



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



Vol.3 No. 1

BULLETIN

10th Jan 1996

## FIRE SAFETY

The Chamber has organised a drinks meeting with Mr Geoff Winkworth, Head of School of Fire Safety at the Fire Service College, Moreton-in-Marsh, who is visiting the Falkland Islands on a Fire Safety review. A quote from Falkland Islands Fire and Rescue Service: "At present the Falkland Islands Government has no form of Fire Safety Legislation or Standards that can be referred to, therefore, one of the purposes of the visit is to review the whole issue of Fire Safety and assess whether some form of control is considered necessary. Trying to give advice and guidance is extremely difficult when there is nothing to refer to especially when asked by a member of the public "what says I have to conform with what you are saying".

If it is considered that some form of control is needed, then the intention would be to extract from UK Standards what is considered appropriate and applicable to the Falklands. In no way is the intention to say this is what is done in UK so it must be done in the Falklands."

The meeting is at the Malvina House Hotel on Wednesday, 17th January at 17.30 hrs, please call the Chamber Office by Monday the 15th January if you will be attending.

## LIBRARY

CEMP News, Newsletter of the Centre for Environmental Management and Planning, from the University of Aberdeen, Issue No 1 dated December 1995. The front page has the Brent Spar, Decommissioning Study.

Sustainable Tourism - Agenda for Action. "CEMP organised an International Think Tank on Sustainable Tourism which was held in the Algarve, Portugal." The meeting was held to discuss and provide practical guidance as to how tourism in developed and developing countries can be made more sustainable at a time of rapid expansion.

Initiatives in Latin America, Environmental

DTI Supports Environmental Workshop in Uruguay. A small report on the meeting held in Montevideo. At the conclusion of the Seminar, and in view of the positive evaluation of the event, CEMP would co-operate with the training strategies with Uruguayan organisations.

Initiatives in Latin America. CEMP organised a seminar in Buenos Aires on "Environmental Assessment for Industry". The audience included representatives from many companies, but especially from the petrochemical and

oil and gas industry. By November 1995, an AURIS team, had completed two visits to Argentina to deliver the first of two scheduled training courses and undertake an environmental review of three oil and gas fields in the country.

Small scale industries in harmony with urban development. This programme focuses on the issue of small scale enterprises within cities and problems of their co-existence with other land users. It considers the role of local authorities in providing advice on how, as well as promoting small and medium enterprises' role in the local economy, they must attempt to become environmentally sustainable.

Environmental Law Courses. CEMP has developed Courses on Environmental Law. In November 1995 Tim Curtis was invited to deliver a course at the Macaulay Land Use Research Institute in Aberdeen. The course covered an introduction to Scottish and UK law, the regulatory agencies, water pollution, contaminated land, atmospheric pollution control and was illustrated by case studies.

There are lots of articles in this magazine, and I am sure that there will be some interest in the Environmental issues raised, it is all stressing the need for training as usual.

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Communicating Business, Issue Six, Winter 1995. The Global Telecommunications Magazine from Cable and Wireless. One of the articles included in this issue, Antarctica gets the Net. "The South Pole is the remotest place on Earth - but it will not be so for much longer. US scientists are preparing to link Antarctica to the Internet, so that Net enthusiasts will be able to enjoy a virtual visit to the farthest corner of the world." "But the primary use for the new link will not be simply social. Two major new observatories planned by the NSF, the South Pole Infrared Explorer telescope (Spirex) and the Antarctic Muon and Neutrino Detector Array (Amanda), are due to be completed during the next few months, and the first use of the Internet Link will be to help scientists based in the West to run experiments on them."

Spirit of Co-operation. Oil Rigs and Formula One cars have one thing in common: unimaginable engineering complexity, as do space rockets, aircraft and many other achievements of contemporary technology. For instance, it took 250 engineers working for five years to write the 100,000 lines of code in the flight control system of the new Boeing 777. Today's global adventures in advanced technology demand a global pooling of skills - and the key to collaboration is telecommunications.

Sifting through the sounds of crime. "Today's courts rely increasingly on tape-recorded evidence. Yet to analyse it requires both advanced technology and rare skill". An increasing number of court cases hang on tape recordings that may be disputed by either the defence or the prosecution. Figures from the research team at Bundeskriminalamt Interpol in Germany, led by Professor Herman Kunzel and Dr Angelika Braun show that, in addition to offences such as kidnapping, bomb threats, extortion and terrorism, more than a tenth of all murder cases involve the analysis of tapes. This article goes on to describe how technology has progressed, and just how difficult it is to make an accurate transcript of a tape.

For the younger generation of today, telecoms is child's play - and much more. This article discovers how youngsters are colonising the Internet. There is so much more in this magazine, please call at the Office if you wish to borrow it.

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DHL The Magazine for DHL Customers, Winter 1995. Racing start, DHL backs motor sport at Silverstone. "The combination of speed, innovation and teamwork central to the championship's success are also fundamental to DHL."

DHL and Nike on trainers kickback, your battered old trainers could end up covering indoor sports courts all over Europe thanks to an ingenious process which turns them into a plastic surfacing compound. So don't throw them away - give them to DHL and Nike, the international sportswear manufacturers who have joined forces to promote the 'Re-grind Reuse a Shoe' project. The procedure begins with the chain of Cobra Sports shops which act as collecting points en route to Nike's plant in Tyne and Wear. DHL then carry the trainers free of charge for processing in Germany. The first court will be laid in Brixton, South London for the use of Brixton Top Cats basketball team and children from the local community.

Take-Away to Turkey, Shajahan Miah, proprietor of the Dipali Indian restaurant in London has every reason to be happy - he has just collected a handsome plaque in recognition of his long distance take-aways. Mr Miah's restaurant in Palmers Green has used DHL to dispatch curries as far afield as Moscow and Turkey.

There are copies of this magazine in the office for any interested companies.

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Works Services Opportunities, Vol 4 No 20, 13th Dec 1995. As usual in this magazine the contents include Term Commissions for Advisory, Specialist and Project

Management Services. External Project Managers.  
Construction.

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A press cutting from the Financial Times of 9 December '95 is now available for viewing at the office, Heading A Whiff of oil hangs in the air. "If test drilling is successful, the Falkland Islands could become a significant petroleum producing area. David Pilling looks at what that prospect is doing to the people." The article goes on to say "Difficult, too, to picture sweater-clad Falklanders as sheiks of the South Atlantic, drifting through Harrods to spend their petro-dollars".

The final paragraph "They fear that British tax-payers may not be prepared to foot its £68m annual defence bill indefinitely. Neither can they count on the earnings from squid, catch levels of which have fallen sharply in the past two seasons. "Ultimately we have to look for another income". Most Falklanders agree. In a Mori poll conducted last year, 46 per cent of islanders said oil was their best hope." There is a three page copy of this press cutting in the office if you would wish to read or take a copy for your own files.

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Business Bulletin dated Dec/Jan 1995/96 from the Aberdeen Chamber of Commerce. The first page is on Training, "There is a lot of help available to employers on the training front and these opportunities must be grasped to ensure a highly skilled workforce to meet the challenges of the future."

Health is your Business: Health promotion in the workplace brings many benefits for both employer and employee. A healthy workforce is vital for a healthy business.

Good News for Small Exporters. Minimum EU standards for international money transfers are likely to be made law early next year. Small businesses and consumers have faced problems in terms of cost and time involved in moving money from one country to another and this new directive will insist that banks clearly set out their services and the charges involved; banks not adhering to these will be charged with a breach of European Law.

One particular problem which shall be hopefully eradicated, is that of 'double charging'. Normally transfer orders offer the sender the option of paying not only the sending charges but also those imposed on the recipient, often, once these charges have been paid they are charged again by the receiving bank.

Many British banks are introducing services which speed up the transfer of funds but surprisingly few exporters are taking advantage of them. Contact your bank for the facilities available.

## NEW MEMBERS OF THE CHAMBER OF COMMERCE

International Tours & Travel Ltd. PO Box 408, Stanley.  
Tel: +500 22041 Fax: +500 22042.

The following services are available from International  
Tours & Travel Ltd:

Reservations/tickets with Aerovias Dap to Chile.

Reservations/tickets on the British Airway's  
international network.

World-wide airline, cruise, car-hire, and hotel  
reservations.

Fly drive and package tour vacations.

Reservations/tickets on the R.M.S. St Helena.

Credit card acceptance as payment for any of the  
above services.

Personal and professional advice on travel to many  
destinations world-wide, specialising in particular,  
in the South and Central America markets.

The agency is located at 16 Kent Road. Enquiries and  
appointments can be made 7 days/week. Please contact  
Jennie Forrest on Tel: 22041 or Fax: 22042.

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Synergy Information Systems, Ltd. 14 Ross Road West,  
Stanley. Tel: 22051 Fax: 21831.

Synergy Information Systems, Ltd was registered in the  
Falkland Islands on 2 November, 1995. The purposes of  
the company are to provide the service or services of  
scientific and natural resources consultancy, advice and  
management; design of scientific protocols, surveys and  
sampling strategies, and the exercise of the above;  
software design support, maintenance, purchase and sale;  
mapping and Geographic Information Systems (GIS);  
library and cataloguing; recreation management;  
information technology advice and consultation; land use  
advice; Computer Aided Design (CAD); social and market  
research survey; desktop publishing design, support,  
purchase and sale, to include freelance journalism and  
photo library/image bank; database design, support and  
maintenance; graphic design; computer hardware; public  
lecture, demonstrations and presentations of both oral  
and written nature; data analysis of all of the above,  
as well as environmental, statistical and business  
projects.

## JOB SHOP

Mr Martin Lawrence of 40 Davis Street, Stanley. Tel: 21503, is seeking employment in Stanley. Mr Lawrence was previously employed in the New Zealand Army as an ammunitions technician, also has experience working with computers, has a national certificate in Storekeeping/Warehousing.

Mr Lawrence is willing to try any type of work available and anyone interested, please contact direct.

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Mr Glyn Valler is seeking employment, the office has a full list of Mr Valler's GCSE qualifications if anyone wishes to view, he also has a full driving licence.

Mr Valler has experience working at Stevadoring and is interested in doing any type of mechanical work. Please call at the Chamber Office if you are interested in employing Mr Valler.

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The office has had a telephone call from Mr Jones of Halifax, West Yorkshire. Mr Jones applied for work in the Falkland Islands some 6 months ago, and has asked if his details can be published again in the Bulletin. Mr Jones is at present employed as an Assistant Manager, organising staff, looking after internal stock control, bookkeeping incoming goods, checking incoming and outgoing, assembling home trade and export orders, he is very keen to live and work here, so any interested parties please call at the office to view Mr Jones' CV.

## ----- NEWSPAPER CUTTING

Sent to the Chamber by the Chile Chamber of Commerce, a cutting from Cronica dated 5th January 1996. "DAP HAS RECEIVED THEIR BOEING, FLIGHTS STARTING TO USHUAIA AND SANTIAGO. "After waiting a few weeks, Aerovias Dap incorporated to their fleet a Boeing 727 to cover the route Punta Arenas - Santiago - Punta Arenas. Also the aeroplane will do flights to the Falklands and Ushuaia."

"The aeroplane has capacity for 118 passengers and 5 tonnes of cargo and the large autonomy of the aircraft permits flights over long distances without refuelling. (The Boeing 727 can travel at a maximum speed of 850 kilometres per hour.)

The flights: "Aerovias Dap's boeing will have flights to Santiago, Falklands, and Ushuaia on different days of the week. On Tuesdays, Thursdays and Saturdays, early in the morning it will fly to Santiago. The flights to the Falklands will take place on Thursdays in the afternoon and Saturdays in the morning. The flights will take just over an hour. Meanwhile the flights to Ushuaia will be Mondays and Fridays.." This is a short extract from the cutting, anyone wishing to view the full report please call at the office.



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Vol.3 No. 2

BULLETIN

24th Jan 1996

## NOTICE

## 1996 TELEPHONE DIRECTORY

"As stocks of the 1995 directory are now almost exhausted, it has become necessary to print its successor earlier than anticipated.

Anyone wishing to amend their entry or book advertising space should contact Cable & Wireless on 20820 before Monday 5th February."

## LIBRARY

AKI OGURA & CO., LTD. have sent the Chamber of Commerce their "New and Traditional Japanese "SABIKI" Artificial Baits "HAYABUSA BRAND". "To catch fish such as mackerel, herring, smelt and Spanish mackerel, use a 6 to 9 foot light action rod with a spinning reel. Tie the Sabiki rig to the line and attach a chum cage to the end. The best chum is frozen krill, but when it is unavailable, try minced squid or possibly pet food. Remember to use plenty of chum at all times." There are pages of types of hooks, so anyone interested please get in touch with the Chamber Office.

From the same company colour pages of "OGURA BAIT" "OCTOPUS". "Our bait is a superior original Japanese artificial bait made from special vinyl chloride and has the combined characteristics of flexibility, durability and resistance to change in shape. It is manufactured to meet all the requirements which an ocean fishing gear must be equipped with and due consideration has been given to all of the various conditions of the ocean such as the effects of sea temperature, density of the water and the sun rays. Again anyone interested please call at the Office to view.

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## BROWN &amp; ROOT

More brochures from the above Co. Think I have mentioned most of these but I will tell you again, we have "A record of achievements (Leaflet), Annual Review 1994, Global Horizons, Latitude (Magazine Vol 4 No 2, Sept 1995) Towards a Sustainable Future (Environmental Mag), The International Landscape (Civil), Facilities Management Around the World (Services), Petroleum and Chemicals: Competitive Solutions for the Global Marketplace. These were kindly handed in to the Office by Mr K Connolly, if anyone wishes to view or to take one for their files please call at the office.

## FALKLAND ISLANDS WOOL MARKETING

Market Report for Week Ending 12.1.96 from Peter Marriott. Under the heading Falkland: Limited orders for the new season with prices showing the general lack of interest. It could be better to wait before selling until your wool arrives at least.

However, here follows a firm bid price for your wools if you prefer to sell now and "lock in a firm contract".

Fleece 23/320pk 25/290pk 27/270pk 29/255pk 31/240pk

Bellies 200pk / Neck 215pk / Pieces 155pk / Lox 120pk

Prices nett to farm. Payment 14 days after core test. Share core charges. You pay freight to Bradford. No commission or lotting charges.

WOOL REPORT for Week Ending 19.1.96 from Peter Marriott. Falkland Wool Heading: Our offer prices given in our report 12.1.96 remain unchanged.

General Section: Erratically dearer wool prices at opening 1996 auctions last week brought little response from potential buyers down the manufacturing line.

Hopes that better business in the shops over Christmas would bring out more orders were also unfulfilled.

In Europe and Japan the impression is not one of clear and accelerating recovery from the textile downturn of the second half of 1995.

The wool trade is poised uncertainly on the verge of hoping for an upturn in business and, more modestly, of prices. Productions rates, meanwhile, are not up to capacity and the approach is one of trying to survive rather than looking forward to rising profits. As for China, there is some movement indicated by suppliers locally, as well as in primary markets, but not enough to revive the world wool market yet.

There is more in the general section of this report to view the whole article please call at the Chamber Office.

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A BRIEFING FOR BUSINESSES IN THE NORTH OF SCOTLAND  
Issue No 15 of the Business Alert published by the  
Chamber of Commerce, Aberdeen.

Included in this months issue: Small Business Hit by Computer Problems Problems with computer systems are costing UK small businesses up to £1.5 billion a year, according to a survey commissioned by Digital. This



found that the average small business encountered 17 computer problems a month. Assuming each problem takes an hour to solve, this means that the average small business is spending two and half days a month fixing computer problems and trouble shooting. The major source of computer problems is software. Some 64 percent of companies sampled reported software problems, far exceeding the number of problems with computer hardware.

**Investing In Technology** Telecommunications and IT companies need to sell the full value of their developments to customers if everyone is to benefit from the expansion of the global information society, according to Science and Technology Minister, Ian Taylor. Companies need to be convinced of the benefits before they will invest time and money in new or upgraded equipment or services. The telecom industry must demonstrate the practical relevance of new technologies, he stated, citing as an example mobile phones which went from an expensive novelty to an everyday essential for millions in a few years.

The DTI is to announce an initiative to help expand and promote the opportunities in the telecommunications software industry. It will be looking to promote new co-operation between companies, researchers and government to ensure the UK software industry can take full advantage of the growth in the global information society. For further details, contact the DTI, 1 Victoria Street, London SW1H 0ET.

**PENSION SCHEME INFORMATION** Regulations have been laid introducing provisions to enhance and simplify the arrangements for monitoring the tax affairs of tax approved occupational pension schemes. The regulations

- Specify what information pension schemes should submit automatically to the Inland Revenue.
- Allow notices to be issued calling for specific information or documents to be provided.
- Allow records to be inspected and set time scales for those records to be preserved.

The regulations come into force on 1 January 1996.

For further information, contact your local Tax Office, or Tel: 171 438 6420.

**INCREASED TRAVELLERS' CUSTOMS ALLOWANCES** Customs and Excise has announced an increase in the tax-free allowances for imports of 'other goods', that is goods other than wines, spirits, tobacco products, perfume and toilet water.

From 1 January 1996, the allowance for travellers arriving from outside the European Community will be raised from £136 to £145 and for intra-EC travellers buying in tax-free shops, the allowance will be increased from £71 to £75. These increases reflect changes in the exchange rate of sterling against the ECU over the last year.

OIL TAXATION ACTS - 1995 EDITION      A new edition of "The Oil Taxation Acts" (ISBN 0 11 641424 3) is now available. It is published by HMSO and costs £29.95.

Copies may be bought from HMSO bookshops and agents or, post free, by ordering direct from HMSO Publications Centre, PO Box 276, London SW8 5DT. Payment should be enclosed with orders; cheques should be made payable to HMSO. DETAILS:

1. This edition updates the 1993 edition, incorporating the 1994 Supplement and legislation enacted by the 1995 Finance Act. It brings together the provisions relating to petroleum revenue tax, advance petroleum revenue tax, supplementary petroleum duty and the special corporation tax provisions applying to oil extraction activities.

2. The format is similar to that of other volumes of "The Taxes Acts".

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#### JOB SHOP

Application has been received for work from Mr David W Green, 5 Police Cottage, Stanley, Tel: 21568.

Mr Green is willing to try any type of work, either in Stanley or in MPA, qualifications are from the military in Radio Signals and also driving a tracked vehicle. Also willing to work shifts and unsocial hours, but is reluctant to work Sundays, but I am sure something could be negotiated. For more details please contact Mr Green at the above address and telephone number.

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A full CV has been received from Mr Christian Lattin, 5 Haggarsgate, Whitby, North Yorkshire. Mr Lattin is particularly interested in work within the Construction Industry, and has a degree in Quantity Surveying with wide experience in Construction Studies both Civil Engineering, Buildings, Construction Economics, Measurement and Cost Studies, Construction Law and Project Control. To view Mr Lattin's CV please call at the Chamber Office.

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A letter has been received from Mr Stuart Sarson, Hinton Martell, Wimborne, Dorset. Mr Sarson is a mechanical fitter (diesel) with automotive and marine experience, and is seeking short term employment in the Falkland Islands, anyone wishing to view this letter please contact the Chamber Office.

#### JOB VACANCIES

Vacancies in the Government Sector are placed in the window of the Chamber of Commerce, free of charge, and I think it would be a good idea for the Private Sector to make use of the facility as well, so if there are any vacancies out there please contact me at the Office.



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 Vol.3 No. 3

BULLETIN

7th Feb 1996  
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#### VISITING MPs

FIDC and The Chamber of Commerce have been asked to host a Buffet Lunch in the Upland Goose Hotel on 21st February 1996, at 12.15 until 1.15, to welcome visiting MPs to the Falkland Islands.

Included in the party - Henry Bellingham, Conservative Norfolk North West. Dr Charles Goodson-Wickes, Conservative Wimbledon. Robert G Hughes, Conservative Harrow West. Andrew Mackinlay, Labour Thurrock. Michael Watson, Labour Glasgow Central. David Jamieson, Labour Plymouth Devonport. Miss Sukey Cameron of FIGO and David Wheeldon from Profile will be accompanying the MPs.

Anyone wishing to attend this Lunch please contact the Chamber of Commerce Office, no later than the 16th February 1996.

There will be no cost involved to Chamber Members.  
 A copy of the programme for the visit is available for viewing at the Chamber Office.

#### LIBRARY

#### NEWSPAPER CUTTING

Financial Times cutting sent to the Chamber by Suki at FIGO. "Exporting used parts to the rest of the world." Clive Fewins on the man who supplies Land Rover spares everywhere - bar the UK. Report on Peter Hobson (Louth) Ltd, The Land Rover Restoration Centre, Donington-on-Bain, Lincolnshire, LN11 9TR. Tel: 1507343401.

"He concluded that what was needed was a world-wide service for reconditioned Land Rover parts. "At that time in many third world countries, the only affordable Land Rover spares were inferior parts that cost a lot less than original manufacturer's spares, but lasted half the time and led to a lot of the breakdowns," he said."

"On his return to the UK he contacted Land Rover which confirmed that it only sold new Land Rover spares. There was no world-wide service for reconditioned parts."

"Growth was rapid, Hobson used his network of overseas contacts to purchase large quantities of Land Rover parts that had been written off as scrap."

"We have shown that it is possible to run a business on recycling ideals, offer a real alternative to spurious parts, and make money at the same time," Hobson said.  
 "There are so many countries where they cannot afford to

pay up to 400 per cent duty for a new part for a vehicle that may be 10 to 15 years old, when a reconditioned one will do. When you look at the size of some of the overseas Land Rover fleets we can save such countries millions"".

This is just extracts from the article, please call at the office if you wish to copy or read for yourself.

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#### CBI NEWS - JAN 1996

Negotiating Environmental Targets. "Negotiated agreements are best established in the Netherlands, where a National Environmental Policy Plan sets environmental targets to be achieved by a mix of measures, including agreements between industry groups and government. Now DG III is commissioning a study of the effectiveness of agreements at national levels."

"There is a mixed list of examples which highlights the difficulties of designing and delivering voluntary agreements. But the CBI's own Statement of Principles on sustainable development gives market-led voluntary action top priority over other policy tools."

Again more in this so please call to view at the Office.

New 'silc' Road. The new silicon road - the telecommunications superhighway linking the economies of Asia Pacific - runs through Australia. Anxious to capitalise on the opportunities, the UK Federation of Electronics Industries will be hosting a seminar and exhibition at Australia's ATUG '96 telecoms event.

GAS. The deregulation of the UK gas market is giving firms more leverage in managing their power supply sources - not least the ability to shop around.

"Gas supply companies entering the market must also meet strict conditions and apply for public gas supply licences. The suppliers will have to implement procedures to deal with debt and disconnection, and the licences lay down a number of safeguards to protect customers."

"The merging of energy supply will change the incentives of the companies currently competing to supply more of their fuel. With less discrimination between fuels, energy services will be able to take a broader look at. No one wants to buy electricity or gas, but they do want light and heat."

WHAT TO BUY FOR BUSINESS - Edition No 178 Jan 1996

The review of the latest developments - Cellular phones, "the cellular phone market is confusing in the extreme. With cut-price deals everywhere, it's difficult to know what to choose for the best. This report gives you the know-how you need to make an informed decision."

Vans - "Small vans are used by many businesses to deliver goods to customers, but choosing the right one for your needs can be very difficult. This report looks at the different types of van and explains what to consider when buying."

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BRANT CORPORATION (EUROPE) LTD, Brant House, The Tab Estate, Griffin Road, Clevedon, Avon, BS21 6HH. Tel 1275 790001 Fax 1275 790003.

A letter has been received from the above company, requesting information on a reciprocal company in the Falkland Islands dealing with "car security". Brant Corp are seeking to appoint an active distributor for their products. Anyone wishing to view this letter please call at the Office.

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FALKLAND ISLANDS WOOL MARKETING

Market Report for Week Ending 2nd February 1996.

In the Falkland section - "With no wools to offer at present and with little interest from clients wool prices in all markets are sliding down. Our prices reflect this situation.

The prices given are an estimate of what could be possible to obtain if any orders are about today. By the time the wools are in Bradford and cored the market has a chance to steady.

23.0/305 25.0/275 27.0/255 29.0/240 31.0/225

Necks/200 Bellies/190 Pieces/145 Oddments/110"

General - "Lower prices were paid for wools in all Primary markets this week, and any new business locally is very widely said to be poor in quantity and price.

There is however some encouragement in the call for deliveries, always the first essential sign to watch for if new business is to follow.

Prices quoted in the processing sectors are often lower than a week ago and wool markets are viewed with considerable caution, but finding even isolated instances of optimism can come as a pleasant surprise after a week of softer wool markets."

## WOBO NEWS

Performance Global Standards. There's a brisk wind sweeping through the corridors of institutions governing the complex web of world 'Standards' and it heralds a revolution in international trade. Where exporters have historically struggled to reconcile their products with a multiple of Standards based on different cultures and criteria, a universally recognized system of 'performance based' Standards is now swinging into action.

Around the World - Reports on activities around the world from earthquakes to a denied request to hold a candle light service on Easter Saturday in Cincinnati. The ensuing Court Case was successful using the First Amendment and the Right of Freedom of Religion.

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## INDUSTRIAL SOCIETY

Forwarded to the Chamber Office, Catalogues listing Books, CD-Roms & Videos 1996 and also The Directory of Courses and In-House Training, January to December 1996.

Mr Peter Rose asked that these books are made available to all of the Chamber of Commerce Membership, so please call at the Office if you wish to view.

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Keen (World Marketing) Ltd, Ridgeway, Iver,  
Buckinghamshire, SL0 9JQ. Tel 1753 652406 Fax 1753  
630077.

Price Lists and Brochures have been forwarded to us by the above Company. "Aerosols for the World" the range included-Room Fragrance, Spray Starch, Window Cleaner, Carpet Cleaner, Insect Killer, Furniture Polish, also in this brochure Butane Lighter Gas, Pipe cleaners, Wicks, Mini Filters.

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## CHAMBER OF COMMERCE - SAUDI ARABIA

From the above Chamber the "International Trade Fairs and Exhibitions Directory" The Directory gives information on Fairs and Exhibitions around the world with addresses and contact numbers for further information.

## NEW MEMBER

Welcome to a new Member of the Chamber of Commerce

Atlantis Ltd, 1 Narrows View, Stanley. A Locally registered Company, giving Technical Advice to Fishing Fleets.

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## JOB SHOP

Mr Robert Gray, 25 Cleeve Road, Taunton, Somerset, TA2 8DX, Tel 1823 332674 has written to the Chamber Office seeking advise on employment here. Mr Robert Gray is a fully qualified plasterer and general mason. He is married with 3 children who also has 6 years experience in the Police Force. Anyone wishing to view this letter please call at the Office, I have replied to this letter asking for a full CV.

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Mr R L Skitt, 9 Charlton Brook Cres, Chapelton, Sheffield, S30 4XR has written to the Chamber seeking employment, he is a time served joiner, again I have written asking Mr Skitt for a CV.

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A fax message has been received from Mr David Norman Abrahamse, and Mrs Judy Field-Abrahamse both seeking employment. Mr Abrahamse is a fully qualified Accountant and Auditor, full CV available for viewing at the Chamber Office.

Mrs Field-Abrahamse is fully qualified Nurse, again a full CV is available for viewing at the Chamber Office.

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## TRAINING

A letter has been sent to Mr Andrew Gurr, the Chief Executive, thanking him for the opportunity to join the Training Sessions held by the Industrial Society.

| There will be a short report on the benefits of the courses in the next Bulletin.

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 Vol.3 No. 4

BULLETIN

15th Feb 1996  
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#### MPs LUNCH

Still taking names for attendance, please remember to get in touch with the Office, before the 16th Feb.

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#### AGM

Chamber of Commerce AGM on the 28th February, numbers please by Thursday, 22nd February, for Companies attending so that the Hot Buffet Supper can be booked. Also we need your Election Papers, contact the Office no later than 20th February 1996.

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#### FIG

An opportunity for informal discussion sessions between the Private Sector and Government has been suggested and the opportunity has arisen.

FIG will be hosting an informal evening in the Colony Bar, from 5pm to 6.30pm on Wednesday, 6th March 1996. All Chamber of Commerce Members are invited to attend - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, bounce ideas around etc. Mr Andrew Gurr will be attending with relevant heads of Department.

Again could you please let me know at the Office if you will be attending by 1st March at the latest, thank you.-  
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#### LANCHILE (AIR CARGO SERVICE)

Two representatives from LanChile(Air Cargo Services) arrived in the Islands on the 8th February, to look at the possibilities of starting up a regular airfreight service to/from Santiago. While here, they took the time to talk to the Chamber of Commerce President about possible business for such a service. LanChile would be talking about using a Boeing 737 for the job, which would have a capacity of 15 metric tonnes/80 cubic metres, and they would like to see a once a week flight, but would be equally happy with less frequent flights, say once a fortnight or month.

As a feasibility study is obviously in process, LanChile would like to obtain some feedback from local businesses as to their thoughts on possible uses for the service - as a local focal point, and it was felt that the Chamber could ask their membership to give indications of the potential amounts of cargo that they might be able to generate on a regular basis.

Do You Have details of possible cargo that LanChile might wish to ship if a service was established - or think also about new areas of business that might be possible if a service was available. (MOD supply at Mount Pleasant ??)

The Chamber of Commerce would appreciate any replies to this enquiry by the 29th of February, so that we can contact LanChile with results. The Contact Numbers for LanChile can be obtained from the Office, if you wish to approach them direct.

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I hope to hear from you soon, a chance to talk to me. (I know some might not want to but then that is a risk I take.)  
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#### INVESTMENT

A tourist from one of the cruise ships has shown an interest in investing in the Falkland Islands. Mr Lou Dunst, 3635 - 7th Avenue, # 13D, San Diego, CA 92103, Tel: 619 297 1598, is part of an investment consortium in the U.S. which has made money from the purchase and subsequent rental of residential accommodation. He claims to have up to \$2 million to invest in a suitable project. We stress that we have no knowledge of this individuals background or financial status, if any member wishes to contact him please do so direct.

#### LIBRARY

##### WHAT TO BUY FOR BUSINESS

Edition No 179, February 1996. Features, What's New - Speed up the Fax, it's about time the fax speeded up. 28,800bps has become the most popular transmission rate for high-speed new modems. Fax machines have lagged behind, with the vast majority still working at just 9,600bps. Those faxes that do work at 14,400bps are rare and expensive - the majority cost more than £1,000 and the cheapest is £649. More in the 'Whats New Section' if you wish to view.

Main Article - High-volume copiers, are becoming more compact, but their productivity and level of features are increasing. They're expensive but essential if you're producing large volumes of copies on a regular basis. This report tells you all you need to know.

Also a report on Copy duplicators, they are cheap, fast and require very little maintenance. But they are still a rarity in the office. This report looks at the copy duplicator and describes what it can do for your business.

Spotlight - looks at the issues involved in renting business premises, the economy, location, costs, type of building, useful tips.

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#### WORKS SERVICES OPPORTUNITIES

Vol 4, No 23, 24th January 1996 - Contents, Term Commissions for Advisory, Specialist and Project Management Services. Works Services Managers. Establishment Works Consultants. External Project Managers. Construction. Defence Estate Organisation (Lands).

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#### ABERDEEN BUSINESS BULLETIN

February 1996 - Front page, Everyone's a Winner, "The most popular piece of correspondence, apart from our subscription renewals which are most welcome, is a copy of the latest attempt to defraud our members seeking payment for an alleged entry in a bogus telefax directory, the award of a mini hifi provided you send the delivery charge, or the perennial letter from Nigeria." (They received the Nigerian letters as well, so we must be in good company.) "If you must throw your money away, at least the National Lottery gives some of the proceeds to good causes."

Other articles - Businesses Say No to CET. "Aberdeen Chamber of Commerce has just completed a survey of its 1,300 member companies to discover their views on whether or not the UK should change to Central European Time."

"STOP PRESS - Other scams on the go at present include bogus invoices from company claiming to offer entries in business directories. Names to look out for IT&TAG in Switzerland and Company for Economic Publications Ltd in Austria."

There is also a warning in the magazine on "letters from Nigeria" being sent to business via the fax. Another scam to look out for is the bogus proforma "invoice" for fax and photocopying paper, there seem to be some larger companies who are paying these false invoices.

"Capital Allowances: Disposals of Oil Licence Interests - Clause 166 of the Finance Bill published today prevents capital allowance being given twice on the same amount of oil exploration expenditure. The Government's intention to legislate was announced on 13 September 1995. Clause 166 reflects extensive consultation with the oil industry over recent months about the proposal legislation." There is more on this subject in the magazine, please call at the office to view.

"Personal Residence Tax Rules" - "The Inland Revenue has published new leaflets IR138 'Living or Retiring Abroad?' They provide basic information in a question and answer format on some of the points that are most often raised in these areas." Copies can be obtained from any Tax Enquiry Centre or Tax Office, or, from the Public Enquiry Room, West Wing, Somerset House, London WC2R 1LB."

"Proposals to Simplify Accounting Standards for Small Companies" - "New proposals to ease the burden of compliance by small companies with accounting standards have been published by the Consultative Committee of Accountancy Bodies (CCAB). They would simplify the task for small companies of producing their annual accounts by the substitution of a single, simplified accounting standard, appropriate for the needs of small companies. Copies of the CCAB proposals can be obtained from Lisa Desormeaux, PO Box 433, Moorgate Place, London EC2P 2BJ price £10. Cheques should be made payable to Chartac. Comments on the proposals should be received by CCAB by 29 March." There is more in this short article, please call at the office if you wish to view.

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#### GIFTS INTERNATIONAL

I have received a magazine full of details on the International Spring Fair Preview, anyone wishing to view please call at the office. The magazine includes, Glass Ware, Kitchen and Giftware, Furniture, Jewellery, Stationery, Collectables, Candles.

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#### ROTARY INTERNATIONAL

A communication has been received from the above association, asking if a group of men and women between the ages of 30/50 years would be interested in setting up a Rotary Club in the Falkland Islands. Mr Jorge Smiles will be arriving via DAP on Thursday, 22nd February, and would appreciate any comments. If you are interested please contact Alan Jones, on 21019.

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## NEWFOUNDLAND VISIT

At last a communication has been received from Newfoundland regarding a visit by Mark Shrimpton and three other businessmen, they will arrive via the DAP flight on Saturday, 16th March until Saturday, 23rd March. There will be more details regarding this visit in future Bulletins, so watch this space.

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## JOB SHOP

A letter and CV has been received from Mrs V J Flint, of 52 Winden Ave, Chichester, Sussex, PO19 2JZ. Mrs Flint is a fully nurse, with psychiatric nursing as her specialist career, also been caring for the elderly mentally infirm.

Mrs Flint mentions in her application letter that the Daily Telegraph (UK) have been promoting work in the Falkland Islands, and that her family have grown up and are independent and she wishes to take this opportunity to search for employment overseas, to view this letter and CV please call at the Office.

\*\*\*\*\*

A letter from Mr William Sharp, 15 Maitland Dr, Cupar, Fife, Scotland has been received, Mr Sharp is a Plumber to trade and is seeking employment in the Falkland Islands, I have asked Mr Sharp to send the Chamber of Commerce Office a CV, but if anyone wishes to contact him direct please do so at the above address.

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## WOOL NEWS

Nothing from Peter Marriot this week, no news from Australia or New Zealand so sorry nothing to report.

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Falkland Islands Chamber of Commerce

PO Box 378

Stanley, Falkland Islands

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



Vol.3 No. 5

BULLETIN

7th March 1996

## VISIT

BRIGGS MARINE ENVIRONMENTAL SERVICES LTD will be visiting the Islands from Friday, 29th March until Wednesday 3rd April 1996.

Information received from the Chief Executive:

"As most of you will know, Robbie Middleton of Briggs Marine in Aberdeen is proposing to visit the Islands to talk to those who are interested on questions surrounding oil spill control and other related issues. It is therefore envisaged that his time will be best spent as follows:

- a) with individuals or individual companies who are interested
- b) presentation in a semi public meeting of Briggs' ideas and techniques
- c) a brief discussion with the OMT

Having spoken with Capt Middleton about his visit, it is now proposed that he leaves the morning of Monday 1 April and the afternoon of Tuesday 2 for meetings with companies and individuals. On the afternoon of Monday 1 April he will conduct a workshop which will be open to any interested parties to attend. This will commence at 2:00 pm in the Liberation Room and the official part will last until 5:00 pm. It may be that there will be those who wish to continue on into the evening and Mr Middleton will be ready for that. On Tuesday 2 April in the morning Capt Middleton will attend OMT for one item, in order to discuss matters related to the expertise of Briggs.

