



**FALKLAND ISLANDS CHAMBER OF COMMERCE**  
**PO BOX 378**  
**DEAN STREET, STANLEY, FALKLAND ISLANDS**  
**TEL: +500 22264 FAX: +500 22265**  
**e-mail: commerce@horizon.co.fk**



Vol. 5 No.1

BULLETIN

9th January 1998

**HAPPY NEW YEAR**

*From the Chamber Office.*

*Paul Janion of Windmill Foods sends seasons greetings, to all. Paul enjoyed his visit and says thank you to all who showed him hospitality.*

**CHAMBER OF COMMERCE MEMBERS**

The next meeting with Government Head of Departments will be on Wednesday, 21st January 1998, I will confirm venue and times next week.

**NAVAL ARCHITECT**

Mr Maurice Napier, Naval Architect, The Napier Company, Arbroath, Scotland will be visiting the Byron Group from 17th - 24th January 1998.

Mr Napier was naval architect for both the conversion of "Tamar FI" and also recently for Byron's purchase of "Dorada" and its conversion in New Zealand. Any vessel owners/managers in Stanley wishing to meet with Maurice, during his visit please contact Dave Hall at Byron Marine, Tel: 22245 or Fax: 22246.

**COMMUNICATIONS****ENERGY DAY**

Lloyds List Energy Day, in the Internet has the following information: "YPF drops Falkland hint. Proven basins are Argentine Priority. Argentina's largest oil company, YPF, has said it will consider participating in exploration activity off the Falkland Islands in the South Atlantic but for the time being will concentrate on proven sedimentary basins. "We do not rule out our possible future participation in the Malvinas," YPF chief executive Roberto Monti told the state news agency Telam. "But in the short term, we will focus on the exploration of more well-known sedimentary basins. Currently YPF has no great experience in deepwater exploration," he said."

"A joint licensing round covering waters between Argentina and the islands has been slated for launch this year but a variety of concerns remain to be resolved. "

*The above information is a short extract.*

If you are interested in gaining access to Lloyds List, Energy Day please contact Mr Mike Smith on Tel: 044 1715531947 for password and username plus subscription costs.

**ANDERSON ORGANIZATION INC**

A Corporate Brochure with covering letter from Anderson Organization Inc is available to view at the CofC office. Extract from letter "Anderson Organization is a full service Real Estate firm located in Manhattan, New York, and, for over 20 years, has specialized in helping foreign investors achieve the best results with their investment in this exciting but often complex market."

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#### AKI OGURA & CO LTD

The above company have forwarded details of the following for "business promotion".

Lures: Mag Minnow (new) saltwater light tackle game special, Pin's Minnow, saltwater model, weight balance is especially tuned for long distant casting, Delta Sword, saltwater sinking model.

Also information on Squid Fishing.

Available for viewing is a small leaflet giving a full description of Lures available, call at the Chamber Office to view.

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#### LIBRARY

##### EXECUTIVE MAGAZINE

No 149, December 1997

The Bi-monthly supplement for business in North Scotland. In the Review of 1997 section there is a small article by Derek Marnoch of Aberdeen CofC, extract: "Offshore oil and gas will be the main driver for many years to come. Concern over the environment involves the ultimate consumption of the product, rather than its extraction. And until such time as demand for energy declines, and there is no sign of this in the foreseeable future, passing the baton to some other part of the world is not a suitable option. The experience we have developed in this sector is exportable, but we need to remain at the forefront of technology in order to retain, let alone improve, on our share of this international market." To view this full article call at the Chamber of Commerce Office.

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#### FALKLAND ISLANDS GAZETTE

Vol CVI, 24th December 1997 No 22.

Details of Gov, Appointments, Promotion, Transfers, Completion of Contracts, Resignations. Also Notices "Double Taxation Relief Arrangement between the United Kingdom and the Falkland Islands. Abattoirs Ordinance 1997, Section 1, Commencement Notice."

Vol 8, 24th December 1997 No 31.

Published in this Supplement "Proclamation No. 6 of 1997; Offshore Minerals(Amendment) Ordinance 1997; Control of Drinking by Juveniles(Amendment) Ordinance 1997; Falkland Islands Pensions Scheme Ordinance 1997; Education(Amendment) (No. 2) Ordinance 1997; Mining(Amendment) Ordinance 1997; Taxes(Falkland Islands Pensions Scheme) Ordinance 1997; Supplementary Appropriation (1997-1998) (No. 2) Ordinance 1997."

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#### HEALTH AND SAFETY EXECUTIVE LEAFLETS

Available for viewing at the Chamber Office: Construction Industry Site leaflet, information re Protecting the Public, Your Next Move. Improving Compliance with Safety Procedures, Reducing Industrial Violations. A Guide to The Construction (Health, Safety and Welfare) Regulations 1996. Working with VDUs. How offshore helicopter travel is regulated. Play your part! How you can help improve Health and Safety Offshore. First Aid, Basic Advice on first aid at work.

Hot Work at Docks, this sheet gives guidance to dock and harbour authorities, terminal operators, contractors, ship's masters and all other persons carrying out hot work, on the precautions that should be taken in connection with hot work at docks and on ships in them. It is not intended to apply to hot work carried out in shipyards.

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#### BUSINESS BULLETIN

Aberdeen CofC, Dec/Jan 1998

In the Chamber News Section: Forty-seven per cent of service sector respondents to the Aberdeen CofC and Deloitte and Touche quarterly Oil and Gas Survey, reported an increase in confidence, and none said they were less confident than at the end of June this year. However, the strong increase in optimism demonstrated by Grampian's oil production companies throughout 1997, came to an end, with more than 71% reporting no change in confidence, and the remainder equally divided between rising and reduced confidence. Both service and production sectors showed increasing concern over difficulties in finding suitably skilled manual, technical and managerial staff, with 60% of service companies reporting recruitment problems as a constraint to business.

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Free UK Business Information on the Internet: A UK Internet Search Engine, dedicated exclusively to UK business Web sites, will help users find British suppliers of products or services on the Web. Company Directories, covering business sectors such as training, marketing and management consultancy, are available on an instant search basis. Business Information: users can source a wealth of business-orientated Government guidance, covering issues such as employee rights, company taxation, and health and safety.

*You can access Datagold on [www.datagold.com](http://www.datagold.com).*

Also from Aberdeen CofC is a 1998 Training Calendar, with details of courses ranging from Management, Supervisory, Customs and Excise, Sales and Marketing, Clerical and Secretarial, Presentations.

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Discover the Falkland Islands Website, [www.falklands.gov.fk](http://www.falklands.gov.fk)

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#### WILKINS KENNEDY

Chartered Accountants, Winter 1997

Included in this small glossy leaflet, Dividends after the Budget, Vat Column, People in WK, Selling your Business?, NIC blow for FURBS, Client focus, News from the offices.

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HOLLIS UK PRESS & PUBLIC RELATIONS ANNUAL  
28th Edition

The above book includes: In-house news contacts, National information sources, UK PR consultancies and their specialisation's, Regional PR guide, Sponsorship specialists, Government advisers, Services, The media, Media sources.

*Please call at the Chamber of Commerce Office for further information on communications or library items.*

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## WOOL NEWS

Market Report Week Ending 9.1.98 from Peter Marriott

"GENERAL This first week of trading following the Christmas/New Year holiday period has been very quiet with clients confirming new orders are very rare indeed and the sales of stockpile during this period, a measure of world wool market activity, have been very low.

No one expected more than firmness in the opening markets with buyers everywhere anxious about the impact of the Asian situation. The impact may be temporary but, against a hand to mouth trading background and uncertainty about how the Chinese demand will develop in primary markets in the opening weeks of the new year, the anxiety remains.

Theoretically, wool prices ought to rise to offset the currency impact but it will be a few weeks into the New Year before the actual pattern is established."

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Vol. 5 No.2

BULLETIN  
1998

16th January

**FALKLAND ISLANDS CHAMBER OF COMMERCE AGM**

Under the Articles of Association of the Chamber, nominations for posts of office must be made so that voting members of the Chamber are advised of the nominations no less than 7 days in advance of the election. The enclosed nomination form to be at the Chamber Office no later than Thursday, 12th February 1998.

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

The meeting will be followed with a buffet supper at 8.30pm, to which members are encouraged to invite their guests.

Date and Venue for the AGM will be advertised at a later date, it is anticipated the end of February on a Friday evening if this suits the majority, please contact me at the Office if you wish to have a voice in this decision. Watch this space for more information.

**FALKLAND ISLANDS BUSINESS DIRECTORY**

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

If you wish to have a copy of the previous Directory to check your company details, please call at the Chamber Office.

**INFORMAL DISCUSSION SESSION**

The next information discussion session with Head of Departments and Chamber of Commerce Members will be on 21st January 1998, at the Malvina House Hotel, commencing at 5pm lasting one and half hours. The topic for this informal discussion session is Privatisation, input is requested from Private and Public Sector attendees with concerns and benefits being raised. **Please contact the Chamber Office of attendance at this meeting.**

Extract comm from Att Gen Office: TRANSFER OF UNDERTAKINGS, 1. "As you may know, in the United Kingdom and in Europe legislation is in force protecting employees in the event of the sale of the business or undertaking in which they are employed. Councillors are considering whether any such legislation should be introduced in the Falkland Islands. They have not come to any decision one way or the other, but have agreed that I should write to representatives of employers and to the General Employees Union." 2. "A particular reason for the Government considering, at this juncture, the possible enactment of "transfer of undertakings" legislation is that, as you know, the recent report from Coopers and Lybrand advises Government to consider whether any of the activities it at present carries on can and should be transferred to the private sector, so as to reduce the economic dominance of Government." Please contact CofC office to view full communication from Att Gen Office. (Sorry for the small print only way to squeeze this message in.)

**OIL DEPARTMENT**

Extracts from Newsletter Jan/Feb 1998

Joint Operator's Meeting, Eighteen oil industry reps plan to attend a meeting in Stanley with Falkland Islands Gov officials on Tues, 27th Jan. Members attending will update the meeting on their activities and progress with preparations for offshore drilling expected to begin by mid-year.

The next Environmental Forum is planned for late March.

The drilling EIA has been printed for public comment in the Falkland Islands Gov Gazette. Representations from the public have been received by the Governor and have been passed to the oil companies to reply. It is expected that Exec Council will consider the drilling EIA, written representations and an external review commissioned by FIG, at a meeting in late Jan.

Equipment for the Exploration Drilling Programme, 4000 tonnes of supplies and equipment for the oil industry are due to arrive on the Hogg Robinson charter vessel in mid-February followed by a further shipment in March. The vessels are loading the items directly from Aberdeen dock. Mr Phil Gallimore, GM for Stanley/CSM will arrive in Stanley in time to attend meetings with oil companies and FIG during the week of the joint meeting in Stanley.

HSE and Dolphin Drilling Reps, Mr Robert Paterson and Mr Bill Miller of the Aberdeen Offshore Division of HSE will undertake training of Fisheries, Police and Fire Service officers during the first week of Feb. Dolphin Drilling reps will also assist HSE with the training of local staff. Mr David Lesley, Dolphin Drilling's Technical Superintendent, will be in the Islands in late Jan. Mr Lesley will be the Dolphin rep resident on the Islands during the drilling programme. Mr Per Johansson, Rig Manager and Mr Alan Grindlay, Drilling Project Engineer will be in Stanley in early February and will join HSE at the public presentation.

#### DATE FOR YOUR DIARY

HSE and Dolphin Drilling will hold a public presentation on their planned operations in the Falkland Islands on Thursday 5 February from 6 - 7pm in the Geography Room of the Community School.

Please call at the Chamber Office to view Newsletter in full.

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#### LIBRARY

##### WHAT TO BUY FOR BUSINESS

Edition No 202, Jan 1998

In this edition: Thermal Fax, the UK thermal-fax market is in a state of turmoil. Following an EU investigation into anti-dumping duties, several manufacturers have pulled out of the market while others are cautiously awaiting the consequences. What to Buy explores the market and considers its future.

Cellular Phones, mobile phones get a lot of bad press. Critics say they give out harmful radiation, they're annoying to other people, and they are unsafe if used in cars. However, mobiles are also extremely useful business tools and their popularity is growing all the time. This report leads you through the mobile maze.

Back Pages: Watch Your Wallet, "The best things may come in small packages... but they don't come in small print. The little demon lives at the bottom of forms and letters, and has a cunning way of camouflaging himself from the human eye. He can shrink to the tiniest font imaginable, and if you do actually manage to find, the chances are you won't understand a word he's saying because he speaks jargonese. But unfortunately, if you don't pay him heed, your business could end up paying the price." The article carries on to warn of sightings over the last month by What to Buy for Business.

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##### THE FALKLAND ISLANDS GAZETTE

Supplement, Vol 9, 13 January 1998, No 1

In this Supplement: "Antarctic Act 1994 (Commencement of sections, 3, 4 and 6) Order 1998, S.R. & O. No. 1 of 1998)."

THE SOUTH GEORGIA AND THE SOUTH SANDWICH ISLANDS GAZETTE  
No 1, 13 January 1998

In this Gazette: "Antarctic Act 1994 (Commencement of sections 3, 4 and 6) Order 1998, S.R. & O. No. 1 of 1998)."

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CASPIAN OIL & GAS

The international oil and gas event for the Caspian and surrounding Transcaucasian and Central Asian countries. 2-5 June 1998, City of Baku Sports & Exhibition Complex Baku, Republic of Azerbaijan. Leaflets to promote this exhibition with provisional booking form is available for viewing at the Chamber of Commerce Office.

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VAGAR AIRPORT, FAROE ISLANDS. Civil Aviation Administration have forwarded a folder full of information re their airport, plus tourist information. Anyone wishing to view please call at the Chamber Office.

COMMUNICATIONS

Letter plus brochure have been received from British Trade Centre, who have premises in Aberdeen and in Houston, Texas. Extract from letter "I would like to take this opportunity to introduce to you the services we have on offer at the British Trade Centre, Houston." "I believe these services provide a truly cost effective way to test the market and at no long term risk to your company. One months notice is all that is needed to bring it to an end with no long term costs. The centre is wholly owned by Roustabout Publications Ltd and I have had extensive experience in dealing internationally." To view brochure and letter in full, please call at the Chamber Office.

DARWIN SHIPPING LTD

Freight Southbound Sailings, Receiving 18 February 1998, Loading 28 February 1998, Depart UK 3 March 1998, (Ship arrives Falklands approx 28/30 days after leaving UK.)

Freight should be delivered during receiving dates to : Sussex Port Forwarding Ltd, Basin Rd South, Portslade, Brighton, BN41 1WF, Contact Mr Phil Knight. Tel: 0441 273414144, Fax: 044 1273414400. **All Cargo must be booked through our UK office and suppliers must obtain a booking reference from them prior to delivery of the goods:** The Falkland Islands Co Ltd, 1st Floor, Charringtons House, The Causeway, Bishop's Stortford, Herts, CM23 2ER, Tel: 044 1279461630, Fax: 044 1279461631 advising the number of cartons, kilos, CBM and shipping mark.

Full communication regarding cargo from Darwin Shipping Ltd is available for viewing at Chamber Office.

WOOL NEWS

For week-ending 16/1/98 from Peter Marriott, GENERAL: "A little business has been placed this week and some traders think more could come if prices could be agreed and confidence in a firmer market returned. Traders locally have left prices unchanged, despite Australian easing. The currency factor, the Australian Dollar against Sterling offsets wool price weakness. Asian problems are seen as a threat in various ways. There are frustrated orders in raw material, being diverted at cut price and undermining world market levels. The UK manages to soldier on in the face of these difficulties and there is hopeful talk of what would happen if currency or the market led to a price rise for wool, but the relative euphoria of 1997 at its best seems very distant today."



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### **NOTICE OF ELECTION, 1998 ANNUAL GENERAL MEETING**

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

If you are interested in standing for Chamber office, or are nominating somebody for the Chamber office, then please complete this form and return it to the Chamber office **no later than Thursday, 12th February 1998**. A person taking part in the elections for President, Treasurer or Secretary that is not successful in gaining election is automatically added to the list of nominees for Member, Chamber Council. There will be 3 separate ballots for the 3 Member seats on Council, hence you may stand, or be nominated, 3 times for these posts.

<b>Position</b>	<b>Nomination</b>
President	.....
Treasurer	.....
Secretary	.....
Member	.....
Member	.....
Member	.....





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Vol. 5 No.3

BULLETIN

23rd January 1998

### FALKLAND ISLANDS CHAMBER OF COMMERCE AGM

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The meeting will be followed with a buffet supper at 8.30pm, to which members are encouraged to invite their guests.

Date and Venue for the AGM, Wednesday, 4th March 1998, meeting commencing at 6.30pm, in the Malvina House Hotel.

### FALKLAND ISLANDS BUSINESS DIRECTORY

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

Please contact me with your new email address if possible, one area which can be added to the information in the computer as received, hence saving time.

If you wish to have a copy of the previous Directory to check your company details, please call at the Chamber Office.

### PRIVATISATION

Members are reminded that FIG invite proposals from the private sector for privatisation of any activities currently undertaken by FIG, that could be carried out by others. They are looking for better value for money. Any proposals should in the first instance be directed towards FIDC. The Chamber believes that FIG is serious about privatisation, and that all proposals will receive serious consideration. A Statement from Exco to this effect will shortly be published.

### PLAQUE

Due to lack of feed back from the membership, the production of a plaque from the Chamber of Commerce has been shelved, the Council will discuss other options at the next meeting which is on 11th February 1998. Apologies to the company who applied for 2 plaques.

## TRAINING

Financial assistance given by FIDC to those people who attended the Excel training course, run in Dec 1997 by Synergy Information Systems on behalf of Chamber of Commerce was £900, which was divided between Chamber members only, working out at £46 per person for a 2 day training programme, anyone wishing to discuss assistance received from FIDC please call at the Chamber of Commerce Office.

Thank you to Nicky Buxton of Synergy Information Systems for running a very successful training programme. Everyone who attended benefited from the training, it was enjoyable as well!!! Well Done

## NEW MEMBER

Welcome to Deloitte & Touche of Aberdeen, represented by Consultancy Services in Stanley to the Membership of the Chamber of Commerce.

## CREDIT CARD FACILITIES

It has been highlighted with the recent visits of cruise vessels the benefit of having credit card facilities available for sale of goods in the Falkland Islands, with local businesses gaining increased sales in the tourist season. One retailer also mentioned the benefit to local residents over the Christmas period in shopping for presents. Well done to businesses in making available this easy way to shop.

## FOR SALE

For Sale by Tender:

The Rose Hotel, Stanley

Situated in central position of town. Modern popular public bar with pool room.  
Six guest bedrooms comprising of 3 double and 3 single rooms.  
One self-contained flat. Land suitable for development with 6 large storage sheds.

For tender documents and appointment to view please contact:  
Kevin Kilmartin, Legal Practitioner at 44 John Street - Tel: 22765 or Fax: 22639.

Tenders in by 27th February 1998. The seller does not bind herself to accept the highest or any tender.

## LIBRARY

### WILKINS KENNEDY

Expatriate Tax Update, Winter 1997: Expatriates, either in or outside the UK, may find that their tax affairs are affected by changes in UK legislation and/or concessions that are applied by the Inland Revenue. With this in mind we have reviewed a number of topical issues affecting our expatriate clients. This update is based on our understanding of UK law and practice as at 2nd December 1997. Air Passenger Duty: UK air passenger duty levied on flights from airports in the UK doubled with effect from 1st Nov 1997. Please call at the Chamber Office to view this information from Wilkins Kennedy.

## THE FALKLAND ISLANDS GAZETTE

Vol 9, 16th Jan 1998, No 2

Published in this Supplement: Charging Orders Ordinance 1997; Damages Ordinance 1997; Drug Trafficking Offences Ordinance 1997.

Vol 9, 19th Jan 1998, No 3

Published in this Supplement: Road Traffic (Priority in Stanley) (Amendment) Order 1998, (S.R. & O. No. 2 of 1998); Ross Road (Drop Off Point) Regulations 1998, (S.R. & O. No. 3 of 1998); The Dangerous Goods Ordinance 1987 (Commencement) Order 1998, (S.R. & O. No. 4 of 1998).

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#### THIS WEEK IN BRITAIN

Issue 39, 6 Jan 1998

**Stronger Controls for Sheep Dip Pollution, BAN8/39/1** The Environment Agency has warned UK farmers that it will be taking an increasingly tough line on the careless use and disposal of toxic sheep dip after new regulations come into force in 1998. Research by the agency presented to a national sheep farming conference recently shows that synthetic pyrethroid (SP) dips have severely damaged river life in sheep farming areas, including stretches totalling more than 150 kilometres (90) miles in Cumbria, north-west England, alone. Please call at the Chamber Office for a full copy of this interesting article.

**British Watchdogs Lead the Way, BGN8/39/3** British industry "watchdogs" - organisations that regulate service industries - such as Ofgas and Ofel, have led the way in creating regulatory bodies bringing lower prices and better services. The UK model is being copied across the Continent, says a report by the Adam Smith Institute. So far 13 European countries have established similar systems of independent bodies regulating utility industries.

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#### HEALTH AND SAFETY

**Changing Health and Safety Offshore, the agenda for the next 10 years.** Aberdeen Exhibition & Conference Centre 22-24 July 1998. Objectives: "To bring together international regulators and all those connected with the offshore gas and oil industry in order to review the major changes to the management of health and safety offshore over the last 10 years; to consider technological changes and new approaches to safety; and develop the agenda for the next 10 years." To Find out More and Register your interest in attending this conference, please call at CofC Office.

#### HSE BOOKS

Leaflet

**Fire On Site, Fire Safety in Construction**, explains how to reduce the risks of fire on construction sites and the precautions that need to be taken to ensure people's safety should fire occur.

**Are You Working Comfortably, Lighting at Work**, this guidance explains how lighting can contribute to the health and safety of people at work. **Seating at Work**, this guidance gives advice on how to ensure that seating in the work place is safe and suitable.

This leaflet is full of information on books available now. Call at CofC office to view leaflet

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#### STANLEY SERVICES LTD MARINE GAS OIL

"We are pleased to advise you that with effect from 19 January 1998 the price charged for Marine Gas Oil in Falkland waters will be reduced from \$310.00 to \$295.00 per metric tonne."

#### BUSINESS ALERT

## A Briefing for Businesses in the North of Scotland Jan '98

The Growing Business Handbook: "Although information abounds on setting up a business, little advice is available on how to transform a successful smaller company into a highly successful larger one. "The growing business handbook" takes a practical approach to all the issues encountered by today's growing businesses. It covers topics such as growth mechanisms, marketing and sales, funding, financial management, and making the most of IT. There are contributions from those with experience of building up their own business, such as Sir Tom Farmer of Kwik-Fit, and also from advisors and consultants from leading business organisations such as KPMG, BZW, and Lloyds Bank." This book is published by Kogan Page, costing £14.99, available from bookshops (ISBN 07494 2475 3).

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## ENERGY DAY

The 1st Finance and Risk Management in the Oil and Gas Business Conference, The Hyatt Carlton Tower Hotel, London, 20th to 21st April, 1998. "This first ever Energy Day conference will take place in London in April 1998 and the theme will be Finance and Risk Management in the Oil and Gas Business. The two-day conference will look at how the industry is handling the opening up of new areas for exploration and production, particularly in the former Soviet Union, Latin America and Africa. There will be a full programme of stimulating presentations, including speakers from oil companies, banks, stockbrokers, insurance firms and the reinsurance industry." To receive a copy of the Registration Form, call at CofC Office.

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## COMMUNICATIONS

### QIMS SYSTEMS & MACHINERY

Mr Michael Atkins, Quims Systems & Machinery, Mana, Wellington, New Zealand, Fax: ++644 2339215, email: mike.quims@xtra.co.nz Has communicated with the Chamber of Commerce to advertise his company, extract from letter: "It occurred to me that at times the Chamber may get clients who wish to contact someone overseas when setting up or expanding their business and they may be looking at systems, advice or ideas, people, plant and equipment, and having a pretty good knowledge of how the Islands operates I might be able to assist." Please contact Mr Atkins direct on the above numbers if you require more information.

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## WOOL NEWS

For Week Ending 23/1/98 from Peter Marriott

General: "In the wool market falling prices tend to discourage anyone with new business to place the usual approach is to buy only when needs become pressing. There were times this week when it looked as though currency factors might turn round sufficiently to push up wool prices, however, and this is one reason for the occasional exceptions to a generally difficult market picture locally. More recently, though the dollar softened again, and with wool steadily drifting down, attempts to keep quoted prices steady have not been so successful. Most quoted prices are a little lower than a week ago. The Asian crisis looms over the wool markets. Analysts see little chance of any worthwhile and prolonged price recovery resulting from stronger world demand."

PLEASE REMEMBER TO SEND WOOL SPECIFICATIONS AS SOON AS AVAILABLE.

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Vol. 5 No.4

BULLETIN

30th January 1998

### FALKLAND ISLANDS CHAMBER OF COMMERCE AGM

Under the Articles of Association of the Chamber, nominations for posts of office must be made so that voting members of the Chamber are advised of the nominations no less than 7 days in advance of the election. Nomination form to be at the Chamber Office no later than Thursday, 12th February 1998. If you require another form please call the Office. Please consult with persons you wish to nominate to confirm their wish to stand for election to CofC Council.

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

Date and Venue for the AGM, **Wednesday, 4th March 1998**, meeting commencing at 6.30pm, in the Malvina House Hotel, to be followed with a buffet supper at 8.30pm, to which members are encouraged to invite their guests.

### NEW BUILDING

In line with broad agreement from last year's AGM regarding a new office building for the Falkland Islands Chamber of Commerce, the council forwarded a proposal to FIDC, for the erection of an office on the West Hillside site, adjacent to the new FIDC building, which has been approved. Tenders have been issued by FIDC for the build of the premises.

### FALKLAND ISLANDS BUSINESS DIRECTORY

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Please contact me with your new email address if possible, one area which can be added to the information in the computer as received, hence saving time.

If you wish to have a copy of the previous Directory to check your company details, please call at the Chamber Office.

Closing date for any changes to be made, no later than **MONDAY, 16TH FEBRUARY 1998**, if notice has not been received of any change to the information concerning your company/organisation in the Directory by this date, then details will remain as is.

### VISIT

3-11th February 1998

A visit of journalists has been arranged by Keenes, FIG's PR company with the assistance of FIGO. The Chamber of Commerce have been asked to organise a reception to assist with meeting as many people as possible in Falkland Islands. Newspapers represented are Scottish Express, Laura Kibby, Features Editor accompanied by Graeme Hunter, Photographer, The Guardian, Nigel Fountain, Travel Writer.

Drinks reception to be held on the evening of 9th, March 1998 in the Upland Goose Hotel, 6pm until 7pm. Financial support has been requested to act as hosts for this social gathering, we have been successful in obtaining this from FIDC, an open bar will operate for a short period or until the funds are fully used. Chamber of Commerce again are grateful to FIDC for their assistance. Thank you for your support in making this visit a success, please let May know at the Office if you will be attending this reception.

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#### **FIDC, LONDON, SERVICES TO THE PRIVATE SECTOR**

As private sector commercial activity increases Falkland Businesses will be widening their contacts overseas, particularly in respect of sourcing raw materials and other business assets such as plant and machinery. It is often the case that little or nothing is known about companies contacted particularly in respect of their financial standing and there can be a risk in dealing with the unknown.

The FIDC Commercial Representative, London, Ian Cox, is able to offer a **search service for UK companies** using the Company Registry which provides copies of Annual Returns and Accounts. There is a charge by the Registry which varies according to the number of documents required which would be passed on to the Falkland business concerned. Typically an annual return would cost around £7.50.

Ian can be contacted at Falkland House, 14 Broadway, London, SW1H 0BH Tel: 044171222542, Fax: 044171222375 and email: [comrep@fidc.u-net.com](mailto:comrep@fidc.u-net.com)

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#### **ISLANDS PLANNING COMMITTEE MINUTES OF MEETING 4**

Extract: Training needs analysis: Researchers from Middlesex University will spend three weeks in the Falkland Islands in March and a report to Executive Council is expected shortly after. Sub-Committee meeting with CofC, re privatisation, useful exchange of ideas, it was agreed that Chief Executive would prepare an Exec Council paper seeking endorsement in principle to the policy. It was agreed that more input from the private sector would have been useful; Cllr Clifton agreed to write formally to seek comments.

AOB, land usage, the Attorney General advised that a paper and Bill on National Parks had been prepared for the meeting of Exec Council on 22 Jan.

Please call at the Chamber Office to view these minutes, the above notes are short extracts.

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#### **T & C BUSINESS SERVICES**

An efficient, friendly and confidential service. You choose the services to meet your requirements. Accounting, Business, Secretarial, Advertising and Promotion. Your requirement not listed? Telephone to discuss the business service which you require.

Call Stanley 22078 for further information.

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#### **OTC '98**

**4-7 MAY 1998, HOUSTON**

**25th Silver Anniversary visit**

Information on the OTC '98 is available from the Chamber of Commerce Office, from Munro's Tourist Agency, Aberdeen. Please call to view or to copy leaflets.

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#### **COMMUNICATIONS**

##### **QMI**

Letter with leaflet advertising Lubricants for the Automotive, Industrial, Marine and many other markets, has been passed to the Chamber of Commerce Office by FIDC.

Extract from letter: "We would appreciate any help you are able to offer through your organisation or by passing our request to another group that could assist us in locating a distributor." Call at the Chamber Office to view or copy this communication.

\*\*\*\*\*

## PREMIER PRINTERS

Leaflet and letter available for viewing from the above company based in Tunbridge Wells. Mr Peter Wilkes of Premier Printers has also forwarded a 10% discount slip for the first printing order, a small selection from Premier Printing Range: Letterheads, Compliment Slips, Business Cards, Leaflets, NCR Sets, Art Work. Signs, Displays & Printing at Sensible Prices.

## LIBRARY

London Press Service News Update, Issue 40, 13 January 1998

CONSTRUCTION RESEARCH MAP ON WEB ITN8/40/6. A new Internet tool that will help to ensure construction research projects in the UK are relevant, innovative and give value for money will be launched by CRISP, (Construction Research and Innovative Strategy Panel) on 26 January.

