 95, which seems to have been a great success, using TV, with a professional service comprising outside broadcast van, edit suite, cameras, autocues and highly experienced editors, director, presenter and producer.

The programmes were broadcast throughout the exhibition halls on AVC's monitors and screens. In addition, the programmes were shown on Cable and items of their reports sent to Sky TV.

In the briefing section there is a small article on Health and Safety, they have published a guidance for managers in industry to help them understand - and prevent - safety procedure violations in the workplace. The report is called "Improving Compliance with Safety Procedure - Reducing Industrial Violations".

CBI NEWS

From Government House the October issue of CBI News, the Magazine of the Confederation of British Industry. The market report in this months issue is on Poland. Also included is the CBI Analysis on Equal Opportunities, "A workforce reflecting the ethnic mix of your local population and customer base offers a strong business advantage". Under Technology, "An Internet policy for your company. The Internet is a technology with the potential to change the way businesses work. What should you do now to prepare for it?". In the Human Resources section, "Better expat selection, Assessment, Selection and Preparation for Expatriate Assignments, conducted by the ERC, found that the majority of organisations use person specifications and/or job descriptions to establish criteria for selection. There is almost no use of advanced job analysis techniques." The full report is available from ERC, price £30 for ERC members and £50 for non-members. Details: Sue Shortland, ext 2611.

Also from Government House, a publication highlighting Scrabster Harbour, with the emphasis on the Oil Supply Base. "The Atlantic Frontier provinces will demand new technology and innovative solutions." "What is needed is a mainland base close to this new frontier". To view the Scrabster Publication please call at the Chamber of Commerce Office. This information could be helpful to us for future reference re Oil and Exploration.

From Government House, the October 1995 "Talking Points on Britain's Economy". Small leaflets with Economic growth, Exports: statistics, Tourism, Inward Investment: recent decisions by leading overseas companies provide further evidence of Britain's position as Europe's premier location for overseas investment.

JOB SHOP

Mr Duncan Holmes has sent a fax to the Chamber and also the Secretariat. Mr Holmes has experience as a Sailor, Journalist, Conservation Officer (on a voluntary basis) and most recently as a Stock Broker in the City of London (in a junior capacity). Mr Holmes states that outside employment would be his first choice, but that he would willingly consider any employment or retraining.

A letter and C.V. has been received from Mr Michael Coates of 110 The Avenue, Nunthorpe, Middlesbrough, Cleveland, TS7 0AH, date of birth: 14th June 1948.

Mr Coates writes "I have extensive knowledge in the Material Control/Commissioning field, for many years having worked overseas. My experience was gained through the construction industry."

The full letter and C.V. are available for viewing at the Chamber of Commerce Office.

A letter from Mr P Hodgson, 21 Dale View Gardens, Crawcrook, Tyne & Wear, NE40 4ED. Mr Hodgson is a bricklayer to trade, aged 42, and is looking for employment in the Falkland Islands. He has been running his own Co for 15 years, but due to the recession in the UK has had to cease trading, and is now seeking a position here in his trade, to view Mr Hodgson's letter please contact the Chamber Office.

WOOL REPORT

The Wool Market Report for the week ending 27th October 1995, from Peter Marriott. In the General section: "Business which improved as the Australian wool market closed fractionally dearer last week developed more widely and strongly this week. Order books in the processing industry have extended and fears of reduced machinery activity have receded.

Earlier anxieties about a failure to meet the December quota have receded and it seems that Wool International was in the lead in selling positively when the market turned. This must lay a better foundation for firmer markets in the weeks ahead.

Chinese buying is seen as important in turning the Australian market but China alone cannot make up for depressed buyers in Europe and Japan, still hoping for a retail upturn and for stocks in the pipeline to be absorbed." This is a short extract from the General Section to view the full report please contact the Chamber Office.

SEVERN VALLEY LOCK & SAFE

A fax has been received from M D J Rigby of the above Company who will be visiting relatives in the Falkland Islands from 8th December until 3rd January.

Mr Rigby is a master locksmith, specialising in safe opening and servicing, and is interested to hear from anyone wishing to have locks and safes serviced whilst he is in the Islands.

It would be helpful if you could contact Mr Rigby on Tel: 1562 861771 or Fax: 1562 864089 prior to 8th Dec, so that he can bring the necessary tools.

PHOTOCOPIER APPEAL

The Chamber of Commerce wish to thank everyone who have sent donations for our Photocopier Appeal, the copier is on the way, and we have the full funds, thank you very much for making my life so much easier in the future. The Companies and Sole Traders who donated £50 or more have free use of the copier.

BUSINESS ALERT

A Briefing for Businesses in the North of Scotland, Oct 1995, No 17.

Business Start-Ups Increase: A total of 252,000 new businesses were formed in the first six months of 1995, a rise of 9 per cent on the same period last year, according to the latest Small Business Bulletin from Barclays Bank.

Anglo-American Trade Directory: The American Chamber of Commerce (UK) has published the Anglo-American Trade Directory, providing details of over 18,000 British and American companies and their transatlantic business links. Cost £90 from Kogan Page, 120 Pentonville Road, London N1 9JN. Tel: 1712780433.

Internet Business Applications: The real business opportunities that the Internet offers the commercial sector are revealed in the latest FT Telecoms & Media Publishing report, "Business Applications in the Internet". The launch of Windows 95 can only increase Internet demand and the number of users. However, the report claims a dramatic investment in infrastructure is still required or the services involved will simply collapse under the weight of traffic.