I trust this is satisfactory for all concerned but if anyone has any comments I will be grateful to receive them."

## DISCUSSION EVENING WITH FIG

From Hamish Wylie

The informal discussion evening held between the Chamber and FIG heads of departments on the evening of 6th March in the Colony Bar proved to be a successful event, despite a relatively low attendance on behalf of the Chamber. The aim of the evening was to create a social gathering of the public and private sector in order to increase communication between both sides regarding topical issues of the day.

The evening was introduced by Andrew Gurr, and topics of discussion were invited from those present. The discussion immediately focussed on the forms of assistance being proposed by FIG to assist the private sector in providing services in support of future exploration activity by the oil industry, it became evident that FIG had agreed in principle that assistance was needed, but not the form that it would take. In addition the recent visit by Executives from Amarada Hess, and the development of the fishery were discussed. On all these topics a considerable exchange of ideas, views and information came forth.

As a result of the discussions. It was decided to form a working group to look at what areas of activity the private sector wished to be involved in and how FIG could assist. Therefore a first meeting has been arranged between FIG and the Chamber, Hamish Wylie, Chamber Secretary, Dave Hall, FIDC Board Member, and Drew Irvine, Professional.

#### IGNORE THIS CHANCE AT YOUR COST

We need answers to the questions below from every member in order to determine what areas of activity should be "kept" local and assisted, and what areas should be left to the Industry to supply. It is hoped that FIG will indicate to Operators which services they should seek from local companies/local joint venture Companies, and which services they may outsource themselves. It is also hoped to encourage Operators to assist in the process of partnering local businesses to overseas service companies that the operators would wish to engage in support of their exploration activity.

(An operator in this context is the major shareholder in an exploration licence.)

We need "no" answers as well as "yes" answers.

1. Do you or your Company wish to expand your business to take advantage of any additional opportunities presented by exploration activity.
2. If "no". Will you need protection against outside Companies or their employees competing with you "on the side" for local work, ie builders, laundry's, plant hire.
3. If "yes". What do you feel are the areas of assistance you will need in order to expand ie, Loan Capital, Working Capital Loan Guarantees, Legal, Accounting, or other professional services, training, overseas fact finding trips, Industrial Land, Housing, etc.
4. Do you propose to develop a new area of business. If so can you give an indication of the area of activity in which you would want to become involved. (You may



wish to answer this question direct to Andrew Gurr so that interest in your chosen field is not made public.) Minutes of every meeting will be available from the Chamber Office, with the highlights being covered in the bulletin.

Answers or queries by phone or fax to either May in the mornings at the Chamber Office or Hamish any other time of the day.

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#### VISIT POSTPONED

The proposed visit from Mark Shrimpton, Newfoundland has been postponed yet again, we are waiting to hear from them for the next approx date. I will inform you of any update.

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#### SUBS

The invoices have been sent out to all of the Members of the Chamber of Commerce. Here are the Bands for Membership, if you feel that you have been placed in the wrong one please contact the office. I would appreciate your help in this matter.

Band 1 - £50, Sole Trader or Small Partnership

Band 2 - £150, Companies with £250,000 Turnover or less

Band 3 - £200, Companies with £250,001 Turnover or greater

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#### MINUTES OF AGM

The above minutes are now available from the Chamber Office for anyone wishing to have a copy.

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#### VOTE OF THANKS

Thanks go to Mr Dave Hall for all of his achievements and work during his two years as President of the Chamber of Commerce.

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#### CHAMBER OF COMMERCE, TURKEY

The above Chamber have contacted us and I have sent them a Directory for their information. They are seeking to make contact with the Business Sector in the Islands, we will wait and see what their reciprocal Directory will be like.

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## INVESTMENT

A letter has been received from a Mr N P S Sandhu, 18-A Kings Ave, Greenford, Middlesex, UB6 9BZ, UK. Mr Sandhu is interested in investing in the Falkland Islands, but gives no particular business or enterprise. A copy of the letter has been sent to FIDC. Anyone wishing to view this letter please call at the office.

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## LIBRARY

### INCIDENTAL SEABIRD MORTALITY ASSOCIATED WITH LONGLINING ACTIVITY IN THE SOUTH ATLANTIC - CAUSES AND SOLUTIONS.

The above publication was produced in conjunction with the Australian Ornithologist Nigel Brothers and Consolidated Fisheries Ltd.

Contents of this report: Recommendations a. to reduce the incidental mortality of seabirds. b. additional general recommendations. Results and Discussions, which form the main volume of the report. Tables and Figures are included.

#### Extracts:

"Crew did, on occasions of high bird activity actually attempt to distract birds by throwing bait (sardine) over astern. This did distract some bird attention away from baited hooks but also intensified activity generally and demonstrated the futility of such strategies to prevent seabird mortality."

"It would seem that longline vessels working in the South Atlantic dispose, overboard all rubbish generated with the exception of fishing line, particularly mother line (hazardous to shipping). Effort should be made to solve this problem by encouraging vessels to install adequate rubbish storage facilities or safe incineration equipment. This should apply to fishing vessels of all types."

From a laymans point of view the report was very informative and worrying, anyone wishing to read this publication please contact the office, and Consolidated Fisheries would appreciate any feedback.

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## TRA-HAS

The above company have contacted FIDC, who have passed the letter on to the Chamber, they are manufacturers of Timber Framed Housing, "specialising in high specifications to cope with extreme weather conditions." They also operate a total package service which supplies all components required for erection & habitation.

Anyone wishing to view this letter please call at the office.

\*\*\*\*\*

#### LIVESTOCK LINK

Livestock Link issue No 61 for the month of February 1996 is now available for viewing at the Office.

Everything you would need for the care of livestock from Heaters and Brooders, Pig Farrowing Houses, Ventilation Equipment and Alarm Systems. Very popular little book.

\*\*\*\*\*

#### WORK SERVICES OPPORTUNITIES

Vol No 4 Nos 18 and 21, Nov and Dec respectively.

These publications are from MoD and include Term Commissions for Advisory, Specialist and Project Management Services. Works Services Managers. Establishment Works Consultants. External Project Managers. Construction.

\*\*\*\*\*

#### REVLOCK

The above company have sent us a Video and Glossy Brochure advertising their "Industrial Flooring System".

"We should be obliged if you would show this to any interested parties who may require such a product due to shortage of space, or who may be interested in becoming distributors in The Falkland Islands."

As usual, the video will be available for hire from the Office and please call to view the Brochure.

\*\*\*\*\*

#### CF WORLD WIDE

The above company have sent a 4 page fax, a profile of their company, as freight forwarders. They are interested in supplying a variety of goods to the Falkland Islands, from fruit to Dairy Products, Canned Goods, "Articles for Beauty" (I want some of those). Clothes, Hardware, Fresh Flowers, very interesting fax, please call and have a read.

\*\*\*\*\*

The magazine of the Confederation of British Industry, February 1996. Front page: Global Investment Swings to the UK. Market Report: Hungary. Regional Survey: London.

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#### WESMAR

Western Marine Electronics have sent copies of their Forward Scanning & Profiling Trawl Sonars. "Advanced purse seine technology applied to trawling".

Wesmar's amazing new Trawl Sonar - the world's first net scanner, horizontal scanning sonar, and depth sounder all in one. To view call at the Office.

\*\*\*\*\*

#### BOZZO

From Orlando Estefo Harambour, Servicio De Abastecimiento Comercio Internacional, a brochure with details on refrigeration display cabinets. All in Spanish so I am sorry I cannot give too much detail. Anyone wishing to view, well you know now that you call at the office.

\*\*\*\*\*

#### WOOL REPORT

Report from Peter Marriott for week ending 8.3.96

Falkland Wool:

All markets appear steady whilst with limited enquiry in Europe. All that can be said is the market this week has not gone cheaper. It, we hope, will bring reasonable orders out in the near future. Our prices quoted in our report dated 23.2.96 remain unchanged.

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#### JOB SHOP

Mr Rory Hannan, Tasmania, Australia is seeking a position in the Falkland Islands with a view to settling here. He has a "wealth of experience in the areas of Eco-tourism Management and Natural History/Wildlife Guiding as well as in agriculture and general labouring, and am thus very open to any possibilities." There is a contact address supplied for Mr Hannan in USA, please get in touch with the office if you are interested in offering Mr Hannan employment.

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



Vol.3 No. 6

BULLETIN

15th March 1996

## VISIT

Briggs Marine - Any Chamber of Commerce Member wishing to attend the Workshop run by Briggs Marine on Monday 1st April, commencing at 2pm until 5pm, in the Liberation Room at the Secretariat, please contact May at the Chamber Office.

If you wish to have a meeting with Capt Middleton on the morning of Monday 1st April or the afternoon of Tuesday 2nd April, please contact May for an appointment.

\*\*\*\*\*

## VISIT

A visit by Mr Ian Cox, Commercial Representative at FIGO has been arranged, arriving on the 19th March, and anyone wishing to meet with Ian on an individual basis can do so by contacting Cathy Clifton at FIDC.

The Chamber of Commerce have planned a drinks reception at the Malvina House Hotel on Wednesday the 27th March at 6pm, any member wishing to attend please contact the Chamber of Commerce office, on or before Monday the 25th. Ian would like to meet with anyone wishing to export goods of any kind, and also to meet with any Commercial Business in the Falkland Islands.

## LIBRARY

## LATIN AMERICAN TIMES

Volume 12, Number 8 & 9 dated February 1996 of the above Magazine, published by World Reports Ltd, Suite 1209, 280 Madison Ave, New York, USA.

The heading for this publication is THE FALKLAND ISLANDS AND THE FUTURE.

Under the Heading "Say 'NO' Now to Argentine Avarice." "To coincide with the visit of the Princess Royal to the Falkland Islands at the end of January 1996. The Times of London published a lead editorial in which it compared the Falkland Islands to a 'new Kuwait'. It is not hard to imagine what effect this description may have had on Senor Guido Di Tella, the shifty Argentine Foreign Minister, who held discussions with Malcolm Rifkind, the British Foreign Secretary, in London on 30th January, about a proposed new cooperative fishing agreement between the two countries and the Falkland Islands.

For, as related in this special Falkland Islands double issue of The Latin American Times, Sr Di Tella has been unable to conceal the Menem Government's avarice in the face of the prospect that the Falkland Islands may indeed become another 'oil economy'. This section goes on to mention the visit of Conrado Bullrich, and of course Senor Di Tella's own daughter and family.

Also included is a report on the Shackleton report and the Conflict. The United Nations Dimension "The so-called Decolonisation Committee of 24 at the United Nations is one of the few international fora at which Falkland Islanders have the opportunity to present their views internationally. Councillors therefore consider this forum to be especially useful."

On page 11 the Oil Sector "The Falkland Islands Government calls for bids to expore and exploit possible oil and gas resources following work by the British Geological Survey."

Pages 14, 15 to 16 is taken up with "Sir Alan Walters Fronts the 'Big Bribe'." Pages 17, 18 takes us onto the "Battle of the Opinion Polls" which turned out to be counter-productive.

The rest of the magazine gives Background Information on the Falkland Islands, ranging from Historical, Natural Resources, Communications, Education, Health, Currency and Banking, Postal Services to Accommodation available.

A very interesting read, anyone wishing to view please call at the Office.

\*\*\*\*\*

#### SMITH REA ENERGY ANALYSTS LTD

The above company has written to the Chamber of Commerce with the aim of selling us their report on "The Falklands Shelf - The South Atlantic Oil & Gas Frontier", unfortunately the price is inhibitive.

"The Falklands Shelf brings together in a single volume authoritative information on the factors which will determine whether an exploration success leads to a profitable business venture. Both oil and gas production and their respective means of market access are considered. "It is an essential work of reference to managements contemplating entry to this frontier province".

Included in the package: Natural Environment: Historical & Political Background: Petroleum Licensing & Fiscal Regimes: Licensing Round Acreage Tranches: Petroleum Geology & Prospectivity: Potential Reserves: Development Background: Field Development Economics, Oil: The LNG Option: Conclusions.

Appendix A: Joint Declaration: Co-operation over activities in the South West Atlantic.  
Appendix B: Petroleum Licensing and Fiscal Regimes.  
Appendix C: Petroleum Geology of the Prospective Oil and Gas Basins.  
Appendix D: Key Contacts.  
Appendix E: Argentine Service & Supply Companies  
Appendix F: Bibliography.  
Appendix G: Abbreviations.

All this for only £3500 (including p&p).  
Anyone wishing to view the leaflet advertising this package, call at the Office.

\*\*\*\*\*

## BUSINESS BULLETIN

From Aberdeen Chamber of Commerce the March edition of their Bulletin.

New Credit Management Guide: "Around 40 per cent of small firms do not have any standard terms of trade, while many small businesses fail to carry out credit checking before credit is offered, or have no planned collection process.

The DTI has launched a new guide, "Late Payment; Help for Small Businesses" to assist trade associations and other business support organisations help the firms they represent. Based on DTI-funded projects with the Federation of Master Builders, METCOM and the Walsall Chamber of Commerce, the guide is designed to encourage and assist other organisations to help their small firms members. It looks at late payment problems and solutions, and at getting basics like credit checks right. It also suggests a number projects that could be run by trade associations, such as training, shared credit check services, telephone hotlines, codes of practice or standard forms contract services.

Copies of the guide, ref URN 95/903, are available from DTI Small Firms Publications, Admail 528, London SW1W 8YT Tel: 171 510 0169, Fax: 171 510 0197."

Eight Scottish Companies Amongst Europe's 500 Fast Growing Enterprises. "The Scottish companies included are: Bell Bakers Ltd in Shotts, Consafe Engineering (UK) Ltd in Aberdeen, Rowan Timber Supplies (Scotland) Ltd in Airdrie, Scottish Radio Holdings plc in Clydebank, Stewart-Buchanan Gauges Ltd of Kilsyth and Quality Street Ltd, United Wholesale Grocers Ltd and Weisfelds Ltd all based in Glasgow".

A list of 75,000 companies from European countries were identified as potentially satisfying the criteria. This list was reduced to 22,000 then, following further screening, 7,000 were invited to complete a short postal questionnaire, 475 entrepreneurs were interviewed in



depth by Ernst & Young." The full article is in the Features section of the Bulletin anyone wishing to have a read please call at the office.

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## Twenty 7

Issue No 4 Winter 1995, arrived late to the Falkland Islands. In the feature section of this magazine, "Expanding the early stages of a business can be a matter of make or break so it has to be undertaken carefully. Delegates at a conference in Aberdeen heard that "business angels" can bring cash for expansion as well as vital management expertise."

Also featured: "Painting the new economic picture. Grampian is one of Britain's most successful economic areas, boosted by the North Sea oil and gas industry and the locally-based technological and business skills necessary to support it. But with oil reserves dwindling, the key message to the seminar's 100 delegates was that early action is needed to safeguard the region's prosperity."

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## JOB SHOP

Mr Mathew Kurian of PO Box 27 Maanhaarand 2809, South Africa, has contacted the Chamber Office seeking employment in the Falkland Islands. Mr Kurian is a teacher currently working in South Africa, and holds a Master of Arts degree in Economics and a Bachelor of Education degree in English and History, he goes on to say in his letter that he has 19 years of teaching experience, 5 years in India, 11 in Kenya and 3 in South Africa. Mrs Kurian also holds a Master of Commerce degree in Accounts and Commerce and has 2 years teaching experience, employed in the same South African school. Anyone wishing to view this letter please call at the office.

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## WOOL NEWS

Market Report from Peter Marriott, for week ending 15th March 1996. Under the Falkland Heading: Prices remain unchanged from our quotation list dated 23.2.96.

General: "Orders are still coming through to wool processing sectors but it is very clear that to get them sellers are having to cut prices. Those unwilling to do so are not getting their share.

Those who are getting the business can be motivated by a need to keep machinery running, not profitably, but at least avoiding the major and more painful adjustments which could follow cuts in activity." There is more to report from the general section, but I cannot print all of it, so please call at the office if you wish to view the full report.

## NEW MEMBER

Welcome to the Chamber of Commerce -

Ross County Ltd (Gift Shop), Villiers Street, Stanley.  
Available from the Gift Shop is a wide range of gifts  
from the Falkland Islands from T-Shirts, to local  
polished stones and embroidery kits.

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## NEW ASSOCIATED MEMBERS

Rutland Purchasing Ltd of Broxburn in Scotland.

DHL International Express of Hounslow. England.

Creaseys. Chartered Accountants of Kent, England.

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## GLOBAL TRADING CORP

Forwarded from Fisheries Department, a communication from  
the above company who are seeking:

"We are in need of 300 grams and up of SQUID. Please  
inform us if they CAN supply this size and in what  
amounts. We are in need of 1,000 or 2,000 or 3,000 Tons  
of this SQUID, Whole Round.

Global Trading. Corp. has been working with the British  
Consulate in Miami, USA. We have been referred to you by  
Ms Natalie Carr. We are contacting you directly  
regarding our need for 1,000. 2,000 or possible 3,000  
TONS of SQUID."

Contact: Terry Lin/Alan Petzoid  
Global Trading Corp  
Box 873, Washington Street  
Port Richey, Florida 34673 USA

Tel: 813 848 8914  
Fax: 352 795 7822

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Falkland Islands Chamber of Commerce  
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P/COC/1#90



Vol.3 No. 7

BULLETIN

27th March 1996

### MEETING

A meeting was held between the Chamber of Commerce and Government to discuss the help that could be given to the Private Sector re Oil Exploration within Falkland Waters.

It was highlighted that there are certain areas in which the Private Sector already operating within the Falkland Islands could participate, herewith extracts from a paper written by Mike Summers on possible areas:

"Road Transportation and Haulage  
(including Taxis, Buses, Vehicle hire.)

Coastal Shipping  
(movement of goods between any two land locations  
in the Falklands.)

Shipping Agency

Hotels and Catering  
(including Guest Houses, transit camps, provision  
of accommodation, construction camps, public houses  
clubs, cafes, etc, other than on a dedicated fully  
owned campus.)

Retail Outlets

Personnel Recruitment Services

Recreation and Tourism Services

Travel Agency

Courier Services

Telecommunication and Radio services

Construction of Housing (possibly all construction  
under £250,00.)

Vehicle Maintenance

Cleaning Services

Diving

Insurance (agency)

Publications  
(including printing, commercial photography)

Food Preparation and Supply (bakeries, butchery etc)

Importation of Foodstuffs.

Other activities may be reserved for local companies operating in joint venture with outside parties. These might include:

Air Transportation  
(fixed wing, helicopter operation)

Fuel Supply  
(which currently would not qualify above)

External Shipping  
(drilling rig supply, oil-field supply,  
international shipping)

Ports and Airports

Engineering Services  
(non-specialist, workshop, engineering supplies)

Drilling Rig Supplies  
(pipes, mud, drill bits, fuel, water, lubricants,  
clothing, stores)

Professional Services  
(lawyers, accountants, surveyors)

Other activities should for a variety of reasons possibly be left free of control

Oil exploration and Production  
Drilling  
Safety Services  
Pollution Control Services"

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At the meeting of the working group formed to identify the forms of assistance FIG can give to the private sector with regard to developing services in the Islands in support of the exploration industry held in the Secretariat during lunch time on Tuesday 23rd of March.

Those present were Andrew Gurr, Mike Summers, Ian Dempster, John Martin, Nigel Fannin, Phil Richards, Hamish Wylie, Dave Hall, Drew Irvine, and May Dempster.

John Martin ran through the level of activity that can be expected during the exploration phase, based on current assumptions on the success of the licensing round. From this a discussion took place regarding the expected increase in demand on existing services such as accommodation, and the additional infrastructure required to absorb such an increase.

The importance of a greater understanding of the Industry how it works and its expectations were highlighted a number of times, as well as the need for FIG to send a clear message to the Industry as to whether the Islands wished to be involved in servicing the Industry or have the Industry support itself from South America. It should be noted that as yet FIG has not made any clear decision on whether it wishes to see the private sector benefit from potential business created by the exploration industry or not. There appears to be strong feeling among a number of Councillors that locals should not be involved and that FIG should be the route by which any revenue is generated to the Islands. It is important that all Chamber Members who wish to see such development, take every opportunity to express this wish to Councillors at every chance. It is expected that FIG's position of this matter will be discussed at the next Exco.

It was felt that a cohesive effort was needed to present to the Industry what services are available in the Islands.

A paper is to be prepared between FIDC and the Chamber on the most effective means by which FIG can assist and support the Private Sector in taking full advantage of future opportunities. A draft of this paper will be made available in the Chamber Office as soon as it has been prepared, and those members who have expressed their interest will be invited to comment and contribute their thoughts prior to the draft being issued.

Copies of the minutes of the meeting are available from the Chamber Office.

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#### OTC

Offshore Technology Conference - Houston, Texas on May 6th-8th inc 1996. Details now in the Office of travel and accommodation arrangements, "If you intend to visit Houston for this major event, either as an exhibitor, conference speaker or delegate or as an exhibition visitor," the brochure has been printed and issued with the help of Grampian Enterprise, Highland & Islands Enterprise, City of Aberdeen, Press & Journal and Munro's Tourist Agency.

Please call at the office if you are interested in attending this Conference, it would be an ideal opportunity for you to meet with Oil Companies and other support services within the industry, get to know what is required, and also **make the Falkland Islands Private Sector visible.**

## FISHERIES

A communication forwarded to the Chamber by Government House, Putnam Carroll World Wide Corp, John F Kennedy Station, No 5632 Boston, Massachusetts 02114, USA. Tel: 617 720 1889, 6064 Fax: 617 720 1989, 6064. Contact name Joshua Fay.

"To Whom It May Concern:

Could you possibly send information about seafood for export from Falkland Islands, including sea urchin and Fluke?"

I have contacted the company telling them of the Bulletin and that if there is any interest individual companies would get in touch with them direct, a copy of this communication has been forwarded to the Fisheries Department.

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## CBI

The magazine of the Confederation of British Industry, March 1996. In the Director-General section: "Education: the Key to our Future Prosperity". Britain's improvement in economic performance will only be sustained by improving the quality of the workforce, argues Adair Turner. "The CBI will keep on calling for whatever increases can be available, by switching public expenditure towards education and training." The article goes on to say that money spent on primary and nursery education saves money spent on remedying the lack of basic skills later. Very interesting article.

Making pay your flexible friend, an article on the trend towards more variable salary systems. CBI and Hay Management Consultants conducted a survey of CBI members to identify recent and future trends in pay and benefits systems. Nearly 400 organisations with a combined workforce of almost 1.3 million employees responded to the survey, some of the questions asked in the survey - What is driving change in pay systems? Which aspects of pay systems are changing? How is pay being made more variable? and with this emphasis on rewarding for performance, how is performance being measured?

To view this magazine please call at the office, then you will find the answers to the above questions.

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## MEETING

Following concerns expressed by some members about the expansion of Stanley Services retailing activities under the umbrella of it's fuel monopoly. A meeting with Andrew Gurr and David Lang was held to air the concerns

raised, and identify FIG's position as 45% share holder in the Company.

The meeting covered two main points:

1. Reassurance that the allocation of overhead costs for retailing was being accurately proportioned between retail sales and fuel sales. As the price of fuel at the pumps is calculated at cost + overheads + a fixed percentage profit. Any absorption of retail overhead cost in fuel clearly gives the Company greater flexibility in pricing, and also increases the cost of fuel at the pump.

2. Concern that Stanley Services was exploiting its position as a provider of fuel to market other goods not commonly expected to be provided in a petrol station. As a high proportion of the population run vehicles and require to purchase fuel on a regular basis. This gives Stanley services a clear advantage over other retailers in marketing existing, and especially new products, to a large bulk of the population in a short space of time, as an indirect result of FIG ordinance. The greatest concern for retailers would be any serious expansion of retailing by Stanley Services.

The meeting developed a greater understanding of the problems faced by both sides. Whilst the question of fair allocation of overhead cost will always be a matter of judgment. Assurances were given that this matter is closely scrutinised by the Companies Auditors to ensure a fair allocation of overhead cost. Mr Gurr assured the meeting that there was not intention by Stanley Services to expand their retailing activities, and that if the Company policy on this was to change, it would be viewed with serious concern by FIG, and some form of action would need to be taken in order to protect vulnerable businesses. Mr Gurr was requested to convey to the Board of Stanley Services the depth of concern about any expansion of its retailing activity.

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#### JOB SHOP

Seeking a cleaning job is Rose Ferguson, after 3pm would be preferable, please contact Loraine McGill at Stanley House if you have a position available for Mrs Ferguson.

\*\*\*\*\*

Ms Micaela Burnet, 7 Rue Des Tranchees, 02200 Soissons, France is seeking employment in the Falkland Islands on a short term basis, ie 3 months in June-August time. Ms Burnet is working at present in France and is looking for a nursing position here, maybe to act as holiday and sick cover. Her ambition is to bring her 2 children with her

so that they can benefit from an English speaking environment. To view Ms Burnet's letter and short CV please call at the Chamber Office.

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#### WOOL NEWS

Market Report for week ending 22nd March 1996 from Peter Marriott. Falkland Wool Section: "Prices nominally unchanged from our list dated 23rd March 1996"

General: "The wool market, like several other at present, lacks more positive direction. Some traders think the background could be coming more favourable slowly for future improvements.

In the past two weeks there was more covering business locally.

Whatever the immediate incentive, the fact remains that buying decisions, even on a limited scale are at the very competitive level.

The market may have been virtually trendless to date this year, but business is now quieter again after a recent improvement.

There is still room for a renewed rise in prices with accompanying improvement in activity, once signs of a firmer trend emerge more convincingly."

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#### INFORMAL DISCUSSION

Another chance for the Private Sector and Government to have an informal discussion on whatever is happening in the Falkland Islands, or air any concerns you have.

FIG will be hosting the meeting in the Colony Bar, from 5pm until 6.30pm on Wednesday, 17th April. All Chamber of Commerce members are invited to attend, Mr Gurr will be attending with relevant heads of Department.

Let me know at the Office if you will be attending this discussion session, it was very worthwhile the last time, so your chance to be included in what is happening.





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



Vol.3 No. 8

BULLETIN

9th April 1996

### INFORMAL DISCUSSION MEETING

Another opportunity for an informal discussion between the Chamber of Commerce and Government has been arranged.

FIG will be hosting this informal discussion session in the Colony Bar, from 5pm until 6.30pm on Wednesday the 17th April 1996. All Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, bounce ideas around etc. Mr Andrew Gurr will be attending with relevant Heads of Department.

I would be grateful if you could inform me (May) at the office if you will be attending this meeting, on or before Monday the 15th April 1996, thank you.

### REPLY

In reply to our last Bulletin Mr John Birmingham has sent this letter, with permission to publish.

"I would like to take the opportunity to put right a statement made in the Chamber Bulletin Vol 3, No. 7 of 27 March 1996 which I feel is incorrect.

In the report of the meeting, which was held on 23 March, to discuss the assistance FIG could give to the private sector wishing to provide services to the developing oil industry, it says "There appears to be strong feeling among a number of Councillors that locals should not be involved..."

I have contacted the Chief Executive, who was at the meeting, and he informed me that this concern was expressed by Chamber members. Mr. Gurr stated that he was able to reassure the meeting that this was not the case, and that Councillors are in favour of Islanders becoming involved in this aspect of the oil industry.

I certainly feel this way, and although I obviously cannot speak for other Councillors, I must say that I have not heard it expressed by my colleagues that the private sector should not be involved in providing these services.

I hope that this letter will go some way in reassuring Chamber members of my support for the private sector, and I am perfectly happy for you to publish it if you so wish."

Thank you John for your comments, they are appreciated.

## FISHING DEPARTMENT

The following has been forwarded to the Chamber Office:

### "THE HIGH SEAS FISHING ORDINANCE 1995

1. The High Seas Fishing Ordinance 1995 will enter into force on 23 April 1996.
2. Once the Ordinance enters into force it shall be necessary for all Falkland Islands' Fishing Vessels (ie any fishing vessel registered under the Merchant Shipping Act 1894, in a port of registry in the Falkland Islands), to have a valid high seas fishing licence in order to fish on the high seas.
3. Companies who have vessels registered in the Falklands, have already been sent application forms.
4. If you require any further information about the possible implications of this Ordinance, please get in touch.

Signed John Barton  
Director of Fisheries"

The Fisheries Department, Stanley, Falkland Islands  
Tel: 27260 Telex: 2426 FISHDIR FK Fax: +500 27265

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## MANAGEMENT TRAINING COURSES

All names submitted to the Chamber of Commerce Office have been sent to the Secretariat and you will hear direct from them re: dates, times, and cost.

Thank you for your prompt replies. Good Luck.

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## LIBRARY

### THE BANKERS ALMANAC

Very kindly donated to the Chamber of Commerce by the Standard Chartered Bank, the above publications, 4 books in all, Volumes 1 and 2 contain details of some 4,000 major international banks arranged in one alphabetical sequence. Vol 3 contains a geographical listing of these banks and their branches. Vol 4 contains over 23,000 other authorised banks, international law firms active in banking law and a General Information section.

"Included is an index of banks which appear in the Almanac for the first time and also a list of banks which have merged and/or changed their names since the July 1993 edition. World and Country rankings are also shown

within the individual entries as published in the current edition of our 'World Ranking' publication."

\*\*\*\*\*

## BUSINESS ALERT

March 1996 issue of the Briefing for Businesses in the North of Scotland.

Included in this issue No 21: Newspaper Licensing Agency. "Permission is needed by any concern whose staff make photocopies or send faxes comprising articles from newspapers. Otherwise, the Copyright, Designs and Patents Act 1988 makes such activity unlawful. The Act provides both civil and criminal remedies.

The Newspaper Licensing Agency Limited ("the NLA") offers a choice of forms of licence permitting the copying of articles from the newspapers whose publishers have given mandate to the NLA.

One, Form A, requires the payment of a fee based on:  
(i) an estimate of the number of copies that are going to be made during the year as part of the licensee's internal clippings service (ie copies made routinely for staff and departments on a distribution list): and

(ii) either the number of the licensee's personnel who may wish to make such copies or the licensee's annual turnover, whichever results in the lower sum, in recognition of the need for ad hoc copying.

Form A does not require the number of copies to be counted except for a tally of the copies of clippings made systematically over an initial four week period. The other licence, Form B, requires the licensee to count carefully and declare to the NLA quarter by quarter the actual number of copies made, on which a quarterly fee is calculated.

Licences can also be obtained from authorised press cuttings agencies.

### Exceptions

No licence is required by the client of a press cutting agency if the agency makes all the cuttings that its client requires. But if the client makes ad hoc copies (as virtually all companies do), or runs an Internal clippings service or makes further copies of clippings supplied by its agency, the client does require a licence. The standard forms of licence permit photocopying of articles for internal management purposes only. Should copies be required for any other purpose, a separate, special licence is required."

This is the full article.

## EMPLOYEE INDUCTION

The Institute of Personnel and Development has published an introduction to employee induction, aimed at eliminating the low quality work, high error rates and unnecessarily lengthy learning periods that can result from the casual way in which many new recruits are treated.

Part of its management skills series, "Employee Induction: A Good Start" has been updated to take account of the latest legislation and today's flexible and diverse workforce.

It stresses the significance of S/NVQs, Continuous Professional Development and Investors in People, as well as the need for tighter links between induction, training and wider corporate goals.

Employee Induction: A Good Start, ISBN 085292 645 5, is available price £9.86 for IPD members and £10.95 for non-members, from IPD, Camp Rd, London SW19 4UX, Tel 181 2623 3251, Fax 181 263 3244.

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## WORK SERVICES OPPORTUNITIES

Forwarded to the Chamber Office by FIDC. Vol 4. No 22, 10th January 1996 and Vol 5. No 1, 20 March 1996.

Both issues include: 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

Vol 5 No 1 also has Section 6 - Defence Estate Organisation (Lands).

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## NEW MEMBER

Welcome Mr Mike Summers to the Chamber of Commerce Membership.

Name: M S Consulting - Mike Summers

Tel: 21542

Fax: 22162

All forms of Commercial, Strategic and Management Consulting to Local and Overseas Businesses undertaken. Fisheries, Tourism, Agriculture, Contruction, Retail and Service Industries.

## JOB SHOP

A letter with full CV has been received from Mr Bjorn Hallberg of Hus 7 430 82 Donso. Sweden. Mr Hallberg is seeking employment in the Falkland Islands particularly in the environment and conservation areas, but he is aware of the difficulty in being successful in this area and is willing to work in any field available. Mr Hallberg has sent documents of his schooling and also references, please call at the office if you are interested in employing Mr Hallberg.

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## WOOL REPORT

Market Report from Peter Marriott dated 29.3.1996.

### FALKLAND QUOTATIONS

"Fleece 23.0/290pk 25.0/260pk 27.0/245pk 29.0/235pk  
31.0/220pk

Necks 190pk Bellies 185pk Pieces 145pk Oddments 110pk

### GENERAL

Trading for wool processers is still intensely competitive.

There are firms indicating an improvement in business in the past couple of weeks but competitors who missed it by quoting prices at a higher level claim that anything sold cannot be related to prices being paid for wool.

The problem comes in persuading potential buyers that higher prices have to be paid. Resistance is as determined as ever and it seems clear that right from the retail end, margins are under pressure.

Easter means not only a recess in the auction roster, it involves holidays which for some textile firms extend to a full week. As the lull begins, wool related markets have shown added firmness and a little more buying interest, even if there is no question of accelerating improvement."



Falkland Islands Chamber of Commerce  
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Vol.3 No. 9

BULLETIN

18th April 1996  
-----**THANKS**

Henry Bellingham, MP. North West Norfolk. has sent a letter of thanks to the Chairman of the Chamber of Commerce:

"A brief note to thank you very much indeed for your hospitality towards the four of us when we came as your guests to the Chamber of Commerce lunch during our Parliamentary visit.

The lunch at the Upland Goose did give us an excellent opportunity to meet a large number of businessmen and women and we all agreed that it was a very valuable part of the visit.

We went away with an extremely good impression of the Islands, and look forward to coming again at some stage in the future.

Every best wish.

Signed, Henry Bellingham.

-----  
**CREDITON CHAMBER OF COMMERCE**

A communication has been forwarded to the Chamber Office by FIDC from Mr Barry J Tucker F.F.A. 2 The Green, Down St Mary, Crediton. Devon, EX17 6DZ, Tel/Fax 144 1363 84506 who is a member of the Crediton Chamber of Commerce. Mr Tucker, Accountant is seeking to develop an "individual service to businesses in the UK and overseas, drawing upon the practical experience that I have gained. The emphasis is on a very personal service, working closely with them and forming a reliable partnership, where necessary complimenting the resources already available but providing a UK based source covering the areas contained in the Appendix to this letter" (there is a list of Services Available at the Chamber Office).

"I would welcome the opportunity of discussing these services in more detail and working in tandem with the Corporation."

Anyone wishing to view this letter and list please call at the Office.

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**SMP SECURITY LTD**

The above company have contacted the Chamber Office with the aim of having a list sent of companies wishing to import safes into the Falkland Islands.

"S.M.P. Security are independent manufacturers of freestanding and Underfloor cash safes, who are interested in expanding business, if possible, into Falkland Islands. Would it be possible for you to send me at your earliest convenience a list of companies who import cash safes into the aforementioned Country.

Address Halesfield 24, Telford, Shropshire, TF7 4NZ  
Tel: 1952 585673 Fax: 01952 582816.

Please contact this company direct if you are interested.

---

#### VULCAN GROUP

The above companies communications have been forwarded to the Chamber Office from FIDC and the Secretariat.

"I am happy to announce that the Import division of Vulcan Group has merged with the Export division. This means that we now have a large number of affiliated companies that are interested in importing to the United States, from your country.

We are hereby inviting manufacturers, companies and individuals from your country who wish to sell their products in the United States, to contact us.

The companies in our export network will continue to maintain their credit policies. All business enterprises, companies and individuals who wish to purchase products and merchandise from the United States, can order what they want, and they can pay for the merchandise 120 days after they receive it.

If I can be of any assistance, please call me at (210) 425-0504 twenty four hours a day."

Signed Director, Robert M Johnson  
P.O. Box 531081, Harlingen, TX 78553

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#### COMMUNITY SCHOOL

The Community School has contacted the Chamber with the aim of setting up a meeting with Companies and the school to identify demands in both the private and public sectors for vocational educational needs, that can be taught locally and can be assessed or identify appropriate courses overseas.