At present, checking that a proposed research project addresses a real need and is not unnecessarily repeating earlier work, involves a difficult and time consuming search for information from various separate sources. The Construction Research Map on [www.crisp.rdg.ac.uk](http://www.crisp.rdg.ac.uk) will give an overall picture of current and recent research. It will be a single source of information - easily accessible on the Internet - on building and related research projects. At its launch the map will have details of some 2000 projects, primarily funded by the Department of Environment, Transport and the Regions (DETR). Coverage will be increased with the objective of including all significant publicly and privately funded construction research projects. CRISP is a joint industry-government panel, served by a professional secretariat funded by the DETR, which was established in 1994 to encourage competitiveness and to identify research and innovation priorities. Email: [crisp@bre.co.uk](mailto:crisp@bre.co.uk) Website: [www.bre.co.uk/crisp](http://www.bre.co.uk/crisp) Research map website: [www.crisp.rdg.ac.uk](http://www.crisp.rdg.ac.uk)

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## BRITAIN 1998 an official handbook

Forwarded to the Chamber Office by Gov House. Extract from Foreword: "Drawing on a wide range of official and other authoritative sources, The Britain Handbook provides a factual and up-to-date overview of the state of Britain, while also covering government policy in all the nation's spheres of activity. It is widely recognised as an established work of reference, both in Britain itself, and overseas, where it is an important element of the information service provided by British diplomatic posts. It is sold by The Stationery Office and its agents throughout the world."

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## SCOTTISH CHAMBERS OF COMMERCE DIRECTORY, 1998

Membership Organisation: Membership is open to any firm or company, irrespective of size. Chambers in Scotland now represent well over 8000 members ranging from the country's largest companies to the smallest retails and professional operations. Together, they provide well over half the private-sector jobs in Scotland.

## JOB SHOP

Applications have been received from the following:

Ms Shona Rozee, Tel: 21890 is seeking employment in either office work or driving. Ms Rozee is willing to work unsocial hours on a full or part-time basis, in Stanley. Please call at the Chamber Office to view application form or contact Shona direct on above telephone number.

Ms Shirley Rozee, Tel 21890 is seeking employment in any type of Office procedure and is an experienced PA. Ms Rozee would prefer not to work unsocial hours but is open to full or part-time employment, in Stanley. The Chamber of Commerce Office has a full CV for any company interested in employing Shirley, please call at the office to view, or contact Shirley direct on above telephone number.

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Gap Student, Mr Robert Allen is seeking employment in Stanley. Robert has been working at Walker Creek since October, and wishes to work in town during April, May and June 1998 after his work is completed at Walker Creek. Contact either Fiona Didlick at FIDC or Robert direct at Walker Creek for more information. GAP Application and Reference Form is available for viewing at Chamber of Commerce Office.

\*\*\*\*\*

Mr R Littlewood, Nottingham, UK has written enquiring on work available in the Falkland Islands. Mr Littlewood is 22 years of age and is very interested in living and working here, he has experience and qualifications in the field of Meteorology and natural sciences. Please call at the office to view letter. I have written to Mr Littlewood requesting a CV for your information.

\*\*\*\*\*

Mr Keith Braithwaite, Coventry, UK has written enquiring on work available in the Falkland Islands. Mr Braithwaite has experience in Horticulture and Landscaping. Please call at the office to view letter and CV available.

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## WOOL NEWS

For week ending 30/1/98 from Peter Marriott.

**GENERAL** Ideas vary widely on the amount of new business available in the Bradford Market. Some clients find no interest or even a hint of an enquiry while the odd client mentions the possibility of new orders around. The possibility of export orders are generally quoted as impossible due to sterling being so high. Those able to take a slightly more cheerful view of the market are quick to stress that very low prices have applied for any current new business.

The market is operating from hand to mouth, at extremely competitive pricing, but there is no collapse in a week of wool price declines, sentiment is better than might have been expected.

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**FALKLAND ISLANDS CHAMBER OF COMMERCE**  
**PO BOX 378**  
**DEAN STREET, STANLEY, FALKLAND ISLANDS**  
**TEL: +500 22264 FAX: +500 22265**  
**e-mail: commerce@horizon.co.fk**



Vol. 5 No.5

BULLETIN

6th February 1998

### FALKLAND ISLANDS CHAMBER OF COMMERCE AGM

Under the Articles of Association of the Chamber, nominations for posts of office must be made so that voting members of the Chamber are advised of the nominations no less than 7 days in advance of the election. *Come on membership I need more nominations no later than Thursday, 12th February 1998.* If you require another form please call the Office. Please consult with persons you wish to nominate to confirm their wish to stand for election to CofC Council.

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

Date and Venue for the AGM, **Wednesday, 4th March 1998**, meeting commencing at 6.30pm, in the Malvina House Hotel, to be followed with a buffet supper at 8.30pm, to which members are encouraged to invite their guests.

### FALKLAND ISLANDS BUSINESS DIRECTORY

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

Please contact me with your new email address if possible, one area which can be added to the information in the computer as received, hence saving time. If you wish to have a copy of the previous Directory to check your company details, please call at the Chamber Office.

Closing date for any changes to be made, no later than **MONDAY, 16TH FEBRUARY 1998**, if notice has not been received of any change to the information concerning your company/organisation in the Directory by this date, then details will remain as is. The revised directory will be available for viewing prior to sending to Printers, watch this space for dates to view.

### VISIT

3-11th February 1998

A visit of journalists has been arranged by Keenes, FIG's PR company with the assistance of FIGO. The Chamber of Commerce have been asked to organise a reception to assist with meeting as many people as possible in Falkland Islands. Newspapers represented are Scottish Express, Laura Kibby, Features Editor accompanied by Graeme Hunter, Photographer, The Guardian, Nigel Fountain, Travel Writer.

Drinks reception to be held on the evening of **9th, March 1998 in the Upland Goose Hotel**, 6pm until 7pm. Financial support has been requested to act as hosts for this social gathering, we have been successful in obtaining this from FIDC, an open bar will operate for a short period or until the funds are fully used. Chamber of Commerce again are grateful to FIDC for their assistance. Thank you for your support in making this visit a success, please let May know at the Office if you will be attending this reception.

**COMMUNICATIONS****VINETA CO - DENMARK**

The above company have sent the following: Antarctic Icefish, the immediate reason for my present correspondence is our interest in buying on regular basis a subantarctic fish species called Antarctic Icefish ("Champsocephalus gunnari"; family of "Chaenichthyidae"). We are looking for local Falkland Islands based company who would be able to catch and freeze this fish. Area of catch should be the vicinity of South Georgia and to the south from there. We may be able to purchase the fish as frozen H+G or W/R. The quote should be per 1 kg or per 1 MT, CIF Main Port Europe (40 ft FCL or bulk). We may also be interested in some other fish caught locally in your waters. We have a handful of clients, who are interested in subantarctic species for various end products. We are aware of catches being performed in your part of subantarctic region by various international companies. If we can, we would like to avoid dealing with these enterprises and instead build up good working relations with your local companies. We may encounter some troubles in the start, but we will be closer to the region and hope to receive better informations on the catches, assortment, sizes and quality of the products. Contact: Ewa A Sobczynska, Vinteta Co - Denmark, Bredkjaertoft 9, Hviding, DK-6760 Ribe, Denmark. Fax: +45 75445786 Tel: +45 21764459 or e-mail: mateusz@post5.tele.dk

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**NORBAIN SECURITY**

Extract from communication: Norbain is the UK Market leader in CCTV (Closed Circuit Television) and Access Control. In addition to franchises from many of the world's leading Security Equipment Manufacturers, Norbain also has its own brand of product called 'Vista'. The 1990's has seen a steady increase in our UK sales, and I am now looking to supply companies in the Falklands active in the specification and installation of CCTV security systems.

Contact: Mr Keith O'Leary, Export Sales Norbain Security, Wokingham Fax: 044 1189440999.

**LIBRARY****AGRICULTURE DEPARTMENT**

The above Department have forwarded copies of their Annual Report 1996/97 for memberships information, please call for a copy, or to view. Extract from Introduction: "The pattern of Falkland Island agriculture has changed very little since the introduction of sheep farming in the mid-19th century. The infertility of our soils coupled with the very windy and cool oceanic climate, and the great distance from the principal market in Britain, has ensured that wool remains the only agriculture export." "The Department of Agriculture has now entered a new and exciting phase, in both the research it is carrying out and in the range of services it provides to the whole Falkland Islands community. It has been encouraged to bring about a new direction in agriculture by focusing on a pasture improvement programme which builds on past research. This now combined with legume technology and innovative establishment techniques, will quickly facilitate a major change for the better in the pastoral landscape. Combined with support studies in sheep nutrition and a continuing understanding of the dynamics of the indigenous pasture, the Department of Agriculture is confident in its ability to provide practical and economical pasture improvement technologies for our farmers."

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**LONDON PRESS SERVICE NEWS UPDATE**

**LAND ROVER'S SEARCH FOR A LEGEND** BIN8/41/2 This year's 50th anniversary of Britain's Land Rover company is to be marked with a worldwide search for the Land Rovers with the most interesting history. Announcing plans in London, the manufacturer said a packed calendar of events to celebrate the half century of production would feature what it described as the "search for a legend". A spokesman explained: "Reflecting the passion that many owners have felt for their Land Rovers over the years, the promotion provides an opportunity to find each country's most legendary Land Rover - the vehicle with the most interesting history". During the anniversary year, owners and enthusiasts of the rugged go-anywhere vehicles will be able to follow the various celebration activities

around the world through the company's [www.landrover.com](http://www.landrover.com) website. They will also be invited to take part in an international rally taking place in the United Kingdom in April.

Contact: Rover Group Ltd, Bickenhill Lane, Bickenhill, Birmingham, UK B37 7HQ Tel: 0441217816815 or Fax: 044 1217810253

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#### HEALTH & SAFETY EXECUTIVE

Thank you for lots of information leaflets to Robert Paterson of HSE. Leaflets available: Control of Substances Hazardous to Health Regulations 1994, Common Myths About Regulations, Reversing Vehicles, Danger Transport at Work, Safe Systems of Work, The Noise at Work Regulations, Protecting your Health at Work, Working with VDUs, Basic Advice on First Aid at Work.

Videos from the Health and Safety Executive. HSE working with employers-Citizen's Charter, Improving Service. HSE and you, Improving Service. 5 Steps to information instruction and training. Health and Safety in small firms. Good Health is Good Business, employers guide. Health and Safety Regulation, A Short Guide. Using work equipment safely. Plus Price list 1997 for HSE books.

Please call at the Chamber Office if you wish a copy of any of these publications, or to view.

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#### THE FALKLAND ISLANDS GAZETTE

Supplement Vol 9. 30th January 1998 No 4

Published in this supplement: The Offshore Health and Safety Order 1998, (S.R. & O. No. 5 of 1998); The Health and Safety at Work etc Act 1974 (Application outside the Falkland Islands) Order 1998, (S.R. & O. No. 6 of 1998); The Offshore Installations (Safety Case) Order 1998, (S.R. & O. No. 7 of 1998); The Offshore Installations and Pipeline Works (Management and Administration) Order 1998, (Management and Administration) Order 1998, (S.R. & O. No. 8 of 1998); The Management of Health and Safety at Work Order 1998, (S.R. & O. No. 9 of 1998); The Provision and Use of Work Equipment Order 1998, (S.R. & O. No. 10 of 1998).

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Supplement Vol 9. 30th January 1998 No 5

Published in this supplement: Personal Protective Equipment at Work Order 1998, (S.R. & O. No. 11 of 1998); The Offshore Installations (Prevention of Fire and Explosion and Emergency Response) Order 1998, (S.R. & O. No. 12 of 1998); The Offshore Installations and Wells (Design and Construction, etc.) Order 1998, (S.R. & O. No. 13 of 1998); The Reporting of Injuries, Diseases and Dangerous Occurrences Order 1998, (S.R. & O. No. 14 of 1998); The Offshore Minerals (Application of Employers' Liability (Compulsory Insurance) Act 1969) Regulations 1998, (S.R. & O. No. 15 of 1998).

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Vol. CVII 30th January 1998 No 1

Appointments, Promotions, Transfers, Completion of Contracts, Re-Appointments, Retirement, Resignations, Notices.

To view any of the above call at the Chamber Office.

#### WHAT TO BUY FOR BUSINESS

Edition No 203 February 1998

Portable Computers: Notebooks come in a confusing array of configurations, styles, sizes, weights and add ons, and prices range enormously from over £4,000 to under £1,000. What to Buy tells you what's good and what's not so good in notebooks.

**Fuel Cards:** Buying fuel can be more of a drain on business finances than you think, especially if you're operating a fleet of company cars, where every penny counts. What to Buy tells you how fuel cards can put you in the driving seat of fleet management.

**Leasing:** For many companies, leasing is a way of financing office equipment purchases. But how can you be sure you are getting the right lease, and not falling into a leasing pitfall?

**In the news section:** All those who thought Steve Jobs couldn't do it again may be proved wrong. To the surprise of Wall Street's finest, Apple is back in profit for the first time in over a year, to the tune of \$47 million net for the fiscal 1998 first quarter, which ended on 26th Dec 1997.

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## JOB SHOP

Applications have been received from the following:

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Gap Student, Mr Robert Allen is seeking employment in Stanley. Robert has been working at Walker Creek since October, and wishes to work in town during April, May and June 1998 after his work is completed at Walker Creek. Contact either Fiona Didlick at FIDC or Robert direct at Walker Creek for more information. GAP Application and Reference Form is available for viewing at Chamber of Commerce Office.

\*\*\*\*\*

Mr Wallace Weideman of South Africa has communicated with FIDC who then passed comms to CofC. Mr Weideman has a BSc Elec Eng, and has been employed for the past 15 years in custom software development and implementation of a PC platform. (Novell, Window95 and NT). The CofC office has requested a full CV for your further information.

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## WOOL NEWS

For week ending 6/2/98 from Peter Marriott.

**GENERAL:** "Business is poor, prices are extremely competitive, and currency factors have confusing impact according to region, while practically never offsetting the general commodity downturn. Dissatisfaction among Australian farmers with market prices is making them hold onto their wool and refuse to send it for auctions as scheduled. Offering this week are said to be below those expected, and withdrawals at growers reserved during auctions recently have been unusually high, but none of this is enough to strengthen the wool market at present. As for the local situation, business after a modest and patchy improvement at some very competitive prices has subsided again, and dullness reigns."

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Vol. 5 No.6

BULLETIN

13th February 1998

**ATTENTION****FALKLAND ISLANDS CHAMBER OF COMMERCE AGM**

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All members are entitled to attend this meeting, and each member of the Chamber is entitled to appoint a representative to vote on their behalf. Ten persons present at this meeting and entitled to vote shall represent a quorum, please let me know if you will be attending, *we need more names to reach a quorum*. A list of nominees will be circulated 7 days before the AGM for your consideration. The election will be conducted by secret ballot.

Date and Venue for the AGM, Wednesday, 4th March 1998, meeting commencing at 6.30pm, in the Malvina House Hotel, to be followed by a buffet supper at 8.30pm, to which members are encouraged to invite their guests.

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Please contact me with your new email address if possible, one area which can be added to the information in the computer as received, hence saving time. If you wish to have a copy of the previous Directory to check your company details, please call at the Chamber Office.

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**VISIT**

3-11th February 1998

"A visit of journalists has been arranged by Keenes, FIG's PR company with the assistance of FIGO.  
" The Assistance given for this visit was by FITB and not FIGO as previously stated.

**FIPASS - HEALTH AND SAFETY LEGISLATION  
NOTICE**

1. The Government is considering the introduction of legislation which will require users of FIPASS to conduct their operations with due regard to safety standards largely equivalent to those which apply at United Kingdom docks.

2. In this regard, the Government proposes to adopt the following policy:

"The Falkland Islands Government, with respect to operations on the FIPASS facility, expects all contractors and users of the facility to conduct their activities in a safe and healthy manner with due consideration for other users of the facility and the general public who may visit the facility.

When users of the facility carry out their activities they must consider the following:

- That the health, safety and welfare of persons at work is secured
- That the persons other than persons at work are protected against risks to their health and safety arising out of, or in connection with the activities of persons at work
- That the handling, keeping and use of explosive, highly flammable substances, radioactive sources and other dangerous substances is controlled
- That emissions of harmful, noxious or dangerous substances into the atmosphere are controlled"

3. The Falkland Islands Company Limited which currently provides management services to the Government in relation to FIPASS has prepared a draft Safety Management System for operations at FIPASS which the Government is likely to endorse. A copy of the draft Safety management System is available upon request from the marine Officer (Jon Clark - Tel 27260) or the FIPASS Manager (Mike Weir - Tel 22671).

4. Users of FIPASS or any interested parties are invited to comment upon the above proposals including the draft Safety Management System prepared by the Falkland Islands Company. Comments should be sent to the Principal Crown Council, (Robert Titterton - Tel 27273) Attorney General's Chambers, Cable Cottage, Stanley before the end of February 1998.

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## WARNING

Recently, two associates from US Precision Lens were travelling to Belgium on Sabena Belgium World Airlines, which is affiliated with Delta Airlines. They were seated in row six of the plane where seats contain tray tables in the armrest section of the seat. They set up their tray tables and proceeded to use their laptop computers. During the flight, both PCs began to experience problems, and soon they were unable to use them. Apparently the tray tables were magnetised, so that tray tables would not make noises while stored in the armrests. The magnetised trays corrupted the hard drives of both laptops.

On this particular Belgium flight, the aircraft happened to be a new Airbus 340, which explains why this has not surfaced until now. The problem seems to be with a specific European aircraft seat manufacturer. US Airways, NorthWestern and United have no plans to utilise these magnetised trays in their new Airbus aircraft. Boeing and McDonald Douglas also have no plans to use them in the new aircraft. There have been no reported cases of other types of aircraft experiencing this problem.

If the tray table appears to be magnetised (use a paperclip to see if it sticks), then do not use your laptop computer on these trays.

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## HANSWELL MARITIME LTD SUPPLIERS OF AMERON/DEVORE MARINE COATINGS

We are pleased to advise that Hanswell Maritime Ltd, 28 Davis Street, PO Box 49, Stanley, Tel: 22744, Fax: 22289 or 22745, have now been appointed Ameron/Devore Marine Coatings Agent. Please contact Mr Bob Fiddes for further information i.e. price lists.

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## NEW MEMBERS

Welcome to the Chamber of Commerce Membership goes to **Moody Brook Smallholding**, Profile: Soft Fruit and to **Watts News Service (Falkland Islands)**, Profile: To provide accurate news stories to various agencies and newspapers, world-wide.

## ANNOUNCEMENT FROM AGRICULTURAL DEPARTMENT

FIG

The Department of Agriculture is interested in hearing from any individuals or organisations for the supply of fencing materials in support of the current Agricultural Fencing Programme. Interested parties should contact Owen Summers at the Department of Agriculture on Tel: 27355 for further information.

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## **JOB SHOP**

### VACANCY

Falkland Landholdings Ltd have a vacancy for an Office Manager in their Stanley Office. The ideal applicant would be a mature, reliable and self-motivated person capable of working without supervision. The main duties of the post would be the preparation of accounts for Sage accounting, operation of payroll for all farm employees, maintenance of cash books & bank accounts, payment of accounts, keeping a complete and accurate record of woolclip sales, production and transport along with general clerical and secretarial duties involved in the everyday running of the office. A driving licence would be an advantage. The successful applicant would preferably be expected to commence duties before the end of March '98.

Applications in writing please to the Managing Director, John Street, Stanley no later than the 20th February 1998.

\*\*\*\*\*

Mr R Littlewood of Nottingham has forwarded a full CV for your information. Extract from CV "For some years now I have been interested in living and working in the Falklands and I consider my practical experience in printing, driving, clerical studies and meteorology would enable me to find suitable employment. The diverse nature and unique way of life in the Falklands I feel I should soon adapt to." Mr Littlewood is 22 years of age, with experience and qualifications in the field of Meteorology and natural sciences.

\*\*\*\*\*

Mr Martin S Leo from St Helena has forwarded an application for work in the Falkland Islands, at present he is employed by St Helena Fisheries Corporation as Driver/Salesman, handling and processing fish and fish products for both domestic and European export markets. Mr Leo has forwarded a copy of an Essential Food Hygiene Certificate. Please call at the Office to view application and certificate.

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## **LIBRARY**

### **CBI NEWS**

February 1998

Extract from news section: "This year will be a critical year for companies looking to ensure that their computers and electronic systems are compliant with the millennium date change. While awareness of the problem increased dramatically during 1997 there is a dangerous reluctance among firms to translate it into action, according to Adair Turner, director-general of the CBI."

Extract from In Brief section: "Reuters and Digital have teamed up to create a new Sports website. <http://www.sportsweb.com>."

Lots more to read in this edition.

\*\*\*\*\*

### **INVESTOR**

January/February 1998

e-mail: [livewirems@aol.com](mailto:livewirems@aol.com)

Extracts: Report on the latest developments with offshore bank accounts from HICAs to car storage services.

The opportunity to trade in fine wines is open to those who drop in on VCA Vintners new web-site. While you can't actually do any tasting, you can keep yourself up-to-date on current auction news in the UK and abroad as well as pick up a few tips about the whole business of wine investment. Callers can also receive the latest news on prices, storage and insurance, and place an order. Alternatively, if you're looking to realise your investment and need to check the market potential for selling, VCA Vintners promise visitors a quote within hours. Catch the latest on [www.vca-vintners.com](http://www.vca-vintners.com).

If you are planning to be in the UK for a period of time, the home comforts of serviced apartments in 'The Lexham' a recently restored luxurious early Victorian mansion block in the heart of Kensington and Chelsea, offer business executives, families or those wanting a 'stop-gap' between house buying, an affordable alternative. The thirty luxury one and two bedroom apartments with ensuite bathrooms and sitting rooms provide accommodation, services, and business technology of the highest quality. Apartments are available at a weekly rate for two bedroom apartments from £1,100 and for one bedroom apartments from £850. Letting policy requires a minimum of 7 nights stay.

Contact us on the Internet Log onto: <http://www.expatinvestor.com> and respond to the Fast Facts enquiry services on the Expat Investor web site.

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#### CABLE & WIRELESS/MILLENNIUM DATE CHANGE

Cable & Wireless will be hosting an informal discussion session at Malvina House Hotel on **Monday 16th February**, commencing at 5.30pm. Rhonda Benjamin, the visiting Cable & Wireless Millennium team leader will brief the session on what Cable & Wireless is doing about the year 2000 problem and will then be available to answer Members questions and concerns about this dilemma.

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#### WOOL NEWS

For Week ending 13.2.98 from Keith Attack

GENERAL: A clear improvement in new business is indicated by some firms on the Bradford top market, with new orders coming from overseas as well as the home trade. There is no universal buying movement and those taking the business had to do so at highly competitive prices.

Machinery activity in the UK industry is being maintained but trade remains extremely difficult, with exports still severely handicapped by Sterling strength. There are still cases of short-time working here and there, and in isolated instances trading pressures lead to reductions in employment, or a minor individual decision to close rather than face a future which holds little prospect of steady profitable operation for years ahead.





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Vol. 5 No.7

BULLETIN

20th February 1998

**ATTENTION****FALKLAND ISLANDS CHAMBER OF COMMERCE AGM**

Under the Articles of Association of the Chamber, nominations for posts of office must be made so that voting members of the Chamber are advised of the nominations no less than 7 days in advance of the election. We have enough names for a Council, thank you for the returned forms.

All members are entitled to attend this meeting, and each member of the Chamber is entitled to appoint a representative to vote on their behalf. Ten persons present at this meeting and entitled to vote shall represent a quorum, please let me know if you will be attending. The election will be conducted by secret ballot.

Date and Venue for the AGM, Wednesday, 4th March, 1998, meeting commencing at 6.30pm, in the Malвина House Hotel, to be followed by a buffet supper at 8.30pm, to which members are encouraged to invite their guests.

Menu for buffet supper is as follows: Chicken Korma, Beef in Ale, Hake Parmigianna served with Rice, vegetable dish and butter rolls, there will a vegetarian choice for those making special request to the Chamber Office, please notify me ASAP. Dessert choices: Chocolate Cheesecake, Apple Pie, Lemon Mousse followed by Coffee. Cost is £13 per person. Applications for Buffet supper have been sent to the Membership, please call the Chamber Office if you have not received a form.

**FALKLAND ISLANDS BUSINESS DIRECTORY**

We now have all changes on file, work is ongoing re any adjustments requested. A proof copy will be available for viewing at the Chamber of Commerce Office, watch this space for dates and times.

**LETTER TO COUNCILLORS**

Ref: Standards in Public Life

"With the above subject an issue for debate today I wish to inform you that the Chamber of Commerce Council has recently accepted two new members, one operating in soft fruits, the other media coverage, both are operated entirely by Civil Servants.

I have been instructed to make it abundantly clear to you that whilst we have approved membership, the Chamber will not condone any Civil Servant using FIG buildings, equipment, materials or time to support their private practice. It is the Chamber's long-term intention to encourage FIG into agreeing a policy whereby Civil Servants will not be permitted under any circumstances to operate in the Private Sector."

Signed: Terry S Betts  
President, Falkland Islands Chamber of Commerce

**COMMUNICATIONS**

## MACKAY MARINE SERVICES

The above company from Aberdeen, Tel: 0441224575772 or Fax: 0441224575713 have sent the following: "We are a company based in the Harbour Area of Aberdeen which specialises in the sale and repair of fast rescue crafts and small crafts. We can supply and service most makes of boats whether powered by outboard motors or diesel engines. We can also supply a vast range of boating equipment; outboard motors and spare parts. We carry a vast range of floatation suits and safety equipment. We would be grateful if you would include our company in any quotations you might have."

Please contact Mr Graeme Mackay for further information.

## LIBRARY

### FALKLAND ISLANDS OFFSHORE OIL EXPLORATION Media Information (February 1998)

This Publication is issued by Keene Public Affairs Consultants Ltd on behalf of the Falkland Islands Government. Extract from "Statement of Principles and Policies for Oil Exploration in the Falkland Islands." "The Falkland Islands Government seeks to diversify the economy of the Islands in order to ensure the continuation of financial autonomy in the long term and provide a secure future for the Islanders. It aims to pursue a policy of controlled and measured oil exploration, and possibly exploitation, in such a way as to protect the unique natural environment and cause the least impact on the way of life of the Islands."

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### FALKLAND ISLANDS NEWSLETTER No 71 January 1998

This edition published by Falkland Islands Association includes: Blair Backs Falklands Freedom. Democracy Rules - OK!. Sovereignty not for sharing...not to be given away - Governor. Oil News. The Falklands in Photos. Please call at the Office if you wish to view January 1998 issue.

\*\*\*\*\*

## LLP

New Book notice from LLP Limited: Liability for Oil Pollution and Collisions by Z Oya Oxayir. "This important new book brings order at last into an area where the parties involved in pollution and collision incidents have until now had to struggle unaided to disentangle the numerous and conflicting legal principles that apply." Call at Chamber Office to view publication advertising this book.

\*\*\*\*\*

## OFFSHORE OIL CANADA

December 1997 issue of this paper published by Offshore Canada Publications Ltd. Included in this publication: Hibernia well breaks Canadian record, Newfoundland Ocean Industries Association: Year in Review, and more.

## JOB SHOP

Application for employment from Mr David Blagdon of Cornwall. David has experience working in electrical repairs, please call at the Chamber Office to view CV.

\*\*\*\*\*

Ms Catriona Mitchell, Stanley has placed her CV in the Chamber Office for viewing. Catriona is an experienced Secretary, please call at the Chamber Office to view CV.

\*\*\*\*\*

Mr & Mrs Wilkie of Birmingham have forwarded their CVs. Mr Wilkie is employed by Land Rover Ltd as a maintenance electrician/fitter. Mrs Wilkie is currently employed as a senior housing officer. Call at the Office to view CVs.

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## COL NEWS

Market Report for week ending 20.2.98 from Peter Marriott.

GENERAL. "A number of clients have been interested in placing orders this week but at the price level well below today's replacement costs. They have found no one willing to accept this low level. What is becoming clear is that perhaps the trade Worldwide is of the opinion that this lowest level for some time is perhaps the bottom of the market and the trend could be upwards. What is not sure is when but if the primary markets continue as the last two weeks firm to slightly dearer it could bring out more business in the next 2/3 months at a higher level than today.

The only clients selling at present are ones who require funds urgently, or the occasional export order where the client has to buy for production. The difficulty is separating the two."

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Noted in a Readers Digest Magazine:

"The Ideal State: Socialism is when the people work for the Government. Democracy is when the Government works for the people. Utopia is when the government actually works."

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**e-mail: commerce@horizon.co.fk**



Vol. 5 No.8

BULLETIN

27th February 1998

**ATTENTION****FALKLAND ISLANDS CHAMBER OF COMMERCE AGM**

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**VISITS**

Mr Robert E Peart called at the Chamber of Commerce Office, and kindly left a "Comercial de Magallanes" guide book, which will be a very useful addition to the Library for the membership. Bob advised me of his availability as a researcher in the Magallanes district for businesses here, contact by Tel/Fax on Punta Arenas 211807 if you wish Bob to investigate possible trade opportunities.

\*\*\*\*\*

**DHL**

Mr Trevor Mitchell of DHL, London will be visiting the Falkland Islands from 28th February until 4th March 1998. Unfortunately Trevor has to leave the morning of the AGM so will not manage to meet with as many of the Chamber of Commerce membership as hoped. Trevor can be contacted at the Chamber Office from Monday, 2nd until Tuesday, 3rd for anyone wishing to discuss DHL business.

**BRITISH RED CROSS SOCIETY****FIRST AID AT WORK CERTIFICATE**

Approved for the purposes of the Health and Safety (First Aid ) Regulations (1981)

Trainer: Mrs Jean Diggle

All courses have a maximum of 14 trainees and a minimum of 8 trainees

The Full Course	4 days
The Refresher Course	2 days (for trainees holding a current First Aid at Work Certificate)
Optional Upgrade	1 day (this will upgrade a First Aid at Work Certificate to a Standard First Aid Certificate - the main difference being resuscitation of children)

**COURSE FEES**

Full Course £175.00 per trainee

Refresher Course	£100.00 per trainee
Optional Upgrade	£50.00 per trainee
Non-Returnable Deposit	50% costs per trainee, payable 28 days in advance
	Balance payable 3 working days prior to commencement of course
	Cheques to be made payable to FAAW Training.