Fiscal Warehousing: The EC Second VAT Simplification Directive, which comes into effect on 1 January 1996, enables member states to introduce provisions for fiscal warehousing. This is a business facilitation measure which will provide a VAT-free regime for trading in certain specified EC goods, along the lines of the relief currently available for non-EC goods held in either customs warehouses or tax warehouses.

To view the full Business Alert leaflet please contact the Chamber Office.

INFORMATION

The Chamber of Commerce are looking at putting together an information package for enquiries made from overseas, regarding business set-up. We are promoting Joint Ventures within the Falkland Islands. To be included in this package please send details of your business and what you would like to see included in the information folder.



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P/COC/1#78



Vol.2 No. 27

BULLETIN

6 Nov 1995

OIL COMPANY LISTS

From the Secretariat the complete address list of the Oil Companies at the Oil Licensing Round, in the UK and USA. There are 63 Company names, addresses, Tel and Fax Nos on this list, for a copy please contact May at the Chamber of Commerce Office.

HOVERCRAFT NEWS

Forwarded to the Chamber by the Secretariat, the Hovercraft News, Summer 1995. On the front page is the news of the first Hovercraft to circumnavigate the Baltic as part of a successful trials period with the Swedish and Finnish navies. The trials were very successful and proved the craft's capability in difficult sea and ice conditions.

The Leaflet goes on to point out the versatility of the Hovercraft in Policing and Customs work and disaster relief applications.

On the final page is the major development in Hovercraft Technology, "The craft must be affordable in first cost and through life cost. It must be large enough to operate in the coastal zone. Unlike passenger craft which land on a prepared slipway, the craft's structure must be tough. Manoeuvrability both at high speed and at low speed. Payload space must be sufficient to carry a small vehicle or up to 70 fully-equipped troops. The deck area externally should be clear to allow the craft to work at sea the same way as a patrol boat. The craft should be capable of being operated by personnel from existing marine fleets. Noise levels should be no higher than other high speed marine craft.

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

WOOL NEWS

Market Report for week ending 3rd November 1995 from Peter Marriott.

From the General Section: "Most firms in the wool textile industry are finding business quieter again.

If there is inquiry, it is at prices lagging far behind the recent rise in wool prices, and traders say that only those prepared to sacrifice normal machinery operating margins can be considering these exceptionally low bids.

The wool market rise itself has also tended to slow down in Australia.

There were quite sharp rises in prices paid for British wool at this week's Bradford auction but the preceding sale, two weeks ago, came before the market upturn became established."

"As for the wool market, Australia's leading customer, China, has yet to show convincing signs of having overcome the problems which checked wool buying fully six months ago.

There has been a little more stirring, but not enough to create a better balance between supply and demand at this stage of the season."

This is a short extract from the General Section, to view the full document call at the Chamber Office.

JOB SHOP

A letter has been received from Mr I Clark, who is a time served joiner with a wide experience of the industry and has worked in a supervisory position for the past year. Mr Clark also has a CITB Health and Safety Certificate.

Mr Clark is seeking employment in the Falkland Islands and would like to hear from anyone in the construction industry. The address is 23 Kirton Way, Eastfield Dale, Cramlington, Northumberland, NE23 9XR, UK.

Mr Fidler of 3 Raddle Wharf, Ellesmere Port, South Wirral, L65 4FY, has sent a follow up letter asking if there is any employment in the Falkland Islands. Mr Fidler is willing to work in any situation, his CV highlights his work within the Forces Post Office, also daily liaison with Airlines, Shipping Agents and Civil Offices at home and abroad. Mr Fidler is still a Warrant Officer in the Territorial Army with the Postal and Courier Service.

Mr A Zaikov of Malta has written to the Chamber seeking employment for himself and his wife. At present they are employed in Malta, Mrs Zaikova as a teacher of languages (English, French and Russian) for foreign students with Inligua School. Mr Zaikova is a Manager with TimCo Ltd, the work includes Marketing in Construction and Agricultural goods. There is a full CV available for viewing for both Mr and Mrs Zaikova at the Chamber Office.

MACHINERY

Forwarded by FIDC a letter from Mr J Forinton, The Gatehouse, Willows Lane, Sibsey, Boston, Lincolnshire, PE21 OTG, UK. Mr Forinton is looking to make contacts with machinery dealers ie. Agricultural, Industrial, Marine and Transport with the aim to arranging a trade link with himself and the Falkland Islands.

Mr Forinton is hoping to start a "new business to export machinery and spare parts to countries who have a need for them but only have a modest industrial structure."

ROCKALL CONSTRUCTION PERSONNEL

A leaflet and covering letter has been received from the above Co, they are employment agents for the Construction Industry. "You may be aware that finding quality staff for temporary or permanent placement has become increasingly difficult in recent times. This may be having an effect on the way you staff your business during variations in workload.

At Rockall Construction Personnel we have many loyal qualified staff available to suit a variety of levels and we may be able to help you, although this is difficult to say without a brief discussion to understand your staffing arrangements."

To view the full document please call at the Chamber of Commerce Office.

FALKLAND ISLANDS GAZETTE

For viewing in the Chamber of Commerce Office the full up-date editions of the Falkland Islands Gazette, the latest edition includes: The Antarctic Act 1994 (Overseas Territories) Order 1995, The Antarctic Regulations 1995, The South Africa (United Nations Arms Embargo)(Prohibited Transactions) Revocations Order 1994.