The Chamber invites companies interested in this discussion to contact the office with the aim of setting a time and date for this to be set up. There is a definite need for this type of learning, so please if you can help in any way contact the office and we can set the ball rolling in helping the youngsters at the school.  
Thank you

No Wool Report from Peter Marriott, as there have been few sales, hopefully a report this week, but it will be too late for the bulletin.

\*\*\*\*\*

#### FIDC

The Report and Accounts for 1994 - 1995 are now available, there are a few copies in the Chamber Office if anyone wishes to have one, or just to come in and have a read.

In the Chairman's Report:

"When we add to the above the potential of the abattoir and the enhanced flight to Punta Arenas, the benefits that must accrue to the community from the impact of FIDC can hardly be underestimated".

"In spite of all these high profile achievements, however, it is the encouragement and stimulation to the emerging private sector that must be given priority in our thinking and I am confident that the Board shares that view".

These are just a couple of paragraphs taken from the report, please get in touch if you wish to have a copy of the report.

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#### PARLIAMENTARY COMPANION

The above book has been kindly forwarded to the office by FIGO, it is dated July 1995 very useful information book to have in the office.

\*\*\*\*\*

#### ABERDEEN CHAMBER OF COMMERCE

The Business Bulletin, April 1996. The front page of this months issue: "Hindsight we are told is a wonderful thing. Foresight, on the other hand, is a venture into the unknown where all manner of situations which were not anticipated at the time of the forecast can alter the expected outcome. Given the uncertainties, it takes a bold forecaster to confidently predict that the North Sea oil and gas industry will still be the main economic driver in the economy in the year 2020."

"Looking for an alternative to oil and gas is almost akin to the search for the Holy Grail"

The recent study published by UKOOA based on information it has gathered from the major exploration companies concluded that output of oil and gas from around the Scottish coast will continue for at least another 30 years.



"The challenge is getting our businesses into a fit state to cope with whatever is ahead".

There is more to this article, if you wish to view please call at the office.

Also in the bulletin: Small Firms Not Training Staff because of Quality and Quantity Constraints.

Britain's small companies admit that they are not training their staff as much as they should be because of time, money, and availability constraints, according to the latest survey of 375 small companies conducted by the British Chambers of Commerce and sponsors, business finance specialist, Alex Lawrie on the subject of training.

In the Members news section: One of the principal objectives of the new Aberdeen City Council would be to maintain the city as the oil capital of Europe beyond the year 2000, the present council leader told a gathering of local businessmen. Mrs Farquhar called for the oil industry and the local authority to show the necessary imagination, vigour and will to succeed "Local government reorganisation has served up difficult yet challenging times ahead and it will be the duty of the in-coming Aberdeen City Council to work in partnership with a web of organisations to grasp opportunities in the interest of the development of this city", she says.

Still in the members news section: "Northern College has become the first higher education academic institution in the North of Scotland to offer Internet training courses for the general public.

With the rapid expansion of world wide electronic communications, Northern College is responding to the growing need for a basic introduction to the facilities which are now available."

Also from The Aberdeen Chamber of Commerce the Annual Report and Accounts 1995, for viewing please call at the office. Sent with the report is a leaflet on Seminars being held during the Oilmex '96 Exhibition in Aberdeen. The leaflet covers seminars on Partnering and alliancing - the challenge for IT. Information Management - gaining business advantage. Developing competency. Asset and Maintenance Management. Risk Management. Project Management. All of this starting 24th and 25th April, prices and details in the office.

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## JOB SHOP

Ms Carol Peck, Tel: 21896, is seeking any type of office work, ie Clerical/Secretarial. Mornings preferably, please contact Carol on the above telephone number for C.V. and details of office experience.

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## CHAMBER OF COMMERCE OFFICE

The Office will be closed on the following dates: Monday 22nd April, Tuesday 23rd April and Wednesday 24th April.

Sorry for any inconvenience this may cause, if there are any DHL packages delivered to the Falkland Islands within this period I will still deliver them.

If there is anything urgent please contact me at home on Tel/Fax 21990.

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## PAPERS

Now being delivered to the Chamber Office, newspapers from Government House, The Telegraph and the Times, if you wish to read, please call at the office, there are certainly plenty of them.

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Falkland Islands Chamber of Commerce  
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Vol.3 No. 10

BULLETIN

2nd May 1996

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**COMMUNITY SCHOOL**

A repeat of our message to businesses from Bulletin No 9 dated 18th April, the Community School has contacted the Chamber with the aim of setting up a meeting with Companies and the school to identify demands on both the private and public sectors for vocational educational needs, that can be taught locally and can be assessed or identify appropriate courses overseas.

The Chamber invites companies interested in this discussion to contact the office with the aim of setting a time and date for this to be set up. There is a definite need for this type of learning, so please if you can help in any way contact the office and we can set the ball rolling in helping the youngsters at the school.

---

**EASIER MONEY**

Recently received from Ian Cox, FIDC Commercial Representative at FIGO, a booklet published by DTI, entitled Money & Machines.

This booklet has been prepared by DTI in association with British Bankers Association, Finance & Leasing Association, the CBI and other Industrial Associations.

It has been produced in order to assist businesses understand what it is that lenders are looking for in an application for funding, and how to prepare an application for funding. Although primarily aimed at companies with a turnover ranging from £1 million to £10 million, the principles remain the same for any funding application.

The booklet covers the general topics listed below:

1. Identifying and assessing capital investment opportunities.
2. Capital Investment appraisal.
3. Selecting the right financial package.
4. Preparing an application for funds.

It is highly recommended that members take the opportunity to read this booklet prior to preparing an application to SCB, FIDC or any other lender for financial assistant.

## SUMMARY OF WORLD BROADCASTS - 26TH MARCH 1996

### Chile to join Mercosur in June

Extract from a report by the Argentine news agency Telam.  
"Buenos Aires, 22nd March: Foreign Minister Guido di Tella has confirmed today from Colombia that Chile will officially join Mercosur (Common Market of the South) - a free trade area comprising Argentina, Brazil, Paraguay and Uruguay - on 25th June."

"The foreign ministers, who were taking part in the Free Trade Area of the Americas Ministerial Summit held in Cartagena from 18th to 21st March, took this opportunity to resume the negotiations which began in Buenos Aires on 14th March."

This is just short extracts, the full Text is available for viewing at the Chamber of Commerce Office.

### LIBRARY

#### LAMP ACCESS

A fax message has been received from the above company, who have asked if there is any interest here in them supplying a "wide variety of items ranging from Electrical Lamps and Fittings and Electrical Accessories and small electrical appliances. Including the following: Watches, Clocks, Sun Glasses, Electronic Organisers, Translators and Calculators. I can also supply Blank Greeting Cards and Printed Birthday Cards."

The full letter is available at the Chamber Office.

\*\*\*\*\*

### MINISTRY OF DEFENCE

Vol 4 No 25 21st February 1996, Vol 5 No 2 3rd April 1996, Vol 5 No 3 17th April of the Works Services Opportunities Magazines are available for viewing.

\*\*\*\*\*

### CREDITON CHAMBER OF COMMERCE

The above Chamber have sent us a copy of their minutes of a meeting held on Thursday, 8 March 1996. Discussed at this meeting were "views on the proposed MDDC Draft Development Brief (Paul Janion), Town Centre Management, Grant Application - extensions on video surveillance (Mike Stoddard), Traffic Flow proposals, Finger Posts in Crediton, and also a letter received from the Area History and Museum Society, with the Theme of People and Trades of Crediton. Please call at the Office if you wish to view these minutes.

\*\*\*\*\*

### MOBILISE

The newsletter of Moray Badenoch & Strathspey Enterprise.

Issue 2 of March 1996 of this booklet which includes articles on a Highland Forestry nursery company, who have established a new laboratory to allow it to scientifically measure tree quality and guarantee against disease and damage. Improve on handling techniques to raise sapling survival levels. Also included in this interesting newsletter is a look at the success of self help initiative. Mainly addressed at women as there are the added problems of running a home and parenting involved when women return to business.

Developing initiatives, MBSE tourism adviser reports on three recently formed groups who are involved in the community for future planning. Environmental Group/IT Group/Marketing Group.

The newsletter is available at the Chamber Office for anyone interested.

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#### EXPORT COURIER

This edition of the Export Courier includes Home and Garden, Housewares, Electrical, Hardware, DIY, Gardens.

"This catalogue is packed with opportunities for importers and retailers looking for new products." There is an information service available with a fax sheet to fill out included in with this edition, the Fax No is +44 1707 323447.

\*\*\*\*\*

#### EXECUTIVE MAGAZINE

From the Highland & Islands Enterprise, included in this Bi-Monthly Mag. A small article "Scrabster future hopes boosted". There are a couple of pages on Orkney Focus, one of the articles: "Cost-cutting measures needed to clinch Atlantic Frontier contract". I have copied the page for inserting with this weeks Bulletin. In the brief analysis section is an interesting article on "Fresh approach promises buoyant economy and strong communities". Extract "the upward trend in population, after more than a century of depopulation, is now an established fact. Technology has opened new doors of opportunity. And the pressure points have changed too. The peace dividend problems of the Cowal peninsula have been tackled, for example. The impact of a maturing oil province in the North Sea. The Highland and Islands is in the process of a rapid change, energetically turning around its long legacy of economic decline. A new confidence is evident in many corners of our area".

\*\*\*\*\*

#### BUSINESS ALERT

Issue No 22 of this leaflet from Aberdeen Chamber of Commerce. Facing the Challenge of Change. "BBC Worldwide has produced a video-based package, "Facing the

Challenge" which covers four main areas of change in the information-based organisation; managing the new employees; managing in the global economy; and the special demands of service workers. The package is intended to help those who want to know how organisations will change over the next decade and beyond. Among the issues examined are: the role of the modern employee, leadership: responsibility and empowerment: the new role of the middle manager: recent trends: and the importance of 'unlearning' outdated concepts."

Venture Capital Guide: The British Chamber of Commerce has launched a new guide to Venture Capital. It contains facts and articles about how to raise venture capital, and lists the names and addresses of over 70 venture capital providers, including the relevant contacts in each organisation and professional advisers to assist. There are four indexes showing which of the venture capital providers specialise in particular sizes and types of deals, as well as those that specialise in certain industry sectors or geographical areas. More information from Bookline, 9 Tufton Street, London SW1P 3QB. Fax 171 799 2202 891000, price £19.95.

\*\*\*\*\*

100A1

The magazine of the LR(Lloyd's)Group Issue 1 Number 112 Included in this issue: LR in Vietnam:prosperity under new 'Open Door' policy. Chief Ship Surveyor speaks out on bulk carrier safety. Viewpoint: Bernard Meyer, sixth generation at Meyer Werft.

LR's FOBAS procedure helps protect fuel oil bunkers users. A small extract from this article "The quality of marine fuel oil bunkers is a concern that will not go away for ship owners and operators. While the marine press continues to highlight the problem, there is little to control sales of sub-standard bunkers. LR's FOBAS addresses these problems using accurate analysis and detailed technical evaluation, thus affording a degree of protection for owners and operators."

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#### THE PARLIAMENTARIAN

The journal of the Parliaments of the Commonwealth, January 1996 LXXVII No 1. There is mention of the Falkland Islands, "Given the increase in different international trading agreements promoted by large countries, can small Parliaments really influence the way their small countries develop or are they merely becoming "Managers at the Margin?". "The delegate appealed to small states to band together to stand with Gibraltar when it needs international support against Spain. The Falkland Islands is in a similar position with Argentina, said a delegate from that South Atlantic dependency." To view the whole article please call at the office.

## BUSINESS NOW

The above company has sent promotional leaflets. "Business Now is packed with practical, profit-making advice for busy managers. Covering just about every aspect of your work as a manager of time, people and resources". "8 pages of the most practical, time-saving, people-handling, business-boosting ideas you could ever need - every fortnight." To view these leaflets please call at the office.

\*\*\*\*\*

## WOOL MARKETING REPORT

Wool Report from Keith Atack, for week ending 26.4.96 In the General Section: "With prices sinking to new seasonal lows at this week's New Zealand wool sale and the bulk of the Australian market failing to recover from last week's lows, disappointing trading experience in Bradford and throughout Europe is scarcely surprising. Enquiry is negligible and orders never seem to materialise from any interest shown. Pricing is as competitive as ever and margins are under pressure. Quoted levels amongst processors are unchanged or lower than last week. There have been some larger reductions by individual firms, some of them not an obvious reflection of the wool markets."

## JOB SHOP

More communications from Mr Bjorn Hallberg, who has taken the advice given and advertised in the local papers. He has sent another fax message with a list of employment he is willing to undertake, also included is a reference from The Prudential Realty in San Rafael, California, recommending Bjorn as bright and very personable, with excellent English, to view all the correspondence from Bjorn please call at the office.

\*\*\*\*\*

A reference has been received from a Chilean Lady, Dora Teresa Marilican Munoz, Dora wishes to work in the Falkland Islands, in the Hotel trade. She can provide references and is of an attractive appearance. Dora's command of English is not so good and she wishes to work in the Falkland Islands to improve on this and also to learn about Tourism and how we handle things over here. Dora is married with one child but is willing to come over for up to 2 years on her own. She would prefer a live in position within the hotel trade if possible. To view the CV please call at the office.

## NEWSPAPER CUTTING

From the Daily Telegraph a copy of Tim Butcher's article please call at the Office if you wish to view or have a copy.

## Cost-cutting measures needed to clinch Atlantic Frontier contract

FOR remote island economies, most years have their ups and downs – and 1995 was no exception for Orkney in this respect.

The best news for Orkney came with the Flotta oil terminal winning the first contract to handle oil from the Atlantic Frontier. Sometime in 1996 the first shuttle tankers should arrive in Scapa Flow, bringing Foinaven oil for off-loading to the Flotta terminal for subsequent onward shipments to markets.

However, the terminal consortium led by Elf Enterprise (Caledonia) only won this contract by implementing stringent cost-cutting measures which reduce terminal employment by another 60 jobs over the next three years.

These jobs generate further economic activity in the local economy, and their loss will be felt across a number of sectors.

Some major new projects made progress in 1995. In particular, Orkney Auction Mart Ltd has now let the final and main contract for its new mart on the outskirts of Kirkwall, boosted by

an award from the European Objective 1 programme.

The building is due for completion in summer 1996, allowing the company to vacate its present cramped premises in the town.

Another major award announced recently was £3.7 million from the Millennium Commission for the planned multi-functional Pickaquoy Centre to be built by Orkney Islands Council.

The award represents half the total capital cost of the project, which is the largest building plan in Orkney since the construction of the Flotta oil terminal 20 years ago.

Orkney's main industry is agriculture and, for the last year or two, it has been enjoying better conditions with higher prices for beef cattle. Orkney's traditional industry, based on specialised beef herds, is better placed than most to ride out the current storms caused by the BSE scare.

Fishing has enjoyed steady growth in Orkney, with revised Fisheries Department figures showing that the numbers engaged in the catching side

of the industry are not far short of Shetland's total.

Onshore employment is not so well developed, although a number of processing projects have been completed or are due for completion shortly.

Orkney Fishermen's Society has opened a new state-of-the-art crab factory in Stromness, and Westray Processors is well ahead with a major refurbishment of its plant in Westray.

Both projects received financial assistance from Orkney Enterprise and Orkney Islands Council, and will reinforce Orkney's position as a major force in the shellfish industry – the products of which are becoming known in most of the important European markets.

The products of all Orkney's industries will receive help from a joint marketing programme, involving almost £500,000 of Objective 1 funding, launched this year by Orkney Enterprise and Orkney Islands Council.

Working together and in concert with island businesses, the programme should make a significant contribution to the growth of the local economy in 1996 and beyond.

## On the crest of a wave

A NEW name, new logo, new headquarters – 1995 was a year of major change for the company which operated Orkney's network of internal ferry services.

In August Orkney Islands Shipping Company officially became Orkney Ferries. The change – culminating in September with a move into new harbour-front offices in Kirkwall – was part of an ongoing drive by the company to improve service to its customers.

The spacious purpose-built offices are geared towards providing passengers with easy access to ferry information.

They also ensure a quick turnaround on ticket sales, especially important during the busy summer months.

And if 1995 was anything to go by, that extra space is sure to prove crucial – by the start of December passenger numbers were already up 7.5 per cent on the previous year, with vehicle numbers up by five per cent.

Orkney Ferries plays a vital role in the lives of people in the outer and inner isles, and the company has endeavoured

to draw up timetables which are geared towards the specific needs of each community.

Regular year-round daily sailings – in all but the very worst of weather – help to underpin the often fragile economies of the more isolated of Orkney's islands.

The company's operations are also central to efforts to build on Orkney's already successful tourist industry.

Orkney Ferries is working with Orkney Tourist Board to prepare a new brochure aimed at encouraging more visitors to sample the unique attractions of the outer and inner isles.

"We've enjoyed another successful year, but we can't take anything for granted," says Orkney Ferries manager Alastair Learmonth.

"The changes have brought a new confidence to everyone in the company. It is important that we harness that confidence, and concentrate on continuing to provide a first-class service to all our customers, right into the next century."



Orkney Islands Council provides a full range of support services to industry, including advice, financial assistance, sites and premises.

Orkney itself provides a business-friendly environment.

For further details contact:

Jeremy Baster  
Director of Economic Development  
Orkney Islands Council  
School Place, Kirkwall KW15 1NY  
TELEPHONE: 01856 - 873535  
FAX: 01856 - 875846





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P/COC/1#94



Vol.3 No. 11

BULLETIN

17th May 1996

#### CHAMBER OF COMMERCE, PUNTA ARENAS

The above Chamber of Commerce have contacted us with the aim of having an evening reception on 29th May 1996, in the Malvina House Hotel at 21.00hrs to meet with our Members. The delegation are visiting for one night only, so I am hoping for a good turn-out from the Falkland Islands Chamber of Commerce. Businesses attending the reception will have the chance to make individual appointments to meet with relevant Punta Arenas Chamber of Commerce Members for the next morning.

Could I please have names of those who will attend the reception so that I can liaise with the Hotel on catering, there will be a charge necessary for small nibbles, this to be announced later.

The Magallanes Chamber of Commerce are hosting a cocktail buffet, at the Upland Goose Hotel, 12.30 until 13.45 before leaving for the trip back to Punta, again anyone wishing to attend please contact the office ASAP.

#### FIGAS USERS WORKING GROUP

The Chamber of Commerce are seeking a representative to attend further meetings of the above group.

Anyone wishing to attend on behalf of the Chamber of Commerce please contact May at the Office as soon as possible, a written report from our representative will be needed, the first meeting is to be held at 10.00 on Tuesday, 11th June 1996 in the Board Room at FIDC.

Do you have any items for the agenda of this meeting, again please contact the Office, ASAP.

#### SHIPPING SERVICES USERS GROUP

The Chamber of Commerce is seeking a representative to attend the Shipping Services Users Group, the members at present attending consist of Sheep Owners Ass, Farmers Ass, FIDC, FIG and Byron Marine, so we need to send someone from the Business Sector.

The Shipping Users Group would like the rep to be a regular user of the Tamar, not only inter-island trading, but also Punta Arenas, also a business situated in Stanley would be preferred.

Anyone wishing to attend these meetings please contact the office ASAP, the first meeting is due for this month.

## DIRECTORY

The Chamber of Commerce Office is now looking for contents for the New Directory, if we have only 1,000 printed we feel that by charging for advertising this would cover our printing costs and enable the Chamber to issue the Directories Free of charge to interested parties, then if needed we can reprint.

If you wish to change your entry in the Bulletin please contact May at the Office. Advertising costs will be a 4 line entry or 3rd page - £33. For a half page entry - £50. For a full page entry £100. The Chamber Council feels that the centre pages could be used for a town plan of Stanley.

Also discussed was the Social contents of the previous Directory and it was felt we should repeat this information.

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## EUROPEAN SEAFOOD EXPOSITION

Ian Cox, Commercial Representative of FIDC attended the above Exposition, and has kindly sent the Chamber of Commerce a Catalogue with companies highlighted, these companies showed a particular interest in the Falkland Islands and Ian has asked the Chamber to bring this to your attention.

The catalogue is available at the Chamber Office for anyone wishing to view.

A short extract from Ian's letter:

"Fish resource world-wide is fragile and companies are on the look-out for new, regular supplies. There was considerable interest from many companies (being aware of current JV interests I talked only generalities with Spanish exhibitors) and they would like to hear from Falklands businesses in a position, or likely to be in the future, to supply product in whatever form. Basic frozen product can be processed further by the buyer."

Ian goes on to say in his letter that if anyone wishes to contact him direct at FIGO he would be pleased to hear from you.

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## LIBRARY

### WHAT TO BUY FOR BUSINESS

This Edition No 182, May 1996 deals with Page Printers, "Page printers are becoming faster and cheaper than ever. This report talks you through the printing issues. What speed do you need? How important is printer language? And what is GID anyway? We also provide full details and

reviews of all mono page printers with speeds up to, and including, 30 pages per minute."

Also in this month's magazine is a report on Wide-Area Paging, "Pagers are veterans of the mobile communications market. They may not have the glamour of cellular phones, but they are still a popular choice for many business and domestic users. What to Buy investigates this low-cost way of improving your company's communications."

This magazine now available for viewing from the Chamber Office.

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## CBI

In this April edition of CBI, "Pension proposals impose excessive costs on business - CBI. The CBI has criticised draft legislation directed at firms' minimum funding requirements (MFR) for pensions."

The article goes on to say "The CBI is convinced that the Government's proposals, which embody a series of highly conservative actuarial assumptions, will lead to costs beyond those envisaged by social security secretary Peter Lilley. A balance has yet to be struck between the imposition of excessive costs on employers and unacceptable levels of risk for scheme members."

"In 1994, the CBI surveyed members to gauge the true financial impact of the MFR."

The article ends: "The CBI has argued to DSS minister Oliver Heald that the survey results fully justify members' concerns about the draft legislation."

Other articles in the Magazine: Market Report: Portugal. Regional Survey: The North of England. Special Feature: Environment's New Quango.

\*\*\*\*\*

A Fax message has been received from BICC Cables Ltd, Delaunays Road, Blackley, Manchester, M9 8FP. Tel: 044 1617409151, Fax: 044 1617958393.

"I would be most grateful if you could provide me with a list of the following companies in your territory.

- .Telecommunication companies
- .Cable TV companies (CATV)/Installers
- .Closed circuit TV companies (CCTV)/Installers-(security)
- .Electricity companies
- .Gas companies/Gas pipeline installers
- .Water companies/Water pipeline installers
- .Oil companies/Oil pipeline installers
- .Installers of transport networks: - Railway
  - Underground
  - Trams
  - Airports

The contact name for this company is Alfonso Perez, Export Sales Executive, contact No 044 1617412360.

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#### BRITISH OVERSEAS DEVELOPMENT

Issue No 46, March 1996, one of the features "Education", "Development studies, like media studies, environmental awareness and several other new disciplines, is still a controversial choice, and finding its feet in the academic hierarchy. A growing number of academic institutes is offering development to undergraduates. These, say the critics, are the students who once chose 'real' subjects such as geography or economics, but are now swayed by fashion, media hype or the desire to be politically correct into an offbeat or woolly discipline."

The article goes on to say "IDS is no ivory tower, staff and students insist. It is a centre of excellence, promoting real academic advancement, not a woolly non-subject. IDS, its advocates insist, plays a leading role in internal debates, and has an important place in setting development theory and policy."

Other features: Learning & Libraries, Fair Trade, Modern methods for beating drugs, Food security, Chernobyl - the anniversary, ODA Publications.

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#### FALKLAND ISLANDS WOOL MARKETING

Market report from Peter Marriott for week ending 17/5/96

Falkland Wool Heading: "With the generally firm to unchanged market in all primary areas this week we have seen for the first time a slight feeling that the market may have reached the bottom for the time being. What is needed to clarify the situation is more interest from all areas regarding new orders for the next few months. We shall be contacting all potential clients next week and try to establish a price level at which they may be willing to put down new and forward orders. We shall within the next few weeks or sometime after the spring bank recess hopefully have a clearer idea of the market position for the remainder of the year."

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#### JOB SHOP

Correspondence from Mr Paul O'Sullivan, Royal Oak, 95 High Street, Harlesden, London NW10 4TS, Tel: 044 181 965 2278. Mr O'Sullivan wishes to work in the Falkland Islands at any vacancy available, (he is employed in the Hotel Trade at the moment) for 1 year only. There is a C.V. available for viewing in the Chamber Office for anyone interested in employing Paul.

A Communication has been passed to the Office from Mr Nick Evett, 12 Anglesea Road, Shirley, Southampton, SO15 5QJ, Tel: 044 1703704549. Mr Evett is at the moment completing an HND in Leisure Studies which finishes this May. Nick has sent the Office a full C.V. and copies of certificates for Pre-Vocational Education. he also has a RSA certificate for Computer Literacy and Information Technology - Distinction. to view please call at the Office.

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#### CONSTRUCTION

Mr Edwin Peer of Southampton has written to everyone in the Falkland Islands I think, he is gathering information for a "proposed book, on all the construction work that has been carried out on the Island since 1982." The letter goes on to say, "I would very much like to feature how the islands have benefited, or changed during the past 14 years, hear the views and the memories of the islanders themselves talk to some of the newcomers and see how the new businesses are developing."

There may be some businesses out there wishing to be included in a publication on the Falkland Islands and development, now is your chance, please contact Mr Edwin Peer, 31 Beatty Court, Anson Drive. Sholing, Southampton, Hants, SO19 8RQ Tel: 044 1703 441958.

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Falkland Islands Chamber of Commerce

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P/COC/1#95

Vol.3 No. 12

BULLETIN

27th May 1996

#### PUNTA ARENAS CHAMBER OF COMMERCE VISIT

Confirmation has been received of the delegation from Punta Arenas, a list is enclosed.

Evening reception on 29th May 1996 at the Malvina House Hotel, Lounge Bar, commencing 21.00hrs. Thank you to all who have booked a place to meet with the delegation, a charge of £5.50 per person will be made. Individual appointments can be made with relevant businessmen for the next morning. The Punta Arenas Chamber are hosting a small buffet lunch in the Upland Goose Hotel from 12.30 until 13.45 on Thursday, 30th May 1996 before returning to MPA for the DAP flight.

#### DEPT OF AGRICULTURE

A letter has been received from the above Department for our information: "We recently had an enquiry from an importer regarding the importation of meat and meat products from Chile. I am therefore writing to you to inform you of the current situation."

##### 1) Importation of Meat and Meat Products from Chile.

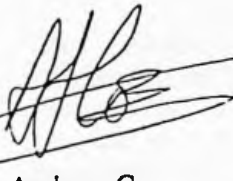
The legislation relating to the importation of meat and meat products from Chile is contained within a number of Proclamations made pursuant to provisions of the Customs Ordinance. The Proclamations which specifically affect imports from Chile are number 3 of 1973 and number 6 of 1986 (copies of which are enclosed for your reference). I am advised that the net effect of these Proclamations is to prohibit the importation of cooked meats (and certain other meats and meat products) but not to prohibit the importation of fresh meat slaughtered to EEC standards.

At their meeting in June last year, Members of Executive Council considered a Paper prepared by my predecessor Mr Ian Saunders which dealt with the importation of meat and meat products from the South American mainland. Following consideration of the Paper, Members advised that pending the introduction of new legislation dealing with the importation of meat and meat products, only canned meats should be permitted to be imported from the South American mainland including Chile. The legislation envisaged by Members will be based upon the Food Safety Act 1990 of the United Kingdom and the regulation made under that Act. The Act itself comprises some 60 sections and 5 schedules and the regulations are both lengthy and complex. In the circumstances, I imagine that it will be several months before draft legislation is available for Members to consider. Until the legislation is enacted, all importers of meat and meat products are asked to comply with the Executive Council recommendation made last year.

If attempts are made to import meat or meat products in contravention of the wishes expressed by Members, I would anticipate that emergency legislation would be prepared to prevent importation.

2) Meat and Meat Products from Chile "in Transit".

I am advised that meat and meat products which are brought into the Islands for onwards transmission to fishing vessels or to a final destination outside the Islands, are regarded as being goods "in transit". Strictly speaking, these goods are not imported because they are subject to control by the Collector of Customs whilst they are physically present in the Islands. There are no restrictions upon the type of meat and meat products which are brought into the Islands for onwards transmission provided that they are dealt with in accordance with the conditions attached to this letter and which have been issued by the Collector of Customs.



Andrew Coe  
Senior Veterinary Officer  
Falkland Islands Government

The relevant Proclamation paper No 3 of 1973 and No 6 of 1985 are available for viewing at the Chamber of Commerce Office.

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EDEMOLA ADETUNJI ENTERPRISES LTD

The above company have written to the Chamber asking if there are interested businesses in the Falkland Islands wishing to export Wool or Fish to Lagos, Nigeria.

Anyone wishing to view this letter, please call at the Office.

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LIBRARY

ABERDEEN CHAMBER OF COMMERCE, BUSINESS BULLETIN

Included in the May edition of this magazine, "Thanks to the Sponsors of the Stavanger Trade Mission". "Cash for Small Firms Training". "Management Buy-out at Rigblast Energy Services". Anyone wishing to view this magazine please call at the Office.

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EXECUTIVE MAGAZINE

Number 129, March 1996 includes business news from the Scottish Highland Regional Council. Lots to read, details of money made available for the promotion of Tourism, improved ferry terminal facilities in Orkney, "£3.3 million in Euro aid for the Barmac fabrication yard at Nigg towards a further £4.74 million to be invested by the operators themselves in a new facility to enable the yard to produce floating platforms, the new generation of oil production structures.

\*\*\*\*\*

## RSA INQUIRY, TOMORROW'S COMPANY

"This document sets out the Inquiry's recommendations, based on its cumulative findings." In addition to this consultation process, the Inquiry's research included:

"The case for change Facing the realities of global competition". The inquiry's vision, Tomorrow's Company competing at world-class levels through adoption of an inclusive approach. An inclusive approach to business leadership, Introducing new guiding principles for action. An inclusive approach to people, Creating the opportunity to release greater value from working relationships. An inclusive approach to investment needs, Convincing the financial community to provide longer-term support. An inclusive approach to society, Acting on the UK's urgent need to create a more supportive business environment. Making it happen, What each key group needs to do.

To view this publication please call at the Office.

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## THE NEWS

A copy of the Weald and West Kent Chamber of Commerce and Industry News Magazine, which mentions the Falkland Islands Chamber as new contacts. To view please call at the office.

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## DHL EXPRESS MAGAZINE

The Spring edition of this magazine includes "Rich Pickings, Sifting out those business scams". "Phew Phuket, its alternative Tourist attractions". "Energy Switch, Cuts that save the earth". "Top Sail, DHL in round the world race".

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## JOB SHOP

The Chamber of Commerce Office needs someone to act as my holiday relief from 20th June 1996 until 1st August 1996.

This is a challenging part-time job, and the ideal applicant must be self-motivated and also be interested in promoting all aspects of local business.

Word processing, general office experience and confidence in dealing with the general public are essential. The working hours can be made flexible to suit individual needs, but ideally the office should be open from 8.00am until 12 noon every weekday.

For further details please call May Dempster at the Chamber Office or at home.



## EMPRESARIO (BUSINESS MEN)

OTZEN CRIGHTON, JUAN  
 FERNANDEZ SESNICH, JULIAN  
 INSUA FERNANDEZ, JORGE  
 ALFARO JURGEVIC, FREDDY  
 MARIDOVIC SOLO DE ZALDIVAR, MIODRAG  
 USAJ KUSANOVIC, OSVALDO  
 LUKSIC BABAIC, JORGE  
 RETAMAL BARRIONUEVO, VICTOR  
 FLORES CORNEJO, LUIS  
 CROHARE VON ST. GEORGE, JUAN E.  
 CANTZLER HANSEL, GUNTHER  
 ARAVENA PUELMA, RAUL  
 MARTINIC GLASINOVIC, PEDRO  
 ESPINOZA ZUÑIGA, JULIO  
 GOMEZ FILIPIC, RICARDO IVAN  
 ABU GOSCH ABU GOSCH, DIANA  
 CARDENAS MIRANDA, ZULEMA  
 MARTINEZ HERNANDEZ, JUAN PEDRO  
 PRIETO SANCHEZ, RODOLFO  
 RUIZ SALAS, EDUARDO  
 RIADI RIADI, MIGUEL  
 IVELIC DAVET, VIOLETA  
 MARIDOVIC ZLATAR, MIODRAG  
 SOLO DE ZALDIVAR CLAVEL, VICTORIA  
 DRPIC IVELICH, LJUBICA  
 FILIPIC AGUILA, MARCOS  
 BULJAN LJUBETIC, DINKA

## BUSINESS

FURNITURES - ELECTRIC HOUSE HOLDS  
 FOOD'S DISTRIBUTION  
 ID.  
 ID.  
 CHAMBER PRESIDENT./ HOTELIER - TOUR  
 SHIP'S SUPPLIES - FOODS- FLOWERS  
 SALMON HATCHERY-MILKY DISTRIBUTION  
 BEER - SOFT DRINKS  
 HEATING EQUIPMENT  
 MARITIME SERVICES  
 MARITIME SERVICES/ TUG - SHIPS  
 FURNITURES-ELECTRIC HOUSE HOLDS  
 CHAMBER OF COMMERCE / MANAGER  
 HOTELIER - TOURING  
 FOOD'S DISTRIBUTION - SHIPS SUPPLIES  
 CLOTHING - DRESS - COSMETICS  
 CLOTHES  
 CONSTRUCTION / BUILDING  
 TIMBER - BRICKS  
 MARITIME SERVICE  
 FOOTWEAR  
 HOTELIER - TOURING  
 HOTELIER - TOURING  
 HOTELIER - TOURING  
 HOTELIER - TOURING  
 SHIP'S SUPPLIES  
 HOTELIER - TOURING





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P/COC/1#96



Vol.3 No. 13

BULLETIN

6th June 1996

#### INFORMAL DISCUSSION

Government and the Chamber of Commerce have arranged another informal discussion session in the Colony Bar, 5.00pm until 6.30pm on Wednesday the 19th June 1996.

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

I would be grateful if you could inform me (May) at the office if you will be attending this meeting, on or before Monday the 17th June 1996, thank you.

#### SHIPPING SERVICES USERS GROUP MEETING

Thank you for the applications to attend the above meeting, the successful candidate is Mr Andy Brownlee, Lifestyles. Andy will report back to the Chamber Office of any decisions made at this meeting.

Thank you to the companies who applied to represent the Chamber of Commerce.

#### FIGAS USERS WORKING GROUP MEETING

Due to the lack of response for a representative to attend the FIGAS meeting, Mr Hamish Wylie, Secretary, Chamber of Commerce will attend on our behalf.

#### PUNTA ARENAS CHAMBER OF COMMERCE

Now available at the office a copy of Company names and fax nos. of the delegation represented in the flying visit. Please contact the office if you wish to have a copy of this list.

#### VISIT

Consultancy Services Falklands Ltd, have sent the Chamber news of a visit by Mr Richard Storey of HSBC Gibbs, Insurance Brokers, dates 18th - 25th June 1996. "If any members of the Chamber of Commerce wish to meet Richard to discuss any commercial insurance matter and/or personal insurance, please could they call Drew Irvine at Consultancy Services on 22666."

"Consultancy Services can offer through HSBC Gibbs a wide variety of insurance cover including office insurance, public and employers liability insurance, personal accident as well as household and travel insurance."

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#### MAIL BOX

A letter has been received from Diego Deniz-Import, Tenerife, they wish to contact companies in the Falkland Island who wish to import various articles from their region. The letter is quite difficult to read, there is a list of items they can offer eg : "Artisanies of all fellow (all lot of), typical of his country".

Anyone wishing to view this letter please call at the office.

\*\*\*\*\*

Mr Pedro Martinic of the Chamber of Commerce Magallanes Region, has forwarded us a copy of an article in the Prensa Austral dated 1st June 1996, here is a short extract which was kindly translated for me:

"The areas of interest with most potential for supply to the Falklands are food, tourism, domestic electrical appliances, and prefabricated structures for the construction market and for agriculture. But all of these must be of high quality, says Marinovic, because "they are used to European standards. So, as long as we are able to provide first class products in all areas, we will be able to continue doing business."

"The most important thing is that this business should be reciprocal. Because, just as we are interested in offering our products, they also wish to offer theirs, explains Marinovic.

Mr Marinovic is the President of the Magallanes Chamber of Commerce.