NOTE: The Course will not run if there are less than 8 Trainees present. The client is responsible for ensuring that the nominated Trainees attend.

***For bookings and further details please contact Mrs Jean Diggle, 12 Jersey Rd, Stanley. Fax 21716***

## **FIG TRAINING NEEDS ANALYSIS**

"In response to the expression of widespread concerns about the lack of opportunities for vocational training in the Falkland Islands the Chief Executive has asked me to prepare a structural plan for vocational education, training and development in the Islands encompassing both the public and the private sectors. As part of this exercise the Education Department has commissioned a Training Needs Analysis. The details of this are as follows:

**The Team:** The team carrying out the analysis will be Dr Steven Johnson and Dr Robert Baldock, both of the Centre of Enterprise and Economic Development Research (CEEDR) at Middlesex University. The CEEDR has a wide range of experience in research relating to business and local economic development and Dr Steven Johnson, the team leader, has been involved in a number of studies involving skills surveys and training practices.

**Visit Dates:** Drs Johnson and Baldock will visit the Islands between Friday 6 and Saturday 28 March 1998. During this time they will carry out the research and prepare the report. The draft report will be available for consultation before they leave and they will not be returning.

**Objective:** The CEEDR team aims to carry out a Training Needs Analysis which will consist of the following components:

- A comprehensive picture of the educational background & qualifications, vocational skills & qualifications and training experiences of the current working age population of the Islands.
- A study of the current skill needs, skill shortages and anticipated future skill needs of employers on the Islands, together with an analysis of current training provision by employers.
- An overview of the current vocational training provision (on and off the Islands) and funding mechanisms for vocational training.
- Analysis of the way in which future economic, social, demographic and technological trends are likely to affect the requirements for vocational skills, training and qualifications over the coming years.

**Methodology:** Having carried out background and preparatory research in the UK the team will involve themselves in survey research in the Islands. Three distinct surveys are envisaged:

- 'Key informant' interviews with individuals on the Islands who have a specific knowledge of the vocational training and skills situation and/or have a view about likely future needs for vocational skills and how these might be met.
- A survey of a sample of employing organisations on the Islands.
- A survey of a sample of individuals of working age.

A survey will be followed by the analysis and reporting of results after which the team will consult with interested bodies and individuals.

**Participation:** If the Training Needs Analysis is to be a worthwhile exercise and have a successful outcome it will need the enthusiastic participation of a wide variety of people. The purpose of this memo is both to alert you to the fact that this activity is now about to get under way and to seek your co-operation in making the venture a success. Many thanks for any help you can give.

Dr David Langridge  
Director of Education "

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## **LIBRARY**

### **PLATFORM**

Oil and Gas Technology Review, Issue 6, January 1998

The above magazine has a report of the loading at Aberdeen of equipment for the Falkland Islands "Stanley CSM Ships First Oilfield Equipment to the Falkland Islands" and lots more, a very interesting read for any businesses involved or wishing to be, in the Oil industry.

\*\*\*\*\*

### **OFFSHORE OIL CANADA**

February/March 1998

The above paper is published by Canada Publications Ltd and includes reports on Newfoundland, Health Safety Environment, Helicopters, also details on "International Conferences" for this year.

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### **BUSINESS ALERT**

A Briefing for Businesses in the North of Scotland, Feb '98

In the Internet Bookmarks section: Oil Online: [www.oilonline.com](http://www.oilonline.com) "continuously updated industry, technology, news and marketing information". Global Business Centre: <http://www.netlink.co.uk/users/euomktg/gbc/en.html> (useful international links). Millennium bug campaign: <http://www.open.gov.uk/bug2000/index.html> <http://www.open.gov.uk/citu/cituhome.htm>

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### **LPS This Week in Britain**

Issue 44, February 1998

Sailors to Ship in Satellite Distress System STN8/44/4: "A computerised information system that can alert coastguards when emergencies arise on yachts and small vessels will replace the Morse code and Mayday or SOS signals in 1999. The Global Maritime Distress and Safety System (GMDSS) is already in operation aboard larger vessels on the United Kingdom's southern coast and will be adopted nationally by the end of the year."

Health and Safety Concerns for Millennium Bug ITN8/44/1: "The Year 2000 computer bug poses threats to the health and safety of workers in thousands of companies in the UK, according to the latest report from the UK's Health and Safety Executive (HSE). The watchdog has published details of the report it commissioned to discover the nature and extent of the problem."

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## **TRAINING**

Scottish Offshore Training Association Ltd

The above company have kindly sent their company profile for our information: "The Scottish Offshore Training Association Ltd was set up by the Oil Industry in 1973 to provide high quality training in custom designed facilities. It is a non profit making organisation supported by around 130 of the major oil, drilling, contract and service companies and is the holding company of SCOTA Ltd, which operates courses on its behalf. The association is an acknowledged leader in the provision of training services and has a comprehensive pool of instructors, lecturers and consultants, highly experienced in their chosen fields, and sourced from the UK and abroad. SCOTA has a purpose built facility, which is a SCOTVEC Approved Centre, at Altens in Aberdeen. The strength of the Scottish Offshore Training Association Ltd is in its membership structure. The close working relationships that we have with our members allows us to identify, react and be pro-active in providing new training

requirements. Several of SCOTA's courses have been approved by various organisations, such as ECITB, OPITO, IEE, CAA, IATA."

Please call at the Chamber Office to view this profile, which includes a book on "Industry Training Calendar 1998, 25th Anniversary 1973-1998"

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#### **JOB SHOP**

Mr J G Toogood of Sao Paulo, Brazil has forwarded a short CV to the Chamber Office, John is fluent in English and Spanish and has experience in commercial activities involving containers and reefers, with tasks including repairs and maintenance. Please call at the Chamber Office to view this CV and letter.

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#### **WOOL NEWS**

For week ending 27.2.1998 from Peter Marriott

BRITISH WOOL SALE: "Prices were cheaper at the British Wool Sale held in Bradford 25th February and only 55% of the offering of 2,340,000 Kilos were sold.

Compared to the last sale held in January speciality topmaking types were 2¼% cheaper."

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Vol. 5 No.9

BULLETIN

6th March 1998

**PRESIDENT'S REPORT, AGM 4TH MARCH 1998**

It is my pleasure to welcome you here this evening and to thank you for the support given to the Council and Chamber over the year. I am also obliged at this time to inform you of the work we have been carrying out on your behalf during the last twelve months.

We in the Chamber Council are very aware of our responsibilities to you, which is one of collation and distribution of accurate information, seeking opportunities to improve your business skills, making representation on your behalf to ensure that you are given the best possible chance to operate, expand or stabilise your business in the most friendly and appropriate environment. How is this achieved?

The office provides the infrastructure and facilities (just) for the collection, storing and passing of information. This is then distributed to you by way of the weekly bulletin, fax, telephone or referring to the material within our ever expanding library. All of which is superbly administrated by our Office Manager, May Dempster. There is of course an additional and supplementary tool for the promotion of your interests. The Business Directory (thank you FIDC and Synergy for their contribution to this very important document).

Improving business skills basically falls under the heading of Training. This can be academic, vocational or practical. It is our duty to continue to plan, promote and provide these opportunities for you. A better trained and skilled business community makes for a more efficient, effective, competitive and robust Private Sector.

Representation is made on your behalf to members of Legislative Council and Senior members of Administration with the aim of tasking them with the responsibility of ensuring they will provide you with the framework and facilities to conduct business in a democratic, free market structured way. Most of the present Legco are active in the Private sector themselves, therefore it would not be unreasonable that we expect them to understand this concept.

Other opportunities are made available which allow us to canvass your intentions or needs in a more international/Global front. Visiting Politicians, FCO staff, Media and Businessmen are the sort of visitors I refer to. On this point I would like to thank members who have taken time out to attend functions which requires them to fund from their own pockets.

The increased workload over the year has resulted in the Council meeting every month, these meetings are preceded by topical discussions with FIDC (introduced by this Council) the duration of these meetings have increased from 1½ hours to 4. There is also the planning and arranging of informal or formal meetings with Legislative council and Administration. Operating the DHL service (ever expanding) formulating and organising Sub-committees to contribute to the Island Plan, Immigration policy, Privatisation etc.

We have sought individual members to take on roles with Environmental, Educational and Transport connotations. To those who have accepted. Thank you very much.

The DHL agreement signed in March 1996, which runs for 5 years, needed some fine tuning and we successfully negotiated with DHL this week.

We have also been working with FIDC on the new multipurpose building project. This concept is not simply a matter of having a bigger office. Administration will operate in an area not much larger than



it presently works in, but we also have a need to provide good clean, safe and secure floor space to handle the increasing volume of DHL ins and outs. Additionally, it is felt we should have an area within the building which will lend itself to holding meetings and functions in a comfortable atmosphere for our membership and your guests. I expect the next AGM to be held in the new building and I am sure you will all be very proud of it.

Looking forward apart from the regular work, the Council will need to continue to work hard on highly important issues such as Privatisation, Immigration and the wider Island Plan. But you must guide us, it is not acceptable to us to put words in your mouth, nor reasonable that you remain silent.

A quick glance back and then forward again. The opening of the new earth station has provided you with important tools such as Internet and e-mail which allows you to communicate much faster and efficiently as well as gaining up to date information which should assist you in developing and expanding your business.

I am no Economic expert, but I have little faith in the Korean situation sorting itself out by this time next year or perhaps even beyond that, therefore, I am slightly concerned about the long term stability of the Islands economy, I see it a little like a big balloon hovering over a straight pin.

However, what I do see is an opportunity for the more get up and go among our membership to go out and fill the void. This activity should be led by you the businessman and not the Government. Government should understand that if the Private Sector is to be successful in bringing new business to the Falklands they will have to accept a little less of the market share to create competitiveness.

I would like to congratulate all our membership for their dedication, hard work, commitment and not a little risk taking. In providing employment, training, opportunity and services for the better lifestyle of our Country's community. Your contribution to the Islands' economy should also be more widely appreciated.

Finally, I see the potential for many of you to work together, whether it be in joint ventures, arms length relations or co-operation. Think about it. Happy trading and good luck.

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#### VOTING RESULTS

Ms J FORREST, INTERNATIONAL TOURS AND TRAVEL	23
Mr D IRVINE, CONSULTANCY SERVICES	32
Ms C ROBERTS, BEAUCHENE VESSEL MANAGEMENT	24

The above are the highest votes carried and therefore form the Falkland Islands Chamber of Commerce Council for 1998/99 along with Mr Terry Betts, President, Eagle Trading. Mr Hamish Wylie, Vice President, LMW. Mr Keith Biles, Treasurer, Standard Chartered Bank.

Thank you to all nominated persons in standing for council.

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#### SUBSCRIPTION TO FALKLAND ISLANDS CHAMBER OF COMMERCE FOR 1998/99

As proposed and passed at the AGM on 4 March 1998, the following table will apply, forms will be sent out to the membership ASAP, please treat as an Invoice and return with your subscription, thank you for your support.

1.	£0.00 - £50,000.00	FEE	£50.00
2.	£50,000.01 - £150,000.00	FEE	£100.00
3.	£150,000.01 - £250,000.00	FEE	£150.00

4	£250,000.01 - £500,000.00	FEE	£200.00
5	£500,000.01 - +	FEE	£250.00

NOTE: Please base your answer on the turnover of the company last year, or, in the case of newly set up companies, on the projected turnover for the first year of trading

#### **MPA OPEN DAY - SUNDAY 29 MARCH 1998**

**Times 1100 - 1700hrs**

As on previous occasions, this year's Open Day will again provide an opportunity for local craftspeople/companies to display their products. Given that this event always attracts a lot of interest, I wondered if you might feel that there was merit in advertising the possible commercial opportunities amongst those artisans/craftspeople.

Please contact Maj. RA Hopkin on Tel: 72800 Fax: 72802 as soon as possible with details of floor space required, it will be on first come first served basis. Also required are details on display tables, chairs, overall floor space dimensions and power requirements (i.e. electricity) etc. There will be a charge of £10 per stall which will be given to charity.

The above Open Day is an excellent forum to let MPA staff and local visitors know what is available in the Falkland Islands, please use this opportunity to advertise your business.

#### **ISLAND PLANNING COMMITTEE**

Minutes of Meeting No. 5 held on 23 February 1998

Included in these minutes are: Transport study from matters arising, Privatisation question, (Points arising from CE's meeting with Coopers & Lybrand: Good to move away from dependency culture. Any non-contestable activity that is privatised should be subject to regulation. Breadth of ownership may be important. Efficiency gain essential to the process - this can mean a tight squeeze. Voucher schemes useful where under-capitalisation is a problem. Never adopt both "give" and "sell" philosophies with vouchers - one or the other. A share shop of some kind a good idea. Concessions - bids for 5 year use of assets a good method. "Value for Money" is amalgam of contracting out and regulation. The FIG has 3 major roles in all this: a) regulation b) delivery c) enabling.)

Strategic Directions, development of statements and plans. Sociological survey. Housing needs analysis. Infrastructure. Future of statistics. Under AOB Privatisation and Legislation required. Environmental impact work and agricultural development.

The above are headings and extracts from Minutes 5. Of Islands Planning Committee. Please call at the Chamber of Commerce Office if you wish to view or copy.

#### **JOB SHOP**

Mr Roy Goss of 4 Discovery Close, Tel 21150 aged 17 is seeking employment. Roy is interested in any type of work available in Stanley, his interest is in plumbing or general labouring work. Please contact Roy on the above telephone number if you have any work available. Qualifications from Senior school are available for viewing at the Chamber of Commerce Office.

#### **LIBRARY**

##### **THE FALKLAND ISLANDS GAZETTE**

Supplement Vol. 9, 27 February 1998 No. 6

Published in this supplement: Buildings (Camp) Designation Order 1998. Buildings (Keppel Island) Designation Order 1998. Buildings (Stanley) Designation Order 1998.

GAZETTE, Vol. CVII, 27 February 1998 No. 2

Published in this gazette: Appointments, Promotions, Transfer, Resignations, Notices.

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#### WHAT TO BUY FOR BUSINESS

Edition 204, March 1998

Reports on High Volume Copiers: Many businesses need to pump out large quantities of paper-based information. The good news for such businesses is that high-volume copiers are getting more productive and easier to use. DTP Software: Whether you're a graphics designer or the secretary of your local club, there is a design package out there to suit you. Distance buying: Trudging along the High St, visiting dealerships, looking at different products and comparing prices isn't the only way to shop. Some companies choose to buy from a distance. But is buying this way the answer? Does it offer the same quality, price and service?

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**CHAMBER OF COMMERCE OFFICE** will be closed from 12noon on Wednesday, 11th March 1998. Sorry for any inconvenience caused. Back to normal on Thursday, 12th March.

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#### WOOL REPORT

Week ending 6.3.98 from Falkland Islands Wool Marketing

FALKLAND: "The Anne Boye has arrived and the first trailer arrived in Bower Green yesterday (Thursday) it will take all next week to complete the delivery. Then we will start weighing and coreing. Expect the first results within 3/4 weeks. Hopefully the market may show some improvement when we receive the results and are ready for sales."

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#### ENERGY DAY

Issue No 102 Page 2 sent to CofC office by Mineral Resources Dept.

THE FULL MONTY: All those who maintained that the Falkland Islands conflict between Britain and Argentina was really over the region's hidden oil wealth are about to see if they were right. The rig Borgny Dolphin is due to arrive in the South Atlantic for a minimum of 12-month drilling campaign. Back in the early 1970s, three boreholes established the presence of potential source rocks. The experts say that the geology of the region is similar to the North Sea and seismic survey activity has identified some very large structures. Desire, with former Falklands governor Rex Hunt and North Sea exploration veteran Colin Phipps on the board, has actually managed to secure two tranches as operator. What this says for their prospectivity remains to be seen, but it is also a partner in the two blocks awarded to Lasmo. **(Please contact CofC to view full article)**



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Vol. 7 No.10

BULLETIN

13th March 1998

**PUBLIC MEETING**

On Friday 20 March 1988 there will be a public meeting commencing at 5pm, in the Geography Room of the Community School, at which a party of visiting defence lecturers have kindly agreed to address members of the public.

The party will consist of:

Air Vice Marshal Mason - a TV advisor during the Gulf War; Dr Hallion - a leading USAF historian;

Dr Grove - a naval expert and Dr Kyriakides - a legal war expert.

Each will give a brief presentation and will then invite questions from members of the public.

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The above Open Day is an excellent forum to let MPA staff and local visitors know what is available in the Falkland Islands, please use this opportunity to advertise your business.

**COMMUNICATIONS**

**XTRASERVICE**

Pedro Delisle of Representaciones Delisle y Cia Ltd., Punta Arenas. Tel/Fax:05661 222013 sends information about a new organisation: XTRASERVICE:

'XTRASERVICE is an organisation formed and developed thinking in the needs of the local community, being its main goal the marketing and sale of comprehensive services, mainly those related with freight. XTRASERVICE has a staff formed by persons with a recognized experience and outstanding professional behaviour. At a first stage XTRASERVICE will be dedicated to the commercialisation of cargo services between Santiago and Punta Arenas and its surroundings, being Port Stanley of very much importance among the final destinations being considered. In a near future we will add overseas and other domestic point of origin.

In this area XTRASERVICE is offering you, an specially to the business organisation in your area all the transport alternatives available as well as the handling, follow up and inspection, checking of crating, payment, etc. in relation of whatever your provisioning needs might be. XTRASERVICE has special arrangements with the most important companies operating freight to Punta Arenas and beyond which allows us to offer you freight transportation to your materials, food, general articles in the best conditions of fares, times and handling conditions. XTRASERVICE also has the capability of finding solution to the most difficult problems.

XTRASERVICE is willing at this time, to offer you the following services: Air cargo transport at the best fare and handling conditions of the market: Ground cargo express transport from Santiago to Punta Arenas (48 hrs): Pick-up and delivery: Checking of crating and re-crating, if needed, as to assure integrity of your cargo and the minimum fare possible: Physical checking of articles included: Follow up of your purchasing order, your freight order or of instructions given to your supplier: Bi-monthly payment at origin or final destination.

XTRASERVICE is able to provide these services at a reasonable cost, on a shipment by shipment basis or by a monthly fee regardless of the opportunities you may need them'

Please contact FICC Office for a copy of the proposal form, if you are interested.

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**Jain International Advertising Agency**

"We introduced ourselves as recognised International Advertising Agency Promoting its own service to INS Accredited Ad Agencies of India & others. At present we are acting as Ad agency for various International Newspapers, Magazines and Journals of the world. We request you to grant 30% commission for the Ad and we also most welcome your offer." Please call at the Chamber Office to view this communication.

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**The 8th Abu Dhabi International Petroleum Exhibition & Conference  
11 to 14 October 1998**

The 8th ADIPEC comes after seven successful exhibitions which represent an important leap in the series of the oil exhibitions held in the middle east. It is organised by Abu Dhabi International Exhibitions (ADIEX), a division of Abu Dhabi Chamber of Commerce & Industry (ADCCI) and the Brussels International Trade Fair (BITF), with the collaboration the Abu Dhabi National Oil Company (ADNOC), and the Society of Petroleum Engineers (SPE). For Reply Form please contact Chamber Office.

**LIBRARY****Falkland Island Waste Disposal: Final Report. Feb. 1998.**

Prepared under a contract between FIG and Sir William Halcrow & Partners to advise as to the policies and strategies to adopt to introduce and maintain Waste Management and Disposal systems resulting in environmentally acceptable practices consistent with relevant international obligations and suitable to the circumstances of the Falkland Islands.

**Business Bulletin . March 1998 - Aberdeen Chamber of Commerce.**

Chief Executive Derek Marnoch writes 'It is encouraging to note that our links with the Falkland islands continue to strengthen, as the Islands move towards drilling their first exploration wells. The recent announcement that Dolphin Drilling is sending a rig to the area to undertake this work on behalf of the various consortia, is another indication that our experience developed in the North sea is recognised world-wide.' Other articles include 'Skills Gap Stunts Small Firms' Growth', 'Scotland launches World Trade Exhibition' and 'Public Relations: a solution to marketing your success'.

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**CBI News. March 1998.**

Includes articles about the Internet, IT Networks and the Millenium Problem.

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**Falkland Islands Gazette: Supplement. 6th March 1998.**

Civil Jurisdiction (Offshore Activities) Order 1998, (S.R. & O. No. 19 of 1998); The Offshore Installations (Safety Zones) (Exceptions) Regulations, (S.R. & O. No. 20 of 1998); Offshore Installations (Automatic Safety Zones) Order 1998, (S.R. & O. No. 21 of 1998); Criminal Jurisdiction (Offshore Activities) Order 1998, (S.R. & O. No.22 of 1998).

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**Wilkins Kennedy News, Spring 1998**

Included in this publication is "Employee Travel Expenses: New Tax Rules." "New rules designed to simplify the tax provisions governing tax relief for employees' travel expenses come into effect on 6 April 1998. The changes will be of particular benefit to employees who are site-based or who travel to a temporary place of work.

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**The Millennium Issue: a business challenge that must be met.**

An introduction to some of the challenges posed by 'The Millennium Issue' (often referred to as 'The Year 2000 Problem'). Suggests a framework for approaching the issue, with checklists of key steps and sources of information (inc. The Year 2000 Support Centre on [www.support2000.com/](http://www.support2000.com/) ).

Copies available from FICC or Manager, Standard Chartered Bank.

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**Falkland Islands Offshore Oil Exploration  
March/April 1998 Newsletter**

Headings: Borgny Dolphin begins tow to South Atlantic. Stanley-CSM and the Logistics Base. Transport of Oil Workers. Site Survey Work. Metocean Data Acquisition. Environmental Matters, under this heading notice is given of the next meeting to be held in Stanley on 26th March. Regulatory Matters, under this heading "Regulations regarding safety zones around offshore structures as well as the application of civil and criminal jurisdiction to offshore activities comes into effect by the end of March 1998." Copies of the regulations can be obtained from the Department of Mineral Resources. Please call the Chamber Office if you wish to view or copy this Newsletter.

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**Issue 47 of LPS This Week In Britain  
Millennium E-Mail for all ITN8/47/3**

Telecommunications giant British Telecom (BT) is to provide a free e-mail address for everyone in the United Kingdom as part of the nation's millennium celebrations. Sir Peter Bonfield, BT's Chief Executive, confirmed BT's presence in the Millennium Dome project and announced an e-mail initiative, totalling 12 million pounds sterling of investment. He said "In all our discussions with organisers we have agreed that the BT contribution should include something which has the potential to touch the lives of everyone across the UK."

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**Headline Gathering by News Service ITN8/47/4**

A news service collating headlines from various Web-based news sources in the United Kingdom has been launched. NewsNow (at <http://www.newsnow.co.uk>) uses a proprietary search engine to trawl through specified news websites every 15 minutes and print the indexed headlines from sites such as Teletext, the Sporting Life, the Financial Times and ZDNet together on one page.

All above publications are available for viewing at the FICC Office.

**INFORMAL DISCUSSION SESSION**

**MALVINA HOUSE HOTEL, 18TH MARCH 1998**

The next informal discussion session with Head of Departments and Chamber of Commerce Members will be on 18th March 1998, at the Malvina House Hotel, commencing at 5pm lasting one and half hours. Please inform May by 15.30 Tuesday, 17th March at the Chamber of Commerce Office of attendance, so that sufficient seats can be arranged, Thank You.

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc.

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#### **TRAINING FROM FIDC**

"Stanley CSM are presently running a number of courses in forklift operation, crane operation and slinging & banking. All available places have been taken on this occasion, but interest would still be welcome to determine the requirement for future courses.

During the week beginning Monday 13th April 98, Stanley CSM will be running courses in handling dangerous goods by air and dangerous goods by sea. The dangerous goods by air course complies with the requirements of the International Air Transport Association (IATA) and the International Civil Aviation Organisation (ICAO). The dangerous goods by sea course covers the requirements of the International Maritime Dangerous Goods Code.

For both of the above, please contact Fiona Didlick at FIDC, Tel 27211, for further details and bookings.

Don't forget that Jean Diggle is offering courses in First Aid at Work. These can be arranged for beginners or as a refresher course. Contact Jean on Tel/Fax 21716 for more details." See Bulletin No 8 for further details on the First Aid at Work Course.

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#### **WOOL REPORT**

Week ending 13.3.98 from Falkland Islands Wool Marketing, Peter Marriot.

GENERAL: Wool trade comments on the state of the market have been fractionally more cheerful this week. Three large Bradford clients I visited were talking of a rather better call for deliveries, and even mentioned the occasional new orders booked from the export as well as the home trade market. More widely, there is some satisfaction with a steadier and then slightly firmer Australian market - these crumbs of wool market comfort have to be set against continuing difficulties in the British sector. The market was well down again at this weeks Bradford sale with only about 34% of the offering sold at the auction itself, increased to nearly 60% at post sale negotiation. Prices are generally lower and confidence limited in this low crossbred sector.

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**FALKLAND ISLANDS CHAMBER OF COMMERCE**  
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Vol. 7 No.11

BULLETIN

20th March 1998

### WASTE MANAGEMENT REPORT

Any comments re the above report, please forward to PWD by 27th March 1998 in order that they can be collated as the first stage of the implementation process. The report is available for viewing at the Chamber of Commerce Office.

### MOD WORKS SERVICE OPPORTUNITIES

From FIDC, Interested parties who would like more detailed information can call at FIDC Office quoting the tender and reference numbers and they will be given all the available information inclusive of MOD tendering procedures and contact addresses.

Description of Work: Provision of airfield measured height surveys for obstructions. Airfield radar surveys and navigation aid surveys. AT MPA. Ref: VOL 6 No 26 page 8. Tender Number: WS13/9604.

Description of Work: Demolition of existing radar operations complex. Construction of weatherproof radar equipment shelter. Construction of technical support facility and supporting infrastructure. AT BYRON HEIGHTS. Ref: VOL 6 No 26 page 43. Tender Number: DEO12/5304.

Thank you to FIDC for this information.

### AMERADA HESS

There is a display available for viewing at the Community School, **outside the Library**, by Amerada Hess, please feel free to visit this very interesting display.

### ROYAL SHOW, STONELEIGH 6-9 JULY 1998

FIGO have a stand at the above show, anyone wishing to visit please contact FIGO, volunteers would be welcome to 'man' the stand for short periods.

### FISHERIES DEPT

Information from the Internet: Extracts: Trade company from Poland seeking frozen fish, hake fillets skinless, boneless. USA Branch Ass for larger trading group. Suppliers sought for frozen squids. KAP shrimp farm looking for interested Japanese buyers. Global Seafoods operating Russian flag factory trawlers produce a selection. PLEASE CALL AT THE COFC TO VIEW OR TO COPY.

### MARINE GAS OIL STANLEY SERVICES LTD



"We are pleased to advise you that with effect from 12 March 1998 the price charged for Marine Gas Oil in Falkland waters will be reduced from \$295.00 to \$280.00 per metric tonne."

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## COMPENSATION

It has come to our attention that due to the problems regarding fuel at FIGAS, that there may be a claim for compensation for businesses who have suffered a loss in revenue. We suggest that in the first instance, you seek legal advice to determine whether you have a claim against FIGAS. It may be more cost effective to do this collectively, appointing a spokesperson to act on the groups behalf.

Should it be determined at this stage that FIGAS have no liability, as far as any claim is concerned. We would suggest that you then lobby councillors to have FIG pay compensation.

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## LIBRARY

FALKLAND ISLANDS GAZETTE  
SUPPLEMENT Vol 9, 13th March 1998, No 8

Published in this supplement: Road Traffic (Protective Head Gear)(Amendment). Retirement Pensions (Amendment). National Parks Bill. Fishery Products (Hygiene). Administration of Justice (Amendment). Animal Health Bill. Interpretation of General Clauses (Amendment).

SUPPLEMENT Vol 9, 17th March 1998, No 9

Published in this supplement: Merchant Shipping (Liability and Compensation for Oil Pollution Damage) (Transitional Provisions) (Overseas Territories). Merchant Shipping (Limitation of Liability for Maritime Claims) (Overseas Territories). Merchant Shipping (Oil Pollution) (Falkland Islands). Merchant Shipping (Salvage Convention) (Overseas Territories).

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## EXPORT COURIER

This issue of the Export Courier deals with Home & Garden, with lots of information on new products available as well as old favourites.

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HSE BOOKS  
No 22 February 1998

The above leaflet gives details on new publications available: Printer's Guide to Health and Safety. Containing Flammable Liquids. Just to name a couple of categories.

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## REPORT OF THE GOVERNOR ON THE FINANCIAL YEAR JULY 1996 TO JUNE 1997

The above reports are available from the Chamber of Commerce Office.

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To view any of the above please call at the Chamber of Commerce Office.

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## COMMUNICATIONS

**LODESTONE ASSOCIATES LIMITED  
MANCHESTER**

The above company have available an "unbeatable bargain". "Used Swedish Boots in excellent condition (5000 pairs of boots per container)." "The price - an unbeatable 2.00(GBP) per pair. Ex-works (Price per 1000 pairs minimum)." Please call the Chamber of Commerce Office to view the full communication, which has a lovely drawing of an army boot. Included in the communication is a list of other items available to purchase.

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A communication has been received from Mr Mike Hammond in the UK who is seeking a business partner in the Falkland Islands. Anyone interested in viewing Mike's letter please contact the Chamber Office.

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**WOOL NEWS**

For week ending 20/3/98 from Keith Attack.

GENERAL: "For those in the UK wool trade the budget may have provided some grounds for personal relief, but reactions on currency markets increased the agony for exporters. There are also worries about the greater likelihood of another damaging interest rate rise after recent vacillation by the Bank of England and its advisors. Sterling was already at or approaching new peaks against my European currencies, and these further increases meant that comparisons related to about 10 years ago. The problems of higher export pricing increase with times, as old orders run out and earlier attempts at currency hedging expire.

There is the associated problems of import competitions. This arises at every stage from raw wool onwards, and at the full manufactured end it erodes home market share among retailers.

Since they in turn found sales in February were below expectations, they are in no mood to pay significantly higher prices just because a product is home produced. The small consolation in this new bout of sterling strength is that those forced to sell at cut prices earlier are able to buy replacement wool at slightly lower prices because sterling is also strong against the Australian and New Zealand dollars, and to some extent against the US dollar. Thus prices which in wool terms have tended gradually dearer in Australia, are little changed or even cheaper in sterling terms."