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P/COC/1#79



Vol.2 No. 28

BULLETIN

15th Nov 1995

FALKLAND ISLANDS LICENSING ROUND PACKAGE

As requested from the Secretariat the full package handed out to all of the Oil Companies who attended the Oil Licensing Round, in the UK and USA. The Box is available for viewing at the Chamber of Commerce Office. Unfortunately the Chamber of Commerce Directory is not included in this package, but we were assured that they were made available at the Seminars, and that all of the copies given to the Panel were taken by those who attended the licensing round.

GOODWIN OFFSHORE LTD

Airport Road, Stanley, Tel (500) 21656 Fax (500) 22705

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DIRECTORS WITH OVER 50 YEARS EXPERIENCE IN FISHERIES AND SEAFARING

COMPANY - PRIVATE OWNERSHIP

LIBRARY

PORTS AND HARBOURS INFORMATION

The above information has been forwarded to the Chamber by the Fisheries Department. The pack has been produced to assist Masters of all vessels using the designated ports around Stanley.

Also included is information to help Masters understand their obligations and duties under FI legislation, with a Territorial Base Line map, and aids to navigation.

There is Harbour Safety - All Vessels, and Harbour Law - All Vessels, with sections on Pollution, Bunkering, Diving, Vessel Identification and Pilot Ladders.

To view this information please call at the Chamber Office.

BRITISH CONSULTANCY WORLDWIDE

The journal of the British Consultants Bureau, the association of British Consultants operating world-wide, edition Autumn 1995. Included in this edition: focus on British consultancy firms working in South Asia, ie 3,500 maps of Lahore's water system, Lahore, the second largest city in Pakistan, has a population of over 4m people, Haiste Kirkpatrick International is completing the mapping of all the city's water supply, sewer and drainage services under an ODA-funded project. The project includes an engineering review of the sewerage system in the central area.

Managing the road network of Nepal, one of the biggest problems faced by the government of Nepal in developing its national highway system is the lack of capacity within the Department of Roads to maintain the expanding system.

Tourism, balancing economic growth and conservation, In July 1994, London-based Widnell Consulting, with Denton Corker Marshall, Australian-based architects and planners, were commissioned by the Sabah Urban Development Corporation to undertake a tourism masterplan study of a 300 hectare tract of land within the 3,000 hectare Kota Kinabalu Industrial Park - so called because an area had been earmarked for industrial use, including a Free Trade Zone.

Traffic growth encourages new airfields, The Americans quit Subic Bay in 1992, leaving the Philippines with over 30 square kilometres of smalltown USA, only three hours north from Manila. British Consulting Engineers, Halcrow, were responsible for the airport's rehabilitation.

Efficient road maintenance is key to economic development, an efficient road network is vital to a country's economy. Regular maintenance is equally important. Not only is it necessary to pinpoint the most appropriate and cost effective routes, it is essential to ensure that the type of road is harmonious with the surrounding environment, and that the local authorities will be able to cope with the necessary maintenance and repair. In Asia, Scott Wilson Kirkpatrick, consulting engineers, are currently involved in four significant projects.

Rehabilitation schemes for large quarry sites, Quarrying is a temporary use of land and quarries can be returned for productive or recreational use.

Golf booms in Asia's largest economies, Golf is booming in Asia and needs a new concept - the Short Course Golf Facility - to enable it to develop economically, writes Bryan Griffiths of Golfconsult International.

SWIFT SURVEYING SERVICES LTD

Forwarded from FIGO a booklet from the above Co who deal in reconditioned equipment in the surveying world. Swift Surveying Services Ltd are the main agents for Wild Leitz UK Ltd, please call at the Chamber Office for a look at this comprehensive list of special offers.

UNIVATION

From Robert Gordon University in Aberdeen a programme of training courses and events being held at the University, InterNet for Business, Technology Transfer Interactions Evening, Self-Development Courses, Management Development Courses, Technical Courses, to view the full details please call at the Office to have a look at the leaflets.

WHAT TO BUY FOR BUSINESS

What to Buy for Business Edition No 176, November 1995. In this edition the index includes Business software: Buying and upgrading software can be confusing and expensive. Should you buy the latest version of the latest package? This report provides the answers. Thermal fax: While plain-paper faxes have fallen in price, thermal fax still reigns supreme, accounting for more than 80% of sales. How does thermal fax rate against its PC-fax and plain-paper fax rivals? Matrix printer update: Matrix printers may be unglamorous and old-fashioned, but they are still the best choice for some applications. "This month's Spotlight looks at how smoke generators can help your business improve its security. It follows the security report published in our September issue."

JOB SHOP

Forwarded to the Chamber from FIDC, who received this letter from Ian Cox at FIGO. This application for employment in the Falkland Islands is aimed at seasonal work, which is a bit late for this season, but she could be contacted for next. Miss Everett, 1 Ashlands, Ford, Salisbury, Wiltshire, is currently working on a seasonal basis for a Safari Park, and is very interested in all wildlife. Whilst at work she met with someone from the Falkland Islands, who told her all about the sealions and wildlife, and so she thought that she would enquire about work here. To view Miss Everetts letter, please call at the Chamber Office.

Mr Chris Adams. 19 Prince of Wales Road. Grt Yarmouth. Norfolk, NR30 5UA has written to the Chamber asking for employment, he is a fully qualified electrician with experience in the petro/chemical industry, qualified to the 16th IEE Regulations. Please call at the Chamber Office to view Mr Adams letter.