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#### LIBRARY

##### ABERDEEN BUSINESS ALERT MAY 1996

Included in this months publication: "Updated ACAS Handbooks, revised editions of two of its advisory handbooks, Employment Handbook and Employing People. Both bring together a broad range of subjects in a concise, accessible form, written for a non-specialist audience. They also reflect all recent changes in legislation. Employing People is aimed at small firms and covers everything from hiring people and pay to training and unfair dismissal. It incorporates the latest changes in employment law, including those affecting unfair dismissal, maternity rights and statutory sick pay. The

Employment Handbook is a reference guide giving impartial advice to employers, employees and their representatives. It includes subjects such as absence, harmonisation and relocation, as well as a section on equal opportunities, and has been expanded to cover the provisions of the forthcoming Disability Discrimination Act. Price £2 ea. from ACAS Reader Ltd. PO Box 16, Earl Shilton, Leicester LE9 8ZZ. Tel 1455 852225."

Also in this edition: "Readers are reminded that the British Chamber of Commerce has just published a Guide to Venture Capital containing one of the most comprehensive listings of UK venture capitalists, legal and financial advisers and stockbrokers, together with useful and informative articles. Copies £19.95, inclusive of postage, from the British Chambers Bookline. Tel 171 222 15555."

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#### FALKLANDS OIL NEWS

Copies of the Falklands Oil News publication are available from the Chamber of Commerce? This edition includes: Launch Successful by Mr Andrew Gurr. Licensing Programme Procedure. Legal Advisers Appointed. Local Commercial Opportunities by Mr Hamish Wylie.

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#### SCOTTISH CHAMBERS OF COMMERCE DIRECTORY 1996

The Directory of Members of the above association.

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#### PATAGONIA, CHILE

A beautiful book on Patagonia, with Spanish and English narration, which includes the history of the region, Regional Geography, Flora and Fauna, Chilean Occupation, Economic Activity, with details of Tourist Excursions and General Information.

\*\*\*\*\*

#### DIRECTORIO NACIONAL DEL COMERCIO DE CHILE

The office now has the 1996/97 edition of the above directory which will enable you to access commercial names and address in Chile, the book also covers services and tourism.

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#### CHILE ECONOMIC REPORT

The above booklet is dated Winter 1996, and includes "President Frei sets Goals for 1996". "New Concessions Policy for Public Works Projects". "Chilean Investments Abroad". The centre pages are filled with graphs titled "Economic Indicators".

## WOOL NEWS

Market Report for week ending 31/5/96 from Peter Marriott.  
"Falkland Wools. Due most local clients being closed + little or no interest has been shown this week. The prices of outsorts remain unchanged from our list dated 22/4/96 but fleece types can be raised a nominal 5 P/Kilo clean from today. We require next weeks sales to establish if any business is available at this higher level, or indeed any further increases."

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## JOB SHOP

Mrs Lilian Williams, 5 Narrows View, Stanley, Tel 22329 is seeking employment. Lilian is willing to train to help her gain employment, and is available to start work immediately. Please contact Lilian on the above tel no. direct, or call at the Chamber office for further information.

\*\*\*\*\*

Mr Michael A Graham, 183 Avondale, Ash Vale, Aldershot, Hants GU12 5SN, has written to the Chamber Office seeking employment in the Falkland Islands. Mr Graham will be arriving late June with his wife who will be employed at the Hospital. Mr Graham has "a variety of experience and would like employment in the Medical Field" but is willing to try any type of work, there is a CV for Mr Graham available for viewing in the Chamber of Commerce Office for anyone interested.

\*\*\*\*\*

Mr Patrick J Benjamin, PO Box 46, Southern, St Helena, Fax +290 2323, has written to the Chamber Office seeking employment, he is presently employed as a Senior Engineer for the St Helena Government and is interested in working in the Falkland Islands. Mr Benjamin has sent a full CV, and references, for viewing please call at the Chamber Office.

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Mr Richard Meanley, Highfield, Briston, Melton Constable, Norfolk, NR24 2LX contacted FIGO who have forwarded his CV and Personal Profile for viewing. Mr Meanley has experience in both sheep farming and working with tourists, at the moment he is training for NVQ level 2/3(4620) Information Technology. Anyone interested in viewing this CV please call at the Office.



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P/COC/1#97



Vol.3 No. 14

BULLETIN

19th June 1996

## VISIT

3 Representatives from British Gas visited Stanley for 3 days last week (1 of the days being a holiday) and requested a meeting with the Chamber of Commerce Council, to introduce their company and also to ask what they felt about the exploitation of oil, with the private sector taking an active role in the service section in the initial phase of exploration.

The Council were able to assure British Gas of the interest that is here within the Chamber of Commerce Members.

British Gas are interested in the Licensing Round, so had felt the need to visit with the view of having a look at what is available in the Falkland Islands for themselves.

A copy of the presentation given to the Council is available in the Chamber Office for viewing, also available for viewing is British Gas's Annual Report and Accounts 1995.

## LASMO

A visit was made to the Chamber Office by Dr Roger Tucker of LASMO. Dr Tucker was on a fact finding visit and was assured by the Council of the interest in the Private Sector to the Exploration of Oil. LASMO have an interest in the Licensing Round and feel there is a strong need to work with Falkland Islanders in the Exploitation of Oil.

The Council were given a very interesting introduction to LASMO and there is a information package available at the Chamber Office for viewing.

## VISIT C & W

Cable and Wireless have informed the Chamber Office of a visit to the Falkland Islands of Mr Ken Coppock, Regional Director of C & W, (with responsibility for the Falkland Islands). The visit will take place on 25th until 30th October 1996 and any Members of the Chamber of Commerce who wish to have a private meeting could you please contact Mr Ivan Chivers on 20800. The private meetings will take place on the morning of Tuesday, 29th October. There will be a lunch hosted by C & W for the Chamber Members on Monday 28th October.

Also on 28th October, there will be an official opening ceremony for the new C & W satellite earthstation, with a reception in the evening to mark this occasion. There will be invitations from C & W to Members nearer the date, with a limit on maximum numbers.

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#### DHL PACKAGE

There is a package in the Chamber Office that has no name and address with no return address, it contains files re: Framing, Posters, Photography, Art, Card and Stationery, from a company called Verkerke, Netherlands. If there is any company out there who knows anything regarding these files please call at the Chamber Office with proof of purchase or proof of contact with the above Company. If no one comes forward the files will be kept in the Chamber Office for reference purposes.

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#### FIGAS WORKING GROUP

A report has been sent to the Chamber Office of the above meeting on 11th June 1996.

Monday's flight schedule will now be read out on FIBS on a Saturday evening.

In future flight schedules will be faxed to lodges and self-catering cottages the day before.

Mr Dave Gray will now represent the Chamber of Commerce at any meeting of the above working group, thank you Dave for attending these meetings on our behalf.

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#### VISIT FROM PUNTA ARENAS CHAMBER.

Feedback from the Punta Arenas delegation has been very positive. Despite the shortness of the trip and the busy agenda, the Punta Arenas delegates clearly felt that the trip was worthwhile and reported it as such on their return to Chile. As well as the business contacts made, they were particularly impressed by the hospitality they received. Pedro Martinic writes 'I hope none of the members of your Chamber were upset: time was really too short to speak to everyone..... it was actually a most hasty visit. We are most thankful for your attentions and the accompanying people found everything most pleasant and everybody very kind in Stanley.

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## PROJECTED RETURN VISIT TO PUNTA ARENAS

The FI Chamber of Commerce is hoping to organise a group trip to Punta Arenas in September. This will only take place if there are a sufficient number of members interested in joining the delegation.

If you think you might be interested in joining the trip, please contact Kathy at the Chamber of Commerce Office, so that we can get some idea of whether the trip is likely to be viable.

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## INFORMAL MEETING AT THE COLONY BAR

This took place on Wednesday June 19th and was well attended. Several matters of interest were aired. These meetings are generally felt to be valuable for both Government and the business sector. The next meeting will be in mid-July: precise date to be announced in the Bulletin nearer the time.

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## LIBRARY

The June edition of 'What to buy for business' is now in the office. The major survey is on plain-paper fax machines: 'Fax technology has moved on leaps and bounds over the last year. Unfortunately, as fax speeds up, becomes multi-functional, and works via a computer network, buying a fax machine becomes more complex than ever. This report explains the pros and cons of all these developments and helps you to match the fax to the application'. Included is a Brand survey and a recommendations shortlist for Fax machines in all price ranges.

Also in 'What to buy' is a survey of courier services, although this is mainly geared to the UK domestic market. From the brand survey, DHL's entry reads: 'DHL is one of the major integrated express and logistics companies....probably the best known of all the express operators, it concentrates on international traffic. Lufthansa Airlines and Japan Airlines are major shareholders.....According to Topflight Research, DHL has succeeded in gaining the highest share of the air market, with 51%, compared to UPS at 14% and TNT at 11%.'

Spotlight in June's 'What to buy' is on Disaster Recovery Plans: 'Picture the scene. You arrive at work to find the office in ruins, documents indiscernible and equipment destroyed. After a considerable quantity of valium, you realise the phones are dead and computer memory boards are wiped. Hundreds of companies are hit by disaster every year, but planning 'too little, too late' can have a detrimental effect on business. Thus it is important to consider how to ensure 'business as usual' if a disastrous event impacts all or significant parts of your organisation.'

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The Summer 1996 'Briefing' of the Prince of Wales Business Leaders Forum is now in the office.

The Prince of Wales Business Leaders Forum has moved into their new headquarters in London. New address is:

15-16 Cornwall Terrace, Regents Park, London, NW1 4QP

Tel. +44 (0) 171 467 3600

Fax. +44 (0) 171 467 3610

E-mail: [info@pwblf.org.uk](mailto:info@pwblf.org.uk)

Internet: <http://www.oneworld.org/pwblf/>

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The Spring Issue of 'British Consultancy Worldwide' has arrived. This issue focusses on 'the tourism, leisure, sport and recreation sectors worldwide and on projects in Southern Africa'.

\*\*\*\*\*

The news bulletin of the Weald and West Kent Chamber of Commerce and Industry is also now in the office. Among other exciting events planned by the Chamber is a party at the Great Stour Brewery in Canterbury. 'Tour the brewery, sample the wares, enjoy a barbecue and entertainment and take home a bottle of specially brewed Chamber's Ruin'.... sounds good!!!!!!!!!!!!!!

\*\*\*\*\*

We have also received the June Business Bulletin of the Aberdeen Chamber of Commerce. This month's issue features an article on 'Stress in the workplace'.

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#### WOOL MARKETING REPORT (14/6/96)

'New business in the wool textile industry has been very difficult to obtain so far the month, with buyers everywhere showing little or no interest in covering needs further ahead.

May was not a particularly good month, with no major buying movement triggered by the unexpectedly sharp merino price rise in Australia, but most traders now assess it as reasonable. June at present gives every impression of being well on its way to being a very poor month.....

Wool prices at sales towards the end of the main selling season in primary markets have been erratic not only from day to day, with currency playing a part, but also between categories at each sale.'

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May Dempster flies out on DAP today (20/6) for a well earned rest in UK. She will be back in Stanley on August 1st. In the interim Kathy Biles will be taking care of the Chamber Office.



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P/COC/1#98



Vol. 3 No. 15

BULLETIN

28th June 1996

#### INFORMAL MEETING WITH COUNCILLORS

Following on from the highly successful and productive meetings held in the Colony Bar with the Administration, it has been decided to hold similar informal meetings with Councillors. A first meeting has now been arranged for 5.00 - 6.30 pm on 23rd July, in the Colony Bar.

Unlike the meetings held with the Administration, the nature of meetings with Councillors will revolve around policy issues relevant to business. Such topics might include FIG policy on immigration, sale/lease of FIG land for development, privatisation of FIG activities, corporation tax, future capital expenditure, implementation of Hay management recommendations, the current and future fishing policy, to name but a few.

It is hoped, if successful, to hold around 4 such meetings with Councillors per annum, thus giving a platform for the business community to present and discuss their views to Councillors on FIG policy.

Could you please call the Chamber office if you intend to be present, so that we have some idea of likely numbers.

#### BFFI OPEN DAY 1997

BFFI Open Day will be held on Saturday 8 March 1997.

Tables will be available at MPA for local companies to display/sell their goods and advertise their services. The Civil/Military Liaison Officer has asked the Chamber to ascertain numbers of companies wanting tables. Please call the Chamber of Commerce office if you are interested. BFFI want initial numbers by September and final arrangements will be made in November/December 96.

#### REDUCED AIR FARES FOR TRAINEES

Phyllis Rendell writes:

'Chamber members may like to know that Islanders under the age of 25 who go overseas on a full time training course are eligible for half air fares on the RAF Tristar. This is a helpful saving to employers when funding the training. "Full time" refers to an academic year of at least 36 weeks duration.'

## DAP FLIGHTS

After concern being expressed by some members as to the future of the DAP flights, a meeting was convened between Councillors and the Chamber to discuss the current situation and express concern that, should there be a possibility that the service may cease, that FIG should look at options to avoid the loss of the service and the potential benefits accruing to the Islands.

The meeting took place on the afternoon of 26th June. Those present were Hamish Wylie, Tim Miller and Mike Summers, Cllrs Teggart, Halford, Birmingham and Edwards.

The situation at the time of the meeting was that Mr Pivcevic was visiting the Islands to discuss the service with FIG. Although it was suggested that the reason for the trip was to approach FIG for further financial assistance, no approach or indication from DAP had been made that this was the purpose of the visit. An earlier report had suggested the running of a second plane to the Islands. It was generally agreed that it was in the immediate and longer term interests of the Islands that the service continue and every reasonable effort should be made to ensure that this was the case. However, it was indicated that should DAP request additional financial assistance from FIG, they would have to come up with a very sound proposal to support their request. So far FIDC has assisted the start up of the service to the tune of \$180,000 (£125,000). In the context of transportation expenditure, this is equivalent to 19% of the cash loss (income less expenditure and not including capital depreciation) projected for FIGAS in 1996/1997, or 5 km of road at full capital cost.

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## SHIPPING SERVICES USER GROUP

Mr Andrew Brownlee was the Chamber of Commerce representative at the meeting of the Shipping Services User Group on 6 June 1996.

Points raised at the meeting include:

- The Inter-Island Transport review
- Stabex Funds
- Jetties and Working conditions
- Freight
- Itinerary Forward Planning

Please call the Chamber Office if you wish more detailed information.

The next meeting of the Shipping Services User Group will be in mid-September.

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## WOOL MARKETING

### Week ending 21.6.96

Peter Marriott writes: 'Pleased to advise all Anne Boye 2/96 have arrived and we have completed coreing, all results should be with us before the end of next week. Shall have them with me during my visit to the Islands during Farmers' Week. Looking forward to seeing you all again.

Currency developments helped to cause price rises only a short time ago but the latest tendency has been for reductions to follow, with the Australian and New Zealand dollars a little weaker again.

Wool markets have again returned to a steady trend, if that, after the brief euphoric jump in merino prices in May.

As the Summer holiday period begins to approach, we have seen a quieter trading week this week, especially in Europe. Notwithstanding, delivery instructions are encouraging.

\*\*\*\*\*

### Week ending 28/6/96:

#### Bradford

The first major offering of new season's wool attracted good interest throughout the sale. Over 80% sold and premiums were paid for forward wools. Compared to Bradford sale - 5th June - new season sold at prices which were fully firm to sellers favour.

#### General

Buyers in the wool textile trade show little sign of being galvanised into action by a firm close to the main wool selling seasons in Australia and New Zealand.

The main market indicators there managed increases of a couple of cents in the final week and all that can be said is that firmness is a good deal better than a decline, with demand from the retail end still disappointingly dull.

Most firms are managing to keep reasonably busy producing and delivering orders placed earlier but there is little new coming in. There are also some problems on the export side, which for some time has not performed as well as the home market. Nowhere is there any sign of a strong recovery in sales to the consumer of wool-related textiles. Even where statistics indicate steady demand it is proving impossible in trading to establish higher prices. Margins remain minimal.

Normally no wool sales are held during the recess between selling seasons but in Australia there will be a market test next week. Stockpile wool will also be available from Wool International, which sold well last week and which must hope to keep up the momentum through the holiday period even when there is no guidance from wool sales. It is difficult to be sure about market direction at present but there are some good features. Deliveries are going out well, especially for the home trade.

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### VISIT BY HSBC GIBBS

The Chamber of Commerce Council had a meeting with Mr Richard Storey of HSBC Gibbs, Insurance Brokers on Friday 21st June.

Mr Storey stressed the wide variety of insurance options available to both individuals and businesses. He is meeting several local business people during his stay in the Islands and hopes to 'change public perception about what can be done'.

Anybody wishing information about insurance available from HSBC Gibbs should contact Mr Drew Irvine at Consultancy Services on 22666.

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### CHANGE OF ADDRESS

Seafish (Falklands)Ltd are now at:

6 Crozier Place, Stanley.  
Tel: 22341 FAX: 22340

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### ENQUIRY FROM BANGLADESH

The Chamber of Commerce has received a letter from Global Trading Enterprise, a Bangladeshi company. Global Trading 'are interested to set up business Organization in your country as a foreign investor. We wont (sic) to set up any kind of labour based Industry, Farm or Business organisation in your country, to do market in your county (sic) and for export Import purpouse (sic).' They are seeking joint venture partners in the Falkland Islands. Anyone wishing to view the letter may do so at the Chamber Office.

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### PUNTA ARENAS VISIT

Anyone interested in the projected group visit to Punta Arenas in September? Please notify the Chamber Office if you have not already done so. We need to have an idea of possible numbers.

## LIBRARY

Executive Magazine (April 1996) has arrived in the office. This features news about businesses in the North of Scotland. The main article in this edition is about the Highlands and Islands Airports:

'For the operation of airports which enable remote communities and sparse populations to maintain vital and speedy social, business and welfare links with the rest of the country is a very costly affair.....without airport facilities to maintain their air links with the mainland, it is doubtful whether many of the island communities in the North of Scotland could survive economically.'

Executive Magazine also features a brief analysis of 'a £46 million initiative to provide state-of-the-art mobile phone coverage across the Scottish Highlands and Islands.' Also included are articles on Tourism and on Residential Care in the Community.

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The 1995 Annual Review and Summary Financial Statements of the Royal Insurance Group is now in the Chamber office. It contains the Chairman's statement, Group Chief Executive's review, review of operations, Group Finance Director's report and summary financial statements.

\*\*\*\*\*

The 1995 Annual Review of the Lloyd's Register Group is now in the Office. Entitled "The Business of Safety", it contains the Chairman's statement, reports from the various divisions of the group, research and development, world shipping and reports from LR's local managers around the world.

Anyone wishing to view the above publications, please call at the Chamber of Commerce office.

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P/COC/1#99

Vol.3 No. 16

BULLETIN

9th July 1996

#### INFORMAL MEETING WITH ADMINISTRATION

The next meeting of the Chamber of Commerce with the Administration will be on Wednesday, July 17 from 5 p.m. - 6.30 p.m.

Please note, there will be a change of venue. This month the meeting will be held in the Beagle Bar at the Malvina House Hotel.

All members of the Chamber of Commerce are welcome. This is an opportunity to discuss matters of interest or concern in a relaxed and informal atmosphere.

#### INFORMAL MEETING WITH COUNCILLORS

The first informal meeting with Councillors will be held on Tuesday 23rd July from 5 p.m. - 6.30 p.m. in the Colony Bar.

This is an opportunity to discuss policy issues relevant to business (as mentioned in the Bulletin of 28th June). All members of the Chamber of Commerce are welcome to attend.

If you intend to be present at either or both of the above meetings, please call the Chamber Office.

#### JOB ENQUIRY

The Chamber have received an enquiry from Mr Shaun Coghill about the prospects of work in the Falkland Islands.

Mr Coghill was employed by LAING-MOWLEM-ARC during the construction of the Mount Pleasant Airport and facilities in the capacity of pipeline/drainage and road services operator.

He is currently employed in Saudi Arabia as Project Supervisor on the installation of a water transmission system. He is responsible for the installation of 300km of pipe.

Anyone wishing to view Mr Coghill's letter may do so at the Chamber Office.

## WOOL MARKETING

There was no British sale this week.

Market interest has now begun to slow down as the various Summer breaks loom. Deliveries however remain strong.

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## CHILE TO LINK UP WITH MERCOSUR

From the Financial Times, June 20 1996:

Chile will become an associate member of Mercosur, the four-member South American customs union, from October 1 following a breakthrough yesterday in talks with Argentina, Brazil, Paraguay and Uruguay. The accord, which must be ratified by Chile's parliament within 90 days, will be signed next Tuesday in San Luis, Argentina, said Mr Jose Miguel Insulza, Chile's foreign minister.

Chile will become part of Mercosur's free-trade zone, but will not have to change its external tariff structure. Negotiations, which have lasted more than a year, had threatened to come unstuck this week, with failure to agree definitions of rules of origin, tariff exceptions for Chile's sensitive agricultural sector, and special access to Mercosur for Chilean textiles, clothes and shoes.  
*David Pilling, Buenos Aires.*

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## LIBRARY

Now available for loan are copies of The Daily Telegraph weekly supplement 'Connected'. This features news and articles about PCs and the Internet. The May 28 edition includes an article on choosing a laptop computer, with several alternative products 'road-tested'. June 4 has an article on 'e-mail'. June 11 features 'smart cards' and June 18 has a beginners' guide to the workings of the Internet. There is also a weekly feature on new CD-Roms.

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P/COC/1#100



Vol.3 No. 17

BULLETIN

22nd July 1996

#### INFORMAL MEETING WITH COUNCILLORS

The first informal meeting with Councillors will be held on Tuesday 23rd July from 5 p.m. - 6.30 p.m. in the Colony Bar.

This is an opportunity to discuss policy issues relevant to business (as mentioned in the Bulletin of 28th June). All members of the Chamber of Commerce are welcome to attend.

If you intend to be present at this meeting, please call the Chamber Office.

#### SCHOLARSHIPS AND TRAINING AWARDS COMMITTEE

The Chamber wishes to thank Fiona Didlick for filling the position of Chamber of Commerce representative on the Scholarships and Training Awards Committee.

Fiona now feels that it is time for a change and has tendered her resignation. The Chamber is seeking nominations for a new representative. If you are interested in taking on this position, or know of somebody else who would be interested in doing so, please contact the Chamber of Commerce Office before the end of July.

#### TRADE MISSION TO PUNTA ARENAS

Would those companies interested in joining the trade delegation to Chile in September who have not yet contacted the Chamber Office please do so as soon as possible with details of their areas of commercial interest. This basic information will be of considerable help in planning a worthwhile visit and ensuring that the desired commercial contacts can be made without confusion or delay.

The feasibility of combining the visit to Punta Arenas with a trip to Santiago is being investigated. Contacts in Punta Arenas and possible contacts in the Santiago Chamber of Commerce are being explored.

## WELCOME

Atlafishery Co. Ltd. has recently become a member of the Chamber of Commerce. We are happy to welcome them to the Chamber.

The company is situated at:

Unit 3 Fitzroy Road, Stanley.  
P.O. Box 83.  
Tel: 22644 - 22643 Fax. 22746

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## MEETING WITH ADMINISTRATION

At the meeting held on Wednesday 17th July between Chamber members and the Administration there were two topics of discussion.

The first topic raised related to the 5% local advantage indicated in FIG tenders. A request was made to set up a working group to look at formulating a set of guidelines to assist members of a tender board in evaluating economic and social advantage associated with tender submissions. It transpired that David Lang had prepared a paper for the next Executive Council meeting in connection with this subject and unfortunately there was insufficient time for direct consultation with the Chamber to take place. The paper being presented restricts itself to the wording to be used in future tender documents as opposed to the evaluation process itself. It was indicated that to present a structured set of guidelines for tender boards would possibly create more restriction of the decision making process than is currently the case. It is hoped that the principle of taking into account indirect benefits from tender submissions will be given conscious consideration by future tender boards to ensure maximum benefit to the Islands as a whole, as opposed to purely cash saving to FIG.

The question of the definition of what constituted a local company was raised. However, in the context of economic and social benefit deriving to the Islands from tender submissions, it was felt that there was now no need to define what constituted a local company, as the degree of local involvement should be accounted for in the discretionary selection process.

One member of the Administration who has sat on numerous tender boards felt that some form of guidance in the evaluation and application of "local advantage" would be helpful. It should be pointed out that primarily the onus is on the tenderer to bring to the attention of the tender board any indirect benefits that would accrue to the Islands as a result of their tender being accepted, and that this would need to be quantified. The tender board

would then simply have to satisfy themselves that the claimed benefits had been realistically evaluated.

The second topic for discussion was the Hay Management review of the FIG employment structure. Mr William Bolland was present at the request of Andrew Gurr and was able to answer a number of questions on this matter.

The first issue concerned the revision of the civil service pension scheme. Would the new scheme be a National pension scheme, or a Government pension scheme to which the remainder of the community could subscribe? If it was to be an FIG scheme, would those outside FIG be able to subscribe on the same terms as FIG employees and therefore get a similar pension at the end of the day, as the current pension scheme is paid into by FIG for their employees only and this fund would be used to fund the new scheme. The answers to these questions and others are given further on in the Bulletin, in the summary of a meeting held with William Bolland on 19th July.

The subject of the re-evaluation of pay scales was discussed and the relationship between the Hay valuation of a job and the "current" market rate of employing a teacher or other professional staff from UK. It was pointed out that with a lower tax rate in the Islands a pound for pound comparison could not be made, this being offset by a higher cost of living, particularly in regard to the cost of food.

With the introduction of evaluating jobs on a points system, it was asked whether this would enable FIG to offer a menu of benefits within an employment package, e.g. a job is worth 100 points, 80 points of which is the gross salary attaching to the job, leaving 20 points worth of benefits. An employee could choose from a menu 20 points worth of benefits. For example, employee A could choose 2 days' holiday per month @ 5 points each and a pension contribution of 10 points, whereas employee B could choose one day's holiday @ 5 points and 15 points worth of pension contribution. Thus each employee could tailor their terms of employment to their own needs. It was felt by FIG that there was not a sufficient number of benefits currently on offer to introduce such a scheme.

It was asked whether the job evaluation scheme being introduced by FIG could be used within the private sector so that an equilibrium of job evaluation existed within the Islands as a whole. It was pointed out that FLH was engaging Hay to carry out this exercise for them and that their services were available to any company who wished to engage them.

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## REPORT ON MEETING WITH DAP

On July 17 a meeting was held with DAP at the invitation of FIG. Present were representatives from Stanley Services, FIC, FIDC, FIG, Sullivan Shipping, the Market Garden, MS Consulting and three executives from DAP.

Topics covered were whether DAP would look at medivac flights to South America. DAP had no problem with short notice medivac flights and FIG were looking into making arrangements in Santiago to deal with medivac cases.

DAP were asked if seamen could travel on their seaman's papers through Chile, without requiring a passport, as in some cases seamen did not have their passports with them. DAP will approach the Chilean authorities to seek clarification.

A request was made that DAP look at an off season freight rate for vegetables and other fresh produce. DAP advised that they would give this request consideration in order to increase freight volume.

DAP announced that they were looking at obtaining another airframe and this would improve reliability of the service. DAP are also negotiating with the Chilean authorities regarding the removal of a number of seats to increase the freight capacity by 3 mt.

DAP confirmed that the service will be continuing despite suffering financial losses on the Falklands leg of the route: this has been offset by securing 50% of the Santiago to Punta Arenas traffic.

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## MEETING WITH WILLIAM BOLLAND, HAY MANAGEMENT.

A meeting was held on Friday 19th July with William Bolland, who is carrying out the well published review of FIG terms and conditions of employment. Those Chamber members present represented the majority of major private sector employers in Stanley.

Essentially the thrust of the meeting was aimed at determining the effect the proposed changes in FIG would have upon private sector employers. Hay have covered two main areas so far: firstly, the introduction of a pension scheme and, secondly, the classification of job value.

Members should note the following:

1. The proposed pension scheme, if approved, should be implemented from 1-1-97 onwards.
2. The FIG is expected to contribute 10% of each employees wage towards the scheme.

3. Each employee will have an account within the scheme, with the employee receiving a statement annually showing the value of their account.
4. All other employers and private individuals will be able to join the scheme.
5. The scheme will be voluntary: no employer or employee will be forced to join in the scheme and no limit will be set as to the level of contribution, although there will most likely be a maximum contribution limit.
6. Contributions will be tax deductible for both employers and employees.
7. In time, each employee will be able to choose how their fund is invested (high risk/low risk).
8. The pension will be portable, so an employee can move jobs and take his pension with him.
9. Should an employee leave the Islands to work overseas, he could still contribute to the scheme.
10. Elsewhere in the world Employers' contributions to such schemes vary from 8% - 15%, with the average being 10% - 13%.
11. As FIG is likely to be contributing 10% of an employee's wage, it will follow that the private sector must expect in time to make a similar contribution towards employees' pensions in order to keep abreast of FIG terms and conditions of employment. (This applies to both the existing P&P employees and hourly paid employees.)
12. The scheme will be overseen by a board of trustees and managed by a fund management company appointed by the trustees. In the selection of a firm to manage the fund, companies would be invited to offer a management package to suit the requirements of the scheme.

All employers should start to consider the implications of this and plan how they will introduce a pension scheme as part of their terms of employment. To lessen the impact of this, employers may consider a gradual increase of contributions up to say 10% over a period of time. It would be wise to inform employees of any such gradual phasing in and its time scale, to ensure that employees do not move to other jobs because they believe they will not benefit from the pension scheme.

The subject of job classification within FIG did not bring to light anything not already reported in the Penguin News or Teaberry Express. It is expected that some jobs within FIG will receive pay increases: however, until the exercise of matching jobs to pay has been carried out, the impact of this will be unknown. It is expected that pay increases may be seen at the bottom end of the hourly paid, and the top end of the P&P scales, with a freezing of some clerical and other wage rates for a period until they fall into line with their job classification.

The subject of paid passages was also covered. The current view is that paid passages are related more to living in the Islands than to the job itself. Therefore, the need to travel periodically outside the Islands for holiday is Islands wide and not simply restricted to

persons working for FIG. The concept of a scheme similar to the pension scheme, whereby employers contribute to a fund as part of their employees' wages, may well be a possible outcome, with the interest earned from the fund reducing the effective contribution per flight. Again, each employee would have their own account within the fund and be able to contribute more if they wished.

The Chamber is expecting a summary report from Hay on the current proposals. Members will be notified through the Bulletin when this report is available at the Chamber Office.

Feedback from the membership on the subject of both pensions and passages would be welcome.

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#### MEETING WITH ANDREW GURR REGARDING STANLEY SERVICES RETAIL EXPANSION

Following further concern by members about the continuing expansion of Stanley Services retail ambitions, highlighted by the introduction of the sales from Argos catalogues and by planning applications for expansion of their retail premises, a further meeting was held to make representations to Stanley Services Chairman, Andrew Gurr. This followed a previous meeting where assurances were given that Stanley Services had no intention to expand its retailing operation further and exploit the marketing/product display advantage it enjoys over other retailers as the sole distributor of domestic fuel in the Islands.

Mr Gurr advised that there was a review of Stanley Services' operation being undertaken, and that until this review was completed and the board of Stanley Services decided upon its future course he was unable to give any assurances in this area. Mr Gurr informed the meeting that he would keep the Chamber informed of the situation as it developed.

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#### WOOL MARKETING

19th July: Retailers, with Marks and Spencer currently mentioned after last week's annual meeting, may be a little happier about their own sales, but many textile suppliers are not so far finding that improvement is moving on down the line towards them.

Deliveries are going out quite well, with varied views between different firms and from week to week but the flow of new business is distinctly sluggish.

Prices though unchanged, therefore remain in the buyer's favour. Sellers towards the earlier processing sectors of

the wool textile industry may draw the line at selling at a loss but many of them say they are unable to establish margins of the sort needed to make long term profitability and investment possible.

Holidays are now affecting some wool textile trading areas in the UK and they increasingly affect continental Europe. They will dominate the situation well into August.

There are also no wool sales for the time being. A British wool auction is scheduled for next week and Australia resumes at the very end of July, with New Zealand to follow in August.

But even when sales are held, most traders expect nothing dramatic since in recent weeks prices only managed to maintain a reasonably steady trend. Over capacity in combing is always seen as a depressing feature. Problems persist as a direct or indirect result of effluent control.

They are believed to be helping to curtail activity in the main developed countries in Europe, causing a change in balance to Eastern Europe.

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#### LIBRARY

##### Export Courier: Grocery Lines 1996.

This catalogue for importers and retailers features food, confectionery and non-food items from nearly 30 different companies, including Baco Consumer Products, Dylon International, John Smith Biscuits, Grosvenor Fine Foods and Superdrug. Also advertised are companies which specialise in the supply of mixed container loads of branded and private label products for both the retail and the catering markets.

Please call at the Chamber office for further information or to view the catalogue.

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P/COC/1#101

Vol.3 No. 18

BULLETIN

1 August 1996

#### OIL SEMINAR

The Chamber is arranging a visit by Mr Alexander, an Oil & Gas consultant from Aberdeen who has prepared a 2 day course covering Basic Geology & Exploration Techniques, Drilling, Requirement of forward supply bases. (A detailed list of course content is available at the Chamber Office). The course has places for 12 persons maximum, and the Chamber has offered FIG a maximum of 6 places initially. The current cost of the course is budgeted at £361.66 per person to cover costs. The proposed course dates are 24th and 25th October 1996. Any persons interested in attending should contact the Chamber Office.

#### DELEGATION TO CHILE

The proposed dates of the visit to Punta Arenas are to be 31st September to 6th November 1996. The visit will be split between Punta and Santiago. FIDC has offered assistance towards the cost of the trip. The proposal is that the trip will be structured with meetings pre-arranged. Members who wish to attend but have not yet contacted the Chamber are requested to do so ASAP, as there are a limited number of places left.

#### MEETING WITH COUNCILLORS

On Tuesday 23rd July a meeting was held with Councillors in the Colony Bar. A number of questions were put to Councillors with the first question being how the Chamber was viewed by Council. Council felt that Chamber played a worthwhile role and welcomed the contribution that the Chamber made towards a whole range of issues.

Immigration was discussed: there were differing views of the need for and the ability to create a meaningful immigration policy. Increased local import of St. Helenian labour was discussed, as was the Government of St. Helena's approach to FIG to employ their surplus labour.

Privatisation was discussed: Chamber members felt that this issue had not so far been seriously addressed. Councillors felt that privatisation of Utilities was not the way forward as it would create monopolies. It was suggested that FIG should start with smaller projects such



as transportation of goods, maintenance of FIG buildings, and utilities.

The topic of local advantage in tendering was raised: it was felt by most Councillors that a fixed preference as opposed to a variable and discretionary preference was preferred, as it would mean Councillors would not have to make decisions on tenders which were open to allegations of favouritism.

Councillors were asked their view on businesses trading with Argentine firms, given that FIG itself is dealing with Argentina on oil and fishing. Councillors advised that it was up to the individual, although the comment "on your head be it" indicated that for businesses to deal with Argentine firms may have repercussions.

Feedback from Councillors indicated that they felt the meeting was worthwhile and since the report on the last Exco and the items mentioned in AOB, it would appear that the Councillors found a number of items of significance. A further meeting will be arranged in October/November, notice of which will be given in this Bulletin.

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#### LETTER FROM O.K. STEPHENSON, M.D.

We have received a letter from O.K. Stephenson, M.D. of New Bloomfield, Pennsylvania.

He writes:

"I will be visiting Stanley while cruising around South America on the Rotterdam, scheduled arrival the morning of November 9.

Some years ago I had a splendid time there in the company of a young man who took me and my wife bird-watching. We will only be in port a few hours and I can not think of a better way to pass the time. If there is someone there now who would be willing to take us around we would very much appreciate it.

P.S. You may recall that we were put up by the Regiment (Argyll & Sutherland) when a big wind prevented us going back to the ship!"

Does this ring any bells with anyone? Is there anybody who would be willing to spare a few hours for a birdwatching expedition? Please call the Chamber office if you think you can help.

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## WELCOME

Kiddcrafts is the most recent new member of the Chamber of Commerce. We are happy to welcome them to the Chamber.

The company is situated at:

2 Philomel Street  
P.O. Box 237, Stanley.  
Tel: 21301/21302

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## DHL

The DHL company magazine **NewsFocus** for July 1996 has a cover article on the DHL service to the Falkland Islands:

"To meet the increasing demand for shipments to and from the colony, the Falklands have been added to the network. Shipments to MPN are routed via Santiago.....