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Vol. 7 No.12

BULLETIN

27th March 1998

**VISIT**

Mr Victor Ramirez, Embotelladoras Polar S.A. who visited Stanley last week, has kindly left samples of soft drinks, and other articles which can be supplied from Chile. Please call at the Chamber Office to view. Victor is also the Secretary of the Punta Arenas Chamber of Commerce, unfortunately we had no time to arrange a reception for him to meet more of the members of the Falkland Islands Chamber of Commerce. Victor met with companies he had targeted, and was very pleased with his visit. Thank you to Mrs Isabel Minto, who stepped in to act as translator, the Falkland Islands Chamber of Commerce are very grateful for her assistance.

There is also a price list available for viewing from Embotelladoras Coca Cola Polar S.A.

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**WILKINS KENNEDY**

Ian Sheekey and John Howard of Wilkins Kennedy are visiting Stanley from 14th April until 25th April 1998. Please contact Ian direct on email address: <IanSheekey@Wilkins-Kennedy.co.uk> if you wish to arrange a meeting.

**COMMS****SERCO LIMITED**

Tel: 0441980620985 or Fax: 0441980620890

Have forwarded the following communication: "SUPPORT OF MATERIAL HANDLING EQUIPMENT LOCATED ON THE FALKLAND ISLANDS" "The equipment will be sited at various locations throughout the world including the Falkland Islands and local support services will be required to effect rapid on site repairs and carry out routine maintenance." "Serco is an International service provider to industry, local government and the military. We are currently responding to a UK Ministry of Defence requirement for the supply of materials handling equipment to support the Army, Navy and Airforce." "This equipment will be operated by the Services but owned and maintained by Serco." "The contract is currently planned to start its phase-in period in early 1999, this phase-in period is expected to last for approximately 6 months before full contract start-up." "The numbers of equipment that would require supporting on the islands would be in the order of 30, these are mainly forklift trucks of various lifting capacities but it could also include trailers and some agricultural equipment." "We are required to make our first response to the Ministry of Defence by early May 1998 on how we would maintain and support our equipment during the contract. I would therefore appreciate any advice or help that you may be able to give us on obtaining local support in the Islands."

Please call at the Chamber of Commerce Office to view or copy the above communication.

## CREDIT CARDS FACILITIES

FIDC has forwarded information from Barclays Bank regarding the above facilities with application form for any business interested in Merchant membership. (It has to be noted that Barclays Merchant Services are not the only source to offer this service.) FIDC wish to point out two points which members should consider when applying for facilities.

1. Offering cash facilities through the Card. In general the International Merchant Agreement clause 3.1.4 specifically states that cash cannot be offered via the credit card transactions. If this is done then the liability, should anything go wrong, lies entirely with the Merchant/Trader.

2. Accounting and Administration. There are basically two main areas which the Trader has to consider. (a) Sales commission of 5% deducted from the payment made by Barclays to the Trader. This will need to be considered in Sales pricing. (b) The cost of communication with the Authorisation Centre. All expenditure over the floor limit has to be cleared through the Authorisation Centre in UK.

The Chamber of Commerce has a copy of "International Procedure Guidelines" available for viewing for a short period only, anyone interested please call at the Chamber Office ASAP.

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The UK Budget report is available for viewing on the Internet, <[www.budget98.com](http://www.budget98.com)>.

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Geerings of Ashford Ltd. Publications Division. Tel: 0441233 633366 or Fax: 0441233639404 have forwarded to the Chamber Office details on a Management Portfolio from their Print Shop. This is a "collection of ready to use originals for the management forms and artwork for business which make communicating with staff and customers and recording and controlling every aspect of a business far simpler." The cost of this Portfolio is £39.00.

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## LOCAL NEWS

### STANLEY BUSINESS CENTRE

Stanley Business Centre Ltd and KMZ Electronics are please to advise that they have recently reached agreement with Ricoh (UK) Ltd permitting us to import the very latest range of office equipment and machinery available world-wide. Ricoh have achieved a reputation as one of the leading manufacturers of electronic office equipment and accessories at highly competitive prices. Their product range covers everything from photocopiers suitable for desk-top use to professional digital machines capable of the best quality full-colour reproduction, faxes in all sizes from compact personal machines to multifunctional plain paper laser machines, printers, shredders, advanced duplicators - the list is endless.

KMZ Electronics have over twenty years experience in the field of repairs and maintenance of office machinery and coupled with Stanley Business Centre Ltd's position as the largest private sector importer of office products and machinery in the Falklands we believe that we can offer a comprehensive product range and technical support. The agreement we now jointly have with Ricoh allows us to offer here in the Islands the full range of quality products supported by qualified technical support and warranty cover. Stocks of consumables and accessories are already en-route to the Islands together with a number of machines fulfilling customers' specific requirements and for stock for prospective clients seeking an 'off-the-shelf' machine.

In conjunction with Ricoh, we are also keen to identify and develop new options for major clients and businesses here in the Islands. These may include options allowing customers to lease their

machines on a price-per-copy basis with the right to purchase at the end of the period. We are also looking at the feasibility of holding a stock of popular machines that could be loaned to customers to cover times when their own machines are under repair or being serviced.

Please do not hesitate to contact either Mario Zuvic on phone number 22349 or Stanley Business Centre on 22607, Fax: 22608 for further information or assistance.

-----  
INTERNATIONAL TOURS & TRAVEL LTD

Tel: 22041 or Fax: 22042

LONDON At these new low tariffs: One Way: £550.00 Round Trip: £884.00

Routing: MPA - Santiago - Madrid - Heathrow or Gatwick

Stopovers in Chile and Spain permitted

Special hotel tariffs in Santiago available only to passengers purchasing this fare

Children 2 - 11 yrs pay 67% Infants pay 10%

No advance purchase required

Departure taxes not included. Amount will vary according to stopovers taken

Connecting onto other destinations within the UK? - Now you can arrive more conveniently and use the lowest priced ticket from London to Aberdeen, Glasgow, Manchester, Newcastle etc.

Earn Frequent Flyer miles towards free travel. Request a LanPass application form today!

LIBRARY

PATAGONIA, A Big Investment, this lovely book has information from the Geography of the Region to Incentives for Developing Investments, Economic Sectors Focusing on the Export of Goods and Services, Local Export Products and Tariff Codes.

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WILKINS KENNEDY, the Spring 1998 Budget, Summary of Taxation Provisions. Extract from the Introduction: "Expatriates, either in or outside the UK, may find that their tax affairs are affected by changes in UK legislation and/or concessions that are applied by the Inland Revenue. With this in mind we have reviewed a number of topical issues affecting our expatriate clients. This update is based on our understanding of UK law and practice as at 28th February 1998."

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PLATFORM MAGAZINE

For anyone interested in what is happening in the Oil & Gas Business. Issue 7 February 1998 covers Technology, People, Company News, International, Oceanology, Aberdeen, Contracts.

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CBI NEWS

The magazine of the Federation of British Industry, January 1998

The above includes articles on: Adair Turner on energy choices post-Kyoto. Profile of BP's John Browne. Pizza Hut and the Uniform Business Rate. CBI and TUC statement on union recognition.

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THE REPUBLIC OF CHINA

The telephone area codes for the above, 1998.

TUC

Trades Union Congress, Magazine. The business case for a union voice hyder plc - partnership for higher standards.

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Please call at the office to view any of the above publications.

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## **JOB SHOP**

Application for employment in the Falkland Islands has been received from Mr Stephen Smith. Stephen is ex military and is at present employed as a specialist trainer within National Police Training. To view full CV and covering letter please call at the Chamber of Commerce Office.

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Ms Anita Tomlinson is seeking employment is Stanley, local contact Tel: 21377 or 21337. Anita will arrive in the Islands early April, a full CV is available for viewing at the Chamber of Commerce Office. Anita has experience working in Leisure and Tourism, with work experience at selling holidays, making reservations and general office duties. If possible, Anita will require interested employer to find accommodation.

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## **VACANCIES**

### **PART-TIME ACCOUNTS ASSISTANT**

The Falkland Islands Development Corporation has a vacancy for a Part Time Accounts Assistant in its Finance Section. Applicants must be computer literate with a knowledge of spreadsheets, basic bookkeeping skills, be a competent typist and have word processing experience. Training will be given in FIDC accounting practices and procedures.

Hours of work will be from 1.00pm to 4.30pm Monday to Friday, with additional hours being required to cover holiday and/or sick leave.

The rate of pay will depend on the successful applicant's age and experience.

For further details of this post, please contact Margaret Humphreys on Tel number 27211 during normal working hours.

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## **WOOL NEWS**

For week ending 27.3.98 from Keith Attack

"General: Trading conditions have still not eased for those involved in wool textiles. Currency is still the main factor depressing prices. This is chiefly through making life difficult on the export side, but there is also at every stage the effect of import competition. It is not simply a matter of losing out to cheaper manufacture products from abroad. Those with sourcing overseas are able to offer semi-manufacturers at prices undercutting the domestic producer, and when there is this sort of two tier pricing it is the lower level which wins. The overseas suppliers price is used as a lever by potential buyers to push down prices for the home supplier, and a lower market level emerges.

The gloomy spell thus continues for the wool trade and attempts to detect light at the end of the tunnel nowadays seem to rely on some shortages on the merino wool supply side for a few months ahead."



# HANSWELL MARITIME



28 Davis Street  
P O Box 4  
Port Stanley  
Falkland Islands

Tel: +500 22744  
Tel/Ans/Fax: +500 22289  
Fax: +500 22745  
Telex: +3306 2420 HANSWELL FK

27<sup>th</sup> March 1998.

F.I.G Secretary to Hon Councillors.

Dear Jenny,

## IMPORT OF E.E.C. CERTIFICATED PRODUCTS.

Hanswell Maritime and Co Ltd. are endeavouring to re-start trade with Montevideo, Uruguay by way of an airfreight service.

On checking with Mr. Andrew Coe the F.I.C vet, he advises that no South American meat can be imported except tinned meat and this has been the case since 1995.

It seems strange to me that the Falkland Islands Government can accept Stabex funds for projects and refuses to accept fully credited E.E.C products. What further confuses me is that M.P.A imports the same beef via the UK

We have been working on this project for quite some considerable time now with our associates in Montevideo who are also taking advise from the British Embassy in Montevideo, we would appreciate your comments soonest as we are trying to improve the quality and service to the Islands.

Yours sincerely,

R.Fiddes.  
C.C. H.E The Governor.  
C.C. The Chief Executive.



COPIED



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Vol. 7 No.13

BULLETIN

3rd April 1998

**OFFSHORE NORTH SEAS, STAVANGER, NORWAY**  
**TUESDAY, 25TH AUGUST - FRIDAY 28TH AUGUST 1998**

FIDC will have a stand at the above Oil Exhibition. There is limited accommodation available in Stavanger during this busy time, anyone in the Falkland Islands Private Sector wishing to visit, please contact FIDC. Limited assistance is also available from FIDC to companies/individuals who wish to take advantage of this offer and attend the Oil Exhibition, for more information please contact Mr Hugh Normand, General Manager, FIDC.

### NEWS

Taken from Flight International 28 - 31 March 1998 "Falkland Islands airline ready to launch operations in April. A new UK airline will launch operations from the Falkland Islands in mid-April in support of the region's emerging oil industry. In the longer term the airline has ambitions to become a British Airways franchise. British South Atlantic Airways has signed a short-term deal with Australia's National Jet Systems for the wet lease of a British Aerospace 146-100, which it plans to replace in the second half of this year with a Boeing 737-200. The airline has been set up by Adrian Noskwith, founder of the UK charter company Centreline Aviation, and Falklands Islands entrepreneur Mike Summers.

"We will start weekly flights on 15 April, between Mount Pleasant Airport (East Falkland) and Sao Paulo (Brazil) via Montevideo (Uruguay), under a charter contract to an oil company," says Summers. The first oil rig is due in the area at about the same time the service is launched.

By September the airline is aiming to have expanded to a twice weekly service to open up the route to Falkland Islands residents. "By then we plan to have introduced a 737-200 on dry lease from British Airways," says Summers. BA's consultancy division Speedwing has been involved in the formation of the carrier, and the new airline is understood to have discussed franchise operations. At the moment the only services to the Falklands from the UK are operated by Royal Air Force Lockheed TriStars via Ascension Island. The airline aims to provide an alternative, linking through Sao Paulo, which BA serves directly from London. The airline believes that it can offer BA "two bites of the cherry" providing it with Uruguay feed as well as traffic from the Falklands. Longer term plans include the development of a regional network from Sao Paulo to points such as Lima in Peru, Santa Cruz in Bolivia, and Asuncion in Paraguay. The only direct air link from the Falklands to South America is operated by LanChile using 737-200s between Mount Pleasant and Santiago via Punta Arenas. Chilean airline Aerovias DAP had previously been serving the Islands from Punta Arenas." This is the full article.

### WELCOME

Welcome to the Chamber of Commerce membership to Hard Disk Café Ltd, Atlantic House, Fitzroy Road, Stanley. Tel 22589, Fax 22590 or email: hard.disk@horizon.co.fk

Profile: Internet café, Information Technology.

### LOCAL

#### HANSWELL MARITIME

Hanswell Maritime and Company are working with Montevideo Company to introduce an air freight service from Montevideo to M.P.A.



The freighter being a Boeing 707 carrying freight only to a capacity of 40 tons. The service would be hopefully every 30 days however, this is dependent on required quantity, min 35 tons. Flying time would be 2 hours and 30 minutes.

Please send by Fax or Phone your requirements to receive price list. Listed prices include freight charge C.I.F. to M.P.A. transport to Stanley or final destination to be charged by local carrier

For further details please contact 22744 or 22781 or Fax 22745.

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#### STANLEY ELECTRICAL LTD

The above company "are pleased to announce that as part of their expanding local business, they are now the authorised service agents and distributors of all Xerox Ltd office equipment and Photocopiers for the Islands. The Xerox product base ranges from portable Photocopiers to high speed production models, standard fax machines to office management systems, along with paper supplies, toner and developer.

All machines supplied by Stanley Electrical are under warranty, supported by their fully trained service personnel, and backed by Xerox reliability.

Stanley Electrical's purpose built retail outlet on Dean Street will be opening shortly, with Xerox products, DeWalt power tools, and a range of electrical equipment on sale to the public. The opening date for the new shop has yet to be announced, but in the meantime you can contact either Richard Johns or Steve Vincent on 21039, or fax 22693. They would be pleased to discuss your office requirements, or provide you with product brochures to peruse at your leisure.

Stanley Electrical Limited are the only Service Agents in the Falklands to be recommended by Xerox.

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#### FOR SALE

By Tender, the property known as 112 Davis Street, which consists of the following:

5 bedroomed house, has a large living/dining room, fully fitted kitchen, office and oil fired central heating. The master bedroom has an en-suite bathroom with corner whirlpool bath, 2 other bedrooms have en-suite shower rooms. There is also a well appointed master bathroom. The porch to the rear of the building is connected to a further bedroom with shower unit and WC, and a large utility/storage area. The grounds have recently been landscaped.

For further details, or to view, please contact Anne or Roger Howells on 21481. The tenderers do not bind themselves to accept the highest or any other tender.

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#### COMMUNICATIONS

##### CHAINTECH NORTHERN

Chaintech Northern, Suite 8, Union Business Centre, 288 Harrogate Rd, Bradford, BD2 3SP Tel/Fax 0441274630908 has forwarded the following comm: "We can supply a wide range of chain direct from stock to you, or direct to your customer, next day. Our stock includes the Lansing Linde and Komatsu chains. With plastic inserts. Our quoted prices are inclusive of the Test Certificates and Anchor Pins. Available from the above office is a Forklift Truck Spares Procurement Department. Enquiries are answered within 24 hours. "

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##### SPEARHEAD EXHIBITIONS LTD

Conference Addressing the Opportunities for Oil & Gas Development in the South Atlantic. "It is with great pleasure that we announce the launch of a conference next year (January 14-15, 1999) focusing on the exciting developments in oil and gas exploration in the South Atlantic.

"Oil and gas exploration and production is taking place on a growing scale in the South Atlantic. Chile, Argentina and Namibia are about to produce hydrocarbons. South Africa has licensed an offshore block to Pioneer Natural Resources and now the offshore rig Borgny Dolphin will shortly be in place in Falkland Islands water. Exploration drilling will start in the next few months and oil companies and Islanders anticipate an interesting couple of years ahead. The interest of the international oil industry is now firmly turned to the South

Atlantic. For the local supply companies as well as established international suppliers, the region represents a massive opportunity. A significant new oil province seems to be in prospect. It is against this background that Spearhead Exhibitions Ltd announces the launch of a major international conference Opportunities for Oil and Gas Development in the South Atlantic to be held 14 - 15 January 1999 at One Great George St, London. The conference will feature international speakers from governments and from academic and oil industry backgrounds. In addition to speakers from the Falkland Islands, the UK and Argentina, contributions will be made by representatives from Chile, South Africa and Namibia. Themes will cover the challenges facing the oil companies and the opportunities for suppliers both local and international. The social, fiscal and technical significance of these activities will be explored as well the prospects for international joint ventures."

To view the full communication please contact the Chamber of Commerce Office.

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Mr Richard Littlewood, of Sherwood, UK is seeking a Pen Pal in the Falkland Islands, anyone wishing to have Richard's full address, please contact the Chamber of Commerce Office, for a copy of communication.

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## LIBRARY

### THE REVIEW, THE CORPORATION OF LONDON 1997/98

"This review looks at the Corporation of London, its specific responsibilities and its overall role in London life. Through a summary of activity in 1997 it describes the scope of the Corporation's work into 1998 and its concerns for the future "

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### THE GUARDIAN, WEEKENDER, FEB 28 1998

This issue includes "Nigel Fountain picks up a penguin and more besides in the Falklands."  
Thank you to FIGO for forwarding a copy of this Colour Supplement.

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### DELOITTE & TOUCHE

#### Spring Budget 1998

These booklets include Economic review, Personal taxes, Capital gains tax, Business measures, VAT and excise duties. Booklets available from the Chamber of Commerce Office or Consultancy Services.

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### DHL WORLDWIDE EXPRESS, Spring 1998

Included in this magazine "A summary of legal column in International Freightling Weekly, sponsored by DHL. There could be changes afoot to the cumbersome regulations concerning charging VAT to companies in other EU states. At present, UK freight operators use the 'transitional VAT' system, applying complex rules to determine the 'place of supply' of their services to decide whether to charge UK VAT. The Commission wants to change all that, so that companies will simply charge VAT in their own countries. Sounds logical enough, but it will mean every country having VAT at the same level, and that could take some time. It's certainly unlikely that it could happen by the target date of mid-1999."

Also included in this magazine is an interesting article on NVQs. "A comprehensive new package of training aids, to help export supervisors and managers to obtain National Vocational Qualifications (NVQ Level 3) is now available. The material is produced in a joint venture by the British Chambers of Commerce and the Institute of Export, and sponsored by DHL. It is aimed at improving efficiency and boosting exports of small and medium sized businesses."

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### WATER & ENVIRONMENT, Vol 7 No 52 March 1998

In this Issue: High value desal business drives Tractebel's Mid-East expansion. Global water lottery, Why there will be water winners and losers in the next century. Also with this magazine a leaflet headed: "International Hazardous Waste Management 1998 - high-growth & emerging markets. Announcing the first-ever business intelligence report on hazardous waste management in the emerging & high-growth markets."

### THE FALKLAND ISLANDS GAZETTE

Supplement Vol 9, 31st March 1998, No 10

Published in this Supplement: Retirement Pensions Ordinance(Commencement) Order 1996 (Rectification) Order 1998, (S.R. & O. No. 24 of 1998); Diving at Work Order 1998, (S.R. & O. No. 25 of 1998); Children Ordinance 1994 (Rectification) Order 1998, (S.R. & O. No. 26 of 1998).

Vol.CVII, 31st March 1998, No 3

Published in this edition: Appointments, Promotions, Transfers, Retirement, Resignation, Notices, Applications for Naturalisation.

THE SOUTH GEORGIA AND THE SOUTH SANDWICH ISLANDS GAZETTE  
No. 2, 23rd March 1998

Published in this edition: The Merchant Shipping (Liability and Compensation for Oil Pollution Damage) (Transitional Provisions) (Overseas Territories) Order 1997; The Merchant Shipping (Limitation of Liability for Maritime Claims) (Overseas Territories) Order 1997; The Merchant Shipping (Salvage Convention) (Overseas Territories) Order 1997; The Merchant Shipping (Oil Pollution) (South Georgia and the South Sandwich Islands) Order 1997.

#### SPOTLIGHT BRITAIN

Promoting Food Safety in Britain (FSA)

The FSA WILL TAKE OVER CERTAIN TASKS WHICH ARE CURRENTLY CARRIED OUT BY THE Ministry of Agriculture, Fisheries and Food (MAFF) and the Department of Health (DH). "It will be responsible for formulating policy; drafting regulations; negotiating at working level in the European Union and in other international organisations, such as the World Health Organisation; providing advice, guidance and information to Government, the public and others; carrying out research and surveillance; and setting standards and monitoring the enforcement of food law "

To view full Promotion please call at the Chamber Office

#### JOB SHOP

Ms Wanda Ballard, Stanley, Tel 22516 or 21368 is seeking employment in Stanley. Wanda is willing to train if required for any situation available. Wanda has experience in retail outlet work and working with the general public. To view CV please contact the Chamber of Commerce Office.

Mr Sean Whalley, of Crediton, UK is seeking employment in the Falkland Islands. Mr Whalley has Class 1(Deck) Certificate of Competency(Master Mariner) from Warsash Centre for Maritime Studies, Southampton also B Sc.(Hons) Fishery Science (2 1), final year project: the case for an extended fishing zone around the Falkland Islands (an exclusive fishing zone of 200 miles was subsequently declared by the British Government). To view full CV please contact the Chamber of Commerce Office.

#### WOOL NEWS

For Week Ending 3rd April 1998 from Keith Atack

GENERAL: Despite some fairly large reductions in merino wool prices this week, the market in Australia closed firm and with some hopes that a low point might have been passed. Heavy offerings in the final auctions before the Easter recess accelerated the Australian price decline. Many in the world wool trade had expected and anticipated softness at this stage. Western European buyers were active as prices fell, however, as they identified a possible buying opportunity. Weakness in the Australian dollar underlined the advantage for anyone wanting to cover earlier sales at higher prices. Profitable trading for much of the industry has for many months depended on taking on business at prices well ahead of the market's decline, and waiting to match them with purchases later on. This applied not only with wool itself, but further down in the manufacturing line, and there is hope in today's depressed market that customers in turn are showing more interest as they sense a good opportunity to cover anything oversold and a market low point. The emphasis is still more on home trade opportunities than on anything available on the export side. Sterling strength against Europe makes it extremely difficult to sell there.



**FALKLAND ISLANDS CHAMBER OF COMMERCE**  
**PO BOX 378**  
**DEAN STREET, STANLEY, FALKLAND ISLANDS**  
**TEL: +500 22264 FAX: +500 22265**  
**e-mail: commerce@horizon.co.fk**

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Vol. 7 No. 14

BULLETIN

9th April 1998

**OFFSHORE NORTH SEAS, STAVANGER, NORWAY**  
**TUESDAY, 25TH AUGUST - FRIDAY 28TH AUGUST 1998**

FIDC will have a stand at the above Oil Exhibition. There is limited accommodation available in Stavanger during this busy time, anyone in the Falkland Islands Private Sector wishing to visit, please contact FIDC. Limited assistance is also available from FIDC to companies/individuals who wish to take advantage of this offer and attend the Oil Exhibition, for more information please contact Mr Hugh Normand, General Manager, FIDC.

Please note Mr T Betts, President, has placed interest in attending this conference on behalf of the Chamber of Commerce.

**VISIT**

Mr Tony Lloyd will be visiting the Falkland Islands and an opportunity to meet with the Foreign Minister is available to the Membership. A Buffet Lunch has been organised by Government, I need 15 representatives to attend, the first names received at the CofC via fax on or before Wednesday 22nd, will be accepted.

The Lunch is in the Upland Goose Hotel, on Friday, 24th April 1998 at 1pm until 2.30pm approx.

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The Chamber of Commerce Office has been advised of a possible Trade Mission from Newfoundland in May of this year comprising 6-8 persons, we will keep you informed of any further action. This mission is being co-ordinated via Government.

**LOCAL**

**LIFESTYLES INTERNATIONAL LTD**  
Sourcing and Procurement Agency

Lifestyles International Limited are pleased to advise that they can now offer a very economic and efficient Sourcing and Procurement service to the Falkland Islands. The company, whose Head Office is in Stanley, is supported by UK partners who have extensive knowledge and experience of Sourcing and Procurement for the South Atlantic region. The Head Office has key personnel on the Falkland Islands who have extensive trading experience and are aware of the requirements of Government, private Sector and the Islanders. Our UK Office partners are members of the Bristol Chamber of Commerce (who have strong ties with their European counterparts). They possess all the necessary attributes required, including Technical Engineering expertise.

The company's aim is to provide an unrivalled service and will be delighted to provide free quotations for any nature of goods required, no matter how large, small or obscure.

For further information or assistance, please do not hesitate to contact Jim Parke on:

Tel: 22801 Fax: 22802  
email: <tbbox@horizon.co.fk> (until 24/4/98) and thereafter <lifestyles@horizon.co.fk>

**CHAMBER OF COMMERCE MEMBERSHIP**

Welcome to Lifestyles International Ltd  
Contact: Jim Parkes on Tel: 22801 or Fax: 22802 see above for email details  
Profile: Sourcing and Procurement Agency.

Welcome to Falkland Islands Video Services

Contact: Peter Brooks on Tel 22572 or Fax: 22572. Email: <pbrooks@horizon.co.fk>

Profile: Communications and Information Technology

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## COMMS

WORLD OF POWER LTD of 325 Hucknall Rd, Nottingham, NG5 1JP Tel:1159858500 or Fax: 1159858588 have forwarded a letter with brochure, with details on Water Pumps, Welding Machines etc. They say "You will notice that our prices are very low and our Export Department would welcome the opportunity of supplying to your country." Contact Mr M D Irwin, Managing Director.

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TANDANOR Talleres Navales Darsena Norte, Buenos Aires, Argentina, and Associate Company Fleetmar S A Tel: 300 2368 or Fax: 300 2368 have sent the following information: "We have available alongside facilities from which can we supply international vessels with the full range stated per the information sheet including Casing and Drill Pipe direct from Buenos Aires area. The ship repair yard, allied to the Supply Base can, in fact, become a "one stop" support base for almost all your needs".  
To view full comm please call at the Chamber of Commerce Office.

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TRAMOS ENVIRONMENTALLY FRIENDLY CLEANING/DEGREASING AGENTS We are currently marketing the Tramos range of environmentally friendly industrial cleaning and degreasing agents in the UK, Ireland, Cyprus, Middle East and West Africa mainly to the oil and gas industry and would be interested in introducing our products in the Falkland Islands

Our main product, Tramos Economic, can be used for a wide range of industrial cleaning/degreasing tasks and is a safe and effective replacement for solvents and other harmful products "

To view full comm forwarded to us by Mineral Resources Dept, please call at the Chamber of Commerce Office

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AEROVIP Ltd, TAXI AEREO "We have a Air Taxi Company, in our Country, Republic Oriental Del Uruguay, South America " "We are doing the arrangement for lease an aircraft for our company, for Transport up to 5 tons, 10,000lbs, more or less for doing freight flights. Now we are flying aircrafts with less maximum gross weight. We are interested in found some works, flight hours for that aircraft to be certainly to lease it. If that idea could interest for the Islanders, we can carry from our country and from free port based in our country all types of products and increase the autonomy of your Island through our country. Having fresh articles three times a week". **Contact: Daniel W Gonzalez, Director, Tel/Fax: 5982612318.**

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## LIBRARY

THE FALKLAND ISLANDS GAZETTE

Extraordinary - Vol CVII, 2nd April 1998, No 4

Published in this Gazette: Corrigendum re: In Gazette CVVII No. 3, of 31st March 1998  
Notice No. 25, 31st January 1998

Please call at the Chamber of Commerce to view this Gazette Notice

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## BUSINESS ALERT

A briefing for Businesses in the North of Scotland, March 1998

Internet Bookmarks      New Deal <<http://www.newdeal.gov.uk>>  
The E-Commerce Guide <<http://e-comm.internet.com/>> (Guide to UK Renewable Energy Companies)  
OECD Observer <[http://www.oecd.org/publications/observer/index\\_en.html](http://www.oecd.org/publications/observer/index_en.html)>  
Includes OECD in figures

## EXPAT INVESTOR

March/April 1998

In this publication: New deal for expatriates, Lloyds TSB, Overseas Club. Personal Service, Your own account executive. Even on Sundays, Telephone banking every day. Award Winners, Lloyds TSB Funds get Financial Times Magazines awards.

THIS WEEK IN BRITAIN  
Issue 50, 24th March 1998

"Plea to Help the 'Information have-nots' ITN8/50/1 Curbing the growing split in society between the information 'haves' and 'have-nots' is possible if radical action is taken, according to the Demos analysis group of the United Kingdom. In its latest report, the 'think-tank' group argues that although traditional social class differences largely mirror the splits between information-rich and information-poor, there are some steps which the UK government could take to bridge the gaps. The report states that by 2000, 70 per cent of professionals, but only 40 per cent of the unskilled poor, will own a personal computer (PC). Advances such as electronic cash could exclude certain groups such as the elderly and the poor from enjoying the benefits, it says. Among its recommendations are: \*A levy on telephone operators to make them to pay for cheaper line connections in very poor areas. \*Banks and other financial organisations setting up schemes to ensure that everyone has a basic e-cash account. \*Government should back the British Broadcasting Corporation's aim to provide universal access to digital television service. Job Seekers should get free telephone and e-mail accounts, paid by from national lottery money, to help them find jobs. The report's author, Danny Kruger, said the lack of a telephone, the most obvious form of information exclusion, was "just the tip of the iceberg". "The Government has a responsibility to ensure that people excluded from society are not further disenfranchised by new technologies," he said. "Opening up telephone services is just the start. Policy makers need to act swiftly if they are to prevent information exclusion becoming a major problem in the next century."