Mr Robert Hamilton, The Bothy, The Garden House, Fonthill Gifford, Salisbury, Wilts, SP3 6QJ has written to the Chamber seeking employment. Mr Hamilton is 25 and a conservationist/forest manager, particularly interested in the Falkland Islands after speaking to family members who have periodically lived and worked here. Mr Hamilton does understand that there are very little trees in the Falkland Islands, but he is aware of the large commitment to wildlife conservation. A C.V. is available for viewing at the Chamber Office.

WOOL REPORT

Falkland Islands Wool Marketing report for week ending 10th November 1995, from Keith Atack. Sidney: Generally unchanged. New Zealand: buyers favour Second Shear, all lengths and styles buyers favour, Xbred Oddments: 3/4 and 3/5 inch fully firm, shorter inclined buyers favour. Competition: China, Continent and locals supported by India and Pakistan. Melbourne: generally unchanged. Wool International had a quiet week with only 2,563 bales being sold. The stockpile stands at 2,753,358 bales but unsold wool in brokers' stores continued to rise. The forward sold position for December quarter is 161,157 bales and for March quarter 8,209 bales.

NEW MEMBER

Lille Carl Book Keeping Services, Felton Stream Cottage, Stanley, Tel/Fax No 21583, has joined the Chamber of Commerce. Mr Charlie Coutts (Jnr), proprietor of Lille Carl Booking Keeping Services, will provide the following services:

- Book Keeping
- Computerisation of Accounts
- Peer to peer networking
- Personal taxation
- Assistance with year end accounts.

The Chamber of Commerce welcome Mr Coutts to the Membership.



Falkland Islands Chamber of Commerce

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Stanley, Falkland Islands

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Vol.2 No. 29

BULLETIN

23rd Nov 1995

MEETING

An informal meeting has been arranged with Mr Roy Carrier of Brown & Root who are the successful contractors for the Environmental Baseline Surveys. Mr Carrier will be in the Falkland Islands from 1st until the 8th of December and the Chamber of Commerce has organised a drinks meeting at the Upland Goose Hotel on the 4th December at 5.30pm, the meeting will give members the opportunity to learn about the surveys and also the wider aspects of Brown & Root involvement in the Oil Industry.

We hope to see as many Chamber of Commerce Members at the Drinks Meeting as possible. See you there.

LIBRARY

ABERDEEN CHAMBER OF COMMERCE BUSINESS BULLETIN

The November issue of the above bulletin includes: Disposal of Oil Licence Interests, The UK Government intends to introduce legislation in the next Finance Bill relating to capital allowances on disposals of interests in oil licences. These changes will affect the Corporation Tax liabilities of oil companies but will have no impact on Petroleum Revenue Tax.

Partnerships v's Limited Companies, Partnership or Ltd Co? The question of whether a business is operated as a partnership or a limited co is often asked and is one to which there is no right or wrong answer. The form in which a business is operated will depend on a variety of factors and the decision as to which option is chosen is clearly vital to both the business itself and the people involved within it.

Industrial Society Masters Maternity Maze - New information pack for employers. Recent changes to the already complex rules and regulations governing the treatment, pay and leave of pregnant employees have increased the confusion of employers.

More help for UK Exporters. The Export Marketing Research Scheme (EMRS) has been expanded to enable more exporters to receive valuable assistance.

Forwarded to the Chamber Office by FIC, "Absolute Integrity, the story of Royal Insurance 1845 - 1995 by Peter Pugh." This Book is a wonderful read, full of historical facts and figures, which builds up the reasons and needs for insurance.

"Insurance in one form or another, has existed for at least 2,000 years but the Industrial Revolution in Britain led to the formation of a comprehensive insurance industry which gave the great entrepreneurs in the United Kingdom itself and throughout its Empire a confidence to invest. This made Britain the foremost industrial and trading power in the world."

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

The 1995/96 Office Supplies book from Stanley Business Centre is now available for viewing in the Chamber of Commerce Office, or contact Stanley Business Centre, Atlantic House, Stanley, Tel 22607, Fax 22608.

JOB SHOP

A letter from Mr T S Winter, 25 Hendon Valley Road, Hendon, Sunderland, Tyne & Wear, SR2 3BP, Tel/Fax 191 5652895, asking for employment in the Falklands has been received by the Chamber Office. Mr Winter is 40 years of age and a time-served indentured bricklayer by trade, and has spent all of his working life in the building trade which is 24 to date, he also has some experience of joinery, roofing, scaffolding, and some basic electrical and plumbing experience. Mr Winter has had some experience of working abroad in Germany, Spain, Russia and Poland, as a site agent, foreman. For a full view of the C.V. please call at the Chamber Office.

Mr George Rumney has written to the Chamber of Commerce looking for work in the construction trade. Mr Rumney is a time served Carpenter/Joiner, aged 58 and would love to return and work in the Falkland Islands, he did some work at MPA in 1985/86 and says that he "thoroughly enjoyed the years contract".

A letter has been forwarded to the Chamber Office by the Immigration Office from Mr Richard Coombs, who is looking for work here. Mr Coombs visited the Falkland Islands for several weeks with Ronnie Spafford last year and has recently qualified from the European Film College in Denmark and also has a MPHIL which would qualify him to work as a civil servant.



Falkland Islands Chamber of Commerce
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 Vol.2 No. 30

BULLETIN

30th Nov 1995

MEETING

Remember the drinks meeting. with Mr Roy Carrier at the Upland Goose Hotel on Monday, 4th December at 5.30. to give you the opportunity to learn about the surveys and involvement of Brown & Root in the Oil Industry.