A feature of establishing any new operation is setting up the local infrastructure. Under a unique arrangement, the Islands' Chamber of Commerce is responsible for delivery and collection of shipments in the capital, Stanley. Items destined for one of the other islands are carried on the Government inter-island air service, with the recipient contacted by Stanley and advised to meet the aircraft.....

DHL's service to the Falklands is the only alternative to the post or traditional air freight and is used by the farming, fishing, telecommunications and construction communities. Primary destinations are the UK, Spain, the US and the Far East.....

(DHL) are the first and only express operator to provide this service... it is a difficult route to service, but taking on the challenges that others won't is what makes DHL different!"

DHL NewsFocus is available for viewing at the Chamber office.

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## WOOL MARKETING

Market report week ending 26.7.96

### Bradford Wool Sale

At this week's British Wool sale 80% of the large offering was sold with particular interest in Radnor, Welsh and forward wools.

Compared to the last Bradford sale held on the 26th June, all prices were quoted fully firm.

### General

Just recently, even where machinery is keeping busy, those trying to get new orders to replace what is going out are finding life very difficult.

There are plenty of reasons. holidays being the most frequently mentioned. But with orders going out much more quickly than new orders have been coming in, pressures to get them have been increasing.

Attempts to stay competitive therefore continue, concessions are normally obtainable on quoted prices and market gossip tends to centre on how low some sellers are prepared to go.

In spite of agreement on how little business there is, there are some signs that buyers prepared to take a longer view have been taking advantage of competitive conditions.

Buyers of carpet wool have been showing interest well ahead, at prices which some say could be dangerously low unless the market drifts lower in forthcoming weeks - or unless currency conditions mean that wool is cheaper to buy for this reason.

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### LIBRARY

Just arrived in the office: several catalogues from Windell Ltd of Londonderry. The catalogues feature domestic and security windows and doors. intruder resistant glazing, Sheerframe PVCu window and door systems, New World Developments uPVC decorative door panels and accessories.

A brochure from The Henry Group features security products including bullet resistant and burglar resistant windows and doors.

Also newly arrived in the office: The official Blackpool Holiday guide for 1996.

To view any of these publications, please call the Chamber office.

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### WELCOME BACK!!!

May Dempster returned to the Chamber Office on August 1st. We are all happy to see her return refreshed and ready to go!!!!!!



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Stanley, Falkland Islands  
Tel: (500) 22264 Fax: (500) 22265

P/COC/1#102



Vol.3 No. 19

BULLETIN

9th August 1996

#### DELEGATION TO CHILE

What an extended tour I had in last weeks bulletin, the calls soon alerted me to the error. The proposed dates for the visit "31st OCTOBER 1996 to 6th November 1996." Please contact the office if you are interested in joining the delegation. if you have new ideas for business opportunities in Chile now is your chance. Remember the visit will be split between meetings in Santiago and Punta Arenas. Call at the Office ASAP for more information.

#### OIL SEMINAR

Only a couple of spaces left in this two day course, please contact the office for details of the course content.

#### HAY MANAGEMENT

We need more feedback on the proposed changes FIG would have upon private sector employers. Hay have covered two main areas so far: firstly, the introduction of a pension scheme and, secondly, the classification of job value. There is a copy of the proposed changes in the Chamber Office for anyone wishing to view.

#### FIPASS CHARGES

FIC have forwarded a copy of the revised charges with effect from 1st August 1996 which has been agreed with FIG. Anyone wishing to view please call at the Chamber Office.

#### THE SUMMIT OF THE SEA

The Secretariat have forwarded a small leaflet with the above title, contents "A series of conferences on people and the sustainable development of ocean resources." Date for the conferences "1-19 September 1997 in St John's Newfoundland". An extract from the leaflet "Mismanagement of marine resources is a global problem that is not confined to fisheries. Members of the international community must develop and adopt cooperative, integrated ocean management policies if we are to wisely use and preserve our shared ocean resources." Please call at the Chamber Office if you wish to copy or read this communication.

## TRAVEL PLANNER SUPPLEMENT, SPORTSTOUR, CHILE

Forwarded to the Chamber Office by FIC, this folder includes details of package tours and hotels available in Chile, worth a read if you are planning to have a holiday in Chile, lots of glossy pictures of lovely places to visit, details of flight costs and touring prices, available for viewing at the Chamber Office.

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## CORNEY & BARROW

The Summer 1996 booklet of "Odd Bottles from the Strongroom". Full details of Fine Wines available, also Cognac and Whiskies.

\*\*\*\*\*

## WHAT TO BUY

The July 1996 No 184 of this magazine. Contents: Networks have traditionally been shrouded in technical jargon and computer speak. This article makes order of the chaos. Desktop Computers, the computer market moves so quickly it's hard to be sure that what you're buying isn't going to date overnight. This report highlights the changes since last year and looks at the emerging trends for 1996. Inkjet Printers, if you want to use colour in your business documents, but think you can't afford a colour printer, consider inkjet technology. A new breed of colour inkjets are taking over from their mono forebears. We look at what they have to offer, and what you should look out for when making a purchase.

Photocopier update: this section includes all mono photocopiers launched since the last photocopier reports in What to Buy.

What to Buy available for viewing or loan from the Chamber Office.

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## TRAINING

From the Chamber of Commerce in Aberdeen. Training information for distance learning, The New Career Manager Series (for example) has been designed to meet the development needs of first line managers. It was derived from HDL's original Career Manager programme, which has been used by more than 6000 managers in both the private and public sectors. The series is of a modular format, with each module covering one of the MCII units of competence. The flexibility of the series enables the individual modules to be studied to provide managers with the knowledge and skills required in a particular area. The full series can be used, in a variety of ways, as the

core study materials in fully integrated programmes designed to meet client specific objectives. Each of the modules represents approximately 25 hours study time and consists of a Workbook and Audio cassette. The full, 10 or 11 module programmes include a video cassette and case study book which are available as an option to purchasers of single modules.

Also available, Tomorrow's Manager - a flexible learning programme for those without management experience.

Management - a work-based, flexible learning programme which can be tailored to meet organisational objectives.

Personal Skills Series - a new approach to personal skills development - for middle and senior managers.

Customer Service - materials and supported programmes to develop the best practice in customer care.

"HDL Training and Development Limited was formed in 1985. The company is an Accredited Centre of Henley Management College and delivers programmes and provides assessment for managers seeking qualifications awarded by the College.

Originally established as a publisher of distance learning materials and having become pre-eminent in this field, HDL now offers the most comprehensive portfolio of management development programmes and complementary services available from one provider."

I called in to the Aberdeen Chamber of Commerce whilst on holiday, to say thank you for the information they send to us, and got caught up in the their training calendar. I am sure that they would have given me more information, but I am afraid my handbag could not carry it all. Also available for your information is a training calendar for this year, please call at the office, make my carrying all the paper work worthwhile.

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#### FALKLAND ISLANDS WOOL MARKETING

FROM PETER MARRIOTT, WEEK ENDING 9.8.96

A short extract from the report "There is consequently some chance of new business and a little enquiry is indicated but production and deliveries locally are usually at a standstill. The background is not conducive to major buying decisions, nor to selling decisions either."

"Softness in the Australian dollar caused price reductions last week but renewed firmness is causing a firmer attitude rather than many actual increases."

## JOB SHOP

A letter with CV followed up by a fax message has been received from Mr J R Morris (Pilot). Mr Morris has been writing to the Office for 2 years now, and is still very keen to work and live in the Falkland Islands, working as a pilot or do you know of anyone world-wide who might be looking for a pilot. the full address for Mr Morris is available from the Chamber Office.

\*\*\*\*\*

A letter with CV has been received from Mr Nicolas Brouchtchenko, at present he is employed as a special operator for heating, ventilating, air conditioning and water supply systems. In Russia Mr Brouchtchenko worked as a Department Manager for an industrial water treatment and water networks corporation. Please call at the Office if you wish to view this letter and full CV.

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BFFI OPEN DAY, SATURDAY, 8TH MARCH 1997.

Tables will be available for any company wishing to take advantage of this Open Day at MPA. BFFI have requested the Chamber of Commerce notify them by September of the amount of tables required.

This is an ideal time to let the manpower at MPA know what is available in the Falkland Islands. please notify the Chamber Office if you require a table for this date.

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Falkland Islands Chamber of Commerce  
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Stanley, Falkland Islands  
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Vol.3 No. 20

BULLETIN

20th August 1996

FALKLAND ISLANDS CHAMBER OF COMMERCE  
TRADE DELEGATION TO CHILE

This Trade Delegation is also open to Non-Members of the Chamber of Commerce.

The following communication has been received from FIDC for publication in the Bulletin.

"It is recognized by both FIDC and the Chamber of Commerce that opportunities of trade with Chile have not been maximised to the greatest benefit of all concerned, and it is believed that a well-planned visit to Punta Arenas, Santiago and other destinations, will assist in promoting commercial enterprise between the Falklands and Chile.

The programme of assistance will include:

- a preparation visit to the relevant market by an FIDC staff member, after consultation with potential participants
- working with local companies to arrange a programme of meetings in Punta Arenas and Santiago
- leading a trade mission of suitable representatives from Falkland Islands companies
- the possible hosting of an official dinner for the Chamber of Commerce members to reciprocate extended hospitality, with costs to be agreed.

The purpose of the visit will be to encourage the internationalisation of companies and to find and act on import and export opportunities. Companies will only be eligible for one such trip to explore a new market. Any further visits will be expected to be self-financing. Participating companies will be expected to project expectations before departure and report on expected impacts immediately upon their return.

Typically these will be in terms of:

- sales
- exports
- foreign or inward investment
- jobs created
- the generation of new product or business ideas.

The projections will normally be for:

1. one month
2. one year
3. three years.

FIDC will have the right to ask for impact data over this period, and will respect commercial confidentiality.



FIDC Assistance will include funding of the preparation visit, 50% of the airfares and basic hotel accommodation costs for the participating companies. This will not include entertaining or drinks except as agreed.

If you have any queries regarding this, please do not hesitate to contact us.

Dates for the Trade Delegation to Chile, 31st October 1996 to 6th November 1996.

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#### OIL SEMINAR

Dates have now been fixed for the above course, 25th & 26th November. The Chamber now has 12 places available for this course. Any places not taken may be filled by FIG personnel. A separate course is being run on 21st & 22nd for FIG Officers.

In addition a one and a half hour evening session will be run for the general public to attend on 26th November. This will be advertised in due course.

Final costings have now been made for the training course, cost per delegate will be £225.21 each.

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#### CAPITAL PROJECTS 1996/97 AND 1997/98

The above information has been forwarded to the Chamber Office by The Treasury, FIG. List enclosed for your information.

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#### JOB SHOP

Mr G Taylor has written to the Chamber requesting information of available employment for himself and his wife. Mr Taylor is at present working for the Naafi in Brunei, and had previously worked at MPA for 3 years. He has experience in Internal Audit, also in the retail trade. Mrs Taylor started her working career in the Police Force, and has since worked in Administrative and Secretarial posts.

Anyone wishing to view this letter please call at the Chamber Office.

\*\*\*\*\*

Mr Danny Malone has contacted the office seeking employment in the Falkland Islands. Mr Malone is a time served electrician, with general engineering experience, with training achieved whilst in the merchant navy. Also mentioned in Mr Malone's letter is the availability of assisted passage to the Falkland Islands. Please call at the office to view this letter.

# CAPITAL PROJECTS

1996/97 - 1997/98

## AGRICULTURE

Agricultural Assistance  
Agricultural Capital Items  
National Stud Flock  
New Quarantine Station

## ATTORNEY GENERAL

Camp Roads - MPA-New Haven  
Printing Equipment  
Telecommunications Regulations

## CENTRAL STORE

Vehicle Replacement

## CIVIL AVIATION

Aviation Safety  
Camp Airstrip Improvements  
Extend Hangar's Service Apron

## FALKLAND ISLANDS GOVERNMENT AIR SERVICE

FIGAS Facility Improvements  
FIGAS Fire Alarm System

## FIRE AND RESCUE SERVICES

Fire Service Improvements  
Fire & Rescue Equipment

## FISHERIES

Hydrographic Survey  
Improvements - Offices FIPASS

## FOX BAY VILLAGE

Fox Bay Village Roads  
Recreation Building Fox Bay

## MEDICAL AND DENTAL

KEMH Improvements  
Medical Equipment

## SECRETARIAT

AM Transmitters  
Assistance - Unemployment  
Computers, Software, Ancillary  
Customer Service Awards  
Disaster Relief Aid  
Donations/Subventions/Etc  
Employment Consultancy  
Expansion of TV Transmission  
Funding FI Conservation  
Media Trust Subsidy  
Museum & National Trust  
Public Relations Consultancy  
Telecommunications

## PUBLIC WORKS DEPARTMENT

Albermarle Oil/Scrap Removal  
Archives Building  
Camp Link Roads Assistance  
Camp Roads: MPA-New Haven  
Camp Roads: Phase 2W  
Camp Roads: Phase 3E  
Camp Roads: Phase 3W+  
East Stanley Development  
Electrical Supply Improvements  
FICS Improvements  
Garden Sheds  
Gardener's Cottage Refurbishment  
Gov't House Renovations  
Heating Systems  
Housing - East Stanley Dev  
Housing - Phase 7  
Housing - Phase 8+  
Housing Mobile Homes  
Improvements - Central Store  
Infant/Junior School Expansion  
Lookout Estate Services  
Make Safe East Stanley Tip  
Mobile Home Park Murray Heights  
Moody Brook Dam  
MPA Road ditches & barriers  
MPA Road Resurfacing  
Museum Expansion  
New Police Station  
North Camp Road - Sections 6+  
Parking - KEMH  
Plant for PWD  
Playground Equipment  
Porches  
Public Jetty Renovations  
PWD Equipment  
Refurbish Racecourse Road Flats  
Refuse Collection For Stanley  
Relocation PWD  
Renovations Old SCB Building  
Rep Murray Heights Water Tank  
Repair of Stanley Roads  
Sea Wall Repairs  
Secretariat Car Park  
Secretariat Improvements  
Services to New Industrial Area  
Services to New Properties  
Sewer Improvements - Stanley  
Sewer Outfall Extensions  
Sheltered Accommodation Improv.  
Sports Pavilion  
Squid Row Services  
Stabex - Fox Bay Jetty  
Stabex - Link Roads  
Stanley Roads & Services  
Sullivan House Renovations  
Surface Water Drainage  
Surface Water Drainage JMA  
Swimming Pool Improvements  
Town Hall Modifications  
Utilisation of Waste Heat  
Vehicle Parking Area  
Wind Turbine  
Workshop NCT, Maintenance TI

## TREASURY

Abattoir - Stabex  
Assistance - Housing  
Camp Jetties & Tracks - Stabex  
Coastal Services Subsidy  
Contribution to Defence  
Draft Taxation Legislation  
EEC Stabex Assessment  
Energy Conservation Programme  
Energy Grants Camp - Stabex  
FIDC General Funding  
Historic Bldg Renewal Programme  
Housing Construction Loans FIDC  
Loans - Farm  
Loans - Housing Mites  
Loans - Other  
Mortgage Benefits - GAMS  
Mortgage Interest Relief  
QAP Review Legislation  
RPI Basket Review  
Stabex - Unidentified Projects  
YMCA Trust - Improvements  
YMCA Trust - Rental Assistance

## OIL

Hydrocarbon Consultancies  
Purchase of Aerial Photos

## FUND TRANSFERS

Transfer to Sinking Fund

## NEW MEMBERS

Welcome from the Chamber of Commerce to the following companies:

Byron Holdings Ltd  
Waverley House  
Stanley

Activities include oil related servicing and support (in partnership with the Swire Group, amongst others), investments and property development. Manager: David Hall.  
Tel: +500 22245 Fax: +500 22760

Nores Marine Ltd  
56 John Street  
Stanley

A joint venture fishing enterprise owned and operated by Byron Holdings Ltd. of Stanley and Manuel Nores Gonzalez, of Vigo, Spain. Active in the Falkland Islands Loligo and finfish fisheries.  
Tel: +500 22245 Fax: +500 22246

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## LIBRARY

WHAT TO BUY for the month of August 1996. No 185.

Features include:

ISDN has been one of telecommunications' favourite acronyms for several years. Rumours of its world-beating potential and of its imminent demise have both been exaggerated. But has its day finally come?

Scanners, to scan or not to scan: that is a digital question. Scanning may seem like a good idea, but deciphering the jargon isn't much fun. What to Buy tells you how to make the right choice.

Shredder technology may be basic, but the multitude of models on offer make the buying decision difficult. This report explains what you need to know to get the best shredder for your needs.

In the Spotlight section: "Videoconferencing, most people are familiar with the concept of videoconferencing. We've all seen huge television screens which sport the video image of another person and allow two groups of people in different locations to communicate as if they were in the same room. The systems look - and are - expensive. If you dedicate a room to a videoconferencing suite, you could be paying set-up costs easily in excess of £40,000. Even smaller 'rolabout' systems, which can be taken from room to room, cost around £20,000.

But before you turn the page in the sure and certain knowledge that there's no way your business can open its purse string this far, you should be aware that there are videoconferencing systems to suit smaller budgets."

\*\*\*\*\*

100A1

The magazine of Lloyd's Register Group, Issue 2 1996  
Number 113. Features:

LR in Greece: Greek shipping community working with LR  
Modernising the Shell Pernis Refinery in Rotterdam  
Fit for the future in Spain: shaping up to the competition  
Solving the problem of shipboard noise and vibration.

\*\*\*\*\*

### EXECUTIVE MAGAZINE

Number 131 May 1996. For business people and decision makers throughout the North of Scotland. Features in this edition include: We'll meet again a story taken from a MORI survey. On average, managers attend almost six meetings a week - with the figure rising to just under seven in London. Almost half say meetings are taking up more and more of their business day. A quarter claim at least one meeting a week was pointless or unproductive, with some putting the figure as high as 80 per cent. To help managers run better meetings and plan for phone meetings, BT has produced a free guidebook The Perfect Meeting - a Guide to When and Where, call 0800 800 913 for a free copy.

Telecommunications: Remoteness from markets has, traditionally, constrained economic development in the Highlands and Islands and, while improvements in transport infrastructure - notably road, air and ferry links - have brought businesses closer to customers, the telecommunications revolution in the North of Scotland means that distance is now increasingly irrelevant to many types of business. It is important to stress that the Telecoms Initiative is not solely about generating economic returns. The benefits include the development of tele-medicine techniques, access to remote learning and mountain rescue service being able to pin-point stranded climbers through mobile phones.

This Magazine is full of other features, anyone wishing to view or borrow please call at the office.

\*\*\*\*\*

### GIBRALTAR

A package on the above which includes: Port Handbook, Business and Investment Opportunity for you, a Book from the Business Development Board, Guide to doing Business in Gibraltar.

## TaySider

The July 1996 edition of this magazine includes: Chamber of Commerce. Training in Tayside. Technomarine Plumbs the Depths. SealTubes provide a conduit through which seven rigid pipelines can pass from a high-pressure, deep-water environment 305 metres below the sea surface, through the concrete base of the platform, into a dry, safe environment inside the platform leg. Getting Started on the Internet. There is a lot more in this magazine please call at the office for viewing or loan.

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## WORKS SERVICES OPPORTUNITIES

Vol 5. No 10. 24th July 1996 edition of this publication, leaflet included with this magazine: Focus on Public Sector Procurement - Playing to Win. there has never been a better opportunity for your company to successfully tender for new contracts. this seminar explains the process of successful contracting. from the regulations pertaining to Public Sector supply and service contracts. for forming that all important winning tender.

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## NEWFOUNDLAND

Copies of booklets issued by the Economic Recovery Commission of Newfoundland and Labrador. There are a number of headings ranging from New Opportunities for Growth. Adventure Tourism. Aquaculture. Please call at the office if you wish to view these booklets.

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## DAILY TELEGRAPH, CONNECTED

The August 6th 1996 edition includes: Wired Families. A PC in the sitting room and email for the children. The families who say that technology is bringing them closer together. Anyone wanting to be kept up to date with computers. this is a must.

## WEALD AND WEST KENT CHAMBER OF COMMERCE

The above Chamber have been in touch with us via letter and by sending us their Monthly News Letter. There is an invitation extended to all Falkland Island Chamber Members if they are in Tunbridge Wells. Kent to call and be assured of "a very warm welcome and it may well be that mutually beneficial business opportunities will come to light over time." If there are any Members wishing to take advantage of this opportunity please call at the office for a contact name and address of the Weald and West Kent Chamber of Commerce.



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P/COC/1#104



Vol.3 No. 21

BULLETIN

29th August 1996

#### DELEGATION TO CHILE

There appears to have been a little misconception about the details published last week in respect of possible FIDC assistance for the trade delegation to Chile. Following a further meeting with FIDC, and to clarify the position, please note:

a. FIDC is prepared to assist businesses to explore new markets where otherwise they might not be able to afford to do so.

b. In the context of a proposed reciprocal visit to Punta Arenas and in making new contacts in Santiago, FIDC are prepared to fund 50% of passage costs and accommodation where businesses are prepared to inform FIDC on a confidential basis of the reasoning behind their participation in the trip, the benefits that may accrue and a form of follow-up report to advise FIDC of the impact of their trip.

c. FIDC will additionally fund the research for the trip and assist in coordinating the itinerary, by sending an officer to Chile 4 weeks in advance of the delegation's departure.

d. FIDC will sponsor an official dinner - probably to be held in Punta Arenas - to which all delegates would be invited, whether FIDC funded or not.

Businesses not wishing to accept assistance under these terms are free to join the delegation at their own cost, and the Chamber will of course still make the necessary arrangements for their travel, accommodation and itinerary.

This is an excellent opportunity to 'wave the flag' for your business and look at new trading opportunities - if you have not yet contacted us to request further details of the trip, please do so as soon as possible as we are now trying to firm up the detailed requirements for the trip. Santiago, with the new airlink, must offer a wide range of opportunities for Chamber members. Don't miss out, contact us today.

#### FALKLAND ISLANDS FIRE AND RESCUE SERVICE

The Fire and Rescue Service have asked the Chamber of Commerce to distribute a communication concerning the training of manpower, letter enclosed.



## *FALKLAND ISLANDS FIRE AND RESCUE SERVICE*

Chief Fire Officer,  
Fire Headquarters,  
Stanley,  
Falkland Islands.

Tel: 27471

Fax: 27472

The Chamber of Commerce  
Dean Street  
Stanley

27 August 1996

### TRAINING DURING NORMAL WORKING HOURS

To enhance the training programme, it is proposed that training will be carried out on the first Wednesday afternoon of every other month starting from the 4 September 1996.

The main aim is to allow for instructional training to be carried out in the open during the daylight. The situation at present is that the majority of training is carried out in the dark at the weekly training sessions which are held on a Wednesday night.

If it were not for those from the community who volunteer their services as retained firemen, there would not be a service.

It is hoped that a programme of dates will give employers sufficient advance notice of training sessions during normal working hours, which hopefully will assist with staff release whenever possible.

The proposed dates are:

4 Sept 96, 4 Dec 96, 5 Feb 97, 2 Apr 97, 4 June 97, 6 Aug 97, 1 Oct 97, 3 Dec 97.

Your co-operation with staff release whenever possible is appreciated.

Yours sincerely

A handwritten signature in dark ink, appearing to read 'M.T. Clarke'.

**M.T. CLARKE**  
**CHIEF FIRE OFFICER**

## EMPLOYMENT DAY 1996

A recent communication from Mr Phil Middleton, Community Education Officer.

"In an effort to lessen the impact of employment upon school leavers we in the school are constantly looking at new approaches to bridge the gap between school and the world of work. Once again we would like employers to host an open day at their work place of work to which small groups of Year 10 students can visit along with their teachers.

The date best suited to our timetable is Friday 13 September."

"We hope to be able to offer different site visits in the morning and afternoon to each student. Therefore I would be interested to hear if you could look after one or more groups on that day, with any specific requests you may have eg exact numbers that could be accommodated, need to be fit and not suffer from colour blindness etc."

Please contact Mr Phil Middleton direct on Tel: 27290 or Fax: 27292.

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### ALAKALUF INC ENVIRONMENTAL & AQUACULTURE CONSULTANTS

Fisheries Department have sent us copies of letters from the above company based in Punta Arenas. "The real purpose of this letter is to explore endemic technologies or productive tech in the island. In the past we have exchange tech with Tasmania, NZ and all the most arctic countries." "During this exchange of Information we would like to explore potential partners and potential users of this technologies or products. What about selling delikatessen to the Falklands? At present, do you have aquaculture programs going on? what about production of exotics?"

To view the full letter with Fishery Department's reply, please call at the Chamber of Commerce office.

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### LIBRARY

#### WEALD AND WEST KENT CHAMBER OF COMMERCE, THE NEWS

One of the articles featured in the August edition of this Magazine "TOURISM: a promise for us all" (sounds very familiar) the article goes on to say, Key points which arose included - "the need for a new hotel large enough to cater for the increasing numbers of visitors." The need for a more focused view across the Channel to Europe (in our case could be South America) encouraging people to come both for day trips and longer breaks, especially with



the Channel Tunnel (the DAP Airlink) making travel so much easier. To view the full article please contact the Chamber Office.

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#### LPS BRITAIN'S ECONOMY IN BRIEF

In the Privatisation section of this publication "Britain's Junior Energy Minister Richard Page announced on 23 July that the government is to privatise AEA Technology (AEAT) later this year. The company is a broadly-based science and engineering services business providing technical, safety and environmental solutions to industries and governments in the UK and overseas." Also in this section "The Treasury announced on 15 July that the Paymaster Agency, which provides pensions and banking-type services to the public sector in Britain, is to be privatised "as quickly and smoothly as possible"."

In the Retail Prices section "The latest distributive trades survey published on 12 July by the Confederation of British Industry (CBI) shows that high-street sales in June this year were at their highest level since January 1990. All sectors, except specialist food shops, reported a rise in sales compared with a year ago. Alastair Eperon, chairman of the CBI's distributive trades survey panel, said: "The growth in retail trade gathered pace in June as improving confidence among consumers was reflected in higher spending.""

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#### ABSOLUTE INTEGRITY

The story of Royal Insurance 1845-1995 by Peter Pugh. This book gives us the history of Royal Insurance which was set up at the "height of the Industrial Revolution and as Britain was establishing its Empire. This is a lovely book, for the historical value. Anyone wishing to borrow can do so from the Chamber office.

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#### WORKS SERVICES OPPORTUNITIES

Vol 5. No 11. 7th August 1996 included in this months issue is a leaflet entitled "In search of Excellence. Every supplier and purchaser is exposed to the potential cost of Risk and it can occur at any point in the supply chain. It is therefore vital to identify and manage risks at the earliest opportunity."

"Learn from today's seminar how to employ Risk and Value Management techniques to effectively reduce liability, cut costs, improve your product value - thereby increasing your chances of successfully tendering for contracts, whilst increasing the profitability of your organisation." Seminar being held at Heathrow Airport on Thursday, 14th November 1996. Please contact the Office to view this leaflet.

## MORAY BADENOCH & STRATHSPEY ENTERPRISE

The newsletter of the above enterprise with a Five Year Result table. also their Business Plan for 1996/7 is available for viewing in the Chamber Office.

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## WOOL NEWS

From Peter Marriott for week ending 23.8.96

Extract "Another dearer market has been wools from South America. For some time these have been extremely low and undermining Europes ideas. The theory is that orders destined for China were not taken up and led to cheap offers elsewhere".

"Recent firming. following the Australian lead has led to more business in South American and wool locally." "Although last weeks price increases have been underpinned, not enough has happened to push up quoted levels further until wool values are tested at auction again."

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## JOB SHOP

A letter has been forwarded to the Chamber Office by Government House from Mr Jonas William Feschuk, 1111 Park Avenue, Apt 819, Baltimore, Maryland 21201, USA. Mr Feschuk is a Canadian citizen seeking employment in the Falkland Islands. He has recently completed legal studies in Baltimore and also holds a degree in commerce and has experience in the banking field.

To view Mr Feschuk's letter and CV please contact the Chamber Office.

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P/COC/1#105



Vol.3 No. 22

BULLETIN

5th September 1996

ENERGIA '96

POWER - OIL & GAS EXHIBITION & CONFERENCE

Thank you to Punta Arenas Chamber of Commerce for forwarding details on the above conference being held in Santiago on 2/5 October 1996.

Unfortunately the fax message is not clear and even with copying on a dark tone reading is difficult. Members are welcome to view at the Chamber Office.

"During the Exhibition at ENERGY '96, a Business Matchmaker will be held, with the aim of encouraging commercial interchange between companies, and facilitating the direct contact Between suppliers and demand in this sector."

Applications for attending this conference must be with the organisers by 20th September 1996.

INTRODUCTION TO OFFSHORE EXPLORATION DRILLING AND PRODUCTION COURSE

Thank you to the companies to have applied for places on the above course. we still have spaces left. please contact the office for details.

The cost per participant is now £180.84.

A short extract from "2 Day Introduction".  
"Newcomers to the Oil Industry would benefit greatly. Some people who are already employed in the oil-related industry, eg service companies and contractors or those whose work brings them regularly into contact with offshore operations. would also benefit.

Previous course attendees have included new graduates, engineers, purchasing/supply, logistics, legal/contracts, human resources, training and career advisers, accountants and secretarial staff."

AIM/OBJECTIVE

"To give non-technical personnel an overall picture of the equipment and techniques used in Offshore Oil Exploration and Drilling."

More information at the Chamber Office.

THE FALKLAND ISLANDS ASSOCIATION

The Chamber of Commerce and the Falkland Islands Association now have a reciprocal arrangement of exchange

of publications, hopefully this will benefit both the Chamber and the Association with the exchange of information.

The Falkland Islands Association Newsletters will now be available for viewing in the Office.

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#### WILKINS KENNEDY

Mr Ian Sheekey of the above Chartered Accountants company recently visited the Chamber of Commerce Office and has left company profiles to be passed on to interested members.

An Extract from the Profile in the Corporate Finance Section "For new ventures we can assist in the preparation of formal business plans and will assist you when approaching financial institutions for your capital requirements. We are independent of all financial institutions and are able to offer our clients impartial advice on the most appropriate source of financing. We also provide specialist advice for individuals or companies wishing to acquire, sell, merge or invest in other companies. Our service can include structuring and setting up the negotiations and carrying out detailed investigations of the companies systems for financial management."

Please call at the Office for a Wilkins Kennedy Profile.

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#### IMPORT/EXPORT STATISTICS 1995

From the Customs & Immigration Department, Stanley. The statistical reports in relation to imports to and exports from the Falkland Islands 1995:

- a. Statistical report on total imports to the Falkland Islands and exports of wool to the United Kingdom for the years 1991 to 1995.
- b. Comparisons of principal imports by classification 1993 to 1995.
- c. Comparisons of principal imports by classification from Chile, 1993 to 1995.
- d. Total annual imports by classification 1995.
- e. Classification code range of total imports, including quantities in kilograms or litres where of interest(quantities are shown as '0' if not relevant).
- f. Imports by place of loading.
- g. Classification index for use when referring to reports e. and f. above.

## LIBRARY

### CONNECTED

Connected Publication from the Daily Telegraph, Tuesday August 13, 1996. In the News Section "The WebTV, a set-up box that turns a television into a Web browser, made its debut last week in New York. Philips Consumer Electronics plans to sell it from October for £210. Sony is expected to unveil its version shortly."

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### BUSINESS ALERT

Issue No 25, Aug 1996. Changes to Telecom Regulations. "Two Major changes to telecommunications regulations in revised class licences have been made by the DTI. They are: 1. The introduction of telephone privacy conditions requiring the parties to a conversation are informed of any recording, silent monitoring or any intrusion into telephone conversations; 2. The abolition of the designated maintainer regime, which currently requires operators of call routing equipment to have a maintenance contract covering this equipment from a maintainer approved by OFTEL. The changes will be introduced in revised versions of the class licences for Telecommunications Services and for Self Provision. The old licences will be revoked and new ones will come into force on 9 September. An explanatory guide, detailing the changes, can be obtained, free, from OFTEL Library, 50 Ludgate Hill, London EC4M 7JJ. Tel:0171 634 8700."

"Guide to New Driving Test. The Driving Standards Agency has published a new guide to the practical driving test. "The Driving Test" is a 90-page description of everything that is required to pass the test. Copies, price £3.99 from bookshops and HMSO ISBN 011 551778-2."

"Avoiding the 00 Timebomb. The millennium date change will be a major problem for all computer users around the world, unless they take steps now to assess and deal with the problem, according to Science and Technology Minister Ian Taylor. This is due to the failure of many computer systems to cope with the century date change from 99 to 00. Unless they are modified, many will crash and fail because their two digit calendars will not recognize the new date and might even treat it as being 1900.

Mr Taylor has asked senior representatives of interested parties in UK industry and the Bank of England to discuss remedial action, and has encouraged the Computing Software and Services Association (CSSA) to set up a UK task force to examine, in conjunction with users, what action can be taken. The CSSA has a directory of organisations providing specialist millennium skills and products. It is available from Nicki Blinkhorn on 0171-405 2171."

**BRITISH CONSULTANCY WORLDWIDE  
SUMMER 1996**

In this issue. Saving 10 million tonnes of Ukraine grain.  
Restructuring Ukraine's electricity sector.  
Russian Healthcare.  
Strategic Plan for the City of Prague.

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**EXECUTIVE MAGAZINE**

No 133 July 1996 & 132 June 1996 of this monthly magazine which is for people in business and decision makers. Cover story in No 133 is Women in Business. "equal opportunities for women in recruitment, and issues including equal pay, maternity rights and sexual harassment, continue to dominate the agenda for the Equal Opportunities Commission. But some reports suggest the tide may be turning. Our cover story this month turns the spotlight once again on how women are faring in the workplace."

Fish Conference, the 1996 Scottish Fish Farming Conference and Exhibition is being held at the Aviemore Mountain Resort from October 1-3. On the opening day the speakers will consider the world supply of salmon, including the impact of expansion in Chile, and will also look at important markets worldwide. The value of fish and shellfish as a healthy diet will also be discussed, and it is planned to wind up the three-day conference with a workshop session on possible new species of fish and shellfish for aquaculture.

Lots of reading in these magazines, please call at the office if you wish to borrow or view.

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**FALKLAND ISLANDS WOOL MARKETING**

Market Report from Peter Marriott for week ending 6.9.96. General Section "The slight hesitance in the Australasian markets this week has ensured that any possible interest shown in booking new orders would only be possible at levels well below today's replacement prices. Consequently little has been booked this week. All clients had been looking for a period of level, firm market conditions before placing any reasonable quantity of Autumn buying orders. Once again we are in a wait and see situation.

I myself am leaving for a week in Italy, leaving Sunday 8.9.96, I shall be visiting all our Italian clients for Falkland wools and shall have a better reading of the market on my return."

-----  
**BUSINESS DIRECT, CHAMBER OF COMMERCE ABERDEEN, SCOTLAND**

The above magazine "is a response to customer needs which will help us achieve the effective delivery of business growth. It will offer you and your business "one point of call" for information, advice and support services."



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P/COC/1#106



Vol.3 No. 23

BULLETIN

13th September 1996

#### INFORMAL DISCUSSION

Government and the Chamber of Commerce have arranged another informal discussion session in the Malvina House Hotel. 5.00pm until 6.30 on Wednesday the 18th September 1996.

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

I would be grateful if you could inform me (May) at the Chamber of Commerce Office if you will be attending this meeting, on or before Tuesday 17th September 1996.

#### NEWSPAPERS

Thank you to Government House for supplying the Chamber of Commerce Office with the Telegraph and Times newspapers. I do not have time to read them cover to cover but there are always some news items re Computer Update or Communications which are of interest.

#### JUTE

A letter has been forwarded to the Chamber Office by Government house from Mart Overseas Ltd. exporters of Jute and Jute Goods. Mart Overseas are looking for interest in the Falkland Islands from a company wishing to import Jute Goods such as "Hessian Cloth/Bag, Sacking Cloth/Bag, Twills Cloth/Bag, Carpet Backing Cloth/(C.B.C), Jute Yarn/Twine, Geo Jute(Soil Saver), Jute Webbing, Jute Caddies and other diversefied Jute products as per requirement of our Customers."

The address for Mart Overseas Ltd: 48 Kazi Mazrul Islam Avenue, Tejgaon, Dhaka-1215, Bangladesh. Tel: 02 9112355/9112354. Fax: 888 2 817828.