"BBC to help combat Millennium Bug, ITN8/50/4 A BBC spokeswoman said: "BBC planned to make a 40-minute documentary-drama about the millennium bug problem, to be broadcast later this year, which would have a linked website offering information and advice "

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**FALKLAND ISLANDS WOOL MARKETING**

Please note this office will be closed Friday 10th April to Tuesday 14th April inclusive. There will be no wool report tomorrow.

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**FALKLAND ISLANDS CHAMBER OF COMMERCE**

Please note this office will be closed Friday 10th April 1998.

Please note this office will be closed on Wednesday, 15th April 1998. Sorry for any inconvenience caused.

**VACANCY/HOLIDAY RELIEF**

The Chamber of Commerce Office requires an Office Manager for the dates 25th May 1998 until 24th July 1998, the first 2 weeks of this time to be spent working with present Office Manager. Please call at the Office for further details.

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**MINERAL RESOURCES DEPT** kindly forwarded to the CofC: Extract from Energy Business, "Desire worth £59.2m " At the close of this interesting article: "Later this year, in late October of early November, Argentine president Carlos Menem is due to visit the island. Sovereignty over the island is still disputed by the UK and Argentina following the 1982 war " Please call at the CofC to view full article.



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Vol. 5 No.15

BULLETIN

9th April 1998

## VISIT

Mr Tony Lloyd will be visiting the Falkland Islands and an opportunity to meet with the Foreign Minister is available to the Membership. A Buffet Lunch has been organised by Government, "in the Upland Goose Hotel, on Friday, 24th April 1998 at 1pm until 2.30pm approx."

Thank you to the Members who have placed their names with the Chamber of Commerce Office, 15 representatives will meet with Mr Tony Lloyd.

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The Chamber of Commerce Office has been advised of a possible Trade Mission from Newfoundland in May of this year comprising 6-8 persons, we will keep you informed of any further action. This mission is being co-ordinated via Government.

## LIBRARY

Extract from THE SCOTSMAN forwarded to the CofC office, "The oil battle for Falklands" dated 11 March 1998. "There is little prospect of Port Stanley, the islands' capital, being transformed overnight into an oil boom town. Even if some worth-while discoveries are made, the bulk of the activity will be far offshore with little visible impact other than occasional loading of supply boats and helicopter flights for rig crew changes." The article then goes on re drilling "But from initial seismic surveys in the concession areas - covering a total area equivalent to 30 North Sea drilling blocks - oil companies have identified rock formations which would have capacity to contain oil reserves of 200 million to 400 million barrels if geological conditions have been right to form and trap hydrocarbons over hundreds of millions of years. Discoveries on that scale would match the Fionaven and Schiehallion finds developed as the UK's first two Atlantic oilfields. The technology pioneered for those projects west of Shetland - using subsea well systems linked to permanently -moored vessels equipped to process and store the oil for tanker collection - will provide the most likely option for developing any commercial finds off the Falklands." To view this article in full please contact the CofC office.

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## WHAT TO BUY

April 1998

Page Printers - Page printers have evolved to accommodate the trends of the future. High print speeds at lower prices, Internet printing, and copier and printer convergence are all technology trends.

Audioconferencing - is based on the commonest of office appliances - the telephone. It could save you time and money, while improving your internal and external communications. So how do you use yours?

Telephone Cards - Enabling employees on the move to keep in touch - both with base and with clients - is vital for any business. Mobile phones are effective but expensive, and many organisations are now considering the option of telephone cards. What to Buy takes a closer look at this simple and low cost way of keeping in touch.

**THE DIPLOMATIC SERVICE LIST, 1996**

Kindly forwarded to CofC office by FIGO. Contents: Home Departments, British Representation Overseas, Chronological lists from 1975 of Secretaries of State, Ministers of State, Permanent Under-Secretaries, Ambassadors, High Commissioners, Permanent Representatives to International Organisations and Governors and Commanders-in-Chief of Dependent Territories, Biographical Notes and Lists of Staff.

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**BUSINESS BULLETIN**

Aberdeen CofC, April 1998

Contents: Budget 1998 Overview - The Devil's in the Detail. Recruiting for Maximum Effect - The latest Recruitment Industry Survey from FRES (Federation of Recruitment & Employment Services) shows that the recruitment industry is growing much faster than the UK economy in general, with an increase in turnover of 17% compared to 1995/96. Business Leaflets - How much business could 5000 Full Colour Leaflets generate for your company, only £175, A5 leaflets, contact on email: <@xpressprint.co.uk>.

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**EXECUTIVE MAGAZINE**

150th Issue, Jan/Feb from Highlands & Islands plus Business in North of Scotland

Articles included in this magazine, Fishing Farming-Aquaculture Exhibition. Executive Homes-something for everyone.

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**WORKBOAT, Feb 1998**

The above magazine forwarded to the CofC office by Gov House, extract from article in the Equipment section: New from Tankontrol of Norway are the TankMete series of vapour lock valves and closed cargo sampling system for zero emissions. Problems on deck can be caused during heavy weather if tank valves are not properly secured or are loosened by the water pressure. To overcome this situation the vapour-lock valve, using the latest ball valve technology has been developed with a lockable female security cover fitted with a lever incorporating a toothed segment which, on tightening, interlocks with mating teeth on the valve's end cap, making unintentional opening impossible, says Tankontrol. Contact: Tankontrol AS Tel: +4722420048, Fax: +4722424980. Extract from Offshore Safety: Jeremy Daniel, chairman of The Standby Ship Operators' Association Ltd, explains the requirements laid down concerning the responsibilities of offshore operators to ensure safety on installations and how this affects the operation of safety and standby vessels. This magazine is full of interesting articles re the workboat industry.

**JOB SHOP**

Mrs Leela Florey, Kent has forwarded a CV and letter to the CofC office seeking employment. Leela has made a study of the Falkland Islands for a couple of years and feels that she would be suited to the lifestyle. Leela is at present teaching Maths and has qualifications for teaching Home Economics and Dressmaking. To view full CV and letter please contact the CofC office.

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Ms Stasia Elizabeth Plato of St Helena Islands is seeking employment in the Falkland Islands. Stasia has 12 years clerk experience. A letter accompanied by CV and letter of reference is available for viewing at the CofC office.



Mr Michail Michailov of Bulgaria has forwarded CV for himself and his wife, Raya. Raya is at present employed as a nurse, Michail is employed as a seaman at present with experience "technology of Fishing Treatment". Michail has visited the Falkland Islands. Please call to view CVs and covering letter, at CofC office.

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## WOOL NEWS

Falkland Islands Wool Marketing from Peter Mariott for week ending 16th April 1998.

Due Easter recess there are no sales in Australia this week and therefore we shall not be sending the usual report.

Sales commence Monday 20th April next report Friday 24th April.

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Vol. 5 No.16

BULLETIN

17th April 1998

### TRADE MISSION FROM NEWFOUNDLAND

The Chamber of Commerce Office has been advised of a possible Trade Mission from Newfoundland in May of this year comprising 6-8 persons, we will keep you informed of any further action. This mission is being co-ordinated via Government. THIS VISIT HAS NOW BEEN POSTPONED UNTIL END OF JUNE.

### INFORMAL DISCUSSION SESSION MALVINA HOUSE HOTEL, 29TH APRIL 1998

The next informal discussion session with Head of Departments and Chamber of Commerce Members will be on 29th April 1998, at the Malvina House Hotel, commencing at 5pm lasting one and half hours. Please inform May by 15.30 Tuesday, 28th April at the Chamber of Commerce Office of attendance, so that sufficient seats can be arranged, Thank You.

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc. Any discussions requiring written replies should be dealt with by correspondence from company/individual raising question to relevant Department.

### COMMS

CURTIFRANCE S.A. Uruguay, Tel 59825140318 or Fax 59825142035, email <cufralan@adinet.com.uy> "We are one of the most important tanneries here in Uruguay, with more than 50 years in the market, since several years we are exporting to Holland, Germany, Russia, Canada, Italy and Far East. We produce the following articles: Sheep garments and skins: Leather side in different finishings: Napalan, Country, Deer and Pastillado. - Wool side finishing could be straight or curly."

"Our purpose is to know if you have and sell sheep skins the ones we have heard you could have. We will be very pleased to begin business with you. Anything you may require please do not hesitate in contacting us."

I have replied to the above enquiry, stating any enquiries from farms/businesses will be made direct to Curtifrance S.A.

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COMPUTACION, Punta Arenas, Tel 05661 221998/950 or Fax: 05661 243796, Contact Fernando Almonacid Uribe, Manager. "We are leader in administration of software and hardware, our main enterprise are in Punta Arenas, Chile, giving the services in market of computers and item of theirs, instalment of networks, etc." "Equipment are of American origin, with one to three years of warranty, technical service, giving the security and flow of juice that our enterprise gives to you, during the warranty and after." (I have corrected the spelling in this article and a few words but I think the above information is what Computacion wish to convey.) Please call at the Chamber of Commerce Office to view full communication.

**LIBRARY**

OCEAN VOICE, Maritime Information Technology & Electronics. E-mail over the 'C'. Satellite communications explained. Maritime phone ranges expand. GMDSS deadline concerns mount. The Global secretary. An LLP publication, in association with INMARSAT.

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LSM, Lloyd's Ship Manager, February 1998. Racing with the devil, New face of high-speed ferries. Features: Class, embracing human issues. Taking care of tank coatings.

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NOR-SHIPPING 99. The shipping week you can't miss! The 17th International Shipping and Maritime Exhibition and Conference, 8-11 June 1999 - Sjolyst Exhibition Centre, Oslo, Norway. "mark your diary for the 8-11 June 1999. There is only one place to be that week. In Oslo, for Nor-Shipping." A unique forum for the maritime industry and an unrivalled platform for promoting your product to the people who matter.

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LSM, Lloyd's Ship Manager, March 1998. Norway's optimism. Cruise boom. LNG carriers. Counting the costs, the rising price of ship management.

Thank you to C&W for forwarding the above publications to the Library at the Chamber of Commerce Office.

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**THE FALKLAND ISLANDS GAZETTE**

Vol 9, 16th April 1998, No 12

Published in this Supplement: Interpretation and General Clauses(Amendment) Ordinance 1998; Revised Edition of the Laws(Amendment) Ordinance 1998; Law Revision Order No. 1 of 1997, (S.R. & O. No. 27 OF 1998); Fishing Licences(Applications and Fees) Regulations Order 1998, (S.R. & O. No. 29 OF 1998); Fisheries Penalties(Amendment) Order 1989 (Rectification) Order 1998, (S.R. & O. No. 30 of 1998); The Falkland Islands Constitution (Amendment) (No.2) Order 1997.

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THE FALKLAND ISLANDS COMPANY, Safety Management System for Operations at FIPASS. Contents: Safety Policy Statement. Measuring Performance. Legislation. FIPASS Users Pack. FIPASS Users agreement form. Safe Working Procedures. Accident/Incident Report Procedure. Prevention of Accident Recurrence. Permit to Work. Personal Protective Equipment. Emergency Response Procedure - Fire. Emergency Response Procedure - Spillage.

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CHANGING HEALTH & SAFETY OFFSHORE, An International Conference. The agenda for the next 10 years. Aberdeen Exhibition & Conference Centre 22-24 July 1998. Registration Form available from Chamber of Commerce Office. Thank you to Mineral Resources Dept for forwarding this leaflet.

**JOB SHOP**

Mr Claudio Alfonso Butierrex Venegas of Punta Arenas is seeking employment in the Falkland Islands. Mr Venegas has forwarded to the Chamber Office his CV, copies of certificates gained plus a reference. Mr Venegas has experience in working with Heavy Equipment Maintenance, also with crew control and supervision. Please call at the Chamber of Commerce Office to view above.

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## WOOL NEWS

Market Report Week Ending 24.4.98 from Peter Marriott

GENERAL "We would appreciate any farmer who has wools consigned to the second voyage (Anne Boye) to please ensure that wool specifications are faxed to this office soonest if not already done so.

We need some time before arrival for lotting instructions to be given so as to avoid double handling of the wools and double expense in charges."

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Vol. 5 No.17

BULLETIN

1st May 1998

## COMMS

## AMERICAN SPRAYED FIBERS (Europe) LTD

Extract from email received re above company: "Applicator of Environmentally friendly blended fibre products. Years of Research and testing have resulted in the development of a very high Quality fireproofing, acoustical and thermal insulation product that can meet most construction demands in a single application. The product is patented worldwide and offers very substantial cost savings." "The product provides the best acoustic absorption combining thermal insulation on the market today." Benefits "Lightweight" "Speed of application" "Airtight" "Public Health and Safety" "Other benefits of the product are in that it is non-corrosive, odourless, has excellent bond strength and deflection characteristics, completely eliminating condensation and has excellent light reflectance. In fire situations the products are totally non-toxic as they do not generate smoke and are non combustible." "We would like to invite you to visit our web site at <<http://www.asfe.co.uk>> as an introduction to our product range and its capabilities. We would further like you to look at <<http://www.asfe.co.uk/usbi/>> because with Oil development coming to the Falklands we can offer major accommodation development at a fraction of the prices paid at the moment."

Please call the Chamber of Commerce Office if you wish to view full comm.

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## EXITO LTDA

Extract from comm: "we wish to reiterate you that the National Ports Administration (Administration Nacional de Puertos) is planning to develop on the basis of the private enterprise the OVER SEA PORT, placed in "LA Paloma, department of Rocha. We start from the idea that it must be good business for the Falkland Islands to possess an alternative port in the South Continent and in the Area of the Merco Sur and that is not monopolized by Argentina or Brazil. We are sure that you know that there is a Cold Stream there that tells us of your neighbourhood there exists more than one cold storage fish processing plant for sea food, one of which is called ASTRA, which is also a very modern one." There seems to be a section missing from this comm, any one wishing to contact Exito Ltda direct can fax on: 05982 7077757.

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## CARBERN

Extract from comm: "A fast, competitive and reliable service has made Carbern a leading supplier of flanges, pipe fittings, valves, gaskets, studbolts and industrial fasteners to the offshore oil, petrochemical, chemical power generation industries and general engineering." "Should you wish to discuss our products, service and capabilities in greater detail please contact our sales personnel who will be only too willing to help with your requirements." Contact Martin Carey on Tel 044 138476111 or Fax 044 1384262309 Web sight: <<http://www.offshore-technology.com>> Email: <106224.2371@compuserve.com> Please call at the Chamber of Commerce Office to view full comm plus leaflet.

## MUCH ADO HOTELS

Extract from comm: "Much Ado is at the forefront of Internet response handling and website hosting. Our IT department is growing so rapidly that we are delighted to have a further team member - William Walker. William is a specialist within this area and has come on board with great enthusiasm and creative ideas. Can I leave you with a request - think ahead .... 1998 is proving a hectic year and 1999 is promising to be even busier! If you are planning any events please let us know as early as possible - the earlier we receive the brief the more likely we are to obtain your preferred location or property." Web sight: <<http://www.much-ado.com/>> Email: <[much\\_ado@dial.pipex.com](mailto:much_ado@dial.pipex.com)> Please call at the Chamber Office to view full comm and leaflets from Much Ado Hotels.

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## LIBRARY

### FALKLANDS FOCUS

A news update from the Falkland Islands Government dated April 1998 Number: 64

In this publication: Dependent Territories Conference, London. Democracy in its Purest Form. FIG Takes Action to Avert Fish Revenue Crisis. Oil Update. Training Initiative for Falklands Young. Falkland Islands Photographic Exhibition. Falkland Islands - A Popular Destination. New Internet Cafe on Islands. Education, Education, Education. Diary Dates: Annual Reception, Agricultural Shows, James Peck Art Exhibition.

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### WILKINS KENNEDY Chartered Accounts

Ian Sheekey of Wilkins Kennedy very kindly called at the Chamber Office during his recent visit and provided information for the membership: leaflets available at the Chamber Office, Expatriate Tax Services. A Guide to Client Services. Spring 1998 Budget, summary of taxation provisions. Please call at the Office to receive leaflets.

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## WOOL NEWS

Market Report for week ending 1/5/98 from Peter Marriot.

GENERAL: This week despite the firming in Australasia there is no sign of a revival in demand & business is just trickling through on a hand-to-mouth basis, with price cutting essential to get orders. Import competition is if anything getting worse at ever stage, in a market where expansion is doubtful.

Export pricing makes this field difficult to the point of impossible.

As for prices as the market appears to firm up, there is no change in the highly competitive background. If unchanged, the reason is that it is not worthy making minor adjustments ahead of a test of world values. If changes are considered they are still likely to be reductions, reflecting continued softness in the Australian and NZ Dollar and the strength in Sterling.



**FALKLAND ISLANDS CHAMBER OF COMMERCE**  
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**e-mail: commerce@horizon.co.fk**



Vol. 5 No.18

BULLETIN

8th May 1998

**NOTICE****FALKLAND ISLANDS DEFENCE FORCE****FIDF Training Exercises**

The FIDF have been requested to provide troops for a major HQ BFFI exercise over the period 5th - 8th June 1998 and also have a recruit evaluation exercise over the period 1800, 25th June 1998 - 2000 on Saturday 27th June.

Employer co-operation with staff release for these very important exercises will be greatly appreciated.

**COMMS****FALKLAND ISLANDS OFFSHORE OIL EXPLORATION  
MAY/JUNE 1998 NEWSLETTER**

The above newsletter features: Borgny Dolphin Arrive in Falklands Waters, extract: "The well is expected to take 35-40 days to reach a previously agreed depth of approximately 3000 metres. On completion the rig will be moved to the LASMO tranche to the south of Tranche A. Again the rig will need to be positioned over the approved well location by the anchor handlers. All drilling locations and well designs have to be approved by the Falkland Islands Government before drilling can begin. It is expected that five well applications will be considered for the first exploration drilling phase."

Transport of Oil Workers: extract: "Amerada Hess have chartered a Boeing 747 SP from Jet Air to fly the oil workers from Stansted Airport in Britain to Mount Pleasant Airport with a refuelling stop at Cape Verde on the way South."

Metoccean Data and Environmental Awareness: extract: "wild-life observations continue from the site survey vessel "L'Espoir" and Fishery Patrol vessels by Falklands Conservation to add to the data-base of sighting."

Site Survey Work: "The quiet weather in April has aided the site survey vessel M.V. "L'Espoir" in her work to gather data over more potential well locations."

from the last paragraph of the newsletter: "At present oil companies expect that any production phase would use FPSOs (Floating Production Storage and Offloading Vessels) and crude oil would be taken directly to the market by shuttle tankers. Impact onshore could be kept to a minimum."

Please call at the Chamber of Commerce if you wish to view the full Newsletter from Mineral Resources Department.

**LIBRARY**

THE FALKLAND ISLANDS GAZETTE  
Vol CV11, 30th April 1998 No.5

Published in this gazette: Appointments, Transfers, Completion of Contracts, Renewal of Contract, Resignations. Notices. Medical Charges for Non-Entitled Patients. Medical Charges Guidance Notes. Increase in Passport Fees. Companies dissolved dates 6th-27th April 1998. Application for permanent residence in the Falkland Islands. Corrigendum for Gazette CVII No 3 of 31st March 1998.

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WHAT TO BUY FOR BUSINESS  
May 1998

In this magazine: Desktop Computers: "The desktop computer may have become a commodity item, but with the number of manufacturers growing and the technology changing rapidly, it's more important than ever to choose the right system and supplier."

Computer Networks: "For many companies, the computer network is critical to business, so setting it up properly is extremely important. But navigating your way through the jargon can be daunting. So, whether you're setting up your first network, building on an existing infrastructure or moving to a more sophisticated system, read this report."

Banking: "The relationship between businesses and their banks has huge potential for being fraught. No other supplier has such an intimate knowledge of your business and its finances. This report tells you what to look out for in business banking."

Call at Chamber of Commerce office to borrow or view.

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EXHIBITION BULLETIN YEARBOOK 1998

Kindly forwarded to the Chamber office by FIGO this small book has information on 1,431 UK shows. Please call at the Chamber Office to view.

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WILKINS KENNEDY  
UK Tax Briefing - Spring 1998

Included in this leaflet: Dividend Taxation Reform. Abolition of Advance Corporation Tax. Self-assessment for Companies. Controlled Foreign Companies. Transfer Pricing.

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BUSINESS ALERT  
April 1998, A briefing for Businesses in the North of Scotland

In the Internet Bookmarks section: Corporate Information <<http://www.corporateinformation.com>> Directory of sites categorised by country offering in-depth information on companies world-wide; most provide information free of charge. An interesting feature is the clock which will tell you the current time in the selected country.

Business Central Europe: <<http://www.bcemag.com/>> The magazine and a statistical database.

DTI Export Publications website: <<http://www.dti.gov.uk/ots/publications>> Should be up and running soon, wasn't when last checked on 10 April 1998.

Urban legends: <http://www.depth.com/navnet/legends/summary/legends.html>> A useful summary of virus myths and hoaxes currently in circulation.



EXPORT COURIER  
March 1998

In this latest booklet: Grocery Lines, Food, Drink, Non-Food.

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## WOOL REPORT

Market Report for Week Ending 8/5/98 from Keith Atack

No General Section this week.

AUSTRALIA: "The Australian wool market rose strongly this week at sales held in Sydney and Melbourne. The eastern market indicator closed the week 24 cents (or 3.9%) higher at 644 cents/kg clean. The indicator rose 15 cents on Wednesday and 9 cents on Thursday. There were not sales in Freemantle this week.

Prices for all combing category indicators rose this week. Of the eastern category indicators the 20 and 21 micron rose 36 and 33 cents respectively, while the 19 and 22-30 micron indicators closed between 16 and 25 cents higher. The 31 micron indicator rose 5 cents. The Merino carding indicator firmed 2 cents while the crossbred carding indicator eased 3 cents.

This week a total of 39,332 bales was offered for sale of which the trade bought 89.5%. Trade clearance rates in Sydney and Melbourne were 91.1% and 88.3% respectively. Trade competition was led by Japanese interests and western European buyers with good support from most sectors of the trade.

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Vol. 5 No.19

BULLETIN

15th May 1998

**NOTICE****FALKLAND ISLANDS DEFENCE FORCE****FIDF Training Exercises**

The FIDF have been requested to provide troops for a major HQ BFFI exercise over the period 5th - 8th June 1998 and also have a recruit evaluation exercise over the period 1800, 25th June 1998 - 2000 on Saturday 27th June.

Employer co-operation with staff release for these very important exercises will be greatly appreciated.

**COMMS****TAMAR FI**

Byron Marine have forwarded the Itinerary and Tariff for Tamar FI, June-December 1998. Please call Byron Marine on Tel: 22245 if you wish to receive a copy of this.

**ADVANCED INDUSTRIAL DOORS**

Advanced Industrial Doors, Unit 7 Chiltern Trading Estate, Earl Howe Rd, Holmer Green, High Wycombe HP15 6QT. Tel 044 1494715558 or Fax 044 1494718198, email <aidoors@nildram.co.uk>. Contents of comm "Advanced Industrial Doors would be pleased to tender for the supply and delivery to dockside UK any type of industrial and commercial door that you may require. We can also supply all types of PVC/rubber flexible doors and curtains. PVC is also available in roll or sheet form in a large range of sizes. All products will be supplied frame crated ready for shipping. If you would like further information please do not hesitate to contact me."

**NEW MEMBERS**

Welcome to the Chamber of Commerce Membership to:

Mr & Mrs Simpson, Burger Bar, Stanley. Profile, Fast Food Outlet in Centre of Stanley.

Mr M Bingham, Environmental Research Unit. Profile, Environmental Consultancy - Provides EnvironmentalData/Reports/Research/Surveying/ImpactAssessments/Advice/Mapping/Computing. Holds the largest Environmental Database in the Falklands.

**LIBRARY****PRIVATISATION****Introduction**

Executive Council requested that a policy paper be prepared on the subject of privatisation. The paper was discussed and details of the policy amended on 28th April 1998. This document consists of the major part of the presented paper and thus represents not only the FIG policy but also some of the thinking behind it.

## **POLICY STATEMENT**

"It is our policy to reduce the relative size of the Civil Service wherever possible by privatising those service functions and utilities that are appropriate. The test of a successful privatisation will be that there is a measurable improvement in the value for money provided, taking into account, as far as is possible, the interests of employees."

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

## **THE FALKLAND ISLANDS GAZETTE**

### **Supplement**

Vol 9, 12th May 1998, No 13

Published in this Supplement: Supplementary Appropriation (1997-1998) Ordinance 1998;  
Administration of Justice(Amendment) Ordinance 1998;  
Retirement Pensions (Amendment) Ordinance 1998;  
National Parks Ordinance 1998;  
Fishery Products (Hygiene) Ordinance 1998;  
Falkland Islands Status Bill.

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

## **EXECUTIVE MAGAZINE**

Number 151 March 1998

Contents of this magazine: Rural Lifelines, Outlining the consultation process "towards a development strategy for rural Scotland". Farming will continue to be a key industry. Nature conservation and local economic development. Fisheries. Transport and services.

Feature: Orkney from neolithic to millennium and beyond. Significant developments in food and drink sector. Tourist board sets three targets for 2000.

Please call at the Chamber Office to view this very interesting magazine.

## **JOB SHOP**

Mr Venegas of Punta Arenas, Chile is seeking employment in the Falkland Islands. At present Mr Venegas is employed as a Technical Assistant in the Mechanic Assembly area, in charge of works of Activities Programmer, Crew control and supervision. Topographic Check in. Crew Security in Project Gear II Methanex-Kvaerner (Punta Arenas), with experience as Technical assistant of Heavy Equipment Maintenance (Crane, Forked pole, Platforms etc.). To view full CV and references please contact the Chamber of Commerce Office.

Ms Norma Ariagada of Valparaiso, Chile is seeking employment in the Falkland Islands. Ms Ariagada has experience in Managerial work, and is at present employed as a secretary, but is willing to work in any area where employment is available. Accommodation in Stanley has been sourced for Ms Ariagada. Please call at the Chamber Office to view full comms.

## **ISLANDS PLANNING COMMITTEE MINUTES**

Meeting No 6 held on 5 May 1998

Extracts: It was noted that a further meeting had not yet been held with the Chamber of Commerce. Privatisation Paper had been to Executive Council and Chief Executive circulated copies.  
Matters discussed: Macro economy: Hay. Linkage with Performance Management: Housing Needs  
Analysis: Infrastructure: Sociological Study: Fisheries: Agriculture: Tourism: Hydrocarbons:  
FIDC: Privatisation.

Please call at the Chamber of Commerce Office to view these minutes.

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## WOOL NEWS

Market Report for Week Ending 15/5/98 from Peter Marriott.

General: "Some new orders have been placed as a result of the markets recovery mainly in Merino wool values. Traders, however, are reluctant to follow these increases and booking business at the earlier/lower levels.

When trading is on a hand to mouth basis, and many firms are selling uncovered at severely cut prices in the hope that the price decline will continue for a little longer - they are not in any hurry to improve on their buying levels.

Crossbreds have followed the Merino rise very slowly, but a sale of British wools this week plus a further offering in New Zealand will show whether the firmer tendency is spreading down the line.

Softness in Sterling has raised hopes of better export prospects, but there is a long way to go before ground lost in the past 18 months can be regained.

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## DHL

Northbound DHL for the UK - Transit times have been reduced, departing on the Lan Chile flight on a Saturday evening, deliveries from the Falkland Islands to UK are now expected to be on Tuesdays. Reduction in delivery times to Europe are expected to follow.

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## FALKLAND ISLANDS BUSINESS DIRECTORY

HARD COPY NOW AVAILABLE FOR VIEWING PRIOR TO PRINTING AND PLACING ON WEB SIGHTS.

VIEWING DATES : MONDAY 18TH MAY - TUESDAY 19TH MAY - WEDNESDAY 20TH MAY.

PLEASE CALL AT THE CHAMBER OF COMMERCE OFFICE TO "OKAY" YOUR ENTRY IN THIS IMPORTANT PUBLICATION FROM THE FALKLAND ISLANDS.

The Chamber of Commerce will be placing the Directory *less adverts* in 2 web sites, please note the following:

To have your advert placed in the FINN web site, please contact Jaunita Brock for reasonable advertising rates, this is an ideal opportunity for worldwide advertising for your business.

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**Vol. 5 No.20**  
**1998**

**BULLETIN**

**22nd May**

#### **NOTICE**

#### **FALKLAND ISLANDS DEFENCE FORCE FIDF Training Exercises**

The FIDF have been requested to provide troops for a major HQ BFFI exercise over the period 5th - 8th June 1998 and also have a recruit evaluation exercise over the period 1800, 25th June 1998 - 2000 on Saturday 27th June.

Employer co-operation with staff release for these very important exercises will be greatly appreciated.

#### **COMMS**

#### **DARWIN SHIPPING LTD**

Freight Southbound Sailings: Instructions for shipment of freight on charter vessel.  
Receiving 20-30 July 1998, 7-18 September 1998. Loading 31 July 1998, 20 September 1998.  
Depart UK 1 August 1998, 22 September 1998. (All dates approximate) (Ship arrives Falklands approx 28/30 days after leaving UK) Freight should be delivered during receiving dates to:  
Sussex Port Forwarding Ltd, Basin Road South, Portslade, Brighton, BN41 1WF. Contact Mr Phil Knight. Tel 044 1273 414144 or Fax 044 1273 414400. All goods should be suitably packed for shipping and clearly marked with the consignee's name and 'Anne Boye' or other charter vessel name.

This is a short extract from the Instructions for shipment of freight, please call at the Chamber Office or Darwin Shipping Ltd for a full copy.

#### **LIBRARY**

#### **FALKLAND ISLANDS GAZETTE** **Vol 9, 20th May 1998, No 14**

Published in this supplement: Finance Ordinance 1998; Animal Health Ordinance 1998; Appropriation Ordinance 1998; Supplementary Appropriation (1997-1998)(No. 2) Ordinance 1998.

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#### **OIL SPILL RESPONSE LIMITED** **1998 yearbook**

Extract from Review: "OSRL is unique, as an international oil spill response facility with a global remit, but we are only one part of the oil industry's 'tier 3' response capability. It is OSRL's declared intent to build close relationships with regional industry response providers, such as East Asia Response Pte. Ltd (EARL) in Singapore and Clean Caribbean Co-operative (CCC) in Fort Lauderdale. Networking with these other centres provides opportunities for the exchange of ideas and experiences. Links continued to be forged through 1997, with a wide variety of shared projects."