CORRESPONDENCE

A letter has been received by LAS Ltd, 1 Forbes Street, Aberdeen, AB2 4UE. Tel/Fax: 044 1224 636397. LAS Ltd are able to provide Health, Safety and Environment support to the development of the reserves. They have previously undertaken work for Mobil, Elf Enterprise, British Petroleum, Shell, Wood Group, JP Kenny and Aberdeen University.

Mr Len Airey of LAS has previous knowledge of the Falkland Islands having worked with BAS, and speaks fluent Spanish and is married to an Argentinian with a British Passport.

There is a copy of Mr Airey's CV in the Chamber of Commerce Office for anyone wishing to view.

AKI OGURA & CO LTD

The above company have contacted the Chamber Office asking for the names and addresses (including Fax Nos) of "Compentent Authority of Fisheries (or Fishermens Co-operative Society, if possible), Chambers of Commerce and Industry, or similar Organizations for Trade Development.

We add that we are one of the leading exporters of Fishing tackle for Commercial and sports, and also one of the members of THE YOKOHAMA CHAMBER OF COMMERCE AND INDUSTRY, in Yokohama. Our products have a good reputation in Domestic and Overseas markets.

We trust that our fishing tackle will be useful for the development of Fishing and Leisure Industries in your country."

There is a photocopy of this companies Mail Order "Octopus" bait, plus a copy of "Let's enjoy squid fishing".

To view please call at the Chamber Office.

JOB SHOP

Further correspondence from Mr Chris Adams, 19 Prince of Wales Road, Caister-on-Sea, Gt Yarmouth, Norfolk, NR30 5UA. Mr Adams has sent the Chamber Office a copy of his CV to date, and anyone out there looking for a time served electrician now is your chance.

A telephone call has been received from Mr Coombs, details in Bulletin No 29, he is very keen to settle in the Falkland Islands, and the telephone call was to reinforce his letter to try and find employment, to view Mr Coombs fax message please call at the Chamber Office.

LIBRARY

Just received in the Office a copy of Export Courier, September 1995. This book includes Food, Drink and Confectionery, there are known brands and also luxury goods. "This catalogue is packed with opportunities for importers and retailers looking for new products. For more information about any company in this issue, simply complete and fax the Information Service form on the facing page".

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

BUSINESS ALERT

A copy of the above Business Alert from the Aberdeen Chamber of Commerce, Issue No 18, Nov 1995.

Included in this Issue:

"New guidance on employment status for contractors in the construction industry." Are your workers employed or self-employed. This new leaflet is a further example of the Governments continuing commitment to customer service in accordance with the principle of citizens' charter.

"IT purchases: Risks uncovered." "Suppliers of information technology fail to pay sufficient attention to their insurance policies with the result that liabilities and losses may not be adequately covered, suggests a new report." Copies of the report, Insurance Liability Limits in IT Contracts, is available price £50, from Nabarro Nathanson. Tel: 171 4939933.

"Personnel Management Guides." "A series of Employment in Action guides has been published to provide personnel management with information and advise on a number of issues. Titles include How to Deal with Discipline and Dismissal; How to Recruit and Select the Right Job Candidate; How to Introduce and Conduct Appraisals and Job Evaluation; How to Deal with Absence and Sickness; How to Handle Industrial Tribunal Proceedings; and How to Write and Understand Contracts of Employment. For copies contact Gee Publishing, Freephone 0800 289520 or BBC Bookline on 171 222 1555.

"Advanced Telecoms Explained". "OFTEL has published a new booklet entitled "Beyond the Telephone, the TV and the PC - Issues for the Customer", which draws attention to consumer issues surrounding broadband switched mass-market services delivered by telecommunications systems and is intended as a companion to the consultative document on this subject published in August." Copies of the booklet are available from OFTEL, 50 Ludgate Hill, London EC4M 7JJ. Tel: 171 634 Fax: 171 634 8842.

"Environmental Management Grants". "The Small Co Environmental and Energy Management Assistance Scheme (SCEEMAS) is open for business from 16th Nov 1995. The National Industrial Fuel Efficiency Service Ltd has been appointed to administer the Scheme on behalf of the Department of the Environment. Further Information is available from SCEEMAS Office, NIFES Consulting Group, NIFES House, Sinderland Road, Broadheath, Altrincham, Cheshire, WA14 54Q. Tel: 161 9285791 Fax: 161 9268718.

Forwarded to the Chamber Office by Government House, the November/December issue of the CBI News, The Magazine of the Confederation of British Industry. Included in this issue, Public procurement. Multi-billion pound savings could come from contracting out public services says the Treasury. Whitehall is not listening, says Amanda McIntyre.

Human resources/education. Dominic Cadbury, chairman of the CBI's Education and Training Committee, suggests how Britain can best upskill.

Tourism. The Tourism industry needs a better trained workforce if it is to make the most of Britain's potential, explains BAA chairman Sir John Egan.

CBI at work section: Small and medium enterprises. Downing Street hears the concerns of smaller firms.

Human resources/employment. New report urges firms to involve staff in decision-making.

Environmental affairs. Five firms register sites for new EU environmental management scheme.

Also from Government House. Over-seas, quarterly journal of the Royal Over-seas League, Dec 95/Feb 96. In the Commonwealth News section: Singapore remembers. Exactly 50 years ago, the Japanese had surrendered the island to the British, after overrunning it in February 1942. Commonwealth Focus is on Malta. Saints and Celebrations. The blooming desert is a very interesting article, written by Michael Fisher whose special interest is deserts. "The flowers of Namaqualand are one of the natural wonders of Africa, not be missed."