The full letter is available for viewing at the Chamber of Commerce Office.

## FALKLAND ISLANDS WOOL MARKETING

Report from Keith Atack for Week Ending 13.9.96

Extract from the General Section: "In Australia the Eastern market indicator lost 18 cents on the week (to 589 cents per kg) and the Western 11 (to 531 cents/kg) whilst the New Zealand market also eased by 4 cents to 476 cents/kg. In contract, prices at the British Wool sale were fully firm or a little dearer.

However, with the Australian situation the main influence on the local market for wool tops has led to some softening in prices. Indeed, keen price competition is cited as a feature at the moment in the absence of a sustained upturn in primary markets. New orders are eagerly sought but not too readily placed, so where there is a chance of business, firms are tending to cover it immediately rather than hesitating in the hope of a better price later. An underlying source of downward pressure on wool top prices is thought to be continued overcapacity in wool combing (and spinning too, to some extent) in Europe as a whole - particularly France and Germany. Nevertheless, whilst the raw wool markets struggle to find a level, the mood among local firms is still reasonably buoyant."

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### TELEX

Thank you to Cable and Wireless for gifting to the Chamber of Commerce, up to date Telex and Fax directories, they are used often by myself for telephone enquiries, and also by Members who use the Office library.

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### DHL

I think we had a record in speed of a package arriving in the Falkland Islands this week. The package was uplifted in the Netherlands on Friday, 6th of this month arriving in the Falkland Islands on Wednesday, 11th and delivered to the customer on the morning of Thursday, 12th not bad for coming down from the Northern hemisphere via South America.

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### FISHING

The attached information was forwarded to the Chamber Office by the Fisheries Department.

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# Cephalopods

The supply situation for squid is getting difficult. There is less squid on the market, and prices are therefore expected to go up in the near future.

*Illex* catches off the Falklands recovered as the total catch in the area reached 79,800 tonnes. But *Loligo* catches were mixed, with the beginning of the season being quite disappointing. Fishing picked up in the second phase of the spring season, and total catches of *Loligo* were up during the season, to 38,666 tonnes.

Giant squid, which has gained market acceptance during 1996, is now in short supply. Fishing off Peru is disappointing, while demand has also increased in Europe.

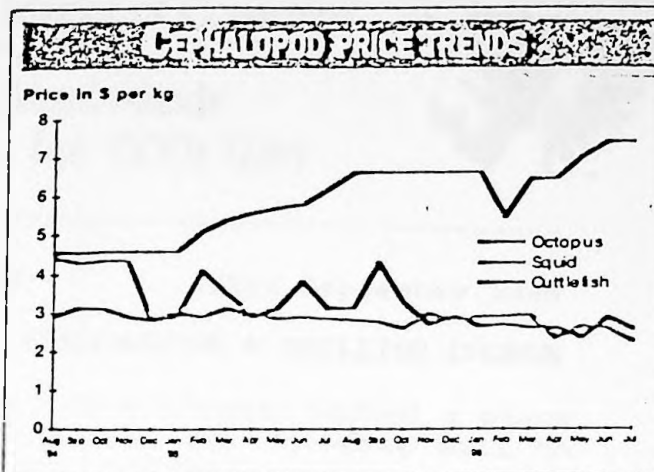
Japanese squid imports were up by 18 per cent during the first quarter of 1996. US exports of squid to Japan increased, as did exports from Morocco. In the first quarter of 1995, Morocco exported 2,100 tonnes to Japan, while in 1996 this increased to 3,100 tonnes.

Octopus has been in short supply so far, and demand has been good in Japan. Because of the limited supplies, Japanese imports have also been low; during the first quarter of 1996, Japanese octopus imports were 13 per cent down over the same period last year. Spain and Mauritania, in particular, have suffered from this decline. Morocco, on the other hand, has increased octopus exports to Japan.

With the Falklands squid season over and a general shortage of supplies, it is expected that prices will increase until the autumn season starts.

Prices for giant squid are also expected to rise, but supplies will probably not improve.

For cuttlefish, supplies from South East Asia are low, and prices are expected to stabilise. This is also reflected in Japanese



imports, which were down by 1,200 tonnes during the first quarter of this year, to 11,400 tonnes. Notably, Thai exports to Japan were down, as catches were low.

Also India reports lower catches of cuttlefish. Raw material prices are therefore rising, but the market has not shown much interest. Exports from India are difficult because of high prices.

China is experiencing good demand for cuttlefish, but most exporters are relatively inactive because of payment problems.

Product	Cuttlefish	Squid	Octopus
Latin name	<i>Sepia spp</i>	<i>Loligo spp</i>	<i>Octopus spp</i>
Product form	Cleaned,	Tubes, IQF,	Sea frozen,
	5-10 pc/kg	60 c/kg	1,000-1,500 g/pc
Origin	Thailand	Thailand	Spain
Market ref	CIF Italy	C&F France	FOB Las Palmas for Japan

## Moratorium for Californian squid

A Bill has been introduced in the California Legislature to place a moratorium on new effort in the state's burgeoning squid fishery, and develop a plan for a sustainable industry.

The need for action now by the state is felt to be crucial by most in the industry given the growth

and anticipated expansion of the fleet size, together with the recent decision by the Department of Commerce not to proceed with the Pacific Fishery Management Council's pelagic species management plan.

Many of those who had been involved in the development of a

federal plan for pelagics were looking to include squid within its authority. Given the department's action, or inaction, it is now up to the State of California to develop a programme for the protection of this fishery.

In addition to establishing a moratorium on new entry into the fishery for a three-year period, AB 3058 charges the fish-

ing industry and the Department of Fish & Game with developing recommendations to the legislature for a limited entry system, identifying the optimum number of vessels for the fishery and, most importantly, establishing a research and stock monitoring programme to determine the annual harvest levels and/or seasons for a sustainable fishery.

## 'Labels at sea' computer package helps efficiency

UK trawler owner Boyd Line has solved the problems of box labelling during long fishing expeditions by permanently installing a label printing software package on one of its trawlers.

Boyd Line approached bar code specialist KTP after it experienced difficulties in predicting the quantity and variety of pre-printed fish box labels that would be required during a three-month voyage by its deep-sea filleter/trawler, *Arctic Ranger*.

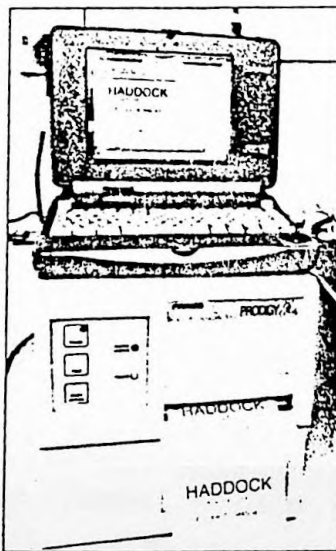
As a result, KTP has equipped the trawler with its own label printing system, based on a lap-top PC, running Label IQ, and a Datamax Prodigy Plus printer. Most labels are still run off prior to the voyage, but the crew can now make up for shortages or special requirements while at sea.

Boyd Line plans to move fairly quickly to printing all labels during the voyage and in the longer term hopes to extend the use of Label IQ to incorporate bar coding into the label, for identification and traceability purposes.

*Arctic Ranger's* sister ship, *Arctic Corsair*, may also adopt the package in the near future.

• Tel: +44 1274 533044

• Fax: +44 1274 531175



OOD INTERNATIONAL AUGUST 1996



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P/COC/1#107



Vol.3 No. 24

BULLETIN

25th September 1996

#### INTRODUCTION TO OFFSHORE OIL EXPLORATION & DRILLING COURSE

Thank you to the companies who have already booked a place on the above 2 day course. the cost per delegate will be £200 due to administrative costs incurred.

There are a couple of places left on the private sector course. dates 25th and 26th November 1996. details of the course content can be picked up at the Chamber Office.

"Newcomers to the Oil Industry would benefit greatly. Some people who are already employed in the oil-related industry, eg service companies and contractors or those whose work brings them regularly into contact with offshore operations, would also benefit.

Previous course attendees have included new graduates, engineers, purchasing/supply, logistics, legal/contracts, human resources, training and career advisers, accountants and secretarial staff."

#### AIM/OBJECTIVE

"To give non-technical personnel an overall picture of the equipment and techniques used in Offshore Oil Exploration and Drilling."

#### CHAMBER OF COMMERCE DELEGATION TO CHILE

Unfortunately the delegation from the Falkland Islands has had to be cancelled due to lack of numbers. The Chamber of Commerce Council felt that 4 representatives from the business community in the Falkland Islands was not enough for a delegation.

The Chamber of Commerce will try again for a delegation to Punta Arenas and Santiago, and would appreciate to hear from you re "preferred dates". Do you think Feb a good month to try for or maybe a winter month? Please contact the office with your preference.

#### SSL

Notice from Stanley Services Ltd: "Due to the continuing increase on the price of Marine Gas Oil it has become necessary for us to increase our posted price of this fuel to USD 310,00 per metric tonne. This will take effect from 15 September 1996."

## SUPPLY OF MARINE LUBRICANTS

Notice from Falkland Islands Customs & Immigration: "Persons or organisations who may be considering involvement in the supply of marine lubricants are respectfully reminded that under Section 4(1) of the Petroleum Products Ordinance 1973, a licence is required to import, sell or otherwise supply and store marine lubricants.

Anyone requiring a licence should submit their application to His Excellency The Governor, Government House and provide a copy to the Attorney General, Attorney Generals' Chambers, Cable Cottage, Stanley."

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## LIBRARY

### LATIN AMERICA MONITOR

An invitation to subscribe to the above publication. Vol 13 No 5, May 1996. Title Southern Cone is available for viewing at the Chamber of Commerce Office.

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### MASD 97

Booklet from the University of Reading, details on courses available in Applied Statistics and Computing for Professionals in Agriculture, Climatology, Forestry, Business Survey Practice.

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### EXECUTIVE MAGAZINE

No 134 August 1996 from the Highland & Islands Enterprise. contents: Kirkwall Auction Mart, Quality Setting Standards (Welcome Host Training Scheme), Construction Building Up.

\*\*\*\*\*

### BUSINESS BULLETIN, ABERDEEN C OF C

September 1996, contents: Business Buyer's Bible "If you want to avoid the headache of ploughing through dozens of business supplied catalogues, the latest edition of Sell's Products and Services Directory will save you the task - and save space on the office shelf.

A complete buyer's guide for industry, it contains more than 8,500 product and service classifications and details of around 60,000 companies."

"Other sections include a listing of more than 11,000 brand and trade names and a guide to the procurement policies and purchasing contacts for the Top 100 UK

companies. Sell's Products and Services Directory is available, price £82, from: Miller Freeman Information Services, Riverbank House, Angel Lane, Tonbridge TN9 1SE. Tel: 01732 362666. Fax: 01732 367301."

Bewildered Small Businesses Put Brakes on Purchasing:  
"Nearly two-thirds of Britain's small and medium-sized companies are reluctant to invest in new communications technology - even though most feel it would help them improve customer service and save time and money. according to a survey commissioned by BT. The report reveals the main stumbling blocks are concern over the possible complexity and shelf-life of new equipment. To help companies make the right communications choices for their businesses, BT, in conjunction with the Federation of Small Businesses (FSB), has published a free step-by-step buying guide."

Copies of the Communications With Confidence check-list, as well as advice and information for small and medium-sized businesses, are available from BT Business connections. Call freefone 0800 800 800, 8am-11pm Mon-Sat.

On the first page of the Bulletin is a chart titled: Oil and Gas Survey Yields Encouraging Results. "A continued rise in confidence within the energy industry - particularly among service companies - has been revealed by the second quarter 1996 results of Aberdeen Chamber of Commerce's Grampian Oil and Gas Survey."

"Commenting on the second quarter results, Chamber of Commerce Chief Executive Derek Marnoch said: "Offshore activity continues to exceed expectations, especially in the service sector. The long-term outlook remains positive, with a number of companies increasing their investment in plant and equipment."

As usual there is a lot of interesting articles in this Bulletin from Aberdeen C of C.

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#### **DHL EXPRESS**

The Autumn 1996 issue includes: News in Brief "Gateway to Falklands" "DHL is the first international air express carrier to service the Falkland Islands. The expected transit time from the UK is three to 6 days. Previous communications have been by post or traditional air freight."

Proud of its people: DHL achieves top standard for best practice.

Panoramic Portugal: leave the beaches and take to the hills.

## NEWS

From Weald and West Kent Chamber of Commerce and Industry

September 1996 issue includes: "The Tourism Forum sparks a lively debate, and the import-export markets in the region are looking up". "Catch up with the latest news of Business Exchange 96".

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## NEW MEMBER

Welcome to the Chamber of Commerce to: Desire Petroleum Ltd. Mathon Court, Mathon, Malvern, Worcestershire, WR13 5NZ Tel: 01684 892242 Fax: 01684 575226, contact in the Falkland Islands: Mr Lewis Clifton, PO Box 531, Stanley. Tel/Fax: 21089.

Profile: Desire Petroleum is a UK registered company formed principally to participate in the on-going Falkland Islands Oil Licensing Round.

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## JOB SHOP

Mr & Mrs Taylor, who are working in Brunei for the NAAFI at present have written to the Chamber Office seeking employment in the Falkland Islands.

Mrs Taylor started her working career with the Leeds City Police Force and has since moved around the world working in personnel and secretarial duties.

Mr Taylor has worked as an Auditor for the Naafi for 20 years, also has experience in the field of Immigration laws and Customs & Excise matters.

A full CV for both applicants are available for viewing at the Chamber Office.

\*\*\*\*\*

Communication has been received from Mr & Mrs Gosling of Oswestry in Shropshire seeking employment in the Falkland Islands.

Mrs Gosling has experience in retail and at present is employed as a Carer/Domestic in a nursing home.

Mr Gosling is qualified to Grade III Fire Officer trained by the RAF. At the moment he is working as a Motor Mechanic.

Full letter and CVs for viewing at the Chamber of Commerce Office.

Mr Antony Williams has written to the Chamber of Commerce seeking employment in the Falkland Islands. Mr Williams has worked in conservation, he has also worked as an RSPCA Inspector, he is willing to work in any situation.

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

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#### WOOL REPORT

Market Report from Keith Atack for week ending 20.9.96  
GENERAL SECTION: "While conceding that new business is difficult to obtain, some woolcombing companies report that they have good order books at the moment and are maintaining full production.

However, one of the main difficulties facing the European trade generally is that it is possible to sell wool, tops and other semi-manufactures but not at profitable prices. Resistance to price increases is entrenched and there is no reason to suppose that attitudes will soften in the season ahead. This means that processors have to run their businesses and their machinery with the utmost efficiency - and to invest heavily to stay ahead in the technological race."

---

A copy of a communication from Simon-Peter Liehr, Hugo Wolf Str.10, D-85057 Ingolstadt, Germany has been forwarded by the Tourist Board for inclusion in the Bulletin.

"A friend of mine from London sent me a copy of 'Royal Mail International'. So I found your address.

Please sent me some informations about your islands. I hope I can visit your islands some day.

Hope you can help me also to find a penpal from the Falklands. Or you can show me a way or possibility to come in touch with somebody.

My name is Simon-Peter Liehr, aged 33, working as a aged homemaker. I'm married an have two little daughters aged 3 and 1 year. My favorite hobby is listening to shortwave radio. I have heard many many stations from all over the world. Unfortunately the FIBS is not on shortwave and so it is not possible to hear your station here in Germany. In October there will be the St. Helena day. Then Radio St. Helena will be on air on shortwave for some hours again via the cable and wireless transmitter. This is also a good publicity for the Island. Hope some day the FIBS could find a way as Radio St.Helena to go also 'world wide'. Thank you very much in advance."

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Vol.3 No. 25

BULLETIN

3rd October 1996

# ABERDEEN CHAMBER OF COMMERCE DELEGATION

The Chamber of Commerce have started to draft an Itinerary for the above delegation and request our members who wish to have private meetings, on Tuesday 19th November, with any of the representatives to contact the Chamber Office ASAP so that we can build up a schedule of meetings.

We will also need to know how long you wish your meetings to be, where you propose to meet, and preferred times.

The delegation from Aberdeen have requested that we leave Saturday afternoon and Sunday free for the representatives to visit places of interest in the Falkland Islands, and we are looking for volunteers to act as hosts for persons wishing to visit, ie Gypsy Cove, Goose Green, Tumble Down etc.

The Chamber has also given the delegation the option of doing a Battlefield Tour, having a game of Golf, Fishing, Bird Watching, again we are looking for people to host these events if there is any interest shown by Aberdeen.

On Friday, 15th November there will be an evening supper reception to meet with the delegation from Aberdeen. There will be a charge for this reception, and I need names of interested companies with numbers wishing to attend.

Saturday, 16th November it was suggested that we ask our membership if they could host dinner for 1 or 2 or more, of the delegation, we would appreciate any help that you can give us in organizing a successful visit.

## Company Profiles of delegation:

**Aberdeen Chamber of Commerce:** Represent its' members in the Aberdeen Area, training, business function.

**ABB Vetco Gray:** Design, Manufacture, sales & servicing of drilling and production equipment for subsea and surface applications.

**Arch Henderson & Partners:** Design Engineers, architects.

**Asco:** Supply base operators, logistics, marine management, cranes, transport, labour, warehousing, accommodation, vessel charter.

**Black Gold Oil Field Tools:** Manufacture, lease & repair of oilfield equipment (Non electrical).

**George Craig Group:** Standby safety & fishing vessel owners, ship managers, ship chandlers, catering supplies, lifting equipment engineers, mooring systems, rescue craft & lifesaving equipment.

**Electrical Services Ltd:** Electrical & mechanical engineering, AC/DC motor rewind, HV motor rewinds with load test capabilities. Installation and maintenance of electrical equipment. Generator hire, Supply of specialist electrical equipment.

**Ledingham Chalmers:** Solicitors.

**Moray Council:** Economic development body for Moray region.

**PKF:** Auditors & Accountants.

**Scottish Enterprise:** The economic development body for Scotland

**Shetland Oil Industries Group:** Represents a wide range of oil related businesses in Shetland Islands.

**S & D Oilfield Fabricators:** Welding & fabrication, pipe spools etc & structural fabrication.

**Sterling Shipping:** Shipping Services.

**Stewart Milne Timber Systems:** Design & manufacture of timber framed houses, construction.

**Stolt Comex Seaway:** Underwater engineering contractors.

**Wood Group:** The parent company of 40 energy servicing companies providing engineering and high technology services to the oil industry.

**3 Plus Engineering:** Manufacture and refurbishment of oil related equipment, NDT (Non destructive testing), equipment rental.

An ideal opportunity for businesses in the Falkland Islands to gain knowledge on the Oil Industry in Scotland, please do not hesitate to contact the Chamber Office if there is any other information needed.

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## OIL EXPLORATION AND DRILLING COURSE

Thank you to the membership, the Private Sector Course is now fully subscribed.

There will be more information in the Bulletin nearer to 25th November 1996. Price for the 2 Day Course is £200 per person.

On 26th November 1996 there will be an Hour and a Half Public Session, venue to be decided later.



## **EMPLOYMENT DAY 1996**

On behalf of Year 10 I would like to thank all employers who helped on the Employment Day Programme. With so many possible options being made available the students were spoilt for choice and some employment areas were not visited. In all 19 students visited 15 different sites during the morning and afternoon. All enjoyed the experience which gave them some useful insights into future employment and careers. This information will be added to that gleaned from the employers talks held as part of our on-going programme of careers guidance.

Next comes the Work Experience two week block which will be held from Monday November 25 through to Friday 6 December. Letters outlining details of this programme will follow. Until then thanks again to all who helped us. We value this continued contact with employers and who knows you may have helped a future worker with their career.

This letter was sent to the Chamber Office by Mr P Middleton, Community Education Officer.

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## **INTERSHIP LIMITED**

A communication has been received from the above company, they provide "Barge and Tug Services to the Oil & Gas Offshore Industry. They are owners of Offshore Barges, "including accommodation units, Deck barges, Pipelay, Launch Barges, pontoons, including submersibles for Dry Docking Rigs and Offshore platforms, Tugs and Offshore Service vessels, located in world wide positions.

The letter has a heading "Projects in West Africa" so could be they have picked the wrong code and it has been sent to the Falkland Islands by mistake, anyway there are 3 pages of Barges available information for anyone interested. Please call at the Office for a copy or to view.

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## **LIBRARY**

A letter has been received from Wilkins Kennedy, Chartered Accounts and they have kindly sent us copies of their "Autumn 1996 Expatriate Tax Update which may be of interest to some of your members."

Anyone wishing a copy please call at the office.

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## **FALKLAND FOCUS**

Copy of the News Update from the Falkland Islands Government, Issue 59, September 1996.

Included in this issue Oil Licence Tenders: "Six consortia were interviewed by the Falkland Islands Government in London during August regarding their tenders for licences to explore for hydrocarbons in Falklands waters. The tendering process has now been completed and a report, approved by Executive Council, has been passed to the Foreign Secretary. It is anticipated that an announcement of the successful bidders will be made towards the end of October."

Civil Service Review: "The Falklands Civil Service has undertaken a major review of pay and pension conditions. The second phase of this review, undertaken by Hay Management Consultants, has recently been completed and the report will shortly be put before Council. It is anticipated that the outcome of the review will be a far more modern salary structure including improved pension rights and equity throughout the Civil Service."

These are extracts from Issue No 59 to view the full issue please call at the office.

\*\*\*\*\*

#### CHILE AGREES MERCOSUR TIE

An excerpt from the Financial Times, 12th September 1996. "Chile's senate has approved associate membership of the Mercosur customs union, eliminating the final obstacle to participation in the regional trade pact. President Eduardo Frei said Mercosur membership would bring great opportunities. The four Mercosur countries, Argentina, Uruguay and Brazil, have 200m consumers.

The pact comes into effect on October 1 and will gradually reduce tariffs between Chile and Mercosur countries over 18 years. Most of these are expected to be eliminated within 10 years.

Chilean investments in Mercosur countries make up 57 per cent of all its foreign investment over the past six years, totalling \$4.9bn. Senate approval came after the agriculture minister, Mr Emiliano Ortega, unveiled a \$500m plan to help small and medium farmers adjust to the new market conditions. Elizabeth Love, Santiago."

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#### BUSINESS ALERT

Sept 1996 Issue 26, A briefing for businesses in the North of Scotland. "Oil & Gas Company Database - On The Web. Undertaken by Scottish Enterprise Oil and Gas Team, a comprehensive database of small to medium sized (SME) companies operating in these related industry sectors has been compiled and is available on the Internet at: <http://www.clients.globalweb.co.uk/seo/database/>

The database can be searched alphabetically by company name or by business sector. It is a useful resource if you are looking for companies with expertise or services in areas you may require. You can also have your company details on the database by registering free of charge. To submit your details for registration contact Dick Lawrence at Scottish Enterprise Oil and Gas on 01224 626310 or dick.lawrence@scotent.co.uk.

Fuel Prices Static: "The July AllStar fuel price report shows that average prices during most of the month remained steady but an across all brands rise of 2p per litre or almost 10p a gallon at the end of the month has taken some of the pressure off garages feeling the competitive squeeze. It points out that, in spite of this raise, motorists are paying less for their fuel than they did this time last year."

As usual there are lots of small articles in this business alert, please call at the office to view.

\*\*\*\*\*

#### **EQUALITY EXCHANGE SEMINAR**

From Robert Gordon University, Aberdeen information on the above seminar "developing an equal opportunities climate. This will be supported by a speaker from a private sector organisation and a briefing from the Equality Exchange. The Director of Grampian Racial Equality Council will also describe the importance of race equality in business."

A registration form is available from the Chamber Office which has to be returned by 11 October 1996 so if you are interested please contact ASAP.

\*\*\*\*\*

#### **EDDISON LIFT TRUCK SERVICES LTD**

A letter from the above company with information on Yale Fork Lift Trucks, they supply parts to both UK and overseas at "very competitive prices".

To view this letter please call at the Chamber Office.

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#### **SAFEWAYS TRADING (PVT.) LTD**

The above company have contacted the Chamber with the aim of exporting items from: spices, seafood, grain, food stuff, herbs, cosmetics, garments, tailoring material. The full address for this company: PO Box 12497, Karachi - 75500, Pakistan. Tel: 5893814-5893815 Fax: 9221 5893865.

Mr Oscar Mpianing, Triumphant Baptist Church, PO Box KW 93, Kwadaso, Kumasi, Ghana, West Africa has written to the Chamber office seeking information re: the Falkland Islands and businesses situated here. Mr Mpianing is a Student at the Cambridge International School of Ghana and would appreciate any contact with someone in the business community, or anyone willing to correspond.

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#### JOB SHOP

Mr Lionel Spencer and Mr Royden Spencer of Flat 6 Westbourne Court, Westbourne Terrace, Jersey, JE2 7TE have written to the Chamber Office seeking employment in the Falkland Islands.

Mr Royden Spencer has sent a full CV and has experience in the use of related "Machinery/Equipment, including Mig Welder, Arc Welder, Plasma Cutter, Oxyacetylene, Lathes, Grinders etc.

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

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#### WOOL REPORT

Report for week ending 27.9.96 from Keith Atack. Extracts from the General Section: "Deliveries are continuing to go out well. However, where new business is being done, it is often for prompt delivery at very competitive prices."

"Eighteen months ago it was estimated that overcapacity of some 25% existed globally in wool combing, Since then, wool production has fallen steadily (Australian shorn wool production is forecast to be 642 million kgs greasy in 1996/97 compared with 1029 million kgs in 1989/90). This has exacerbated the problem, leaving too much machinery chasing too little wool."

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#### NEW MEMBERS

Welcome to the Chamber of Commerce: KTV, and KMZ Electronics.

KTV Ltd, PO Box 68, 16 Ross Road West, Stanley  
Tel: 21049/22349 Fax: 21049

Profile: Wireless Cable TV, 24hrs, Live News, Sport, Movies, Discovery Channel, Cartoons. From the world to your home Non-Stop.

KMZ Electronics, PO Box 68, 16 Ross Road West, Stanley  
Tel: 21049/22349 Fax: 21049

Profile: Marine Electronics, Communications, Xerox,  
Office Equipment, Industrial Electronics.  
Consultancy, Sales, Installations, Maintenance and  
Repairs.  
24hr Service 365 days a year.

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#### **CABLE & WIRELESS**

The visit of Cable & Wireless Director Mr Ken Coppock, for the official opening of the new Earth Station in the Falkland Islands has been postponed, the opening is expected to take place in February 1997.

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#### **ABERDEEN OIL AND SERVICE COMPANY VISIT (10-19 JULY 1996)**

The above report from FIDC is now available for viewing at the Chamber of Commerce Office.

A short extract from this report:

"There is a state of change within the industry, driven by the operators. Their objectives are increased efficiency and cost savings, brought about by risk/profit sharing with their primary contractors. Likewise the outsourcing of engineering, logistics and material management to reduce in house costs and focus accountability. The latter will most certainly effect the operation of a forward supply base, but it is thought that in a frontier area such as the Falkland Islands standard contracting practices will be pursued."

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Falkland Islands Chamber of Commerce  
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Tel: (500) 22264 Fax: (500) 22265



Vol.3 No. 26

BULLETIN

11th October 1996

CHAMBER OF COMMERCE OFFICE

The Chamber Office from Monday, 14th October 1996 will be open from 0800hrs - 1200hrs, 1315hrs - 1630hrs.

INFORMAL DISCUSSION SESSION

An informal meeting has been booked for the Chamber of Commerce Membership and FIG Councillors on the 29th October in the Malvina House Hotel, 1700hrs until 1830hrs. Unlike the meetings held with the Administration, the nature of meetings with Councillors will revolve around policy issues relevant to business, giving a platform for the Chamber of Commerce Membership to present and discuss their view to Councillors on FIG policy.

Please inform the Chamber Office if you will be attending the discussion session.

EDUCATION DEPARTMENT

A request from the above Department to alert the Business Community to the "fact that at the end of the year, 39 young people will be leaving school." This is a larger year group than 1995 when we had 22 leavers.

Of the expected 39 leavers, it is expected that 14 will apply for funds for further education overseas, leaving 25 seeking local employment.

"These potential employees will receive their GCSE results in late January so some employers might want to wait for these results before taking on young people. However, it would be helpful to give these young ones an opportunity to join the workforce next year and employers might like to consider what vacancies they have in anticipation of the students leaving school."

FISHERIES DEPARTMENT

The Fisheries Department have forwarded to the Chamber Office a copy of Tender Documents for a Fisheries Protection Vessel for viewing, for future bids only.

## **LIBRARY**

### **EXPORT COURIER**

This magazine displays a wide range of products from many British companies. For Mixed Loads the Magazine recommends, Abdine, Concord Cash & Carry, Don Elder, Nurdin & Peacock, Superdrug, Tesco Export. This issue tends to deal with cosmetics and beauty products but information on exhibitions are included.

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### **BUSINESS BULLETIN**

July/August 1996 issue of the above magazine from the Aberdeen Chamber of Commerce includes: Direct Mail Disk for Small Businesses "Royal Mail has launched A Guide to Direct Mail an interactive computer software programme aimed at giving small and medium sized businesses step-by-step advice about running a direct mail campaign.". The Guide is divided into four easy to follow chapters covering all aspects of a direct mail campaign. Chapter one explains campaign planning and how to source and use mailing lists effectively. In the second chapter advice is given about building a database, campaign testing, predicting, analysing and handling response. Direct Mail are available from Royal Mail, FREEPOST WDB1313, Mitre House, Wolsy Business Park, Watford, Hertfordshire WD1 1DW.

Also in the Direct Mail for Small Businesses "The Royal Mail Guide to Direct Mail for Small Businesses, a practical DIY manual for managers of small firms, has been published in response to the rapid growth of direct mail." Designed for use both by small businesses planning a campaign for the first time, as well as being a useful guide for those with more experience, the book is packed with helpful tips and practical advice, including: identifying your best customers. How to reach the best potential prospects. Building your own cost-effective mailing lists. How to generate more business through effective copywriting. Planning and monitoring your campaign. Examples of best practice. This book is published by Butterworth Heinemann and is available from good book shops nation-wide (UK), price £14.99.

Also included in this issue is a small leaflet: Looking for a base in Houston? The British Trade Centre, Houston, Texas can satisfy your needs. Conveniently located on Katy Freeway the Centre offers Short or Long Term facilities tailored to your individual company's requirements. The services range from complete office set up with fully furnished offices with Back Up Secretarial Support to using the facility as a postal address in Houston. To view this leaflet please call at the Chamber of Commerce Office.

## OFFSHORE OILFIELD SERVICES

A letter has been received from Mr Anthony Eastwood concerning the possibility of Oil being found in Falkland Waters. Accompanying the letter are some proposals in how Mr Eastwood and Mr John c'Ancona can help the Falkland Islands in preparation. Extract "It is believed that there would be significant benefits from a structured approach by the Falklands to the provision of supplies and services,".

To view this letter and proposal please contact the Chamber Office.

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### MR SAM ALEXANDER

Available for viewing in the Chamber Office is a CV for Mr Sam Alexander the Consultant who will be lecturing on the Introduction to Offshore Oil Exploration and Drilling Course, being run in Nov.

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### WOOL REPORT

Report for week ending 11.10.96 from Peter Marriott.

General Section: "Following last weeks easing in all Markets especially for Merinos this week has shown a steadiness in wool prices and an increasing of the values in Merino types. This time in the season is the traditional time to place a good weight of orders for the Autumn/Spring selection. but this uneasiness in wool prices has caused a wait and see situation. If with the next weeks large offerings in all markets the firmness continues it will bring out a number of reasonable orders waiting to be placed when the position stabilises. What is quite clear is that at the moment the pipe line is empty and clients have been buying on a day to day basis, purchasing only for immediate requirements." This is an extract from the General Section of Wool Report from Peter Marriott.

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### FIDC ON BEHALF OF FIG

FIDC wish to identify specific shortages of personnel and skills within the Falkland Islands.

The St Helenian Government are collating a data base on their available skills and personnel with a view to carrying out an exploratory matching exercise.



We need the following information:

Skills required?

Number of people required?

Length of Contract?  
ie 1yr/2yrs

Is Accommodation available?  
ie Agricultural work/Farm House

I would be grateful if you could help me gather this information, answers to the Chamber Office, hope to hear from you ASAP.

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**STANLEY SERVICES LTD**

Have asked the Chamber Office to advertise:

Suppliers of: Diesel - Kerosene - Petrol - Paraffin  
Aviation Fuels  
Marine Gas Oil Bunkers  
Shell Lubricants for Automotive & Marine Use

Logistics: Worldwide Air and Sea Freight  
Warehousing & Distribution

Distributors  
for: Mitsubishi Vehicles  
Automotive Spare Parts  
Industrial Gases  
Propane Gas

Our Tourism Division  
Handles: Group Handling for Overseas Tour  
Groups and Individuals  
Reservations at Local Hotels & Lodges

Tel: +500 22622 Fax: +500 22623  
Telex: 2438 STANSERV

UK Office: 25 Goodge Street, London  
Tel: 0171 637 2185 Fax: 0171 580 3775

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Vol.3 No. 27

BULLETIN

17th October 1996

### LOCAL REGISTERED COMPANIES

As a result of concern from members about the recent incorporation of No 1 Electrical as a locally registered company, and it's open competition on the local market for work. A meeting is being held in the Chamber Office on Thursday, 24th October at 1700hrs.

I would appreciate hearing from you re numbers attending this meeting, the venue will have to be altered, if there is an enthusiastic response.

The purpose of the meeting is as below:

1. To ascertain the implications of this action, and identify other areas of local business at risk from similar actions by overseas companies.
2. To identify what measures can be taken to protect members from excessive competition by larger overseas companies competing in the local market place.
3. Prepare a concise report on members views, and proposed solutions to Councillors on 24th, for their consideration prior to the Chambers meeting with them on 29th Oct.

One option would be to close the Company register to overseas companies whose business or trade is already provided in the Islands, thus forcing a joint venture company to be formed by such overseas companies with local participation thus ensuring some transfer of skill, technology, and capital investment.

All persons considering attending this meeting should give this matter some thought beforehand, in order that as many possible options are aired for discussion prior to final proposals being presented for discussion with Councillors.

### MEETING WITH COUNCILLORS

A meeting has been arranged between Councillors and Chamber Members to be held at the Malvina House Hotel, on 29th October, 1700 - 1830hrs. Unfortunately there will be no Open Bar, everyone will have to purchase their own refreshments.

Councillors have requested in advance, a list of formal questions to be asked at the meeting, in order that they can best answer questions put to them. Members wishing to put any questions to Councillors are requested to contact Hamish Wylie who is compiling a list.

At the meeting each member will be invited in turn, to put their question to Councillors. Councillors have likewise been asked to put questions or proposals to the Chamber for discussion prior to meeting.

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#### ABERDEEN DELEGATION

An update on progress with the Itinerary for the above delegation arriving on the 15th November 1996 leaving on 20th November 1996.

I have received notice of changes in the delegation members from Aberdeen, see company profiles below.

Two members of the Chamber of Commerce Council, will meet with the delegation and accompany them on the coach back to Stanley.

Reception on 15th Nov, Friday evening to welcome the delegation, I am still taking names of companies wishing to attend this reception.

Saturday morning, the delegation will be given a tour of FIPASS, with a boat trip out to Berkeley Sound, lunch hosted by FIC.

Saturday night, I am still taking names of companies or individuals, wishing to host a dinner for members of the delegation, company profiles below.

Sat afternoon and Sunday has been left as "free time", I have mentioned to Aberdeen that they can go fishing, play golf, do a Battlefield Tour (if fit), visit the museum, also go out on a round robin trip with FIGAS, I am waiting to hear from Aberdeen on choices. Also offered by a local tour guide is a local Battlefield Tour. Again if you wish to host any of these activities or have something else in mind, please contact me at the office.

Monday is taken up with presentations, the first one being from the Chamber of Commerce, 0900hrs, second 0930hrs is a talk on Falkland Law, a short coffee break and then at 1045hrs FIDC will give a presentation. FIDC is hosting lunch. In the afternoon 1400hrs it is time for Government Departments to meet with the delegation and give their presentations. We have booked the Parish Hall for the full day, and Chamber Members are welcome to attend these presentations, please try and attend at the times specified, so you do not interrupt a presentation, sorry I do not have times for the afternoon.