Please call at the Chamber Office to view this interesting book.

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LLOYD'S SHIP MANAGER  
April 1998

In this issue: Middle East Gulf supplement. Guide to Maritime Education and Training. Latest trends in the diesel engine market.

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LSM, Guide to Worldwide Maritime Training  
April 1998

Extract from Introduction: "The LSM Guide to Worldwide Training is a comprehensive guide to a wide variety of maritime courses available worldwide. It covers an extensive range of subjects from basic safety training, through professional marine qualifications and technical qualifications to advanced management and academic courses including video and computer-based training."

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LSM, Middle East Gulf  
April 1998

Extract from Introductions: "The ongoing diplomatic discussions with and about Iraq are also likely to focus on economic sanctions and in particular the oil for food deal. Under this arrangement Iraq is allowed to export certain volumes of oil and to spend the revenues on essential imports such as food and medicines. Iraqi oil exports had been stepped up in December under this arrangement, and some cargoes are moving into Iraq under deals."

Please call at the Chamber of Commerce Office to view these LSM magazines kindly forwarded to the CofC office by C&W.

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BUSINESS BULLETIN  
May 1998, Aberdeen Chamber of Commerce

"The Chamber's Vision for the Future Calls for a "World Class" Approach." "Within the oil and gas sector we have a number of companies which could qualify as world class. The oil majors certainly meet the criteria as do many of our offshore contractors and support services."

"New Management Courses to Suit Busy Professionals". "The University of Aberdeen is relaunching its programme of Management Studies courses with a new range of modules offering greater study flexibility tailored to suit the needs of busy professionals. A series of postgraduate management programmes leading to Masters degrees in management - including the Master of Business Administration (MBA) - are now available."

Lots more to read in this magazine, please call at the Chamber Office to view.

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THE NEWS  
West Kent Chamber of Commerce and Industry, May 1998

"Another change for the phone. Parts of the UK are beginning to run out of phone numbers as competition and new services use up available ranges. Now telecomms watchdog Oftel has devised a scheme which will generate hundreds of millions of new numbers. The National Numbering scheme will tackle problems in London, Southampton, Portsmouth, Cardiff, Coventry and Northern Ireland, and will rationalise numbers to make the type and cost of calls clearer. Oftel also wants to

make the numbering system flexible to minimise any future changes. Codes and numbers for the six areas directly affected will change on Saturday April 22, 2000. A single code for London, 020, replaces 0171 and 0181. There are changes to free, local and national rate codes too. Call BT's helpline on 0800 731 0202."

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## WOOL NEWS

Market Report for week ending 22.5.98 from Peter Marriott

General "Last weeks rises in all wool values brought out a fair amount of business (although at the earlier low levels). This weeks disappointing start stopped any thoughts of booking new orders and clients have shown no interest at all. The old and widely used term of wait & see has never been more adaptable. In view of the spring bank holiday period commencing this weekend where the majority of factories are closed for the full week gives the indication that little is going to happen to change ideas for the next 7/10 days. Our office is closed for two days Monday/Tuesday but someone will be visiting to check for important messages. A client commented today "last week the wool markets were strong firm and looked good, this week the market is weak and looks weaker - where do we go next". Wool sales within the next 2/3 weeks could set the pattern for the market prior to the summer holidays."



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Vol. 5 No.21

BULLETIN

29th May 1998

**SUBS TO C OF C**

The 5th of June will be the final bulletin distributed to unpaid subscriptions.

**PUBLIC NOTICE**

The Falkland Islands Government has for sale by tender a quantity of building supplies, tools and accessories held by the Official Receiver.

The items may be viewed by arrangement with the Supplies Office, Central Store during normal office hours.

Tender documents are available from the Secretariat, Stanley and completed tender documents should be returned to the Chairman, Tender Board, Secretariat, Stanley, to reach him on or before 3pm on Friday 12 June 1998. The Falkland Islands Government reserves the right to reject any tender received.

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The Falkland Islands Government has for sale by tender 10 vehicles surplus to requirements, comprising of 6 Land-Rovers, 2 Suzuki Jeeps a Leyland Daf van and a pick-up.

Viewing by arrangement with the Supplies Office, Central Store during normal hours.

Tender documents are available from the Secretariat, Stanley and completed tender documents should be returned to the Chairman before 3pm Wed. 10th June, 1998. FIG reserves the right to reject any tender received.

**INFORMAL DISCUSSION SESSION**  
**MALVINA HOUSE HOTEL, 3RD JUNE 1998**

The next informal discussion session with Head of Departments and Chamber of Commerce Members will be on the 3rd June 1998, at the Malvina House Hotel, commencing at 5pm lasting one and half hours. Please inform Bec by 15.30 Tuesday, 2nd June at the Chamber of Commerce Office of attendance, so that sufficient seats can be arranged, Thank You

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc. Any discussions requiring written replies should be dealt with correspondence from company/individual raising question to relevant Department.

**NOTICE**



## FALKLAND ISLANDS DEFENCE FORCE FIDF Training Exercises

The FIDF have been requested to provide troops for a major HQ BFFI exercise over the period 5th - 8th June 1998 and also have a recruit evaluation exercise over the period 1800, 25th June 1998 - 2000 on Saturday 27th June.

Employer co-operation with staff release for these very important exercises will be greatly appreciated.

## FIRST ANNOUNCEMENT

The ATLANTIC FRONTIER ENVIRONMENTAL CONFERENCE is to be held on 6th and 7th October, 1998 in Aberdeen, Scotland. Covering all aspects of the environment at the Atlantic Frontier in the context of oil-related activities, papers will be presented on a variety of topics from oil methodologies to coastal protection strategies to marine mammals and seabirds.

For further information please visit the Chamber of Commerce office to view printed material.

## LIBRARY

### UPSTREAM

The international gas and oil newspaper 8th May, 1998

Extract: "Sabres rattle over drilling off Falklands" by Chris Hobson from Port Stanley

The Falklands Government has warned Argentina that talks on opening up the joint development area to the south west of the Islands will be hit if it continues with plans to impose an extra 3% royalty on oil companies working in waters around the South Atlantic archipelago. Governor Ralph said "the British Government does not accept the right of Argentina to levy an additional tax on oil companies operating in the Falklands." Di Tella maintains his Government would use all means at its disposal against oil firms drilling off the disputed Islands if they do not pay the royalty.

Britain and Argentina signed an oil agreement, the Joint Declaration in New York in 1995 setting out a framework for oil and gas exploration around the islands. "If Argentina's Senate ratifies this, then it represents a serious attack on the letter and spirit of the Declaration," said Governor Ralph. Full article is available for viewing at the Chamber of Commerce office.

Extract: "Stanley tastes the good life" by Chris Hobson

"The invasion of the oil business and the media publicity promises to turn life upside down for the quietly pragmatic Falklands folk." An interesting article to read to further understand the common perception of things to come for the Islands from an outsiders point of view.

UPSTREAM 15 May, 1998

### "Falklands call to arms"

"The best outcome might be that oil gives the Falklands, claimed by the Argentines as Las Malvinas, more economic independence. This could be the precursor for political sovereignty, a far more suitable way to end forever the long running territorial tug-of-war between the two countries."

BRITISH CONSULTANTS BUREAU "Promoting British consultancy worldwide"

British Consultancy Bureau is the association of the leading British consultancy firms of all specialisation's which operate internationally.

Several books available for viewing including "Members Directory Supplement 1/98", "WSP International", "Healthcare Worldwide" and "BCB Focus On", spring 1998.

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#### **JOB SHOP**

Seeking employment, Moira Watson BA(Hons) MI Log, Nine years military service as a Commissioned Officer in the Regular Army, achieving the rank of Major. For further enquiries and viewing of full CV please contact Chamber of Commerce Office, Dean Street, ph.22264 or fax 22265.

#### **VACANCY**

LIFESTYLES have an immediate vacancy for a shop assistant. Applicant must be over 18 years of age and physically fit. Good rates of pay will be offered to the suitable candidate. For further details please contact LIFESTYLES on Tel. 22722 or 22635 during normal office hours.

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#### **BUSINESS DIRECTORY 1998/1999**

There is the option to publish business directory advertisements in colour on the FINN Web Page. The annual cost is \$US400 for a full page and \$US200 for a half page. For further information contact Juanita on Tel/Fax 21182.

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#### **COMMS**

Standard Chartered Bank News Flash!!

The Board of Trustees of the Occupational Pensions Scheme have arranged for a visit by a member of the U.K. Government Actuary's Department to conduct a training session available to all Trustees of Pension Funds or Provident Fund schemes in the Islands. This training should be of value to all existing and potential Trustees, and will cover the following topics, at a minimum:

- Definitions and differences between major types of Pension schemes.
- The 1995 Pensions Act and other UK legislation.
- Equality of treatment.
- Roles of the various advisors, Managers and auditors within schemes.

The training course will be held 22nd to 24th June. For further details and nominations for attendance, enquiries should be passed to: The Secretary, Pensions Board, The Treasury.

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#### **COIN CHANGES**

The present 5p, 10p, and 50p Falkland Islands coins are being changed, replaced with smaller sized coins. The specifications of the new coins are the same as the specifications for those denominations in the U.K.

The new coins are currently being produced by the Royal Mint with deliveries yet to be determined. We do however expect the process to commence within a couple of months and will probably phase the exercise doing one coin at a time. I expect however that the bulk of the old 5p, 10p, and 50p coins to be withdrawn by the end of the year. The old coins will however remain as legal tender for some time.

If our timing creates major problems for businesses or you require additional information, please contact me. At this stage I still have some flexibility in arranging deliveries and may be able to make changes to minimise any impact.

Richard C. Wagner, Treasury

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## TRADE DELEGATION

The Chamber of Commerce are investigating a trade visit to Chile, please contact Chamber of Commerce office, so that we can gauge numbers before further enquiries are made.

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## WOOL NEWS

Market Report Week Ending 29th May, 1998 from Peter Marriot

### General

"All mills are closed for the full week for their Spring Bank holidays, offices are open but a number of buyers are absent. Despite quoting around there has been no interest in this new level.

Further sales in Australia and New Zealand next week commencing Tuesday 2nd June - we hope to have a better feel of the market trend later in that week. Hopefully the firm market in New Zealand will continue and hopefully bring out more orders at levels to be decided.

A very quiet and poor start to the season and all hoping for better things in the near future, to make any firm decision or recommendation regarding the future market trend is at the moment both impossible and reckless."

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## MILLENNIUM

Cable & Wireless have kindly forwarded a Millennium Bug Campaign folder for our Library. This folder comprises Fact Sheets with step by step action to take prior to 2000.

Also from Cable & Wireless: visit <[http://www.nstl.com/html/y2k\\_faq.html](http://www.nstl.com/html/y2k_faq.html)> to download a **FREE** Test for your computer. If you do not have internet and wish to check your computer the Chamber of Commerce has a copy of this disk along with simple instructions for use.

Please call the Chamber of Commerce Office to borrow or copy.

### Chamber of Commerce Notice

Please ensure that you have a back up copy of the hard drive, prior to running any soft ware downloaded from the internet.

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## VISIT

Communication has been received from Union Pipe & Fittings Ltd, UK who are proposing a visit commencing 6th June for one week. Union Pipe act as European agents for major U.S. steel pipe company Kelly Pipe based in Los Angeles. Please contact the Chamber of Commerce Office if you are interested in meeting representatives from these companies. At present 3 will be in the party visiting the Falkland Islands.

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Vol. 5 No.22

BULLETIN

5th June 1998

### SUBS TO C OF C

The 5th of June will be the final bulletin distributed to those who have not paid their subscriptions for this year.

### COMMS

There have been two incidents of disruption to files on the hard drive, from users of the Millennium Bug Campaign folder that was available from Cable and Wireless and the Chamber of Commerce as of last week. Please note to take care and ensure one has a back up disk before using this program. We hope these have been isolated cases and encourage all conscientious p.c. users to continue to find this program of use provided back up disks are taken before use.

### LIBRARY

#### GAZETTE Vol.CVII 29th May, 1998 NO. 6

Included in this publication, Appointments, Notices and a Corrigendum in Gazette CVII No.5, of 30th April 1998, Notice No.33, Daretrest(Falklands Islands) Limited, should read Dartrest(Falkland Islands) Limited.

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"Platform" Oil and Gas Review Issue 8 March/April 1998

A concise independent publication of global oil operations. Available for viewing at the Chamber of Commerce Office, Dean Street.

### TRADE

Kane and Maitland Ltd., are a roofing company based in Aberdeen. They are interested in the market possibility for their services in the Islands. A copy of their brochure is available for public viewing in the Chamber of Commerce Office, Dean Street.

### JOB SHOP

Seeking employment, Moira Watson BA(Hons) MI Log, Nine years military service as a Commissioned Officer in the Regular Army, achieving the rank of Major. For further enquiries and viewing of full CV please contact Chamber of Commerce Office, Dean Street, ph.22264 or fax 22265.

### VACANCY

The Falkland Islands Government Air Service has a vacancy for a part-time Check-in Clerk to work on Saturdays which involves the processing of passengers and freight for FIGAS flights. The successful applicant must possess a current valid driver's licence. The hours of work will vary according to flights. For further details about this position contact FIGAS office on 27219 during normal working hours.

Applications forms are available from the Human Resources Dept, Secretariat and should be returned to that Dept. by 4.00 p.m. on Friday 12 June 1998.

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## **BUSINESS ADVERTISING**

Have you seen the Falkland Islands News Network(FINN) web page? It has quality photographs and is a great advertising opportunity. See an example of this potential at <<http://www.sartma.com>>

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## **BUSINESS DIRECTORY 1998/1999**

There is an option to publish business directory advertisements in colour on the FINN Web Page. The annual cost is \$US400 for a full page and \$US200 for a half page. For further information contact Juanita on Tel/Fax 21182.

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## **TRADE DELEGATION**

The Chamber of Commerce are investigating a trade visit to Chile, please contact Chamber of Commerce office, so that we can gauge numbers before further enquiries are made.

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## **WOOL NEWS**

Market Report Week Ending 5th June 1998 from Peter Marriot

### **General**

The international wool textile organisation made the following statement this week.

"World wool production has fallen for the eighth successive year to a post second world war low. Prices remain weak because of Australia boosting supplies by selling from a stockpile and depressed by financial problems in Asia, particularly Japan.

A report by the agency, which represents the wool industry in exporting and importing countries, also cited poor retail wool sales in Europe and deteriorating consumer and business confidence in China."

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FALKLAND ISLANDS CHAMBER OF COMMERCE  
PO BOX 378  
DEAN STREET, STANLEY, FALKLAND ISLANDS  
TEL: +500 22264 FAX: +500 22265  
e-mail: commerce@horizon.co.fk



Vol. 5 No.23

BULLETIN

12th June 1998

**C OF C**

The Chamber of Commerce office will be closed on Monday 15th June for the Liberation Day public holiday.

**URGENT MESSAGE**

We received the following from a local business after the information on their hard disk was erased by a virus. "Should an email titled "Win a Holiday" appear DO NOT open it. It will erase everything on your hard drive. This is a new, very malicious virus and not many people know about it. This information was announced yesterday morning from Microsoft; please share it with everyone hat may access the internet. Once again, pass this message onto everyone in your email address book so that this may be stopped."

Please keep in mind that messages like this have been received before and they turned out to be hoaxes. However, this one appears to be the real thing.

**PUBLIC NOTICE**

The Falkland Islands Government has for sale by tender a quantity of items surplus to requirements including electrical items, furniture and stoves.

The items may be viewed by arrangement with the Supplies Office, Central Store during normal office hours.

Tender documents are available from the Secretariat, Stanley and completed tender documents should be returned to the Chairman, Tender Board, Secretariat, Stanley, to reach him on or before 3pm on Friday 3 July 1998. The Falkland Islands Government reserves the right to reject any tender received.

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The Falklands Islands Government invites tenders from suitably qualified contractors for the upgrading of infrastructure as the Fisheries Estate and the construction of car parks and other minor works in Stanley. Tender documents on receipt of a bona fide tender.

Terms should be returned to the Chairman, Tender Board, Secretariat, Stanley to reach him on or before 3pm on Wednesday 5 August 1998.

**COMMS**

Due to the public holiday for Liberation Day on Monday 15th June, 1998, the Chamber of Commerce office will be re-opened on Tuesday 16th June. Incoming DHL will be processed and delivered subsequently. For any enquiries concerning special needs with expected DHL packages please contact the Chamber of Commerce office at 11.30am Saturday 13th June, tel. 22264.

## UPDATE ON THE NEW CHAMBER OF COMMERCE OFFICES

It's official! The foundations for the new Chamber of Commerce office have been laid and the construction is on schedule for us to move in by late August/early Sept.

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## HOTTEST NEWS FROM THE INTERNET CAFÉ

The Hard Disk Café offers hot new specials this month. The cost of playing the networked computer games has been reduced from £6 to £4! The Café can also offer the computer conscious a wide range of new software and hardware from the United States and Britain, and is able to readily arrange delivery to the Falklands. All orders are easily placed and the team at the Café are always there to answer your questions. Opening hours are midday - 8pm Mon. - Sat.

Next weekend sees the first **Midwinter Games Tournament** at the Café. The entry fee is £2 and you could be the winner of any number of Hard Disk Café Gift Vouchers as a mighty champion of the cyber game world. There will also be a raffle of software and printer ink, and all Midwinter Swim participants will be given a free drink. For further information please contact the Hard Disk Café on Tel. 22589 or Synergy Information Systems on Tel. 22051.

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## MILLENNIUM BUG CAMPAIGN

Cable and Wireless wishes to advise members and the public that references to the web site mentioned in the Millennium section of the bulletin of 29th May 1998(Vol.5 No.21), was not officially provided to the Chamber of Commerce by Cable and Wireless, neither is the use for the web site recommended by Cable and Wireless.

From the Bulletin of 5th June 1998(Vol.5 No. 22), it would appear that it might be unwise use this site for testing computers for Millennium compliance in some instances.

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## LIBRARY

The latest Business Bulletin for June 1998 from the Aberdeen Chamber of Commerce has now arrived. Please contact the Chamber of Commerce office in Dean Street for a viewing. Tel. 22264

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## TRADE

EXTRACT FROM A LETTER TO THE C OF C  
FROM : A.M.V (Agencia Maritima Velmaren S.A.)  
June 9, 1998

" Velmaren S.A. is a new Uruguayan Shipping Agency which has been recently approved by our government. We are allowed to work in all ports of our country. Although we are a new company, our members have an experience of more than 30 years.

At present we are operating with a Chilean flag-ship which navigates between Chilean and Uruguayan ports. This ship has the capacity of 1700 tons, and has cranes and other elements that make possible the operation at any port with no inconvenience.

We would be interested in making this ship stop in the Falkland Islands so as to load and unload goods, when the vessel comes either from Chile or Uruguay."

Diego C. Ogando  
Director

If there is any interest please contact the Chamber of Commerce office Tel. 22264

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## BRITISH INVESTORS

Mr. Denis McColgan represents a group of British investors looking at suitable projects where their expertise and finance could be the key to profitable development of core business, possibly with local associates.

Please contact the Chamber of Commerce to enquire further into Mr. McColgan's proposal Tel. 22264.

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## JOB SHOP

Seeking employment, Rhauri Hannan 34 years old living in Tasmania, Australia. Multi-skilled outdoors worker, highly skilled in public relations, business management and fully computer literate. For further viewing of CV please contact the Chamber of Commerce office, Dean Street or Tel.22264/Fax22265.

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## VACANCY

The Fisheries Department has a temporary vacancy for a Data-Entry Clerk commencing on the 1st July for approximately six months.

The main duties of this position will be entry of information from catch logbooks. The successful applicant will be required to have basic computer literacy and typing skills, but training will be given in all aspects of the position.

Applications forms are available from the Human Resources Department, Secretariat and should be returned to that Department by 4.00 p.m. Wednesday 17th June, 1998.

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## BUSINESS ADVERTISING

Have you seen the Falkland Islands News Network(FINN) web page? It has quality photographs and is a great advertising opportunity. See an example of this potential at <<http://www.sartma.com>>

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## BUSINESS DIRECTORY 1998/1999

There is an option to publish business directory advertisements in colour on the FINN Web Page. The annual cost is \$US400 for a full page and \$US200 for a half page. For further information contact Juanita on Tel/Fax 21182.

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## WOOL NEWS

Wool Report Week Ending 12 June, 1998

"Wool trade comments locally are as gloomy as ever, and British company results have recently come through indicating about turns from profit to loss.

Deliveries are not going as well as they did, there is intense competition for new business, and sometime it is only the need to keep machinery activity which leads to orders coming through. There is discreet mention of operation on a reduced scale, verging on a short time.

As for the world wool market, Australian market indicators yesterday managed to show fractional upturns, but if allowance is made for weakness in the Australian dollar the price trend has still to be downwards.



Hopes of developing improvement depend on better competition for wool, and at least it can be said that a little less was withdrawn at auction this week. Stockpile pricing is also firmer. Coupled with a minor upturn in the Australian dollar yesterday, it is just possible to consider a firmer, or anyway steadier, future for wool regards.

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Vol. 5 No.24

BULE

19th June 1998

**C OF C**

Cable and Wireless invite the President of the Chamber of Commerce to a Public Reception in the Town Hall on Tuesday 19th June at 7 p.m.

**PUBLIC NOTICE**

Once again we are at that time of year, when Cable and Wireless are preparing to print the new Telephone Directory.

If you have any adverts or amendments to be made in this year's Directory please call into Cable and Wireless with your new artwork or telephone 20820, the closing date for all amendments will be Monday 20th July.

C & W will also include e-mail addresses in the Directory if you wish to do so.

**COMMS****DON'T FORGET THIS WEEKEND'S TOURNAMENT**

This Saturday 20th June, the first **Midwinter Games Tournament** at the Hard Disk Café. Entry fee is £2 and you could be the winner of any number of Café Gift Vouchers. There will also be a raffle of software and printer ink, and all Midwinter Swim participants will be given a free drink. For further information please contact the Hard Disk Café on Tel. 22589 or Synergy Information Systems on Tel. 22051.

**BUSINESS DIRECTORY 1998**

The Falkland Islands Business Directory for 1998 is now up on the world wide web. Members are advised to visit the site on <[www.fidc.org.fk/ficc](http://www.fidc.org.fk/ficc)> Enjoy!

**VIRUS HOAX**

We would like to inform all readers that the "Win a Holiday" virus warning that was issued in last week's bulletin was indeed a hoax. Please disregard the warning issued and inform those still believing it to be valid.

## LIBRARY

GAZETTE Vol. CVII 12th June, 1998 No. 7

Included in this publication is the Register of Electors Preliminary List 1998.

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The latest "Rotherham Business" has arrived from the Rotherham Industrial Development Office(RIDO). For further viewing please contact the Chamber of Commerce Tel.22264.

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LSM have published their Greek Shipping and Ports Directory for May 1998. For viewing please contact the Chamber of Commerce office, Dean Street.

## TRADE

### OIL AND GAS

"Swift Technological Services" are a company interested in the future co-operation for the supply of manpower and technical services to the oil and gas industry. They have been successfully operating in this field for 12 years and specialise in the supply of manpower for the design, construction, commissioning operating and maintenance of onshore/offshore oil and gas projects. They currently operate in Azerbaijan, Kazakhstan, Korea, Spain, Portugal, Italy, Colombia, Venezuela, Vietnam, North Africa, Netherlands and Scandinavia.

"Swift Technological Services" wishes to hold informal discussions without obligation, with Falkland Islands based companies wishing to develop a long term business arrangement for the supply of manpower and support services to the oil and gas industry.

"Swift" is very experienced in this market and would provide technical advice, support and CV's of suitable personnel.

The Falkland islands company would carry out an aggressive local marketing policy and provide local support for incoming personnel.

A revenue sharing agreement would be negotiated to the mutual benefit of the participants.

For further information please contact the Chamber of Commerce office Tel.22264.

## JOB SHOP

Seeking employment, Rhauri Hannan 34 years old living in Tasmania, Australia. Multi-skilled outdoors worker, highly skilled in public relations, business management and fully computer literate. For further viewing of CV please contact the Chamber of Commerce office, Dean Street or Tel.22264/Fax22265.

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Seeking employment, Malcolm Henry 19 years of age living in St. Helena. He has been involved in mechanics, construction, commercial diving and retail. Willing to undertake any type of employment offered. Please contact the Chamber of Commerce for further information Tel.22264.

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Seeking employment, Veronica Figueroa 28 years old living in Valparaiso, Chile. Enthusiastic worker experienced in retail and secretarial skills. Arranged accommodation in Stanley and speaks English.

## VACANCY

EXTERNAL PROJECT MANAGERS  
FUTURE OPPORTUNITIES

Extract from the current MOD newsletter:  
TENDER NO: DEO12/5305  
Contract Branch:  
Defence Estate Organisation  
Blakemore Drive  
SUTTON, COLDFIELD B75 7RL  
Tel. 0 44 - 121- 311 - 3611

Project Management services are required for construction of a weather proof Radar Equipment Shelter and Technical support facility. The construction of a single lane track, approx. 3,500metres from the mountain top at Mount Alice to a lower altitude helicopter Landing Site. The construction of the HLS also forms part of the requirement.

Site: Mount Alice.

Duration: 2-2 5 years

Final date for receipt of requests to participate will be 8th July 1998.

For further information please contact the Chamber of Commerce Office Tel 22264.

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## **BUSINESS ADVERTISING**

Have you seen the Falkland Islands News Network(FINN) web page? It has quality photographs and is a great advertising opportunity. See an example of this potential at <<http://www./sartma.com>>

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## **BUSINESS DIRECTORY 1998/1999**

There is an option to publish business directory advertisements in colour on the FINN Web Page. The annual cost is \$US400 for a full page and \$US200 for a half page. For further information contact Juanita on Tel/Fax 21182.

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## **WOOL NEWS**

Wool Report Week Ending 19 June, 1998 from Peter Marriott

With the home trade witnessing a slowdown in deliveries and a lack of new business the mood remains grim. Currency again looms large in everyone's assessment of the immediate outlook, not least because the effects of a weak yen on Japans neighbours in Asia. The importance of Japanese demand in world wool trade cannot be over-emphasised, and with Japans economy having now officially entered a recession, the extent of underlying softness plaguing the international wool market is clear.

There is a relatively small volume of wool to offer up to the mid season recess and this factor could lend a degree of short term firmness to the market. Australia now has a secondary stockpile, that held by growers withdrawing wool that failed to meet their reserve. This is estimated unofficially at 800,000 bales with the official stockpile at 1,146,000 bales.



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Vol. 5 No.25

BULLETIN

**C OF C WISHES TO REMIND ITS MEMBERS...**

Cable and Wireless invite the President and all members of the Chamber of Commerce to a Public Reception in the Town Hall on Tuesday 30th June at 6.30 p.m.

**COMMS****SUSAN WHITNEY MEMORIAL ART AND CRAFT EXHIBITION**

The Annual Susan Whitney Memorial Art and Craft Exhibition will be held at the Falkland Islands Community School on Saturday, 27th June and Sunday 28th June, 1998 from 2pm to 4pm.

Parents, friends and the general public are all invited to view work exhibited by pupils from schools both in Stanley and Camp.

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Mr. John Kirkham of the Industrial Society will be conducting various training courses in Stanley from 10th August to Tuesday 1st September 1998 inclusive. As in the past, the Falkland Islands Government wishes to offer some places on these courses to the private sector. Initially a maximum of five places on each course are offered but, depending on how many places are taken up by Government Departments, it is possible that more places can be made available at a later stage. It will be a case of first come, first served.

The cost per day for each course will be £25 per person. All courses will be held in the Geography Room, Community School, with the exception of those on 31st August and 1st September which will be held in the FIDC conference room.

The programme for the Industrial Society Courses is as follows:

Aug. 10th, 11th	Customer Service	2 days
Aug. 12th, 13th	Presentation, Training & Development Skills	2 days
Aug. 17th, 18th	Professional Skills for Executive Secretaries	2 days
Aug. 19th, 20th	Project Management	2 days
Aug. 21st	Effective Letter Writing	1 day
Aug. 24th	Customer Service	1 day
Aug. 25th, 26th	Presentation, Training & Development Skills	2 days
Aug. 27th	Supervisors Course	1 day
Aug. 28th	Project Management	1 day
Aug. 31st/Sept. 1st	Office Management Skills	2 days

For further enquiries or expressions of interest please contact the Chamber of Commerce Office tel. 22264

## **LIBRARY**

The latest **"What to Buy for business"** catalogue has arrived at the Chamber of Commerce office. Please contact the office for viewing Tel. 22264.

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The West Kent Chamber of Commerce and Industry has sent its quarterly publication "The News" the Chamber of Commerce. For further viewing please contact the office Tel. 22264.  
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The Falkland Islands Gazette supplement Vol. 9 No.15 is available at the Chamber of Commerce office for further viewing Tel. 22264

## **TRADE**

### **TRADE VISIT TO NEWFOUNDLAND AND LABRADOR**

The proposed trade visit to Newfoundland and Labrador has been postponed. The Department of Industry, Trade and Technology wishes to confirm their intent to continue planning a mission in September.

### **TRADE VISIT TO CHILE**

After informal discussions held at the Chamber of Commerce offices, it has been decided that the trip is to be planned for the week between the 3rd - 10th October, 1998. Should anyone wish to express further interest in joining this delegation please contact the Chamber of Commerce Tel. 22264.

## **OIL AND GAS**

"Swift Technological Services" are a company interested in the future co-operation for the supply of manpower and technical services to the oil and gas industry. They have been successfully operating in this field for 12 years and specialise in the supply of manpower for the design, construction, commissioning operating and maintenance of onshore/offshore oil and gas projects. They currently operate in Azerbaijan, Kazakhstan, Korea, Spain, Portugal, Italy, Colombia, Venezuela, Vietnam, North Africa, Netherlands and Scandinavia.

"Swift Technological Services" wishes to hold informal discussions without obligation, with Falkland Islands based companies wishing to develop a long term business arrangement for the supply of manpower and support services to the oil and gas industry.

The Falkland Islands company would carry out an aggressive local marketing policy and provide local support for incoming personnel.