More from Government House. World Statesman, 3rd Quarter 1995. Volume 3, No 4. Written and read by the leaders of the world. Area Profiles: South Africa. Powerful spirit of unity drives economy, by Christo F Leibenberg, Finance Minister. Australia. Plotting Australia's future course, by Gareth Evans, Foreign Minister. New Zealand. Linking up with the world, by Philip Burdon, Minister for Commerce and Trade.

Offshore Banking and Finance Section: Image of offshore centres in transition, by Walter H Diamond, Senior Vice-President, Offshore Institute. The shrinking world of financial services, by Audette Exel, Managing Director, Bermuda Commercial Bank. Offshore, the crucial investment factor, by Alastair MacDonald, Assistant Vice-President and Manager, Private Banking, Bank of Bermuda. Offshore services in St Vincent & The Grenadines, by James F Mitchell, Prime Minister, St Vincent & the Grenadines.

Volume 1 and 2 of the Commercial Directory of Southern Africa, is now available at the Chamber of Commerce Office, for anyone interested, remember we have had the enquiry from an African Shipping Co, Meihuizen Freight (PTY) Ltd, to supply the Falkland Islands with goods required in the Islands, worth a look to find out the cost difference.

A very big Thank you to Government House for forwarding all of the above magazines and information books.



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P/COC/1#82



Vol.2 No. 31

BULLETIN

6th Dec 1995

LIBRARY

CIVIL SERVICE REVIEW

Hay Management Consultants who are running the Civil Service Review have passed on to the Chamber of Commerce Office a magazine on Realising Strategy Through People.

In the report by the Chairman, Mr Murray Dalziel "Core Capability. We offer a distinct package of know-how about people and work. Building upon our experience of work analysis and job evaluation, we have developed a comprehensive understanding of the work people are required to perform and how roles inter-relate to produce well functioning organisations. We also know how people behave in work situations, and how to improve their performance."

To view this magazine please call at the Chamber Office.

WHAT TO BUY FOR BUSINESS

The No 177 Edition, December 1995 with the Main Report on Telephone systems, an article on Contract Catering and the Vending machine.

There is a short piece in this months edition warning customers of a "high-priced toner on the market." Printer company Kyocera has warned customers to beware. "It says it has received two reports of grossly inflated prices for Ecosys consumables. In one case a printer user was offered an 'extra long-life' toner refill at several times the cost of genuine toner, using the incentive of a £10 Marks & Spencer voucher." "The customer received a standard Kyocera TK-9 toner refill plus an invoice for £195 - more than five times the recommended price. On examination by Kyocera, the refill was found to contain only half the normal amount of toner." "Kyocera states that there is no such thing as 'extra long-life' Kyocera toner, and will advise customers if they receive any approach they feel isn't genuine. Meanwhile scams involving "long life" toner seems to be widespread."

Telephone Systems: "What could be simpler than a telephone? You pick up the handset, press a few buttons, and before you know it you've woken someone up in Australia. However, appearances can be deceptive. Controlling the telephone that sits on your office desk is a system which is anything but simple."

"Buying a telephone system may be a nightmare, but don't despair. This report talks you through the different types of systems and technologies, explains the jargon, advises on buying and running, and provides details and reviews on all the systems on the market up to 250 lines."

"Feeding frenzy: A drinks vending machine may suffice for small businesses, but larger companies should also think about providing food for hungry employees. This is particularly important on sites which are situated away from town centres and which are staffed 24 hours a day. This report looks at what is involved." (Do not think it is very relevant to the Falkland Islands, but here it is for all to read and "digest".)

FAXBACK What to Buy has started a free trial of a faxback service for subscribers to update the information given in the magazine. It costs you nothing (other than the cost of fax paper) to use the service, which is the trial of more comprehensive service we plan to offer later in the year." "The aim is to provide subscribers with the most up-to-date information available on equipment in the major markets covered by What to Buy." The article goes on to give us the Fax number to use and a list of contents for information wanted.

WORKS SERVICES OPPORTUNITIES

Vol 4 Nos 13 and 15, from the Ministry of Defence with Sections on Term Commissions for Advisory, Specialist and Project Management Services, Works Services Managers, Establishment Works Consultants, External Project Managers and Construction. With Stop Press of GCHQ Announcements.

Sent to the Chamber Office from Government House a video with the title "IN GOOD COMPANY: ENERGY FRONTIER". I know that I shall have to take it home and watch it so that I can tell you what it entails, maybe next week.

From FIDC a copy of the "Falkland Islands Tourist Board, Review 1987 -1995 and Draft Strategy 1996-2000". Please call at the Office if you wish to read and contribute any comments on the Review, comments should be received by FIDC by Wed, 20th December "so that they can be discussed and agreed at the FIDC Board meeting on Thurs, 4th Jan 1996."

BROWN & ROOT

From Mr Roy Carryer of Brown & Root, details of the Brown & Roots involvement worldwide. With a leaflet "A record of achievements", Global Horizons, Synopsis of Capability to the Energy Industry, Towards a Sustainable Future, The International Landscape, Brown & Root Energy Service Annual Review, Vol 5 No 2 September 1995 issue of Latitude a magazine published by Brown & Root with articles on Leading the field in new technologies. On the right road which is an article on road development. Goal share Gain share on works with Sun Oil Britain to manage and operate the Balmoral floating production vessel. Forward with the rainbow nation, new business opportunities. In action in Azerbaijan, works onshore to improve Baku's water supply and offshore to evaluate oil prospects in the Caspian Sea.