Monday evening, again we are waiting on confirmation from Aberdeen, re Aberdeen Chamber of Commerce hosting a supper for Members of the Falkland Islands Chamber of Commerce, I shall bring you up to date as soon as possible.

Tuesday is the day for 1hr appointments. I am still taking names of companies/individuals wishing to talk with any of the companies listed below, you will be required to transport the representative to their next appointment.

Tuesday evening, a drinks reception in Government House. anyone wishing to attend please contact the Chamber Office ASAP.

After the drinks reception at Government House the Falkland Islands Chamber of Commerce Council will host an informal dinner for the Aberdeen delegation.

On Wednesday morning, two members of the Chamber of Commerce Council will accompany the coach back to MPA.

I hope that this will bring the membership up to date with setting up an itinerary for the Aberdeen delegation, and if there is any way in which you think you could help, please contact me.

1hr appointments are being taken, with venue.

#### Company Profiles of delegation:

**Mr Derek Marnoch, Aberdeen Chamber of Commerce:** Represent its' members in the Aberdeen Area, training, business function.

**Mr Les Adams, ABB Vetco Gray:** Design, Manufacture, sales & servicing of drilling and production equipment for subsea and surface applications.

**Mr Ron Still, Arch Henderson & Partners:** Design Engineers, Architects.

**Mr Donald Michie, ASCO Ltd:** (To be confirmed next week) Supply base operators, logistics, marine management, cranes, transport, labour, warehousing, accommodation, vessel charter.

**Mr Mel Maitland, Black Gold Oil Field Tools:** Manufacture, lease & repair of oilfield equipment (Non electrical).

**Mr Callum Bruce, George Craig Group:** Standby safety & fishing vessel owners, ship managers, ship chandlers, catering supplies, lifting equipment engineers, mooring systems, rescue craft & lifesaving equipment.

**Mr Bill Campbell, Electrical Services Ltd:** Electrical & mechanical engineering, AC/DC motor rewind, HV motor rewinds with load test capabilities. Installation and maintenance of electrical equipment. Generator hire, supply of specialist electrical equipment.

**Mr Malcolm Laing, Ledingham Chalmers:** Solicitors.

Moray Council: Economic development body for Moray Region. NOT CONFIRMED, TO DATE.

Mr Peter Campbell, PKF: Auditors & Accountants.

Mr Niall Storan, Scottish Enterprise OIL & GAS: The economic development body for Scotland.

Mr Keith Fletcher, Shetland Oil Industries Group: Represents a wide range of oil related businesses in Shetland Islands.

Mr Gus Swan, S & D Oilfield Fabricators: Welding & fabrication, pipe spools etc & structural fabrication.

Mr Patrick Harrison, Stirling Shipmanagement Ltd: Shipping Services.

Mr Hugh Mackay, Stewart Milne Timber Systems: Design & manufacture of timber framed houses. construction. Appointments being taken by Ian Stewart Construction on Tel 21661, Fax 22283.

Mr Phillipe Lamoure, Stolt Comex Seaway: Underwater engineering contractors.

Mr Glen Hurren, Wood Group: The parent company of 40 energy servicing companies providing engineering and high technology services to the oil industry.

Mr Baird Shepherd, 3 Plus Engineering: Manufacture and refurbishment of oil related equipment, NDT (Non destructive testing), equipment rental.

NEW

Mr Frank Deans, Nomis Shipping Ltd: Sorry no company profile to date.

Mr Donald MacKinnon, CEBO UK Ltd: Cement and Mud Supplies.

An ideal opportunity for businesses in the Falkland Islands to gain knowledge on the Oil Industry in Scotland. please do not hesitate to contact the Chamber Office if there is any other information needed.

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LIBRARY

## BUSINESS BULLETIN

The Aberdeen C of C October 1996 edition of the above bulletin includes: "A self-help pack to assist small and medium-sized tourism businesses gain Investors in People (IIP) recognition, has been launched by the Hotel & Catering International Management Association and IIP(UK), following the successful pilot testing in Scotland."

The new pack, *Shaping Your Team for Success*, has been tailored to help employers of small hospitality, catering and leisure companies compete more effectively by raising standards of service, improving customer care and boosting profits. The easy to use 300 page pack includes 15 stand-alone management guides, such as business planning and identifying training needs, plus ideas, check-lists and tips on keeping and recruiting staff. It also contains useful and adaptable example documents such as training plans, job descriptions and appraisal forms, as well as a contacts list and case studies of companies who have gained IIP recognition. There is more in this short article which ends with the address for a free information leaflet, call Tourism Training Scotland's hotline - 01345 023047. To order the pack, please send a cheque for £49, payable to HCIMA, to: Tony Lainchbury, HCIMA, 191 Trinity Rd, London. Tel: 0181 672 4251, Fax: 0181 682 1707.

There is a short article on the International Offshore Contracting and Subsea Engineering Exhibition and Conference - which will be held at the Aberdeen Exhibition and Conference Centre on 29-31 October, saying that it has attracted a record number of exhibiting companies, reflecting the growing trend for innovative subsea completions within the offshore energy industry.

In the feature section: *Avoiding Stress Litigation*, a short extract "Whilst primarily an internal management matter, many companies are providing training to encourage better recognition and appreciation of stress inducing situations and individual cases of stress. Such training could either avoid severe stress build-up leading to litigation, or mitigate allegations of negligence if a case arises."

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#### INTRODUCTION TO OFFSHORE OIL EXPLORATION & DRILLING COURSE

Thank you to all the applications for attendance on this course, you should have received a letter informing you that this course is being held in the Community School, new class room, (top of library steps), 0800hrs - 1200hrs break for lunch, 1315hrs - 1700hrs, a coffee break morning and afternoon, the cost has been reduced with assistance from FIDC, invoice enclosed along with a resume for Mr Sam Alexander, Lecturer.

#### PUBLIC SESSION

Advertising for this session shall be nearer the time, the evening of 26th November in the Geography Room at the Community School is the likely slot.

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#### NEW BUSINESS DIRECTORY

A draft copy of the Business Directory 1997 shall be available for viewing on Wednesday the 23rd of October in the Chamber of Commerce Office, please use this day to view your entry in the Directory before it goes to print.

## WHAT VAN

Mr John Birmingham has the up-to-date copy of "What Van". anyone wishing to view this magazine please contact John on 21443, any time.

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## DHL

Extract from our slot in the DHL Service Directory for Oct. Nov, Dec, 1996.

### Packages:

Advisory Value Limit                      USD50,000.00

#### Size Note

##### Max dimensions:

length 88cms, width 88cms, height 88cms

#### Weight Note

Max weight per shpt: 32.0kgs Max per piece: 32.0kgs

Shpts in excess of these limits may experience additional delays of 5-8 days.

For more information on DHL please call May at the Chamber of Commerce Office.

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## WOOL NEWS

Market Report from Peter Marriott, for week ending 18/10/96 from the General Section: "Signs that the wool market both last week and this did bring out more buying interest. Those involved in early stage processing say that actual bids were made and it is clear that some were accepted. Many were turned down, however, because would be sellers found that prices being offered were too far away from actual costs. Buyers may see this as a good time to buy but the same reasoning can convince sellers that it could be the wrong time to sell regardless of price. The possibility that a low point was being passed nevertheless brought out more business. There was caution in guessing how wool markets would move in the near future. The balance seems even, between further strength on the one hand or perhaps a week or two of uncertainty. Trade may be difficult at present and so many factors have to be considered. However all indications are that in the new year prices when your wools arrive will be higher than at present. With all these good indications we look forward to the next season with both interest and confidence."

The wool news ends with a postnote "Hope to see you all during my stay in the Islands during November."

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## FROM FISHERIES DEPARTMENT

The following extract from Seafood International, September 1996:

### Cephalopods

Prices of octopus have increased again. The fleet is busy catching as much as possible before the end of the season. Prices are expected to remain high for some time, as availability is limited.

After a period of inactivity, the Falkland squid fishery has started again, but so far we have no reports on catches or the outlook for this season.

The 1995-96 squid season in the Falklands was well below average, although some improvement was registered for 1996. It is therefore expected that the autumn season in 1996 might show an improvement in landings.

Japanese imports of squid fell dramatically last year. In 1994 Japan imported 55,000 tonnes of fresh, chilled and frozen squid. In 1995, the imported volume amounted to only 33,100 tonnes.

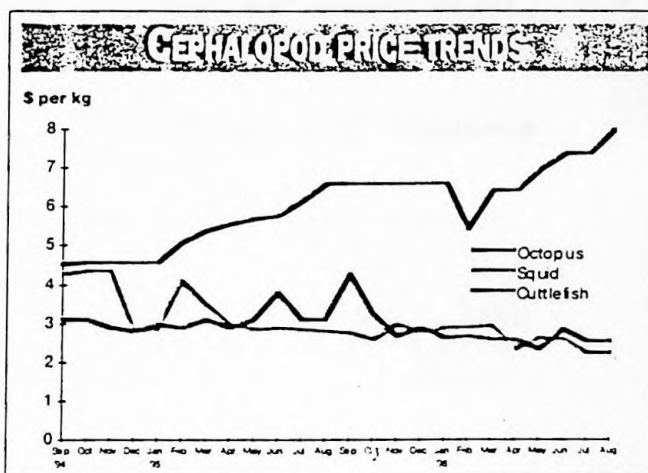
Cuttlefish imports into Japan also fell last year, from 60,900 tonnes in 1994 to just 53,200 tonnes in 1995.

Cold storage holdings of squid and cuttlefish in Japan are also low compared with previous years. Prices have remained low in the past few months, and observers are doubtful about any price increases in the Japanese market.

Landings of cuttlefish in India have started again, with mainly larger sizes caught. But prices are high, perhaps due to abnormally high prices offered by China. Prices for cuttlefish from China are expected to drop drastically in the next few weeks.

The European market is now expected to pick up again. In the Mediterranean, there are reports of few squid and cuttlefish in tourist restaurants, but octopus is available at high prices.

Prices in Europe have been relatively high in 1996, especially for *Illex* squid. The increase in squid catches in the south west Atlantic has not made up for the lack of supplies from other areas, thus putting pressure on prices.



Polish squid catches have been declining drastically, and are now all but gone. In 1993, Polish vessels landed 10,000 tonnes. This was reduced to 3,000 tonnes in 1994, and to just 282 tonnes in 1995.

While most of this catch was exported to Japan, the absence of Polish squid supplies has also been felt on the European market. A certain quantity was exported to Spain and Italy, but these nations now have to look elsewhere for replacements.

Product	Cuttlefish	Squid	Octopus
Latin name	<i>Sepia spp</i>	<i>Loligo spp</i>	<i>Octopus spp</i>
Product form	Cleaned, 5-10 pc/kg	Tubes, IQF, 60 c/kg	Sea frozen, 1,000-1,500 g/pc
Origin	Thailand	Thailand	Spain
Market ref	CIF Italy	C&F France	FOB Las Palmas for Japan

To: Chamber of Commerce  
Im: Fish. Dept. 16/10





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P/COC/1#111



Vol.3 No. 28

BULLETIN

25th October 1996

#### MEETING OF 24TH OCT

23 Members of the Chamber of Commerce attended the meeting to gather questions to be raised at the meeting with the Councillors on the 29th Oct at the Malvina House Hotel, 1700 - 1830hrs. A healthy discussion session was achieved and matters were discussed thoroughly.

The questions are available at the Chamber of Commerce Office for viewing.

#### ABERDEEN DELEGATION

Still taking names for the reception on Friday, 15th November to welcome the delegation, which will be held at the Upland Goose Hotel from 1930 - 2300hrs, £15 per person

Anyone wishing to host a dinner on the Saturday for any of the representatives, please contact the office.

There are still places left on Tuesday for private 1hr appointments with the companies listed in last weeks bulletin.

Also taking names for the drinks reception at Government House on the Tuesday, 19th November, invitations will be sent out.

In the free time option for Sunday it seems that the Aberdeen delegation in the majority wish to play "Golf", I am waiting to hear if this is a complete majority decision or if some wish to take up the offers of other activities.

#### TRAINING

The Chamber of Commerce wish to know what type of training you would like to have in the Private Sector, we have had some enquiries regarding:

Computers: Word-processor  
Spreadsheets  
Presentations

Make: Excel  
Supercal  
Word  
Wordstar

Also asked for was a course on the Role of a Committee, Attending Meetings, Communications Skills, Confidence and Assertiveness(not aggressiveness), Completion of Tender Forms, is there anyone out there interested in attending a

course, please contact me at the office and we can make enquiries regarding a local lecturer, if there is no local person available unfortunately the cost will go up but we can bring someone in from overseas.

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## LIBRARY

### LPS, BRITAIN'S ECONOMY IN BRIEF

E/571/6 of the above monthly digest, in the Private Sector section. In a speech by Education and Employment Secretary Gillian Shephard "We live in a competitive world economy. We will only succeed and maintain our economic transformation if we compete in terms of high quality technology, service and customer care. We need to continue to raise our standards, whether those of our students, trainees or workforce. We need to invest in our people and encourage them to invest in themselves. We must constantly consider how we can better serve our customers - only in that way can we become and remain the enterprise centre of Europe."

In the Retail Prices section: Britain's headline inflation rate fell back in August to 2.1%, from 2.2% in July the Office for National Statistics reported on 12 September. The underlying rate remained unchanged at 2.8%, for the fourth month running.

This digest is available for viewing at the Chamber Office.

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### CHILE

From FLEGO the above supplement produced for the Times by Unimedia Ltd. Chile, which includes: Hopes for exports soar, "Chile is expecting an exports boom in the wake of becoming a full member of the Mercosur trading bloc. The Chilean Gov is seeking to widen trade, not only with its immediate neighbours but North America and Europe. From next year, Chile will cut its import tariffs from 11 to 4 per cent."

Chile on Call, "With more telecommunications companies per capita in Chile than anywhere else in the world, competition for new customers is fierce. Consequently the cost of calls is relatively low, although long-distance carriers have recently created a data-base to track risky accounts. The country's multi-carrier system allows users to choose which carrier to use on a call-by-call basis, which has enabled some customers to avoid paying bills. Tight margins, however, are forcing the companies to adopt cost-cutting measures."

Salmon Sales are in the pink. "Chile has become the world's second largest producer of farmed salmon after Norway. Output grew to about 100,000 tonnes last year and is expected to increase to 120,000 tonnes this year."

Salmon production in Chile did not take off until the introduction of floating cages in 1979, to replace the traditional salmon ranching technique which had previously been unsuccessful."

Chilean Wine. "British wine drinkers will have consumed virtually double the amount of Chilean wine by the end of this year as they did in 1995. Last year Britain imported 1.3million cases of bottled wine from Chile, worth \$24.2million. By the middle of the summer this year, Britain had already imported 1.1million cases."

In the snapshot section: Santiago is one of the few capital cities in the world where one can ski and go to the beach in one day. Ski slopes and beaches are respectively 50 and 100km away. The Atacama Desert in the north of the country, which contains the famous Valley of the Moon, is the world's driest desert. It also comprises geysers, oases, deserted mining towns and the Atacama saltfield, the world's largest lithium deposit.

These are short extracts taken from this issue dated 14th October 1996. To view please call at the Chamber of Commerce Office.

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#### WOBO

Final Announcement of the 1996 WOBO Fourth World Congress in Hong Kong Convention and Exhibition Centre, November 2-8, 1996. These leaflets give a full itinerary of the Congress, some of the subjects: Building Control in the United Kingdom - A Government View and Towards the Development of a System for the 21st Century. Speakers from the United Kingdom. There are speakers from Poland, USA, Australia, Canada, Denmark, to name a few.

Also included is general information on Hong Kong, ie Population, Geography, Climate, Food, Shopping.

For a leaflet please call at the Chamber of Commerce Office.

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#### WHAT TO BUY FOR BUSINESS

The October 1996, No 187 edition included:

"Telephone Systems: "It's good to talk" we're told. "It's necessary to talk" is closer to the mark if you're a business."

But there's more to talking on the phone than just picking up the handset and dialling a number. The tangle of cables under your desk should be a sign that there's a beast at work in your building." In Brief: Since What to Buy last "covered the telephone systems market there have been a number of significant changes. The most important of these affects maintenance and has an impact on every business with a telephone system and everyone looking to buy one."

**High-Volume Printers:** Laser printers with print speeds above 30ppm and less than 100ppm are designed for wide-scale shared printing or a dedicated print room. But with high purchasing and running costs, getting the right model for your needs is vital. This report explains why you should choose a high-volume printer and how to get the best deal for your business."

In the News Section of this magazine: Court of Appeal bugs software suppliers, the Court of Appeal, which ruled that software should be supplied as free of faults as possible. Up till now, software companies have successfully argued that their products are beyond the reach of ordinary consumer legislation. This has effectively given them carte blanche to sell software merely on the promise that any bugs will be fixed in updated releases. The article ends with "the ruling applies specifically to all hired or purchased packaged software which comes on disc or tape provided that: The customer has signed the supplier's standard terms and conditions without amending any key Clauses. The supplier has not inserted an 'exclusion' clause into the contract which removes its liability to provide software which is fit for the purpose."

In brief section: "Casio has launched the KL750 electronic label printer. This costs £70 and allows users to produce their own office stamps and labels."

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#### JOB SHOP

Ms Larissa Fava, 90 Davis Street, Stanley, Tel: 22155 is seeking employment in Stanley.

Ms Fava is fluent in English and Spanish and is interested in any employment available at the moment, she is willing to work part-time or full-time.

To view letter and CV please call at the Chamber of Commerce Office, or call Ms Fava direct at the above telephone number.

## WOOL NEWS

Market Report for week ending 25.10.96 from Peter Marriott.  
Extracts from the General Section: "With several mills closed this week for the Autumn break, the overall effect has been to keep market interest low, as well as difficult to assess usefully."

"As for the wool markets, offerings of wool in primary markets at this time of the year is at their heaviest. Coupled with wool price resistance, it is not easy to imagine a runaway rise in wool values. However with prices still so close to the seasons low point, it is also difficult to foresee any plunge into substantial lower ground. Steadiness is the forecast as a result with continuing firmness and occasional slight rises in the year ahead."

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Falkland Islands Chamber of Commerce  
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P/COC/1#112



Vol.3 No. 29

BULLETIN

28th November 1996

OIL DEPARTMENT RELEASE

EMBARGOED UNTIL 13.00 HRS GMT 28 OCTOBER 1996

Falkland Islands Government announces award of oil licences.

"The Falkland Islands Government has announced in Stanley and London today (28 October 1996) the award of oil licences to companies who have been successful in obtaining tranches in the Oil Licensing Round. Licences are now in the final stages of preparation. Seven tranches will be explored which equate to 48 North Sea blocks amounting to approximately 12,800km .

The Tranche allocations are as follows:

Tranche A	Amerada Hess Ltd (Operator) Fina Exploration Atlantic BV Murphy South Atlantic Oil Co Teikoku Oil Co Ltd Argos Evergreen
Tranche B	Shell Exploration BV (Operator) Agip Exploration BV
Tranche C&D	Lasmo International Exploration Co (Operator) Clyde Expro plc Desire Petroleum Ltd
Tranche F	IPC Sands Eritraca Ltd (Operator) Satellite Exploration Aktiebolag
Tranche I&L	Desire Petroleum Ltd (Operator)

The variety of corporation scale and nationality represents a balanced cross-section of the oil exploration industry.

No bids were received for tranches south of the Islands reflecting concern at the relatively deep water in the area and the paucity of geological information at this very early stage of exploration.

Work is expected to start as soon as possible after the issue of the licences themselves and a number of the groups will commence their programmes in the latter half of the coming austral summer (January/March 1997). Initially this will consist of further seismic acquisition together with the collection of sea-bed gravity and magnetic data. Re-processing of existing seismic data will take place. Drilling is expected to start as early as the 1997/98 austral summer.

Activity will be closely monitored by the Falkland Islands Government who are laying particular emphasis on the protection of their unique natural environment. Some areas of the blocks will have restricted access at times in order to preserve and protect the marine population.

Andrew Gurr, Chief Executive of the Falkland Islands Government and Chairman of the Oil Management Team, said "The award of these licences is the end of the beginning as far as our embryonic oil industry is concerned. We have been most impressed with the professionalism and competitive nature of all the bids and we look forward to working with the successful licencees as the Falklands economy continues to develop."

John Martin, Oil Licensing Administrator, added "The enthusiastic response to the Falkland Islands Government offer has been most satisfactory. Consequently licences have been awarded which will give rise to a large and varied work programme covering much of the North Falkland Basin. The combined committed work programme will ensure a vigorous entry of the Falkland Islands into the oil exploration industry."

-Ends-

The bulletin ends with "For details of trench areas, see map attached" we have a copy of the map in the Chamber of Commerce office if you wish to view.

The article goes on to say:

For further information please contact:

Sukey Cameron, Representative  
Falkland Islands Government Office      Tel: 0171 222 3542

Marcus Smith/Emma Simpson  
Shandwick Consultants Ltd      Tel: 0171 329 0096

In Stanley  
Phylis Rendell  
Directory of Oil      Tel: +500 27322



Falkland Islands Chamber of Commerce  
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P/COC/1#113



Vol.3 No. 30

BULLETIN

1st November 1996

#### OIL NEWS

Vol 3 No 29 of the Bulletin has November at the top of the page. could you please amend your copy to October, thank you.

There is a copy of the Falkland Islands Offshore Licensing Round Tranches Offered and Area of Special Co-operation (MAP) enclosed with this Bulletin.

#### INFORMAL DISCUSSION

The next informal discussion session with Heads of Departments and Chamber of Commerce Members is on Tuesday. 5th November 1996 at the Malvina House Hotel, 1700 until 1830.

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

#### CHANGES TO ABERDEEN DELEGATION

The following is the (hopefully) final delegation to arrive on the 15th November:

S & D OILFIELD FABRICATORS  
BLACK GOLD OIL TOOLS  
GEORGE CRAIG GROUP  
SHETLAND OIL IND GP  
ABB VETCO GRAY  
ELECTRICAL SERVICES LTD  
WOOD GROUP  
3 PLUS ENGINEERING

STEWART MILNE TIMBER SYSTEMS  
ARCH HENDERSON & PARTNERS  
ASCO  
NOMIS SHIPPING LTD  
CEBO  
STOLT COMEX SEAWAY  
STIRLING SHIPPING  
ABERDEEN C OF C  
PANNEL KERR FORSTER  
LEDINGHAM CHALMERS

GUS SWAN  
MEL MAITLAND  
CALLUM BRUCE  
KEITH FLETCHER  
JACK ROBB  
GEORGE KING  
GLEN HURREN  
BAIRD SHEPHERD  
DUNCAN MURRAY  
HUGH MACKAY  
RON STILL  
DONALD MICHIE  
FRANK DEANS  
DON MACKINNON  
PHILLIPE LAMOURE  
PATRICK HARRISON  
DEREK MARNOCH  
PETER CAMPBELL  
MALCOLM LAING



NEW

TURNER DIESEL  
(DISTRIBUTORS FOR DIESEL  
ENGINES, FUEL INJECTION  
REPAIRS)

DAVID FINDLAY

OUT

SCOTTISH ENTERPRISE OIL & GAS

NIALL STORAN

Friday, 15th November, reception in the Upland Goose Hotel is now fully booked, thank you to all who called the office.

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## LIBRARY

### FALKLAND ISLANDS GAZETTE

Vol 7 No 18 24th Sept 1996 of the above publication is available for viewing in the Chamber Office, it includes:

The Employers' Liability (Compulsory Insurance)  
Exemption Regulations 1996, (SR & O No 31 of 1996)

The Employers' Liability (Compulsory Insurance)  
General Regulations 1996, (SR & O No 32 of 1996)

Workmen's Compensation (Compulsory Insurance)  
Order 1996, (SR & O No 33 of 1996).

These regulations will commence in January 1997 and the Chamber of Commerce will be holding a discussion session on the implications to businesses in December, the Bulletin shall keep you informed of times, venue and date.

Extract: "These Regulations confer exemptions from the requirement upon employers under the Act in its application to the Falkland Islands to effect insurance against liabilities in respect of personal injuries to employees."

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## POTATOES

A fax message has been received from "Rush Potatoes, Exchange Tower, Harbour Exchange Square, London, E14 9GE, Tel: 171 363 78872 Fax: 171 363 7870. Contact Trudy J Brake.

Ms Brake writes "We are an international potato trader based in London and would like to establish relations with organisations in the Falklands - private companies or co-operatives. We are interested in examining the potential for the import or export of potatoes (seed and ware)."

The letter finishes by thanking the Chamber of Commerce for any help we can give.

Please contact the above company direct.

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#### THE NEWS

Weald and West Kent Chamber of Commerce and Industry October 1996 issue contains: In the News in Brief section:

"The British Chambers of Commerce have urged the Chancellor to reduce red tape rather than make inflationary tax cuts in next month's Budget. BCC president David Richardson called for a Budget to "Promote sustainable growth". Also in this section "The skilled men and women who leave the armed services looking for civilian jobs are helped by the Regular Forces Employment Association, who will gladly help you fill job vacancies."

Closed circuit TV being used to help with law and order in Turnbridge Wells.

There is more to read in this magazine, please call at the office if you wish to view.

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#### BRITISH CONSULTANCY WORLDWIDE

The Autumn issue of this magazine, includes:

Mining and minerals, Environmental Management, Indonesia's infrastructure, Urban transport in Vietnam also Work and Tourism, Toxic & Hazardous Waste Study - Manila.

In the Indonesia section "Oil, Gas and the Environment, it says "Good planning and monitoring is central to achieving sustainability in the coastal zone." Please call at the Office to view this magazine."

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#### WOOL NEWS

Wool Report from Peter Marriott for week ending 1.11.96  
Extracts from the General Section:

"Following the Autumn holidays, the mood is subdued amongst local companies in the absence of big orders and lack of enquiries. The lack of any firm trends is making business hard to predict and the result is continued hand to mouth working."

"Ultimately, the key indicators are raw wool auction prices at one end of the chain, the retail situation at the other, the global overcapacity in between."

The main Australian market indicator continued to firm again this week, but the context is that although prices have increased by 6% between October 6th and 24th the preceding six weeks had seen a 11% fall. In fact the market indicator is still at 40 cents below its seasonal peak.

At the retail end: price resistance by consumers has a knock on effect into wool processing: restricting topmakers and spinners room to manoeuvre and fuelling the price competitiveness."

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#### BUSINESS DIRECTORY

At last the business directory will be going to the printers, we are hoping to have copies available for the delegation coming from Aberdeen. Thank you to all who have helped in bringing this together.

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#### FISHERIES DEPT

From the above department the South Atlantic Illex Catches, copy enclosed for your information.

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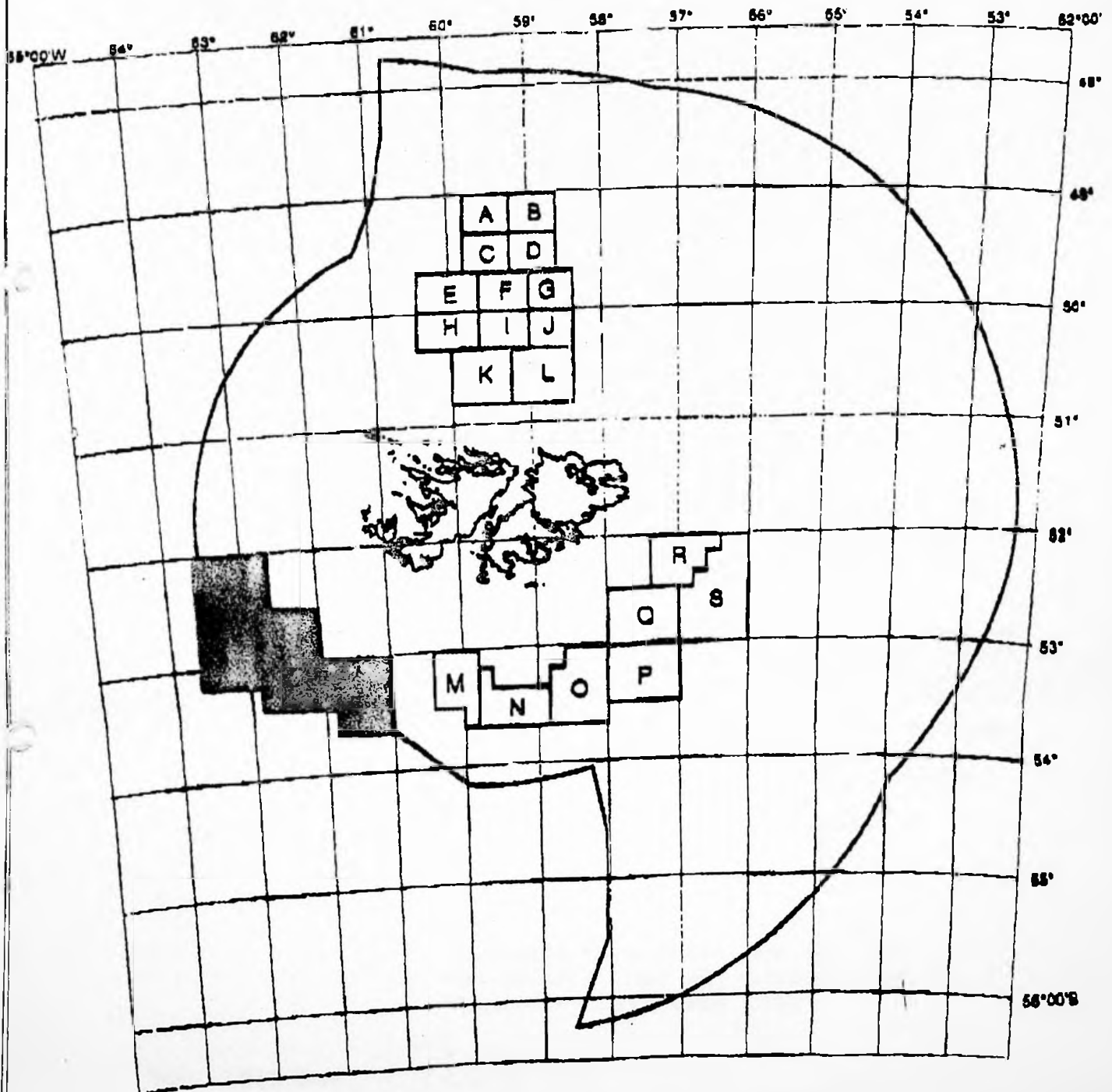
# SOUTH ATLANTIC *ILLEX* CATCHES

The following figures are given in the Argentine fishing magazine "Redes". It gives a comparison of catches in the Argentine zone compared to the Falklands. In the Argentine zone 'south' includes catches south of 45°S. The same article goes on to give the total catch of *Illex* reported by each jigger in the Argentine fishery in 1996. The average catch per jigger was 1470 tonnes.

## Catches of *Illex argentinus*

	1993			1994			1995			1996		
	North	South	Total	North	South	Total	North	South	Total	North	South	Total
Argentine Jiggers	18.159	43.280	61.439	32.826	50.463	83.289	60.258	26.557	86.815	36.522	86.190	122.712
Chartered Jiggers	41.481	91.112	132.593	39.001	69.468	108.469	66.026	33.567	99.993	32.220	65.607	97.827
Argentine Trawlers	6.123	3.088	9.211	6.127	2.823	8.950	6.777	4.819	11.536	29.119	3.953	39.072
<b>TOTAL ARGENTINA</b>	<b>65.763</b>	<b>137.480</b>	<b>203.243</b>	<b>77.954</b>	<b>122.754</b>	<b>200.708</b>	<b>133.061</b>	<b>65.343</b>	<b>198.404</b>	<b>97.861</b>	<b>161.750</b>	<b>259.611</b>
FI Jiggers		139.190	139.190		58.587	58.587		56.599	56.599		72.983	72.983
FI Trawlers		947	947		3.209	3.209		6.600	6.600		5.170	5.170
FI Combination		5	5		853	853		551	551		1.455	1.455
<b>TOTAL FI</b>		<b>140.142</b>	<b>140.142</b>		<b>62.649</b>	<b>62.649</b>		<b>63.750</b>	<b>63.750</b>		<b>79.608</b>	<b>79.608</b>
<b>TOTAL GENERAL</b>	<b>65.763</b>	<b>277.622</b>	<b>343.385</b>	<b>77.954</b>	<b>185.403</b>	<b>263.357</b>	<b>133.061</b>	<b>129.093</b>	<b>262.154</b>	<b>97.861</b>	<b>241.358</b>	<b>333.219</b>
%	19.15	80.85		29.60	70.40		50.76	49.24		28.85	71.15	

# Falkland Islands Offshore Licensing Round Tranches Offered and Area of Special Co-operation.



100 Kilometres



Area of Special Co-operation



Tranches Offered



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

P/COC/1#114



Vol.3 No. 31

BULLETIN

8th November 1996

ABERDEEN DELEGATION ITINERARY

**Fri, 15th Nov '96** Arrive MPA Transport to Stanley by coach, 2 FI CofC Council meet & assist with baggage etc. Tour guide on coach to give a talk on FI en route to Stanley. Book into Upland Goose Hotel & Malvina

1930 Welcome Supper Reception for Aberdeen CofC. Notice sent out to Companies who booked

**Sat, 16th Nov** FIC hosts from 0900hrs. tour of infrastructure, FIPASS etc. launch trip

12noon Lunch for FIC senior staff and Aber CofC delegation

1430 FREE TIME OPTIONS bookings have been made, the representatives from Aber will be available for uplifting from hotel at 1430hrs

There are also a range of sports available which may be more "spur of the moment", ie swimming, squash, short tennis, on Sat afternoon and Sun.

1930 FI CofC Members who are kindly hosting a dinner for delegation members, please note that your guests will be ready for picking up from the Hotel between 1930 and 1945hrs

**Sun, 17th Nov** FREE TIME

Bookings have been made for the delegation, not all have wanted to organize their free time

**Mon, 18th Nov**

0830 Walk to the Parish Hall for start of presentations

0900 Presentation by FI CofC

0930 Presentation by Andrew Hobson of Ledingham Chalmers on Falkland Legal System, including Company Law

1015	Coffee Break
1045	FIDC presentation on business opportunities in the Falkland Islands Standard Chartered Bank Manager also available for questions after presentation
1200	FIDC host lunch. Upland Goose Hotel
1345	Depart Hotel walk to Parish Hall
1400	FIG presentations Attending, Chief Executive Director of Oil Attorney General Economic Adviser Environmental Adviser

ALL PRESENTATIONS TO ALLOW FOR DISCUSSION/QUESTION SESSION

Return to Upland Goose Hotel

1855	Depart Hotel walk to Malvina Hse Hotel
1900	Aber CofC host buffet supper at Hotel Invitations sent out

The presentations in the Parish Hall are open to the Membership, please arrive at times stated for commence of presentations.

**Tues, 19th Nov**

Private meetings have been arranged, for Aberdeen Chamber of Commerce delegation. Meetings are being held at local business premises and each local business is responsible for transportation of delegate to next meeting/function/hotel.

1200	FIG hosting a lunch at Malvina House Hotel for delegation and Councillors
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Further meetings after lunch

1900	Government House host a farewell reception on behalf of FI CofC, invitations sent to Membership who have booked a place
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After reception the Falkland Islands Chamber of Commerce Council are hosting an informal dinner for Aberdeen delegation.

Wed, 20th Nov

0600

Depart Hotel for MPA by coach, 2  
members of FI CofC council to  
accompany.

PLEASE CONTACT THE OFFICE IF YOU WISH TO HELP IN ANY WAY  
TOWARDS MAKING THIS VISIT A SUCCESS

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#### GRADUATE TRAINEES

FIG has successfully been running the graduate trainee scheme for some time, however many have been unaware that trainees on this scheme are "available" to the private sector. Exco approved funding for 2 trainees per annum, however with demand this may be increased. Trainees are funded by FIG, so if you feel you can gainfully employ a graduate for a period, contact Eileen Davis on 27246 in the first instance for more information.

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#### SPANISH SPEAKING EMPLOYEES

Do you have a problem filling posts which require a reasonable ability to converse in Spanish. It would appear that the number of jobs requiring Spanish or an alternative second language are increasing, and are likely to do so for the foreseeable future, especially in the private sector. Comment has been made that there appears to be a lack of priority given to this subject in the school system, with the potential benefit of a second language having been overlooked for some time.