A revenue sharing agreement would be negotiated to the mutual benefit of the participants.

For further information please contact the Chamber of Commerce office Tel.22264.

## **VACANCY**

A vacancy exists at Government House for a house keeper to commence duties as soon as possible. For further information please contact Mr. Neil Wallace Tel. 27433.

A vacancy exists for an Assistant Officer to commence work in July, 1998. Further details about the duties of the post may be obtained from the Taxation Office, Mrs Moira Eccles Tel. 27288

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## JOB SHOP

Seeking employment, Rhauri Hannan 34 years old living in Tasmania, Australia. Multi-skilled outdoors worker, highly skilled in public relations, business management and fully computer literate. For further viewing of CV please contact the Chamber of Commerce office, Dean Street or Tel.22264/Fax22265.

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Seeking employment, Derek MacDonald, living in Stanley. Well experienced and seeking work in manual labour. Tel. 21912.

-----  
Seeking employment, Malcolm Henry 19 years of age living in St. Helena. He has been involved in mechanics, construction, commercial diving and retail. Willing to undertake any type of employment offered. Please contact the Chamber of Commerce for further information Tel.22264.

-----  
Seeking employment, Veronica Figueroa 28 years old living in Valparaiso, Chile. Enthusiastic worker experienced in retail and secretarial skills. Arranged accommodation in Stanley and speaks English.

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## CONTRACTS

### EXTERNAL PROJECT MANAGERS FUTURE OPPORTUNITIES

Extract from the current MOD newsletter:

TENDER NO: DEO12/5305

Contract Branch:

Defence Estate Organisation

Blakemore Drive

SUTTON, COLDFIELD B75 7RL

Tel. 0 44 - 121- 311 - 3611

Project Management services are required for construction of a weather proof Radar Equipment Shelter and Technical support facility. The construction of a single lane track, approx. 3,500metres from the mountain top at Mount Alice to a lower altitude helicopter Landing Site. The construction of the HLS also forms part of the requirement.

Site: Mount Alice.

Duration: 2-2.5 years

Final date for receipt of requests to participate will be 8th July 1998.

For further information please contact the Chamber of Commerce Office Tel 22264.

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## WOOL NEWS

Wool Report Week Ending 26 June 1998 from Peter Marriott

English Sale - At the Bradford Sale compared with last Bradford Sale on 3rd June 1998, prices were generally fully firm to 2 1/2 % dearer. 85% sold.



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06 JUL 1998

Vol. 5 No.26

BULLETIN

3rd July 1998

## COMMS

## EXTRACT : OFFSHORE OIL EXPLORATION JULY/AUGUST NEWSLETTER

"The drilling programme is progressing well due to good logistical planning by FOSA and Stanley/CSM and excellent weather conditions since the rig arrived in Falkland's waters. The geological data gained from each well are providing the companies and the Falkland Islands Government with a wealth of information and will lead to a fuller understanding of the basin. The Falkland Islands Government, following advice from operators, never anticipated speedy results and it is expected that it will be some time before any conclusions can be drawn from these early exploration wells."

For further viewing of this publication please contact the Chamber of Commerce office in Dean St.

## TRAINING COURSES

Mr. John Kirkham of the Industrial Society will be conducting various training courses in Stanley from 10th August to Tuesday 1st September 1998 inclusive. As in the past, the Falkland Islands Government wishes to offer some places on these courses to the private sector. Initially a maximum of five places on each course are offered but, depending on how many places are taken up by Government Departments, it is possible that more places can be made available at a later stage. It will be a case of first come, first served.

The cost per day for each course will be £25 per person. All courses will be held in the Geography Room, Community School, with the exception of those on 31st August and 1st September which will be held in the FIDC conference room.

The programme for the Industrial Society Courses is as follows:

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Aug. 24th	Customer Service	1 day
Aug. 25th, 26th	Presentation, Training & Development Skills	2 days
Aug. 27th	Supervisors Course	1 day
Aug. 28th	Project Management	1 day



Aug. 31st/Sept. 1st

Office Management Skills

2 days

For further enquiries or expressions of interest please contact the Chamber of Commerce Office tel. 22264

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## TRADE

### HANSWELL MARITIME

Hanswell Maritime and Co. Ltd. are pleased to advise they have been nominated agents for **L.H.R. Services and Equipment Inc.** and **World Energy Supply Company**. Both above companies are suppliers worldwide to the oil industry.

L.H.R. Service Co., supply safety equipment from gloves to full welders rig and marine safety equipment, from line gun kits to rigid inflatable, search and radio equipment.

World Energy Supply Co. supply anything from a needle to an anchor, plug valves, gate valves, mud valves, and all associated requirement appertaining to the oil industry. With the two company agencies and the agency from **Ameron Devoe Marine Coatings**, Hanswell Co. Ltd., can now order a very wide range of oil related necessities. Urgent requirements can be air freighted via LanChile from our U.S.A suppliers.

Please do not hesitate to contact us by telephone, fax or telex for a speedy response. Tel. 22744 or Fax 22745 or 22289.

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## VACANCY

The Public Works Department has two vacancies for Plant Operators in the Highways Section. For further details about these positions contact Mr. Bob Hancox on 27387 during normal working hours.

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## JOB SHOP

Seeking employment, Malcolm Henry 19 years of age living in St. Helena. He has been involved in mechanics, construction, commercial diving and retail. Willing to undertake any type of employment offered. Please contact the Chamber of Commerce for further information Tel.22264.

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## FOR SALE

**BUSINESS/PROPERTY FOR SALE:** Sea Lion Lodge and Business are available for sale. Interested parties should contact Ledingham Chalmers Solicitors. Tel. 22690 or Fax 22689 for further details and to note their interest.

## LIBRARY

The South Georgia and the South Sandwich Islands Gazette No. 3, 30th June, 1998 is available for viewing at the Chamber of Commerce office Dean St.

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The Centre for Enterprise and Economic Development Research have published this years "TRAINING NEEDS ANALYSIS - Final Report". Copies are available for the public at the Chamber of Commerce office, Dean St.

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**WOOL NEWS**

Wool Report Week Ending 3rd July 1998 from Peter Marriott

"With combing plants everywhere, all conscious of inadequate demand and the need to keep plants running rather than face the problems of short-time operation, hopes of holding firmly to current already highly competitive levels have receded yet again. Combing plants are unable to keep up seven day working, with five days becoming typical. Where there has been business in the past two or three weeks, volume had been bought at the cost of very low selling prices.

Wool trade leaders met in Dreden for the annual international wool conference, and though the meetings and social life were successful enough, it cannot be said that anyone in the trade, from wool production down to retail, found much to be bullish about."



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Vol. 5 No.27

BULLETIN

10th July 1998

## C OF C MEMBERS

A comprehensive review of Company Law in the Falkland Islands is being undertaken. A working group is being formed to consult with the Attorney General in the development of new law, with close reference to the changes that have been enacted in the UK since 1948 Companies Act, (which is the binding statute on Falklands companies at present).

Council members Drew Irvine and Keith Biles have offered to represent the Chamber of Commerce on this working group, and invite those Chamber members with specific interests in changes to this branch of the law to contact them directly.

## COMMS

Mission East in conjunction with Marriott Hotels are staging Scotland's largest ever Bungee Jump for Charity. Appealing on behalf of the Ukrainian children who are being operated on without anaesthetic, these two companies are aiming to raise over £1 million pounds by the end of the year to eliminate these practices.

The Bungee Jump will take place in the large car park at the Marriott Hotel Dyce, and there will be excellent media coverage. Grampian TV will be covering the event as will the Scottish Express and The Independent.

Mission East and Marriott offer companies the purchase of an advertising banner(company logo) to be displayed proximately at the site. The cost is £150 for a banner and the order deadline is August 1st, 1998.

For further information please contact the Chamber of Commerce tel. 22264

## INFORMAL DISCUSSION SESSION MALVINA HOUSE HOTEL, 15TH JULY 1998

The next informal discussion session with Head of Departments and Chamber of Commerce Members will be on the 15th July 1998, at the Malvina House Hotel, commencing at 5pm lasting one and a half hours. Please inform Bec by 15.30 Tuesday, 14th July at the Chamber of Commerce Office of attendance, so that sufficient seats can be arranged. Thank you.

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc. Any discussions requiring written replies should be dealt with correspondence from company/individual raising question to relevant Departments.

## VACANCIES



Applications are invited for a vacancy for the position of Night Security Officer which will arise in the King Edward Memorial Hospital later this month. Further details of this position can be obtained from the Medical Department Administrator, Mrs Candy Blackley, Tel. 27412

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Applications are invited from suitably qualified persons to fill the new post of Training Officer in the Human Resources Department. Applications and a full job description are available from the Human Resources Department, Secretariat.

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A Recreation Manager is required for Stanley Leisure Centre to start work on Mon. 3rd August or as soon as possible thereafter. For further details about the position contact Paul Riddell Tel. 27291.

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## JOB SHOP

Seeking employment, Mr. Paul Griffiths. Ten years experience with British Steel and currently a Line Operator/Inspector. For viewing of CV please contact the Chamber of Commerce office Tel. 22264.

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Seeking employment, Lynsey Davis. Currently a Clerical Administration Office for Pertemps Recruitment. For further viewing of CV please contact the Chamber of Commerce office Tel. 22264.

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Seeking employment, Shirley Rozee. Living in Stanley with over fifteen years experience in business administration. Fully computer literate. For further viewing of CV please contact Chamber of Commerce tel. 22264.

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## LIBRARY

The Falkland Islands Gazette Supplement Vol. 9 No. 16 is available for viewing in the Chamber of Commerce office, Dean St.

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"What to Buy for Business" July edition has arrived at the Chamber of Commerce office and is available for public viewing.

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The West Kent Chamber of Commerce and Industry have sent a copy of their latest "News Magazine" July, 1998. Please contact the Chamber of Commerce office for further viewing.

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## WOOL NEWS

Wool Report Week Ending 10th July, 1998 from Peter Marriott

Approaching holidays in the UK industry and Europe combined with the imminent seasonal break in Australian wool sales are tentatively put forward as reasons for dull trade in textiles.

But problems in textile trading are too severe to be explained away by seasonal factors.

The impact of sterling strength, which developed 18 months ago, is only now at a stage where severe damage has accumulated to the point of closures, redundancies and profit warnings in most of the industry.



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Vol. 5 No.28

BULLETIN

17th July 1998

**COMMS**

Following the informal discussion session between Chamber of Commerce members and Government Heads of Departments last Wednesday 15th July, and the advertisement in the last bulletin concerning advertising banners for a charity bungee jump, Mr. John Birmingham has initiated a collection to raise enough money for a communal banner from business in the Falklands. He has begun the donation process and asks other members to help achieve the target of £150. The deadline for arranging an advertising banner is 27th July. To lodge a formal donation please contact the Chamber of Commerce office, Dean Street.

**VACANCIES**

A Recreation Manager is required for Stanley Leisure Centre to start work on Mon. 3rd August or as soon as possible thereafter. For further details about the position contact Paul Riddell Tel. 27291.

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Applications are invite to fill the vacancy of Trainee Computer Technician in the Computer Section of the Falkland Islands Government. Duties involve installing and maintaining Government's computer hardware, advising departments in how to use their software, designing databases for efficient record keeping and accounting purposes and checking and evaluating new software. Interested persons should contact Mike Peake Tel. 27107 for further details.

**JOB SHOP**

Seeking employment, Mr. Charles Joyce. Currently a maintenance engineer at Ockley Brick and Tile, with over twenty years experience as a welder/fitter and mechanical engineer. For further details please contact the Chamber of Commerce office Tel. 22264

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Seeking employment, Linda Crossland. Over ten years experience in retail management and staff training. Fully computer literate. For further viewing of CV please contact the Chamber of Commerce office Tel.22264.

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Seeking employment, Mr. Paul Griffiths. Ten years experience with British Steel and currently a Line Operator/Inspector. For viewing of CV please contact the Chamber of Commerce office Tel. 22264.

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Seeking employment, Lynsey Davis. Currently a Clerical Administration Office for Pertemps Recruitment. For further viewing of CV please contact the Chamber of Commerce office Tel. 22264.

----

Seeking employment, Shirley Rozee. Living in Stanley with over fifteen years experience in business administration. Fully computer literate. For further viewing of CV please contact Chamber of Commerce tel. 22264.

LIBRARY



The latest "Export Courier" for grocery lines has arrived at the Chamber of Commerce office.

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The Falkland Islands Gazette Supplements Vol.9 No. 17 and 18 is available at the Chamber of Commerce office, Dean St. Tel. 22264

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The June publication of 'Lloyd's Ship Management' has arrived at the Chamber of Commerce office Tel. 22264.

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#### CONTRACTS:

New Transmitter Hall at Bush Rincon, Falkland Islands - Tender No. DEO12/5306

The nature and extent of the services to be provided: the contract will consist of a new transmitter hall of approx. 200m plan area. The building will include steel portal frames, concrete floor duets, building services, standby generator and associated external works.

Contract period: 36 weeks

Deadline for receipt of applications: 5 August 1998

Contact: Gifford and Partners  
20 Nicholas Street.  
CHESTER CH1 2NX  
Tel. 01244311855

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#### WOOL NEWS

Wool Report Week Ending 17h July, 1998 from Peter Marriott

"Holidays are already affecting some British wool textile firms, July and August see concentrated longer breaks in continental countries. With machinery activity increasingly difficult to maintain even at below capacity levels, the outset of the holiday season can help to postpone a decision on whether to move to short time working or lay off workers for long periods.

A move of this sort illustrates the depth of the recession. Warehouses are full with undelivered orders with no information when they will be called for - and paid for - when conditions are so difficult.

There can rarely have been more anxiety ahead of the start of the wool selling season. Prices were sinking at an accelerating pace as sales were held in the first half of July, and all clients are complaining of destructive competition for whatever business can be found.



FALKLAND ISLANDS CHAMBER OF COMMERCE  
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Vol. 5 No.29

BULLETIN

24th July 1998

**COMMS**

Following the informal discussion session between Chamber of Commerce members and Government Heads of Departments last Wednesday 15th July, and the advertisement in the last bulletin concerning advertising banners for a charity bungee jump, Mr. John Birmingham has initiated a collection to raise enough money for a communal banner from business in the Falklands. He has begun the donation process and asks other members to help achieve the target of £150. The deadline for arranging an advertising banner is 27th July. To lodge a formal donation please contact the Chamber of Commerce office, Dean Street.

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**INVITATION TO TENDER**

The Falkland Islands Government is seeking tenders from suitably experienced contractors for the provision and fixing of supplementary fenders at FIPASS.

Tender documents are available from the Secretariat and should be returned in a sealed envelope marked "Fendering Tender" to the Chairman, Tender Board, Secretariat, no later than 16.30 hrs on Monday, 17 August 1998.

The Falkland Islands Government reserves the right to reject any or all tenders received.

**VACANCIES**

Applications are invited to fill the post of Legal Secretary in the Justice department to commence duties as soon as possible. Further details of the post can be obtained by contacting the Principal Crown Counsel, Mr. Robert Titterton on 27273.

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Applications are invited to fill the vacancy of Trainee Computer Technician in the Computer Section of the Falkland Islands Government. Duties involve installing and maintaining Government's computer hardware, advising departments in how to use their software, designing databases for efficient record keeping and accounting purposes and checking and evaluating new software. Interested persons should contact Mike Peake Tel. 27107 for further details.

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Applications are invited to fill the post of Fire-fighter with the Fire and Rescue Department. In addition to firefighting duties the successful candidate will be required to maintain and service all the Fire Service vehicles and equipment. Interested persons should contact Mr. David Ford on 27471.

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The Falkland Islands Defence Force has a temporary staff vacancy for a General Assistant for a period of approximately two months commencing as soon as possible. Any enquiries should be made to the Office Commanding, Major Marvin Clarke on 27474.

**JOB SHOP**

Seeking employment, Mr. Charles Joyce. Currently a maintenance engineer at Ockley Brick and Tile, with over twenty years experience as a welder/fitter and mechanical engineer. For further details please contact the Chamber of Commerce office Tel. 22264

Seeking employment, Linda Crossland. Over ten years experience in retail management and staff training. Fully computer literate. For further viewing of CV please contact the Chamber of Commerce office Tel.22264.

Seeking employment, Mr. Paul Griffiths. Ten years experience with British Steel and currently a Line Operator/Inspector. For viewing of CV please contact the Chamber of Commerce office Tel. 22264  
Seeking employment, Lynsey Davis. Currently a Clerical Administration Office for Pertemps Recruitment. For further viewing of CV please contact the Chamber of Commerce office Tel. 22264.

Seeking employment, Simon Tillbrook. Currently a Chartered Building Surveyor for Stanford and Associates, Essex. Over fifteen years experience in surveying. For further viewing a CV please contact the Chamber of Commerce office. Tel 22264.

Seeking employment, Andrea Harding. Over ten years experience in environmental and clerical duties, with a full Environmental Science Degree and National Diploma in Business and Finance. Currently residing at 18 Scoresby Close, Tel. 21578. For further information please contact Andrea directly.

## LIBRARY

The July edition of "Responseability" - the newsletter of Oil Spill Response Limited, has arrived in the office for further viewing.

"Offshore Oil Canada" has arrived at the Chamber of Commerce office for public viewing.

## CONTRACTS:

New Transmitter Hall at Bush Rincon, Falkland Islands - Tender No. DEO12/5306

The nature and extent of the services to be provided: the contract will consist of a new transmitter hall of approx. 200m plan area. The building will include steel portal frames, concrete floor duets, building services, standby generator and associated external works.

Contract period: 36 weeks

Deadline for receipt of applications: 5 August 1998

Contact: Gifford and Partners  
20 Nicholas Street.  
CHESTER CHI 2NX  
Tel. 01244311855

## WOOL NEWS

Wool Report Week Ending 24th July, 1998 from Peter Marriott

There have been no wool sales this week.





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Vol. 5 No.30

BULLETIN

31st July 1998

**COMMS**

Thank you to the 2 businesses who placed pledges toward a communal banner at a Charity Bunjee Jump in Scotland to raise funds for a children's charity. Mr John Birmingham has been informed of your generous contribution. We will hear from John on his return to the Islands, on the conclusion of his fund raising.

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**INVITATION TO TENDER**

The Falkland Islands Government is seeking tenders from suitably experienced contractors for the provision and fixing of supplementary fenders at FIPASS.

Tender documents are available from the Secretariat and should be returned in a sealed envelope marked "Fendering Tender" to the Chairman, Tender Board, Secretariat, no later than 16.30 hrs on Monday, 17 August 1998.

The Falkland Islands Government reserves the right to reject any or all tenders received.

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**CONTRACTS**

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Contract period: 36 weeks

Contact: Gifford and Partners  
20 Nicholas Street  
CHESTER CH1 2NX  
Tel: 044 1244311855

Deadline for receipt of applications: 5 August 1998

**LIBRARY**

The Governor has kindly forwarded to the Chamber of Commerce Office the following publications from Chile:

Leaflets plus a video from ASMAR, Magallanes, Punta Arenas

Presentation book, Title: Southern Port System, Punta Arenas City-Port

Presentation book, Title: Empresa Nacional Del Petroleo, Magallanes

Leaflet: Complejo portuario - industrial con oceanos de ventajas

A book with details re heavy goods vehicles, plant and road construction.

Patagonia, A Big Investment, a very interesting book with English Translation

Patagonia, Tourist book full of information.

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IAPA  
FIRST CLASS

In this magazine, City Guide to Milan Extract: "Strategically located as a gateway between northern Europe and Italy, Milan is Italy's second largest city with a population of 1,580,000. In Industry, fashion and commerce, the city sets the tastes and standards for the whole country. It is a vibrant, industrious and wealthy city - the Milanese who account for 3% of the national population, contribute one quarter of Italy's income-tax revenue."

Fully booked Extract: "Amon Cohen investigates the issues involved in airline over-booking and offers advice on how to avoid it."

Aviation taxation update Extract: "In 1992, the International Chamber of Commerce expressed serious concern about the proliferation of taxes imposed on airlines and users. It concluded that 'high taxes on airlines and airline tickets are incompatible with the freer movement of goods and services and have the twin effects of increasing travel costs and reducing demand.' Despite similar expressions of concern from ICAO, IATA and individual airlines, the tendency by governments to levy more and more taxes on air transport has not diminished. Indeed, the taxes imposed on air transport in the last few years have been notable for their severity." The article goes on to quote some prominent examples.

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LPS, THIS WEEK IN BRITAIN  
Issue 66, 14 July 1998

PLAN FOR MORE 'NATURAL' ELECTRICITY BIN8/66/4

"Wind Power and photovoltaics (PV) are expected to figure significantly in a British initiative to boost the amount of electricity produced from renewable energies." "A spokesman for the UK Department of the Environment commented: "Wind farms represent the future in environmental energy policy and demonstrate the environmental and employment benefits of the shift to renewable energy."

CABLE & WIRELESS IN TELEVISION DEAL BEN8/66/6

"Cable & Wireless communications has bought a majority stake in interactive television (TV) company Two Way TV for 13 million pounds sterling. The acquisition of 50.1 per cent of the shares in Two Way TV will be combined with a supply and distribution deal under which C&W will provide Two Way TV's digital services to its customers and market the system to other UK TV operators. Two Way TV was set up in 1992 to provide interactive TV services allowing viewers to take part in quizzes and access background information on programmes. The system has been tested in 3,000 homes in the Midlands of England. C&W will use the system as an interactive service for its digital cable TV plans."

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INTERNATIONAL BUSINESS DIRECTORY  
Western Australia, 1998 Edition

The Chamber of Commerce and Industry of Western Australia is the State's leading business organisation. With more than 6000 members, and a dedicated team of 170 employees. CCI is the force behind a better business climate in Western Australia. "The Chamber is proud to present this, the tenth Annual Edition of the International Business Directory, formerly the Western Australia's world class manufacturers, importers, exporters and service providers. I am confident the Directory

will continue to play an important part in promoting the capabilities of Western Australian industry and services to the global market place."

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Please call at the Chamber of Commerce office to view any of the publications in the Library.

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#### **JOB SHOP**

Mr Andrew Bennet of St Helena has forwarded his CV to the Chamber of Commerce Office hoping for employment in the Falkland Islands. Mr Bennet is at present employed on Ascension Island as a Radio/TV Technician. Please call at the Chamber of Commerce to view full CV.

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Ms Helena Sim of St Helena has forwarded her CV to the Chamber of Commerce Office hoping for employment in the Falkland Islands. Ms Sim has experience as a clerk, performing all clerical duties, including budget control, also interpreting and writing incident reports. Please call at the Chamber of Commerce to view full CV.

The above applicants would like to stay within their fields of current employment, but are willing to consider any employment available.

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#### **DARWIN SHIPPING LTD**

Freight Southbound, Sailing, Goods for Containerisation

Receiving 20-30 July 1998, 07-18 September 1998

Loading 31 July 1998, 20 September 1998 (All dates approximate) (Ship arrives Falklands approx 28/30 days after leaving UK)

Depart UK 01 August 1998, 22 September 1998

More details available from Darwin Shipping Ltd, Crozier Place, Stanley: Tel 27629 Fax: 27603  
email: fic@horizon.co.fk

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#### **WOOL NEWS**

From Peter Marriott for week ending 29th July 1998

"Bradford holidays start this weekend with the Mills closing for two weeks. (Offices remain Open).

With no primary markets operating we shall not be sending the usual wool market report on Friday."

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Vol. 5 No.31

BULLETIN

7th August 1998

### INVITATION TO TENDER

The Falkland Islands Government is seeking tenders from suitably experienced contractors for the provision and fixing of supplementary fenders at FIPASS.

Tender documents are available from the Secretariat and should be returned in a sealed envelope marked "Fendering Tender" to the Chairman, Tender Board, Secretariat, no later than 16 30 hrs on Monday, 17 August 1998.

The Falkland Islands Government reserves the right to reject any or all tenders received.

### FALKLAND ISLANDS DEVELOPMENT CORPORATION

FIDC supports commercial development in the following sectors with a range of assistance schemes:

Rural Development	Industry	Offshore oil exploration	
Fisheries	Tourism	Energy	Training

Applications to FIDC for assistance must be incorporated into the planning stage of a development project. To assist with planning the following information is provided for guidance.

- All applications for assistance must be received in advance of the projected development or training taking place. Retrospective applications will not be considered.
- Applications are presented for approval at FIDC Board meetings. These meetings take place approximately once per month.
- Time must be allowed for applications to be researched by FIDC staff before presentation to the Board. The time required will depend on the scale of the proposal and the current workload. A minimum of two weeks should be allowed.
- Applications must be ready for presentation to the Board ten days before a meeting to allow time for circulation to members.

Please contact Fiona Didlick, FIDC on Tel 27211 or fax 27210 for further details.

### ISLANDS PLANNING COMMITTEE

Minutes of Meeting No. 8 held on 23 July 1998

Extracts: Discussion with Mark Shrimpton: sociological/scoping study. "He faced the "Falklands way of life" issue with a degree of trepidation as an outsider but would be looking towards conclusions. Having read, among other things, Lewis Clifton's paper (dated 4-5-98), he tended to agree that the way of life had been transformed over the last 20 years in the Islands like perhaps no other." "The issue, he felt was not one of "way of life": that had changed and would continue to change because of global pressures. People may not like it but he saw people were "voting with their feet" and therefore, from that perspective, the way of life was not an issue. Values were more of an issue: freedom, opportunity, equality. He drew parallels with other small island communities with which he was familiar"

Privatisation. Extract:- "Meeting with Chamber of Commerce on privatisation had been held; no particular outcome." "it remained the stated policy of the government to see a downsizing where this would achieve increased efficiencies."

Housing needs: this was ongoing.

Draft release on Islands Plan. "The Chief Executive's re-draft of a press release about the Plan had been circulated to members. It was agreed that the document should be released to the media and the general public."

The above notes are all short extracts from the minutes, to view full document please call at the Chamber of Commerce Office

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## COMMS

### TENDER FOR THE SALE OF VEHICLES AND MISCELLANEOUS EQUIPMENT

From Command Secretariat, Headquarters British Forces Falkland Islands. Tender No CS/10/1/2/48. Due for return by 10.00 hours on 28 August 1998. Tender Sale Number 48: Lighting Tower, Trailer Platform CL, Trailer Platform Recovery, Bedford 4 Ton Cargo, Trailer 3/4T, Trailer Slab 25T, Trailer Slab 25T, Hobart Food Mixer M802, Steel Sheeting of various sizes (please call at the CofC office to view full details). Steel Diamond Mesh 100 of 2.5m x 1.25m, Aluminium Sheeting 55 of 2m x 1m x 2mm, also 1 of 2m x 1m x 10mm, Myford ML7-R Small Lathe, 120 Sheets Perforated Steel Plates 9PSP (3m x 0.4m).

Attention is drawn to paragraphs 9 to 15 regarding the viewing and the removal of lots. Please call at the Chamber of Commerce Office to view this document from MPA.

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### BABCOCK CHILE S A

Extract from comms. Babcock Chile S A. is a leading manufacturing Company in Chile in the field of Boilers and pressure Tanks. Our range of Boilers start with 1000 lbs/hr to 200.000 lbs/hr burning gas, light oil and heavy fuel oil. We also have a line of Hot water Boilers covering a wide range of sizes. Our works in Santiago can also process heavy plate fabrication like tanks for gases or LPG in sizes up to 400 cu m. Our Service Department has a permanent stock of boiler tubes, boiler accessories, oil burner spare parts and our Technicians can travel to serve and repair in site any boiler and related equipment. Our interest is to explore the possibility of offering our equipment and services to potential customers in the Falkland Islands, and with this purpose we kindly request your help to obtain names and addresses of Fishing companies, Canning factories or other entities we could contact. Contact: Jaime Errazuriz, General Manager on Fax 652 5576509 or email <babelsa@mail.bellsouth.cl>

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Aplicaciones Tecnologicas, S A. Head Office: Parque Tecnologico, Calle A, Parc 91, 46980 Paterna (Valencia) Spain. Tel: +34 96 1318250. Fax: +34961318206. Email <atsa@Aplicaciones-Tecnologicas-SA.es>

Comms from the above company request: Addresses of Associations/Unions of Industrialists/Entrepreneurs of Malvinas. To know if you have any bulletin or journal where companies can get announced in order to be made contact by other enterprises if interested in distributors of electrical material. Contact name: Eva Coscolla, Export Department.

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## LIBRARY

THE FALKLAND ISLANDS GAZETTE  
Vol. CVII, 31st July 1998 No.9

This publication includes: Appointments, Confirmation of Appointment, Promotion, Transfer, Completion of Contracts, Renewal of Contract, Retirements, Resignations. Plus Notices and Appointments of Planning and Buildings Committee Members. Fisheries Products(Hygiene) Ordinance 1998. Abattoirs Ordinance 1997. Revised Edition of the Laws Ordinance 1991. Application for permanent residence notices.

Supplement  
Vol. 9 31st July 1998 No.19

Published in this Supplement: Fishery Products(Hygiene) Regulations 1998, (S.R. & O. No.39 of 1998); Legislative Council (Disqualification from Election) Order 1998, (S.R. & O.No.39 of 1998); Commencement and Approval of Volume 1 Order 1998, (S.R. & O. No. 40 of 1998).

REVISED LAWS OF THE FALKLAND ISLANDS

Volume 1 of the Revised Laws plus amendments are available for viewing at the CofC office. Volume 1 came into force on the 1st August 1998. They are being adopted pursuant to the provisions of the Revised Edition of the Laws Ordinance 1991.

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#### WHAT TO BUY FOR BUSINESS

Edition No 209 August 1998

In this magazine: Digital Cameras, "allow you to capture images and download them directly to a computer. The latest assortment are better than ever, but which one should you choose? We take a look at the market and pick out the best."

Video Conferencing, "If murmuring inane platitudes to overseas colleagues displayed on a TV screen in the comfort of your boardroom is your idea of hell, you may feel a certain antipathy towards video-conferencing. But there is a lot more to this technology than pretty pictures."

Couriers, "We have all had business decisions and projects hang in the balance whilst waiting tensely for the bike and that document to arrive. Whether we like it or not, the courier plays a massive part in the business life of this country today. So when you decide to use one, which courier do you choose?"