To view these magazines and brochures please call at the Chamber Office.

CORRESPONDENCE

From Aughton Ltd, Airport Commerce Park, Howemoss Drive, Kirkhill Industrial Estate, Dyce, Aberdeen AB2 0ES. This company have sent us a letter detailing their Measuring Monitoring and Testing Equipment for Hire, I wonder if they realised where the Falkland Islands are situated. For a free copy of their 1995 Instrument Hire Catalogue simply complete the form (available from the Chamber Office) and send it to them, they will send you, by return, your complimentary copy of their catalogue.

JOB SHOP

Ian France of 28 Jersey Road, Stanley, aged 16 is looking for employment in the Falkland Islands, in his application for work, Ian lists his main interest would preferably be to work with computers, he will also be able to start work at short notice, but unfortunately would not be able to work out in camp or at MPA. For further details please contact the Chamber of Commerce Office.

Application for work from Mr L W Butler, 5 Llys Cadnant, Park View, Dyserth Road, Rhyl, Clwyd, LL18 4DJ. Mr Butler has sent the office his full CV which lists his employment in Saudi Arabia and West Africa only to name a couple, Qualifications include M.I.E. Member, Institute of Engineers and Technicians, M.I.T.D. Member, Institute of Training and Development again only naming a couple. To view this full CV please call at the Chamber Office.

Letter and CV from Mr Christian Lattin, 5 Hagersgate, Whitby, North Yorkshire, YO21 3PP. Mr Lattin is a Quantity Surveyor and is looking for employment in the Falkland Islands, he has gained in the 4 years since leaving University experience in Construction Studies on both Civil Engineering and Buildings, Construction Economics, Measurement and Cost Studies, Construction Law and Project Control.

For a full view of the CV please call at the Chamber Office.

Letter and CV from Mr Gavin J Price, 53 Fieldhouse Drive, Muxton, Telford, TF2 8JJ, Shropshire. Mr Price has a Higher National Diploma in Building Studies from D Montfort University, Leicester and four years experience as a Site Engineer. To view Mr Price's CV please call at the Chamber Office.

Letter and CV from Mr D R Cramb, 11 Chalmers Road, Ayr, KA7 2RQ, Scotland. Mr Cramb is an architect, with experience of working abroad. To view Mr Cramb's CV please call at the Chamber Office.

LAS Ltd

In the last Bulletin I published details on the above company and Fiona has been in touch telling me that she remembers this man contacting the Chamber in 1993 (wonderful memory Fiona) and that there was some problem in contacting the address and phone number given, I have started some enquiries into the authenticity of this Company. Have just received a fax message from the Chamber of Commerce in Aberdeen and they can find no trace of this Company, who must be operating from a private address which is feasible.



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Vol.2 No. 32

BULLETIN

19th Dec 1995

APPRENTICESHIP SCHEME

Sent to the Chamber Office by FIDC, the details on the above scheme.

"(a) This scheme provides grant aid to companies who employ apprentices with the aim of putting them through a formal apprenticeship training programme over a period of up to 5 years.

(b) Grant aid shall be payable on a sliding scale through the years as follows:

Year	% Grant
1	50
2	40
3	30
4	20
5	10

Where the scheme is of less than five years duration the scale under Trainee Scheme (b) shall apply.

(c) The whole of any apprenticeship grant shall be approved in the first instance and subsequent years grant shall be released only after the submission of a report by the employer/master craftsman of training given and of the apprentice's progress which has been endorsed by the Industrial Training Committee.

(d) Payment of grant shall be made half yearly in arrears upon the submission of an invoice by the employer. Hourly rates are the Apprentice Rates contained in the Wages Agreement as agreed between the General Employees Union and the Falkland Islands Government.

(e) The apprenticeship shall be a scheme approved by and registered with the Industrial Training Committee.

Trainee Scheme

(a) This scheme provides grant aid to businesses who employ trainees with the aim of putting them through a training programme which could result in formal recognized qualifications, eg City & Guilds, being attained.

(b) Grant aid shall be given on a sliding scale through the years as follows:

- 1 year scheme - 30% grant
- 2 year scheme - 40%, 20%
- 3 year scheme - 40%, 30%, 20%
- 4 year scheme - 50%, 40%, 20%, 10%
- 5 year scheme - 50%, 40%, 30%, 20%, 10%

(c)The whole of any one training programme shall be approved in the first instance and subsequent years grant shall be released only after the submission of a report by the employer/trainer of training given and of the trainee's progress which has been endorsed by the Industrial Training Committee.

(d)Payment of grant shall be made half yearly in arrears upon the submission of an invoice by the employer. Hourly rates are the Apprentice Rates contained in the Wages Agreement as agreed between the General Employees Union and the Falkland Islands Government.

(e)Each scheme shall be approved by the Industrial Training Committee."

Further information on this Scheme can be obtained by contacting Natalie or Wendy at FIDC on 27211.

WOOL NEWS

Market Report for week ending 15.12.95 from Peter Marriott.

General Section "This being the last week of sales in Australia before the Christmas recess, it gives our clients hope that at the start of the New Year we could reasonably expect the latest firmness to continue and orders for the new season to appear.

Falkland Islands Wool Marketing take this opportunity of wishing all our friends and clients in the Islands a very Merry Christmas and a Happy and Prosperous New Year in 1996.

The next wool market report will be week ending 5.1.1996."