The Chamber is compiling a list of businesses who fall into any of the below categories:

1. Have jobs which specifically require a fluent Spanish speaker
2. Have jobs which require a basic understanding
3. Can see potential expansion to existing business through employment of a Spanish speaking person
4. All things being equal, would you employ a Spanish speaking job applicant (GCSE Spanish) over an applicant without such a qualification
5. Have difficulty in finding Spanish speaking employees

If any of the above is applicable to you, all you have to do is ring Hamish on 22640 to register your position, or if you have any views on this topic.



Should this matter be of significant importance to businesses, representations will be made to the Education Department and Education committee for putting the case, that more emphasis be placed on languages, which may include the introduction of languages in the junior school.

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#### DID YOU KNOW

The Chamber of Commerce has 77 Members who employ approximately 451 persons, when compared to FIG with 547 employees, and when taking into account an as yet unknown number of persons employed in the private sector outside the Chamber membership, the imbalance between the Private and Public sector, in terms of responsibility for employment, is not as great as one might think.

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#### COMPUTER TRAINING

The Chamber is looking at organising computer training courses, primarily in the use of Microsoft Office. Any persons or businesses who feel their staff may benefit from such a course, please contact the Chamber office, advising potential number of places you may wish to take so we can assess the viability of running such a course:  
Tel: 22264.

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#### CONTROL OF INCOMING BUSINESSES

As a result of recent concern about the potential threat by incoming overseas companies competing with local companies for business in the domestic market place. The Chamber is currently compiling information relating to this matter along with copies of legislation currently enacted in other Islands and small communities, where there is a need, due to size, to control the activities of overseas companies operating within their jurisdiction. Advise on the legal situation regarding restriction by legislation, the "rights of establishment" of overseas businesses in the Islands is currently being sought, specifically with regard to British and EU citizens or companies who it would appear have the right to establish themselves here uncontrolled. Progress on this matter will be reported in due course.

Mike Summers is shortly to compile a paper which proposes to identify certain areas of activity which can, and should, be reserved for local business, where the ability or willingness is there to undertake the business. Any persons who feel that their area, or potential area of business should be included should contact Mike to have their sector included, obvious types of business are Hotel & Catering, Transportation, Haulage, Cleaning and Refuse Disposal, etc please Tel: 21542.

## INVITATIONS TO TENDER

Do members feel that this Bulletin should include invitations to tender goods or services from FIG. Currently this is done through FIBS, Teaberry Express and Penguin News. If you feel it would be helpful to have these in our Bulletin give the Chamber Office a ring on 22264, or Fax on 22265

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## COUNCIL MEETINGS

The Chamber of Commerce Council meet on the second Wednesday of every month, if you have a topic that you feel should be put on the Agenda, please ring 22264 or fax on 22265, on the Fri prior to a meeting. Comments on any aspect of the Chambers activities are welcome.

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## JOB SHOP

Mr & Mrs Ellis have written to the Chamber Office with the aim of seeking employment in the Falkland Islands. Mr Ellis worked on a temporary basis as a Ship's Agent in Stanley in 1990 and 1991 and is keen to return, he has the following qualifications: AB Cert, Lifeboatman Cert, First Aid at Sea, Maritime Firefighting, Electronic Navigation Systems, Radio-Telephony(Restricted)Licence, RGIT Offshore Survival Cert.

Mrs Ellis has the following qualifications: Ordinary Certificate in Civil Engineering, Higher National Certificate in Building Studies(Architectural)

Please call at the Office to view full CVs.

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## MOD CONTRACTS

Information has been received on contracts, won and currently for tender at MPA please call at the office for viewing.

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## LIBRARY

Copies of the Report of the Governor on the Financial Year July 1995 to June 1996, please call at the office for viewing.

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## THE FUTURE OF AGRICULTURE IN THE FALKLAND ISLANDS

Copies of the above are available from the Chamber of Commerce Office.

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## TRADE ENQUIRIES

OCEANISE (INTERNATIONAL TRADING) LTD  
Contact: J Carrick, Operations Director

The above company have sent a fax message with details of their company, which includes: "Oceanise International Trading Ltd are part of a group who specialise in supplying mechanical/electrical equipment and spares for the building, petrochemical, oil, gas, and general engineering industries. We do not have a set product range but can obtain anything from small electronic components to large consignments of steel. We regularly supply pipe, steels, computers and generators to many parts of the world and have a large customer base supplying to multinational corporations as well as Governmental Departments."

There is a list available from the Chamber Office of the "more popular commodities" that this company can supply, please call for a copy or to view.

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## WOOL REPORT

Report from Keith Attack for Week Ending 8.11.96

Extracts from the General Section: "New business is slow and difficult and deliveries are not being called for with quite the same keenness."

"The British wool textile industry suffered from speculative extremes in sterling strength before, in the early 1980s and those surviving have to view the risk of any new surge nervously. In the earlier processing sectors the effect is to reduce import prices and quotations for tops made of imported wool have for two or three weeks been declining. This is more than offset for overseas customers who have to pay in their currencies for the British product. Nor is there any corresponding lift in demand from the home trade, who can see a small price gain. They in turn can be tempted by more advantageous pricing at the fully manufactured end. Imported clothing becomes cheaper to buy than the domestically produced competition. Sentiment has deteriorated a little in the wool textile industry in the past 2/3 weeks and the world wool market has yet to stabilise convincingly in all its sectors."

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P/COC/1#115



Vol.3 No. 32

BULLETIN

14th November 1996

GOVERNMENT HOUSE RECEPTION

19/11/96

Please note that the above reception at Government House as a farewell to the Aberdeen Chamber of Commerce starts at 1800 hrs finishing at 1930 hrs.

LIBRARY

Information has been passed to the Chamber Office re: Consolidated System Building plc extract from letter:

"System Building is a method of construction that is both fast and cost effective when measured against more traditional means. The control of the project in terms of time and price is with the client to ensure the right product and the right price, on time, on budget."

To view these leaflets please call at the Chamber Office.

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WHAT TO BUY FOR BUSINESS

Edition No 188 November 1996, in this issue:

Business Software "Where do you want to go today? asks Bill Gates. A rhetorical question? Probably. After all, he doesn't want you to say "to my local Luddite support society". But users need to find a balance between complexity and usability, and not just go for the software that offers the most bells and whistles. This report shows you how: Market news, Software types, Java and all that, Buying and using software.

Thermal Fax "If you think buying a thermal fax machine makes you a technological has-been, think again. Thermal models still fit the bill for many applications and their relatively cheap prices mean they account for 73% of fax sales (source: Dataquest). So don't get carried away by the plain-paper trend, consider the thermal option. This report tells you how to match the fax to the application.

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

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SEAFOOD

October 1996 issue of this magazine has been passed to the Chamber Office by Fisheries Dept. Includes: China gears up for foreign invasion. Iceland's fisheries exhibition reviewed. Latest processing & packaging headlines. New

developments at London fish market. Royal Greenland's Russian link-up.

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

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Information has been passed to the Chamber Office re European Investment Bank. One magazine has a report on the "EIB outside the European Union" also a report on "EIB lending progresses in Asia and Latin America".

There is a note attached from Nigel G T Fannin which reads "Falkland private sector would be eligible to apply for loans for energy related projects".

Please call at the office to view these very interesting magazines.

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#### BUSINESS ALERT

The above briefing for businesses in the North of Scotland Oct 1996 issue. Includes: News on the "latest version of the UK Marketing Source Book is now available". "Copies of the book are available from NTC Publications Ltd, PO Box 69, Henley on Thames, Oxon RG9 1GB, Tel: 01491411000 price £32.00.

Included with this copy of the Business Alert is a publication called Understand, "A publication designed to inform and enable businesses to understand the implications, costs and advantages of using Information Technology."

Please call at the Chamber Office to view or copy any information.

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#### THE PAISLEY FORK TRUCK CENTRE LTD

The above company have set a fax message saying that they "own and operate a company specialising in the supply of used and reconditioned fork lift trucks of all makes and capabilities and supply such machines throughout the UK. Appreciating that there is likely to be further development in the Falklands in particular if the oil/gas exploration is successful, there will always be a demand for quality equipment such as I can supply. Should any local businesses be interested in some for of liaison please feel free to contact me." The contact person is Eric McKechnie, Director, address 91 Glenfield Rd, Paisley, PA2 8TE, Tel: 141 884 1200, Fax: 141 884 1201.

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

P/COC/1#116



Vol.3 No. 33

BULLETIN

22nd November 1996

MR SAM ALEXANDER

PUBLIC MEETING, 25TH NOV, 1996

The above Lecturer will be holding a public meeting in the Geography Rm, Community School on Monday, 25th November at 6pm until 7.30pm on Offshore Oil Exploration & Drilling, there will be literature available for the public. Please contact the Chamber of Commerce if you require more information.

**VISIT OF LAWYERS TO FALKLAND ISLANDS  
PRESENTATION ON 3 DEC 1996**

Ms Tracey Sheehan and Mr John Wolf of Hill Dickinson Davis Campbell of Liverpool will be visiting the Falkland Islands from Fri, 30th November staying approx 1 week.

There will be a presentation on Tuesday, 3rd Dec at the Malvina House Hotel, drinks/snacks available, which will include:

Financing the purchase of Fishing Vessels.

Joint Venture Companies, how can Falkland Island Companies protect themselves.

Ms Sheehan and Mr Wolf will be available to meet Members of the Chamber of Commerce AND other interested parties, during their stay, please contact 44 John St for appointments or further details.

**OFFSHORE EUROPE 97**

Oil & Gas Exhibition & Conference, 9-12 September 1996 in Aberdeen, Scotland. Information now available at the Chamber of Commerce Office.

"Your key to a multi-billion dollar market"

"The Offshore Europe Partnership (Spearhead Exhibitions Ltd and the Society of Petroleum Engineers) welcomes as visitors to the Offshore Europe 97 Exhibition and Conference all purchasing and specifying personnel from the international offshore oil and gas industry."

"The show, whose status as one of the defining events of the industry is recognized worldwide, offers all purchasing and specifying personnel an opportunity to participate in a Senior Buyers' Programme, whether visiting as delegations or as independent individuals. This programme includes a range of services designed to assist participants with the efficient and productive conduct of their business."

FALKLAND ISLANDS CHAMBER OF COMMERCE OFFICE WILL BE CLOSED ON MONDAY, 25TH AND TUESDAY 26TH NOVEMBER, SORRY FOR ANY INCONVENIENCE CAUSED, THE ANSWER AND FAX MACHINES WILL BE CHECKED ON THESE DAYS FOR ANYTHING URGENT

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SCHEDULED FIRE SERVICE TRAINING DAY - 4 DECEMBER 1996

"As previously notified, the next Fire Service Training day will be on Wednesday 4 December 1996.

The programme has been split between the morning and afternoon, which should hopefully assist employers to plan staff release between the two sessions where more than one fireman is employed.

It would be appreciated if employers could bring this to the attention of firemen within their Company/Organisation.

Your continued support and co-operation is appreciated.

Yours sincerely

M.T. CLARKE  
CHIEF FIRE OFFICER"

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POTATOES

A fax message has been received from Rush Potatoes, Exchange Tower, Harbour Exchange Square, London E14 9GE, Tel: 171 36378872 Fax: 171 3637870 Contact Trudy J Brake

"We are an international potato trader based in London and would like to establish relations with organisations in the Falklands - private companies or co-operatives. We are interested in examining the potential for the import or export of potatoes (seed and ware)."

Please contact the above named company direct.

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PHOENIX FLUID ENGINEERING LTD

The above company have sent the Chamber of Commerce Office a company profile. They are suppliers of Pipeline Equipment in Special Steels, Ni Alloys, Non Ferrous to the Petrochemical, Chemical, Oil and Gas, Marine and Water Industries Worldwide.

"We welcome the opportunity to work with you and support your efforts presently and in the future. We look forward to receiving your enquiries to this end." Signed by Philip A Holley, Directory (PFE Eng Ltd).

Please call at the Chamber of Commerce to view this profile.

## **JOB SHOP**

A communication has been received from Robert Fergus Elder of Co Down, Northern Ireland.

Mr Elder is seeking employment in the Falkland Islands, he is keen to spend time here when taking a year out from University where he has recently completed Year 1 on Environmental Land Management.

He will consider any type of work and is prepared to pay his own fare, but will need accommodation.

Please contact the Chamber Office to view CV.

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## **LIBRARY**

### **HARDWOOD CONSERVATORIES**

Leaflets are available from the Chamber Office on Hardwood Conservatories, Any Style Any Design

Lean-to's,  
Georgian, Victorian, and combinations  
Standard Sizes, or made to measure  
You specify - We design and Build

From Manor Homes and Gardens, Haskins Garden Centre,  
Mansbridge Road, West End, Southampton, Hants, 1703  
471500.

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## **WOOL REPORT**

Market Report for week ending 22/11/96 from Keith Attack

Extract from the General Section: "Incipient inflation may be worrying the Bank of England but what is worrying much of the UK wool trade is how the chosen interest rate remedy may affect the textile industry's fragile recovery prospects. Sterling strengthened before the recent quarter per cent rise, which pushed the exchange rate up again and now talk of the likelihood of additional interest rate rises is having the same effect. Wool from overseas becomes cheaper to buy for the UK trade. This, coupled with a softer overseas trend, helps to keep business quiet as buyers wait for still lower prices."

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## **ABERDEEN DELEGATION**

I wish to thank all of the Membership who helped to make this visit a success, the delegation from Aberdeen certainly had an informative time, and made the most of their visit to the Falkland Islands. Mr Derek Marnoch, Chief Exec, Aberdeen CofC will be sending a report of the visit, I will keep you informed via the Bulletin.



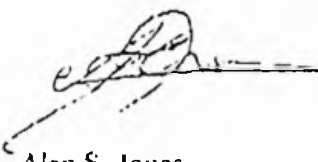
# CIVIL SERVANTS ASSOCIATION

21.11.96

## PRESS RELEASE

AT A GENERAL MEETING HELD IN THE TOWN HALL ON WEDNESDAY 20 NOVEMBER OUR MEMBERS UNANIMOUSLY AGREED TO ISSUE THE FOLLOWING STATEMENT TO THE GOVERNMENT ADMINISTRATION.

1. There seems to be little point of any further meetings with the administration until we have the whole Hay Management package on the table.
2. We express our disgust and rejection of the proposals that have so far been presented to us on the Hay Management review of terms and conditions.
3. We demand that the pension part of the proposals be treated as a totally separate subject and not linked in any way to the acceptance or otherwise of the Hay Management review of terms and conditions.
4. The 8% be paid immediately in the Christmas salary payments, and be paid without conditions and regardless of whether or not we decide to accept or reject the Hay Management proposals.



Alan S. Jones  
CHAIRMAN



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



Vol.3 No. 34

BULLETIN

29th November 1996

**LAWYERS VISIT FALKLAND ISLANDS  
 PRESENTATION ON 3 DEC 1996**

Ms Tracey Sheehan and Mr John Wolf of Hill Dickinson Davis Campbell of Liverpool will be visiting the Falkland Islands from Fri. 29th November staying approx 1 week.

There will be a presentation on Tuesday, 3rd Dec at the Malvina House Hotel, from 5pm until 6.30pm, drinks/snacks available, the presentation will discuss the following:

Financing the purchase of Fishing Vessels

Joint Venture Companies, how can Falkland Island Companies protect themselves

Ms Sheehan and Mr Wolf will be available to meet Members of the Chamber of Commerce AND other interested parties during their stay. please contact 44 John St for appointments and further details.

**KTV**

Congratulations to KTV for the Panamsat-3R satellite link which has delivered the first South Atlantic reception of BBC World TV to the Falkland Islands. It is reassuring to read that DHL can provide a speedy service.

At the moment there are problems getting deliveries from the worldwide network due to excess weight, 32kg per package is the maximum weight allowance we have to guarantee a speedy delivery.

**OFFSHORE EUROPE**

Details of the Oil & Gas Exhibition & Conference. 9-12 September 1997, Aberdeen, Scotland available from the Chamber of Commerce Office.

"Your key to a multi-billion dollar market". information on the exhibition is included in this brochure along with a form for "Offshore Europe 97 Senior Buyer's Programme".

Please call at the Chamber Office for a copy.

Also available copies of leaflets from the Public Session of Oil and Gas Exploration, held in the Community School last Monday.

## FISHING

A communication from Saturn Enterprises International Inc has been forwarded to the Chamber Office:

"We are Traders, dealing internationally, in Fish and Seafoods including Fishmeal. At this time, we are hunting for processors, exporters, importers of Fish and Seafood products, operating in the Falkland Islands."

The contact person is Jack Morgan on Tel: 1416 663 8000 or Fax: 1416 663 9000, please contact direct.

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## LIBRARY

### DIRECTORY 96/97

The leading publication of the offshore oil and gas industry. "For an IN DEPTH view of the Offshore Oil and Gas Industry" A leaflet now available in the Chamber Office for this Directory.

\*\*\*\*\*

### EXPORT COURIER

September issue of this magazine, full of New Products and Suppliers, Retail Brands - Private Label - Foodservice - Gift Packs. This small magazine leaves the office quickly so call now if you want to be first borrower.

\*\*\*\*\*

### EXECUTIVE MAGAZINE

Number 135, September 1996 North of Scotland Magazine for business, full of articles from Hotels to Oil related business, please call at the Chamber Office to view.

\*\*\*\*\*

### PARLIAMENTARY COMPANION

July 1996 copy of this quarterly book, which includes chapters on the Civil Service, Political Parties, Local Government, the Media and the Diplomatic Community, also information on the European Community.

\*\*\*\*\*

### ROTHERHAM BUSINESS

The newsletter for Industry and Commerce Issue No 11. Autumn 1996 from Rotherham has been sent to us by FIGO (Sukey). The Newsletter includes an article on craft called the Silky, "She is, her builders say, virtually unsinkable. She travels at up to 30 knots (33mph) with just four inches (10cm) of hull below the surface unladen, or 10 inches (25.4cm) with a full payload."

"The workboat's uses include dredging, exploration, search-and-rescue, ferrying people or cargo, sports and fun and military purposes."

There is a lot more in this article, please call at the Chamber of Commerce Office to view.

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#### BUSINESS ALERT

A briefing for Businesses in the North of Scotland. Included in this months leaflet:

Venture Capital Guide, "DTI Small Firms Service has produced a booklet entitled "Finance without debt; a guide to sources of venture capital under £25,000" Contact: Information Centre at Business Direct 1224 575100."

Year 2000 Date Change: "JBA International and IBM have produced a briefcase guide designed to explain in plain English the technology and business issues involved in the date change. Contact JBA Software Products National Call Centre 1345 080011."

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#### WEALD AND WEST KENT C OF C

The news from the above Chamber of Commerce includes, Shops' Service Scheme Starts "The one-day course, which covers customer service and advanced selling skills, under-pins NVQ Level II in retailing and is being picked up by towns around the country." Shopping is a tourist experience, and overseas visitors spend.

This course was launched by Welcome Host, we have details on Welcome Host in the Falkland Islands Chamber of Commerce Office for anyone wishing to view.

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#### JOB SHOP

Mr Aidan Waldron, has written to enquire of any work opportunities in the Falkland Islands. Mr Waldron has a general degree in Mathematics and Statistics. Anyone wishing to view this letter please call at the Chamber Office.

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Mr David C Lamont, has written to the Chamber Office, he is a Hill Shepherd, "fit, single, forward looking, with a good sense of humour".

Mr Lamont was stationed in the Falkland Islands in '82 and wishes to return and work here, he has qualified on the National Certificate of Farm Management and has a Diploma in Agriculture gaining Credits in both qualifications.

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

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#### WOOL NEWS

Market Report from Peter Mariott for week ending 29/11/96  
Extract from the General Section:

"The large offering of over 100,000 bales inevitably led to a weaker market in Australia this week. Lower prices were most marked in 19/20 microns whilst coarser types were only par to 10 cents cheaper. Wool International has a very quiet week selling only 2,000 bales. Cape wool sold on Wednesday at roughly comparable levels to Australia."

"In summary the market report is pretty solid for Crossbred wools with China mentioned fairly frequently in daily reports. assuming this continues next week with another 90,000 bales on offer will the drop continue in fine merinos?"

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

P/COC/1#118



Vol.3 No. 35

BULLETIN

6th December 1996

CHAMBER OF COMMERCE OFFICE

The Office will be closed in the afternoon, Tuesday 10th December 1997, Sorry for any inconvenience caused, the answer machine will be on 22264, or send a fax on 22265.

INSURANCE - IMPORTANT NOTICE

THE EMPLOYERS LIABILITY (COMPULSORY INSURANCE) EXEMPTION REGULATIONS 1996

THE EMPLOYERS LIABILITY (COMPULSORY INSURANCE) GENERAL REGULATIONS 1996

WORKMENS COMPENSATION (COMPULSORY INSURANCE) ORDER 1996

All these regulations come into law as of 1st January 1997. They will have a significant effect on every employer in these Islands both in legal duties and additional labour costs.

All employers should be aware of these effects and the impact on their businesses, if you wish to learn more:

Mr Ralph Rogers will be holding a meeting in the Chamber of Commerce Office, 6pm until 7pm on Wednesday 11th December 1996.

Please notify May at the Chamber Office by Tuesday 10th December if you will be present at this meeting, either by phone 22264 or Fax 22265.

FIG TERMS OF TENDERS

Excerpt from a recent Executive Council paper concerning FIG Terms of Tenders.

"The Government is not bound to accept the highest, lowest or any tender and will whenever appropriate when deciding upon the award of a tender take into account what it considers to be the best interests of the Falkland Islands and may award a tender on that criterion."

DEPARTMENT OF OIL(DoO)/CHAMBER OF COMMERCE

A short meeting was held with Phylis Rendell, the recently appointed Director of Oil. The purpose of the meeting was to establish contact with the newly formed Department. Areas discussed:

1. The role of the Department. Mainly administrative, with little involvement in the private sector service side of any activity. All enquiries in this direction should be directed towards FIDC.

2. DoO were requested to release at the earliest possible time, names of companies who are successful in tendering to operators for works such as seismic, drilling etc. Thus giving the local private sector an opportunity to approach such companies with the range of services they can offer, before other "in house" arrangements are made.

3. DoO were requested to keep the Chamber of Commerce informed of any relevant developments, and will in any event be represented at the regular meetings held with the administration.

4. The proposed visits to be arranged to OTC and Offshore Europe were discussed. It was highlighted that there was a need to attend both events. As by the time 1998 shows are on, we might well have at least 1 rig drilling offshore, and until this time we will not be aware of whether they will be supported by American service companies mobilised from the Gulf of Mexico (GoM), or by companies servicing the North Sea. These would appear to be the two most likely options to pursue.

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#### OTC(HOUSTON) & OFFSHORE EUROPE(ABERDEEN)

FIDC is proposing to send representatives to the above events, with the possibility of having a stand at one or both. Any persons intending to visit these events should contact the Chamber Office for further information. Dates given. It is important for bookings to be placed soon, particularly in Aberdeen due to a squeeze in accommodation at the time of Offshore Europe.

OTC '97

MAY '97 (confirmation date to follow)

OFFSHORE EUROPE '97

9-12 SEPTEMBER 1997

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#### DIRECTOR OF EDUCATION

Chamber of Commerce Council met with Dr David Landridge, Directory of Education with the following topics discussed:

1. Greater emphasis on Spanish within the educational system promoted as a subject, which will widen job opportunities for school leavers. (For more details on this discussion please contact Chamber of Commerce Secretary, Hamish Wylie).

2. Options for vocational learning, it was felt Dr Landridge would need more time on this subject and that once he had settled into the new post of Directory of Education, he would be in a better position to promote vocational learning.
3. Training for apprentices and NVQ, as above more time needed to look into what is called for within the Falkland Islands.
4. Existing job opportunities in technical trades, and future job opportunities within the private sector.

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## LIBRARY

### I A INTERNATIONAL

Forwarded to the Chamber Office by FIDC information on the above export Co. "General merchandise (rice, rugs, tarpaulins, surgical products, corn, plywood, stationary items, sports goods etc etc) from India & we are also international traders of chemicals, minerals, petrochemicals, vegetable oils, cement, fertilizers & steel. We are interested to establish trade links with reputed and reliable manufacturers, exporters & importers of your country dealing in above mentioned items."

The letter goes on to ask if the Chamber of Commerce could include their request in our bulletin.

Contact: Mr I A Nagash  
I. A. International  
82 - Uday Park  
New Delhi  
110049                      Tel: 91-11 6853938  
                                 Fax: 91-11 6429000

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## NOVEMBER 1996 BUDGET SUMMARY OF TAXATION PROVISIONS

From Wilkins Kennedy, Ian Sheekey, the above brochure, "Introduction: The Chancellor introduced significant tax changes in his 1996 Budget. Apart from alterations to income tax rates and allowances, the Budget includes proposals to phase out profit related pay, increase the inheritance tax threshold to £215,000 and introduce a high-profile campaign against tax avoidance and evasion."



100A1

THE MAGAZINE OF THE LR GROUP

Issue 3 Number 114, of Lloyd's Register Magazine, which includes, LR celebrates 125 years of working with German Industry, Shipping in Croatia: confidence returns. LR presents its new Rules for Social Service Craft.

Viewpoint: Henk Huibers, secretary to the Paris MOU. "Port state control is proving to be an effective watchdog in matters of marine safety; the 1982 Paris Memorandum of Understanding on Port State Control gave it even more bite. Head of the Secretariat, Henk Huibers, reviews its influence on ship operation world-wide and talks about toughening up its act."

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DIRECTORY

The 1997 Directory is now ready for distribution, anyone wishing to have a copy please call at the Chamber of Commerce Office to collect.

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WANTED NOTICE

Anyone out there have an old McDonald Hand Press, Mr John Birmingham would like to hear from you.

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I have had a couple of enquiries in the office re second hand 4 wheel drive vehicles, if you are thinking of selling please contact the Chamber Office and I will pass your vehicle details on.

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CABLE & WIRELESS

Cable & Wireless have informed the Chamber Office of the departure of General Manager Ivan Chivers, replacement Mr Steve Baker, is due to arrive here on the 17th January 1997. Ivan will depart on approximately 6th February 1997, to work in C & W London Headquarters prior to next overseas appointment. Steve Baker will be accompanied by his wife Irene.

-----  
WOOL NEWS

Market Report for week ending 6/12/96 from Peter Marriott

General Section: "New orders are very scarce as usual at this time in the season in the run up to Christmas. Any business is on immediate delivery and forward orders will have to wait until the New Year, Clients generally are quite optimistic regarding 1997 sales and prices, despite the lack of actual orders, remain fairly firm for our range of micron wools."

## GLOBAL ENVIRONMENTAL & OCEAN SCIENCES

Communication has been received from the above Company in Wiltshire, Tel: 044 1793 725766 Fax: 044 1793 706604.

"Provision of Vessels for Oceanographic Survey Activities in the Falkland Islands"

We are preparing a proposal to the successful Falkland Oil Round applicants for undertaking oceanographic measurement work associated with the blocks for which they have acquired the licenses. We will require the services of a suitable local vessel to undertake such work. Our anticipated requirement would be for up to approximately 1 week of vessel time every two months for up to 1 year. Ideally the vessel should have the following specifications:

- be at least 50m LOA;
- have the lifting equipment (cranes, A-frames, winches) necessary to carry out the operations;
- be sea worthy and comply with international safety regulations of the area;
- have all necessary authorisation to operate in the area;
- have all necessary safety and navigation devices and equipment, echo sounder, radar, GPS, radio link, alarm systems, emergency plans, etc;
- have an aft deck area big enough to complete the operations in safety conditions;
- supply a redundant and stable power supply;
- have a cruising speed of at least 8 knots.

Contact person: Rob Smith at the above telephone and fax numbers ASAP.

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

P/COC/1#119

Vol.3 No. 36

BULLETIN

13th December 1996

CHAMBER OF COMMERCE OFFICE/DHL  
XMAS & NEW YEAR

The Chamber of Commerce Office will be closed from 24th December until the 2nd January inclusive, anything urgent please contact Council Members.

DHL deliveries will be carried out during this holiday. Any North DHL packages to be at the Chamber Office no later than 23rd Dec please.

STANDARD CHARTERED BANK  
XMAS & NEW YEAR OPENING HRS

23/12/96	Usual business hours
24/12/96	Closed 12 noon
25,26,27/12/96	Closed
30/12/96	Usual business hours
31/12/96	Closed 12 noon

During the period 23rd to 31st December 1996 operations will be restricted to counter transaction (ie cash, cheque payments and cash withdrawals) only and customers are requested to ensure that any special requirements such as Company Salaries, changes to Standing Orders are advised to us in time for them to be actioned at the latest close of business on 20th December 1996.

Normal business hours will resume on 2nd Jan 1997

FIC XMAS & NEW YEAR OPENING TIMES

22/12/96	FOODHALL & FLEETWING	9am to 5pm
	PASTIMES & GALLERY	9am to 12noon 1.30pm to 5pm
	HEMOCARE	9am to 12noon 1.30pm to 5pm
23/12/96	ALL DEPARTMENTS	NORMAL HRS
24/12/96	"	"
25/12/96	ALL DEPARTMENTS	CLOSED
26/12/96	"	"
27/12/96	FOODHALL & FLEETWING	4pm to 8pm
	ALL OTHER DEPARTMENTS	CLOSED
28/12/96	FOODHALL & FLEETWING	9am to 6pm
	PASTIMES, GALLERY & HEMOCARE	CLOSED

29/12/96 FOODHALL & FLEETWING 9am to 5pm  
ALL OTHER DEPARTMENTS CLOSED

30/12/96 ALL DEPARTMENTS OPEN NORMAL HOURS WITH THE  
EXCEPTION OF HOMECARE WHICH WILL BE CLOSED  
FOR LUNCH FROM 12.30pm - 1.30pm

31/12/96 AS ABOVE

1/1/97 ALL DEPARTMENTS CLOSED

2/1/97 NORMAL HOURS RESUME ALL DEPARTMENTS

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**FISHING**

Communication has been received from Saturn Enterprises International Inc, Ontario, Canada. They are "specifically hunting for a/some supplier(s) of frozen squid - Loligo Patagonia. We have a customer who needs up to 1,000 M/T per Month."

Contact: Jack Morgan, Fax: 01 416 663 9000 direct if you can help with this enquiry.

\*\*\*\*\*

Forwarded to the Chamber Office by Fisheries the following enquiry: "I was told that you are processing these squids into Dried Squids. I am interested to buy your dried squids. Please send me your best price for volume orders. Please let me know how many tons can you load in 1 x 20 and 1 x 40 foot containers." "PS. It seems the only problem is the transportation service from your place. Is this problem being alleviated by now. Pls let me know if there's an easier way to ship it out except Chile." Contact Fred C Tudtud, Mailing Address: Export Manager, Young's International Traders Inc, 62-64 Plaridel St, Cebu City 6000, Philippines Fax: + 6332 212365 if you can help with this enquiry.

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**ABERDEEN CHAMBER OF COMMERCE**

Mr Derek Marnoch, Chief Executive of the Aberdeen Chamber of Commerce has written to the Office to say that the delegation arrived safely in Aberdeen, the letter goes on to say: "Your hospitality throughout was extremely generous and our group are most appreciative." "We shall be contacting the main operators to see if we can get some indication of their future requirements and shall keep you advised of the position."

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to view or copy please contact the Chamber of Commerce office, during their visit the Chamber of Commerce assured LASMO of the Services available within the Falkland Islands and of the Memberships willingness to become involved in the exploration aspect of Hydrocarbons, with the hope of Services being sought from the Falkland Islands.

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#### WOOL NEWS

Market Report for week ending 13.12.96 from Peter Marriott British Wool Sale Section: "With competition improving throughout the sale. Over 75% of the offering was sold. Compared to the last sale November 20th. Values for wool were firm and unchanged."

General Section: "This being the last week for sales in Australasia for the Christmas and New Year recess Keith and I take this opportunity of thanking all our clients, both present and future for their support and we wish you all in the Islands a Very Merry Christmas and a Happy and Prosperous New Year."

The next Market report will be Friday 10th January 1997. Our office will in fact be closed only for the usual 2 days at Christmas and 2 days for the New Year. Should you have any questions or instructions please send a Fax and they will be dealt with."

---

#### NEW MEMBERS

Welcome to: Warrah Design Workshop  
Contact: Mr & Mrs Cockwell  
Rural Craft Centre  
Fox Bay Village

Essential Services  
Contact: R N Rogers  
14 Endurance Ave  
Stanley

Monarch Exploration (Falklands) Ltd  
Contact: J R Wylie + T Betts  
Unit 6, Lookout Industrial Estate  
Stanley

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#### INFORMAL DISCUSSION SESSION

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

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

P/COC/1#120



Vol.3 No. 37

BULLETIN

19th December 1996

MERRY XMAS + A HEALTHY AND HAPPY NEW YEAR TO ALL.

CHAMBER OF COMMERCE office will be closed from 24th Dec until 2nd Jan '97 inclusive, DHL outgoing to be at the office no later than 23rd Dec please, DHL deliveries will be carried out on 26th.

SORRY FOLKS

Third page of last weeks Bulletin top line missing the paragraph should read:

LASMO very kindly left colour copies of the blocks within the Falkland Islands First Licensing Round, anyone wishing to view or copy please contact the Chamber of Commerce office. During their visit the Chamber of Commerce assured LASMO of the Services available within the Falkland Islands and of the Memberships willingness to become involved in the exploration aspect of Hydrocarbons, with the hope of Services being sought from the Falkland Islands in future.

#### FALKLAND ISLANDS CHAMBER OF COMMERCE

The Office is seeking volunteers from the Membership of people willing to attend meetings/dinners/lunch appointments on behalf of the Chamber of Commerce. Most of the Lunch and Dinner functions have to be paid out of your own budget, with a few paid for by Gov. I will keep a list of people willing to attend on our behalf and try to match business interests where possible. Please contact May at the Office.

#### HORIZON EXPLORATION

The above company have the contract for seismic testing for Shell, representatives of the Chamber of Commerce met with Alisdair Robinson and Peter Williams of Horizon Exploration. There will be little impact in Stanley during seismic testing, with a crew change occurring twice during their time here, which will utilise the present DAP flights or use a special Charter depending on which works out best for them. The vessel to carry out testing will carry out calibrations in Monti before arrival in the Falkland Islands. Peter Williams will arrive back around 14/15th Jan, with the office being at SSL, FIPASS. A leaflet of the Seismic Vessel M.V. Simon Labrador is available for viewing at the Chamber Office.

## LIBRARY

### WHAT TO BUY FOR BUSINESS

Edition No 189, December 1996 includes: Colour Office, Colour can make or break a document or presentation. Use too little and your audience will start to fall asleep. Use too much and you'll give them a sensory overload. This article looks at how to make the most of colour.

Colour Printers: The colour printer market is booming. With improved 'near photo graphic' image quality and purchase prices dropping all the time, can you afford to be without colour? This report explores the printer options.

Colour Copiers: Colour documents look good and can help present your organisation in a positive light. But buying a colour copier will make a substantial dent in your budget. So should you go for a colour printer, a colour copier or a print bureaux? This report gives you the answers.

Please call at the Chamber Office to borrow this magazine.

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### ABERDEEN CHAMBER OF COMMERCE

Training Calendar 1997 is now available for viewing at the Chamber of Commerce office: Calendar includes: Management, Supervisory, Customs and Excise, Sales and Marketing, Finance, Clerical and Secretarial, Computing, Presentations, Food Safety Hazard Analysis. Please call at the office to view this leaflet.

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### GLASGOW CHAMBER OF COMMERCE

The above Chamber have contacted the Falkland Islands via fax with the option of advertising in the Yearbook, rates are as follows:

Full Page (Cover) Colour	£950
Full Page (ROP) Colour	£875
Mono	£750
Half Page (ROP) Colour	£500
Mono	£400
Quarter Page Colour	£460
Mono	£265

Please call at the Office if you wish to view this fax message.

## ROTARY CLUB

Chamber of Commerce Members are invited to attend a Public Meeting hosted by the Rotary Club of Guernsey at the Malvina House Hotel on 30th December 1996 at 5.30pm till 7pm, there will be snacks available. If as a result of watching this public meeting the gathering wish to set up a Rotary Club in the Falkland Islands then encouragement and help to make the next move will be given, it may take a year or two to set up a club. Mr Tim Earl is the contact for the Rotary Club of Guernsey.

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MR TERRY BETTS, PRESIDENT OF THE FALKLAND ISLANDS CHAMBER OF COMMERCE WISHES TO SEND SEASONAL GREETINGS WITH BEST WISHES FOR THE NEW YEAR TO ALL, AND TO THANK YOU FOR YOUR CONTINUED SUPPORT.

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