LIBRARY

Remember Bulletin No 30 dated 30th Nov, (okay so you don't, keep reading) I mentioned in the Library section a little booklet called "Beyond the Telephone, the TV and the PC-Issues for the customer". The Chamber of Commerce through the kindness of Cable & Wireless now have several copies, "The aim of this booklet. A new era is about to begin. 'Superhighways' will deliver 'multimedia' services into homes, schools, workplaces, libraries and hospitals. The 'Information Age' will change our lives. Telephone, broadcasting and computer technology will combine to

bring us entertainment, information and other services in a shape unlike anything we have yet experienced."

There is more so if you would like to view or take a booklet away to read please call at the office.

WORKS SERVICES OPPORTUNITIES

From FIDC who received this magazine from the Military Vol 4 No 19 dated 29th November 1995 issue of the above works opportunities. Included in this months issue is a section on the Ministry of Defence Code of Procurement Ethics. "Ethics is concerned with human behaviour and conduct, the difference between right and wrong and the integrity of standards of behaviour. It goes beyond legal requirements. It is about a consistent form of conduct and behaviour which ensures that individuals and organisations are trusted and respected by those with whom they deal. In the context of procurement it leads to business being conducted by all parties not only efficiently but in a fair and reasonable manner.

All dealings between MOD and industry should be on an ethical basis. In this respect MOD's drive for value for money in procurement must not compromise standards of conduct. It is of the utmost importance that the integrity of individual members of staff and the integrity of MOD as a whole should not only be maintained but should be seen to be maintained."

The article goes on to quote English Law and Legal Framework, Conflict of Interest, Gifts and Hospitality, Confidentiality of Information, Fair Dealing, Employment. Please call at the office if you wish to view this magazine.

From Cable and Wireless, Communicating Business Magazine Issue Five, Autumn 1995. Articles included in this Magazine "A passion for portability. The mobile telephone bids for world domination." News from around the world, Cable and Wireless signs ground-breaking European deal with VEBA; television comes to St Helena; airlines' multimedia race; drowning out the stars.

Signals at the speed of light: The nineteenth century saw a huge leap forward in the science of electrical telegraphy. Nigel Hawkes recalls the breakthroughs that helped to shape modern life.

The dark side of the Net: Should the Internet be censored? David Hewson clarifies a complicated dilemma.

Magazine in the office for anyone wishing to have a read.

Also from Cable and Wireless the 1993/94 International Telex Books, Vol 1 to 3, These "classified volumes represent a valuable, comprehensive buyer's guide to products and services and promote worldwide business contacts."

From the Secretariat who received the information from FIDC, "Oilfield Information/Petrodata".

"Petrodata Publishing Research Computing Consultancy." Included in this package are full details of the company as well as a North Sea Rig Report, dated October 31, 1995. A Supply Vessels report October 1995. Marine & Coastal Construction System. International Rig Report dated October 29, 1995. Magazines "Offshore Fleet Economics" Vol 11 No 9 October 2, 1995. "The Aquanaut" Vol 14 No 13 September 20th, 1995.

At the Chamber of Commerce Office for anyone wishing to view.

JOB SHOP

A CV and references have been received by the office for a Mr Peter Reuter. Mr Reuter is seeking employment in the Falkland Islands. His last occupation was in Property Management in Australia and he has since returned to Chile, anyone wishing to view this CV and reference please call at the office.

More communications from Mr R Coombs, who has sent an up to date CV. Mr Coombs would be interested in working for groups such as "Fisheries, or the Government." The letter goes on to say "I have had a great deal of experience in working with foreign nationalities, some of whom have a poor control of the English language. I believe that to be of great use." Mr Coombs also suggests that promotional videos would be beneficial to the Islands and is offering his services in producing such material.

To view this letter and CV please call at the office.

Full CV has been received from Sue Howes, who will be leaving with BAS until approx mid Feb, and on her return Sue will be seeking employment in the Falkland Islands. Sue will try any type of work, and is willing to retrain if needed. Ms Howes has made a particular mention of working on South Georgia if there are any openings available. To view this CV please call at the Chamber of Commerce Office.

JUST RECEIVED A FAX FROM CREDITON CHAMBER OF COMMERCE,
AND WINDMILL FOODS WHO WISH ALL THE MEMBERS OF THE
FALKLAND CHAMBER A MERRY XMAS AND A HAPPY NEW YEAR.

We also have an Affiliation Certificate from the Crediton
Chamber awarded to us which quotes "In recognition of the
agreed affiliation of our two Chambers in the interests
of increased trade and continuing friendship." dated 1st
December 1995. I will arrange to have the certificate
framed in the New Year and display in the office.

A quote from a letter from David Hall to the Crediton
Chamber "I am delighted to respond to your gesture
earlier in the year by sending you our own Affiliation
Certificate binding together your Chamber with ours to
build on the foundations laid in Paul Janion's visit to
your Islands a year ago."

I would like to take this opportunity to wish all the
Members of the Chamber of Commerce a VERY MERRY XMAS, AND
A HAPPY AND PROSPEROUS NEW YEAR, ALL THE BEST FROM ME.

Chamber Office will be closed from 22nd Dec 1995 open
again for business on the 2nd Jan 1996.

LATE NEWS

We have received the itinerary from Government House re
the arrival of the new Governor Mr Ralph and Mrs Ralph,
and the Chamber of Commerce will be holding a Buffet
style lunch to welcome them on the 9th January at 12
o'clock.

There will be confirmation of this and more information
in the bulletin in the New Year.

1