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#### HSE BOOKS

Leaflets available for viewing includes: A clear guide to the HSE publications you are most likely to need. How to be top at Health and Safety

Also on Safety: The Royal Society for the Prevention of Accidents (ROSPA) have forwarded notice of "Occupational Health & Safety Congress" being held at the Glasgow Moat House Hotel - 30th September - 1st October 1998. Recommended people to attend "Company Directors and Senior Managers. Health and safety professionals. Workforce representatives with an interest in health and safety issues. Business advisers and other 'intermediaries'."

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#### DOD'S

PARLIAMENTARY COMPANION 1996

FIGO have kindly forwarded this book to the CofC Library. The final few pages of this large volume is of particular interest contents: "Government Relations and Parliamentary Consultants". Thanks to Tracey from FIGO for noting this.

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#### ANNUAL REVIEW OF LR, 1997

This magazine includes: News of LR's ship classification and certification activities - both hull and machinery - and a summary of important new ships. The importance of LR's independence and integrity in setting high standards of safety.

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Please call at the Chamber of Commerce office to view any of the publications in the Library.

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#### JOB SHOP

Mr Andrew Bennett of St Helena has forwarded his CV to the Chamber of Commerce Office hoping for employment in the Falkland Islands. Mr Bennett has a UK HGV Licence, and has qualifications as a Radio/TV Technician. Please call at the Chamber of Commerce to view full CV, plus references.

-----

Ms Helena Sim of St Helena has forwarded her CV to the Chamber of Commerce Office hoping for employment in the Falkland Islands. Ms Sim has experience as a clerk, performing all clerical duties, including budget control, also interpreting and writing incident reports. Please call at the Chamber of Commerce to view full CV.

The above applicants would like to stay within their fields of current employment, but are willing to consider any employment available.

Ms Vanessa Glassbrook of Leigh on Sea, UK has forwarded a full CV with covering letter, making enquiries for seasonal employment in the Falkland Islands. Ms Glassbrook has experience in hotel and waitress work, with 6 years experience in banking. To view CV and references call at the Chamber of Commerce Office.

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Ms Katherine Turton has communicated via email with the CofC office with the following enquiry.  
"Information of employment opportunities in the waters off the Falkland Islands. I am British and currently living in South Africa after completing a B.Sc.(Hons) in Natural Environmental Science at Sheffield University in the UK in 1997." Katherine goes on to ask "if natural science graduates are employed to survey catches on British and Argentinean ships, recording location, species and weight of the catch." For email address please contact the CofC office.

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## WOOL NEWS

Market Report for Week Ending 7/8/98  
From Peter Marriott

Extract Press Announcement: Stockpile freeze in wool crisis. Sales from the Australian stockpile have been frozen for 12 months by Australia's federal government. The decision took the industry by surprise. Urgent measures were already being discussed with farmers being asked for the views on how to deal with the stockpile and the wool crisis. It is understood that Wool International, the organisation with the task of stockpile disposal, has already called a halt to sales. What will happen in the next 12 months to their staff and storage is not known. The stockpile amounts to just over one million bales, having started when the floor price scheme collapsed at five million bales. Legislation will presumably be needed to put the freeze into effect officially and since the Australian political scene is precarious uncertainty in the Industry and in the world wool-using trade is considerable. Australian Wool Council president Rod Thirkell Johnson called the move absurd and thought it would create substantial uncertainty in the international market.

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Vol. 5 No.32

BULLETIN

13th August 1998

**CABLE AND WIRELESS**

The new Telephone Directory will be going to the printers in the next week, any last minute alterations or advertisements should reach Cable & Wireless by Wednesday 19th. Customers should note: they are entitled to one free Directory entry for each telephone, telex or fax number, additional entries i.e. another person or business at the same address and telephone number will be charged at £5.00 per entry. One email address will be included free, additional entries will be charged as above.

**FIDF TRAINING NOTICE**

The FIDF have been asked to participate in a HQ BFFI Exercise over the period 26-27 August 1998.

Employers are asked, wherever practicably possible, to release members of the FIDF to participate in this exercise.

Thank you for your continued support

Signed M.T. Clarke  
Major OC FIDF

**INVITATION TO TENDER**

The Falkland Islands Development Corporation invites tenders from suitably qualified local contractors for the supply and construction of 4 four bedrooomed, timber framed houses at Mount Pleasant Airport. All services and foundations will be provided by the Ministry of Defence.

Copies of the tender documents can be obtained from the FIDC offices, between Monday 17th August to Wednesday 19th August 1998. Within these dates tenderers must confirm in writing their intention to tender.

Completed tenders, marked 'MPA Housing', must reach the Acting General Manager, FIDC, on or before 4pm on Thursday 10th September 1998.

It is the Falkland Islands Government policy to publish where appropriate the names of tenderers and the amounts in which they tendered. Tenderers will be considered only on this footing.

The FIDC does not bind itself to accept the lowest or any tender.

**COMMS**

Customs & Immigration have forwarded a copy of "The Falkland Islands' Wool Exports and Import Statistics for 1997". Included in these statistics:

- Wool Exports 1991/92 to 1996/97
- Summary of Imports 1994 to 1997
- Selected Imports Summary
- Imports by Place of Loading
- Imports by Section
- Imports by Chapter
- Imports by individual codes



**LIBRARY****BUSINESS BULLETIN**

July/August 1998 from Aberdeen CofC

"Help for Entrepreneurs - The BVCA's Free "A Guide to Venture Capital" is available to callers free of charge from the British Venture Capital Association (BVCA). Many entrepreneurs or management teams seeking funding for their businesses may know about venture capital, but may not know exactly what it is, whether it is suitable for them, how to find the most suitable source and how to target that source effectively. The BVCA represents virtually every major source of venture capital in the UK and recognising these problems has totally revised and updated the Guide to help entrepreneurs. The new "A Guide to Venture Capital" is based on the original written by Keith Arundale of Price Waterhouse, following the success of the previous editions. It clears away the technicalities to help entrepreneurs and management teams decide whether venture capital is suitable for them. It covers the different sources of venture capital firms, it explains how to select a venture capital investor and the venture capital process - from the initial approach to realising the investment. The Guide is available to callers free from the BVCA. Tel 0171 240 3846 Fax: 01712403849"

Please note that this extract is for UK business, but there is no harm in trying for overseas copies.

Also in this magazine "Oil and Gas Directory on CD-ROM Format. In its 26th Edition, Offshore Oil and Gas Directory, published by Miller Freeman Information Services, provides detailed data on over 9,378 suppliers of over 3,166 different products and services. The NEW format CD-ROM introduces a feature not available in the printed version. For the first time, users of Offshore Oil & Gas Directory can search for services and products by country. As with the printed version, details can also be found by product, service or company name. Using the CD-ROM also allows the user to create and save information to a shortlist, print out selected information and to download information directly to pre set enquiry fax. Companies and organisations covered in this comprehensive guide span all aspects of exploration, production, drilling, offshore engineering, fabrication and project management and include manufacturers, suppliers and contractors to the industry. Copies can be ordered from Miller Freeman Information Services, Tel 1732377591 Fax 1732367301 Web: <<http://www.mfplc.com/mfinfo>>"

**SHIP TO SHORE**

Forwarded to the Chamber of Commerce by Mrs Sally Blake, this magazine has information on Trevor Jones and work to convert a 60 foot trimaran "Inventure" into the first ever ocean going yacht capable of circumnavigating the world crewed by wheelchair users. Any one wishing to view this leaflet with sponsorship form, please call at the Chamber of Commerce Office.

**JOB SHOP**

Ms Katherine Turton of Cape Town has forwarded a short CV to the Chamber of Commerce Office, details of Katherine's enquiry for employment was published in last weeks bulletin. Katherine has supplied email addresses for any interested company to make contact.

**DHL**

Due to Holiday on Friday 14th August, the Chamber of Commerce Office will open between 1 and 2pm for any outgoing DHL. Sorry for any inconvenience this may cause. This notice has been announced on FIBS.

**WOOL NEWS**

Due to Holiday on Friday 14th August, the bulletin is one day early, so no Wool News, sorry.



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Vol. 5 No.33

BULLETIN

21st August 1998

**INFORMAL DISCUSSION**

The next informal discussion session with Head of Departments and Chamber of Commerce Members will be on the 26th August 1998, at the Malvina House Hotel, commencing at 5pm lasting one and half hours. Please inform May by 15.30, 25th August 1998 at the Chamber of Commerce Office of attendance, so that sufficient seats can be arranged. Thank You.

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, (see Attorney General's letter below), raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc. Any discussions requiring written replies should be dealt with correspondence from company/individual raising question to relevant Department.

*The previous informal discussion session had a very poor turn out by the Private Sector, and we would appreciate confirmation of attendance for next weeks meeting.*

**FIDF TRAINING NOTICE**

The FIDF have been asked to participate in a HQ BFFI Exercise over the period 26-27 August 1998.

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Signed: M.T. Clarke  
Major OC FIDF

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Completed tenders, marked 'MPA Housing', must reach the Acting General Manager, FIDC, on or before 4pm on Thursday 10th September 1998.

It is the Falkland Islands Government policy to publish where appropriate the names of tenderers and the amounts in which they tendered. Tenderers will be considered only on this footing.

The FIDC does not bind itself to accept the lowest or any tender.

**COMMS**

From Attorney General's Chambers

**"IMPORTED LABOUR**

1. At a recent meeting of Executive Council it had before it a Paper in which the possibility of the government engaging overseas labour to undertake a number of capital projects was mentioned. The Paper contemplated that the Falkland Islands Government might wish to engage this labour, not at prevailing local rates for persons locally resident, but at rates which were competitive in the country of recruitment and which might well, there, be substantially lower than those generally prevailing locally even after taking into account the cost to the Falkland Islands Government of food and accommodation which it would provide.

2. It was clear that implementation of any such proposal would have a number of possible implications and before taking a decision one way or another, Executive Council wished consultation to take place.
3. You may be aware that whenever in recent years the Falkland Islands Government has engaged labour from overseas, it has sought to do so on terms which have had the effect that overall overseas labour costs have been no cheaper than local labour costs would have been, if workers had been available for engagement locally.
4. For some years the Falkland Islands Government had inserted a "fair wages" condition in its contracts requiring the contractor to pay wages which, after taking into account the cost of any food or accommodation provided by the employer are not less than those prevailing under the Stanley Wages Agreement. As you know, the Stanley Wages Agreement has now become defunct because the Government's former hourly paid employees are now remunerated in accordance with arrangements which, previously, only applied to "established" staff. I believe that the same rules apply, or at least ought to apply, in relation to labour employed by the private sector and by FIG. There is a choice to have rules of the kind I have mentioned or to have no such rules.
5. It could be argued that if the Falkland Islands Government were to intervene in this way costs would be artificially inflated above those that they would otherwise be and that this would be aggravated because there is little competition in the local labour market. Equally it could be argued that it is not sensible for the Falkland Islands Government to intervene and cause overseas employees to be paid at rates which are well above those for which they would be prepared to contract.
6. There are issues also, of course, in relation to the provision of accommodation for labour recruited overseas to do work in the Falkland Islands. A few months ago a Uruguayan firm had in mind to set up a local company to recruit stevedores in Uruguay which they proposed to accommodate in containers. While I appreciate that in some desperately poor countries persons are accommodated in far worse conditions than that, I personally believe that the Falkland Islands would be open to the greatest criticism if we were to adopt the sort of practices which the Uruguayan company had in mind.
7. I have tried, in writing the above, to outline the issues which arise. Other associated issues may occur to recipients of this letter. I invite views on the issues so that I may bring them to the attention of the Executive Council. I would be grateful, therefore, if recipients would write to me with any views they might wish to express and to do so by the end of September.
8. I would be happy, if wished by a number of people to do so, to organise one or more meetings to discuss the issues and to attempt to arrange for other appropriate Falkland Islands Government officers to be present at any such meeting.

Signed: pp D G Lang QC  
Attorney General"

*To discuss the above, please attend informal discussion session on 26th August, at Malvina House Hotel.*

## TRADE ENQUIRIES

### BIJAL ENTERPRISE

Exporter, Importer & Commission Agent, Bombay Fax: 91226710787

The above company have forwarded to the Chamber of Commerce Office information on the following goods:

"Ice Cream Making Machine	-	Coal & Electric Press Iron	-	Blow Lamp
Parafine/Kerosene Pressure Stove & Parts	-	Petromax Lamp	-	Meat Mincer (Manual)
Fruit Juicer (Manual)	-	Hoe	-	Pick Axe
Crowbar/Chiessels and Other Items"	-	Hammer	-	Fork

To view full communication (which includes photos of various items) please call the Chamber of Commerce Office.

## LIBRARY

Falkland Islands Gazette  
Supplement  
Vol. 9 11th August 1998 No. 20

Published in this Supplement: Fishery Products(Hygiene) (Fees) Regulations 1998,(S.R. & O. No.41 of 1998).

Falkland Islands Gazette  
Extraordinary  
Vol CVII 12th August 1998 No. 10

Published in this Gazette The Register of Electors - 1998

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This Week in Britain  
London Press Service News Update, Issue 68 28 July 1998

Used Computer Dealership is Launched ITN8/68/4

"Computer company ICL is launching a service that could cut the cost of used computers by providing a nationwide dealership. Called Second Time Around, the dealership will sell reconditioned personal computers and electronic notebooks at a fraction of the price of new machines. The service is aimed both at small businesses, who do not need the biggest and fastest machines to get started, and personal users taking their first step into the world of computers. Email: <l.c.l.pressoffice@400.icl.co.uk>

Globalisation of British Business Reaches Record Level BEN8/68/1 "Foreign takeover bids for British business more than tripled in the first half of 1998, breaking all records and confirming the status of the United Kingdom as Europe's most popular target for overseas acquisitions, according to a survey of global takeover activity by the consultancy KPMG Corporate Finance. The survey includes international data compiled from more than 2000 cross-border mergers, acquisitions and strategic investments. Acquisitions of UK businesses by overseas companies reached a peak of 47.63 billion United States dollars between January and June 1998 compared with 12.3 billion in the same period of 1997." "US companies made 144 UK acquisitions worth 29.79 billion dollars in the first half of 1998 compared with just 5.05 billion US dollars in the same period of 1997. Swiss buyers - the next largest group - spent 4.77 billion US dollars in the first half of 1998."

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LIVESTOCK LINK

This very popular farming oriented publication has just arrived. Issue No. 76, Aug/Sept 1998. Included in this booklet: Buildings & Materials, Carcass Disposal Equipment, Drinkers & Fittings, Feed Systems & Equipment, Poultry Equipment and lots more. To view or take out on short term loan, call the Chamber of Commerce Office.

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BUSINESS PREPARATIONS FOR THE EURO

Forwarded to the CofC by Government House, Fact Sheets including: Key Facts about EMU. What will the Euro Mean for your Organisation, Working with the Single Currency. The euro will be introduced in 11 Member States on January 1, 1999. Austria, Belgium, Finland, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain. "The euro is not 'just another foreign currency'! It's a real change to the business environment throughout Europe." Euro Internet Website: <<http://www.euro.gov.uk>>

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THE SPORTREPORT

Mr Rory Dalziel of The Sportreport has contacted the Chamber of Commerce Office with the following: "We have a business that produces a printed, fax and e-mail publication covering a round up of British and Worldwide sporting events. This publication caters for sporting fans that are unable to keep up-to-date with the latest developments and results, due to not having regular access to the European sporting papers." Contact Mr Dalziel on <[TSREPORT@aol.com](mailto:TSREPORT@aol.com)> or Tel/Fax: 0441716104289. I have asked Rory for costs involved re subs.

LOCAL

"COMPUTER HELP LINE Saddle Farm Computers are pleased to announce the introduction of a new service. This is a computer help line, so if you are having trouble installing that Zip Drive or need help setting up your Internet connection, or want help installing or using a program, then give me a call. I specialise in anything to do with Windows 95 or 98 and such as 'Word' & 'Excel', but also have an extensive knowledge of database or other problems and can offer help on most things, including Dos & other versions of Windows. If you think I can help, or if all other options have failed then give me a ring on 65001. Calls will be charged on

your phone bill @ 25p per minute (17p to Saddle Farm & 8p to C&W). You can call me anytime of the day or night and will not get an answerphone. If I am not here, simply call back later. For enquiries or quotes on ordering equipment call me on the normal lines at the usual rates."

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#### **CABLE & WIRELESS**

"Employment Conditions Abroad Ltd (ECA) have asked Cable & Wireless to assist with collecting data on local prices of a wide range of goods and services.

ECA use this information for comparing the cost of living between an employee's home country and the country in which they intend to work.

Representatives will be visiting retail outlets in Stanley and also contacting businesses to obtain details. Only publicly available information is required and the information is maintained by ECA in strict confidence.

When visiting any outlets representatives will carry a letter from ECA which explains the requirement more fully. The co-operation of businesses would be appreciated.

Clarification may be obtained from the General Manager, Cable & Wireless if required.

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#### **WOOL NEWS**

Market Report for week ending 21/8/98 from Peter Marriott

##### **Extract**

"GENERAL: In the past day or two Chinese demand is reported to be better, after a spell when almost all the buying seemed to be coming from Europe. Firms in the UK and on the continent have been using stockpile wools as an important source of supply and when it was suddenly withdrawn they were forced into sudden moves to buy wool at auction. Bradford is now back at work after the holidays and Europe resumes full time working during the week commencing 1st September. No one at the moment in Bradford speaks of finding a surge in new business or buying interest. Prices are generally left unchanged, with currency sometimes offsetting wool price increases and firms reluctant to name a price without a better trade basis to work on."

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Vol. 5 No.34

BULLETIN

28th August 1998

**INFORMAL DISCUSSION**

The next informal discussion session with Head of Departments and Chamber of Commerce Members will be on the 2nd Sept 1998, at the Malvina House Hotel, commencing at 5pm lasting one and half hours. Please inform May by 15 30, 1st Sept 1998 at the Chamber of Commerce Office of attendance, so that sufficient seats can be arranged, Thank You.

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, (see Attorney General's letter published in last weeks bulletin), raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc. Any discussions requiring written replies should be dealt with correspondence from company/individual raising question to relevant Department

***The informal discussion session on 15th July 1998 had a very poor turn out by the Private Sector, and we would appreciate confirmation of attendance for next weeks meeting.***

**LOCAL**

"COMPUTER HELP LINE. Saddle Farm Computers are pleased to announce the introduction of a new service. This is a computer help line, so if you are having trouble installing that Zip Drive or need help setting up your Internet connection, or want help installing or using a program, then give me a call. I specialise in anything to do with Windows 95 or 98 and such as 'Word' & 'Excel', but also have an extensive knowledge database of other problems and can offer help on most things, including Dos & other versions of Windows. If you think I can help, or if all other options have failed then give me a ring on 65001. Calls will be charged on your phone bill @ 25p per minute (17p to Saddle Farm & 8p to C&W). You can call me anytime of the day or night and will not get an answerphone. If I am not here, simply call back later. For enquiries or quotes on ordering equipment call me on the normal lines at the usual rates."

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BYRON MARINE  
m.v. Tamar FI

Available at the Chamber of Commerce Office, "new advice from our agents", relating to Cargo booking and shipping procedures ex Punta. Please call at the office to view, or contact Byron Marine direct on Tel 22245 Fax 22246

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**FALKLAND ISLANDS GOVERNMENT**

The Chamber of Commerce office received the following comm: "Earlier this year Executive Council approved £4000 of funding to assist with passages for some people in Tristan da Cunha to travel to the Falklands to take up employment in the Falkland Islands. Employment would not be restricted to the public sector. Passages would also be paid for Tristinians who were offered jobs in the private sector, providing the employer is able to offer suitable accommodation.

Please could you find out from your members if they have any suitable vacancies and make them aware of the content of this letter. Employment should, preferably, be for a minimum period of one year to justify the expense of the passage."

Please see Job Shop section for further employment enquiries, the Chamber of Commerce hold details of enquiries made earlier this year from Tristan da Cunha.

## FIG/PWD

From a request made at an informal discussion session, a list of construction related capital works projects for this financial year 1998/99 is now available for viewing at the Chamber of Commerce Office. Any queries re this list or individual items should be directed to Director of Public Works, Mr M J Forrest.

**TRADE VISIT TO CHILE**

3-10 October 1998.

At a meeting with FIDC representative on Wed, 12th August 1998, enquiries were made as to the availability of funding to help defray costs for the proposed visit to Chile. We are advised that any FIDC assistance, will require a submission as to the purpose of the visit, a basic itinerary and upon return a visit report. All of which will be confidential. FIDC will require a list of interested companies with the next 2 weeks for funding to be considered.

Airfare, Falkland Islands - Santiago - Punta Arenas - Falkland Islands £411 (this includes departure taxes).

Please contact the Chamber of Commerce Office if you wish to join this Trade Visit.

**LIBRARY**

The Falkland Islands Gazette  
Supplement Vol 9, 19th August 1998, No 21

Published in this Supplement: Commemorative Coins (World Wildlife Fund) Order 1998; Co-operative Societies (Exemptions) Order 1998; Registration of United Kingdom Patents (Amendment) Bill 1998; Taxes (Amendment) Bill 1998.

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This Week in Britain  
Issue 70, 11th August 1998

BIN8/70/5 "The Britten-Norman company, which created a new market over 30 years ago with a rugged, simple twin-engined all-purpose aircraft, is back with United Kingdom owners." "The need for continuous development to remain competitive led to the company seeking outside support and it became a wholly owned subsidiary of Pilatus Aircraft of Switzerland. It was renamed Pilatus Britten-Norman and basic airframe manufacture and assembly of Islanders has been subcontracted to Romaero of Bucharest in Romania. The aircraft are then ferried to Bembridge for completion. In a new development, the company has now returned to British hands as a result of Pilatus agreeing to sell the subsidiary to the UK-based Litchfield Continental investment company, which is better known for its involvement in pharmaceutical, property, marine and mining companies. The company will now revert to its original name of Britten-Norman Ltd, and design, manufacture and support of the BN-2 Islander range of aircraft will continue at its base at Bembridge Airport."

ITN8/70/1 "The website of weekly music magazine New Musical Express has been relaunched with a new frameset-based design and more opportunities for online compact disc (CD) and video buying. The site ([www.nme.com](http://www.nme.com)) has a fresh focus on daily news updates on the front page and has created a searchable archive of record reviews dating to 1990. A new community feel has been brought in with the Angst section, an online message forum that echoes the newspaper's anarchic letters page." "We expect a lot of our overseas readers will also be happy with an increase in access speed."

ITN8/70/5 "The newly launched National Savings website will allow people to check for unclaimed Premium Bond prizes in the United Kingdom. Other features include a savings calculator, online application for new accounts, and (unusually) music. It is the beginning of a firm commitment to e-commerce, the organisation said." <[www.nationalsavings.co.uk](http://www.nationalsavings.co.uk)>

**JOB SHOP**

Mrs Valerie Watson, of Stanley is seeking employment. Valerie has experience working in the following areas: Clerical, Office Work, Book-keeping, Telephone sales, Computer Data Input, and is willing to work either full or part-time. Please contact Valerie direct on Tel 22846.

The following enquiries for employment in the Falkland Islands are from Tristan da Cunha.

Adrian Swain. Adrian has experience in the following areas: Electrical, Farming, Builder, Mechanic, Carpenter.

Gerald Rogers. Gerald has experience in the following areas: Electrical, and Fisheries.

Dawn Swain. Dawn has experience in the following areas: Clerical, Farming

Robin Repetto. Robin has experience in the following areas: Electrical, Farming

To view full comms regarding the above applications, please call at the Chamber of Commerce Office.

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## VISITS

5-12 September 1998

Mr Alfredo Ferriolo Deambrosio of Operadora Portuaria Tacua S.A. Uruguay will be visiting the Falkland Islands. Tacua S.A. is a Uruguayan Port Operator interested in the transshipments of frozen fish caught in the South Atlantic. Mr Ferriolo also made enquiries regarding installing stevedoring/services company in the Falkland Islands. Correspondence held at the Chamber of Commerce is available for viewing

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8-12 September 1998

Dr T J Render, First Secretary (Fisheries), UK Permanent Representation to the European Union will be in the Islands during the above dates. The Chamber of Commerce have an opportunity to meet with Dr Render. Please contact the Office if you will be available for a meeting at 10am on Friday, 11th September 1998. At present I have confirmation of 3 representatives.

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## COMMS

Johnson & Co of S. India have forwarded the following comms: We promote tourists to South India especially Kerala state, "The Gods own Country" where the seasons never end. We have impressive and well planned tour packages for the tourists, who can choose any of the tour packages in accordance to their "Whims and Fancies". The letter goes on to say: Our field of exporting quality product like Spices, Cashewnut, Handicrafts, Tea, Gems, Antiques, Garments, Vegetables, Fruits, Meat, Leather, Carpet, Cotton Fabrics, Engineering Products or any other products from India to foreign countries. There may be businessmen like us in your country for undertaking the imports of such products, I request you to make them known about our company and to persuade them to contact us to make a healthy business tie-up with us. The letter ends with this sentence: "Expecting your miraculous co-operation in the field of Export and Tour." Contact: Fax +91471500255 or email <johnco@bigfoot.com> or visit their website <<http://www.keralaonline.com/johnson>>

*To the Membership: go on make a miraculous co-operation.*

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## WOOL NEWS

Market Report Week Ending 28/8/98 from Peter Marriott

GENERAL: China is the worlds leading buyer of wool and the limited and occasional demand from there recently is one of the reasons for wools world market problems. Weakness in the Australian & New Zealand Dollar, has cancelled the minor market improvements in Australia offsetting any price increases in Sterling terms. What is badly needed is Europe back to full time working after the summer recess and a period of firm primary markets to encourage clients to look further than immediate requirements. The recovery is seen as precariously based on the stockpile freeze rather than the pull of demand. The latest twist in the saga of Australian Government vacillation in it's wool industry interference may mean that 16,000 bales of stockpile wool will be available before the end of September. Apparently it all depends on how quickly legislation can go through Parliament.

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Vol. 5 No.35  
1998

BULLETIN

4th September

### FALKLAND ISLANDS GOVERNMENT

The Chamber of Commerce office received the following comm: "Earlier this year Executive Council approved £4000 of funding to assist with passages for some people in Tristan da Cunha to travel to the Falklands to take up employment in the Falkland Islands. Employment would not be restricted to the public sector. Passages would also be paid for Tristinians who were offered jobs in the private sector, providing the employer is able to offer suitable accommodation.

Please could you find out from your members if they have any suitable vacancies and make them aware of the content of this letter. Employment should, preferably, be for a minimum period of one year to justify the expense of the passage."

The Chamber of Commerce hold details of employment enquiries made from Tristan da Cunha.

### LOCAL

#### FIGAS 50TH ANNIVERSARY

FIGAS Tel: 27219/ 27220 Fax: 27309

Mr V Steen, General Manager, FIGAS has forwarded the following communication: "I propose to make available space in the Dornier Hangar for businesses to set up stalls to display their service/sell their wares.

Demand will determine whether this will progress. The space will be offered free-of-charge. Persons wishing to take up a slot should contact the General Manager, FIGAS by 30 September 1998."

This is an ideal opportunity to let the general public and visitors to this important occasion, know what is available from Businesses/Individuals in the Falkland Islands.

### NEW EXCHANGE CONTROLS: MALAYSIA

Bank Negara, the Central Bank of Malaysia announced on 1st September new wide-ranging Exchange Control regulations. Any Chamber member who has, or who is contemplating, commercial links with that country, or who is intending to travel there, is advised to contact Keith Biles at the bank for further details of the restrictions and regulations now in force.

### TRADE VISIT TO CHILE

3-10 October 1998.

At a meeting with FIDC representative on Wed, 12th August 1998, enquiries were made as to the availability of funding to help defray costs for the proposed visit to Chile. We are advised that any FIDC assistance, will require a submission as to the purpose of the visit, a basic itinerary and upon return a visit report. All of which will be confidential. FIDC will require a list of interested companies in the next **week** for funding to be considered.

Airfare, Falkland Islands - Santiago - Punta Arenas - Falkland Islands £411 (this includes departure taxes).

Please contact the Chamber of Commerce Office if you wish to join this Trade Visit.

**LIBRARY**

Falkland Islands Waste Disposal  
Final Report

Please call at the Chamber of Commerce Office if you wish to view this final report from Sir William Halcrow and Partners Ltd, also available: Appendices.

Extracts from Executive Summary: "An integrated strategy for waste management consists of more than merely the introduction of new physical facilities and processes. It also involves the enactment and enforcement of legislation, the establishment of a suitable organisation for its implementation, the development and implementation of a communications strategy and a financing plan. It should also be implemented working closely with the Military."

"Communication and education is an important element, if the necessary behaviour changes are to be achieved and the public is to accept the new waste management systems. The communications strategy should be developed and implemented by a local specialist, working closely with PWD."

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**Business Alert**

A Briefing for Businesses in the North of Scotland

EC Invites Proposals Pesca (Fisheries) Projects "The European Commission has published a call for proposals under the PESCA programme for transnational projects for cooperation and networking (OJ C208; 4 7 98). Areas covered are training of fishermen and tradesmen in the sector, joint management of fisheries, and innovative job-creating initiatives. The deadline is 18 September 1998." Internet: <<http://europa.eu.int/en/comm/dg14/dg14.html>>

British Overseas Industrial Placement (Bond) Scheme "The British Overseas Industrial Placement (BOND) scheme will place young overseas professionals with UK companies in a bid to build long-term relationships and encourage the exchange of knowledge and experience between the individuals and their UK host company. In the first year, the scheme will focus on the key sectors of Oil, Gas and Petrochemicals, Healthcare, Power Generation, Telecoms, Environmental Services, Construction and Food & Drink. It will be aimed at professionals from non-OECD countries, initially concentrating on India, China, Pakistan, South Africa, Vietnam, Argentina, Brazil, the Philippines, Malaysia, Thailand, Egypt and Russia. Placements will typically last between six and twelve months. The DTI will meet the administration costs of the scheme, and the industry hosts will then provide a living allowance for the participants." Further information is available from Martin Carney at the British Council in Manchester; Tel: 0161 957 7490; Fax: 0161 957 7488.

Companies House Disqualified Directors Database "Companies House, which maintains a register of directors who have been disqualified by the courts, has created a new web site to provide the public with instant access to the list. The web site will carry details of each person including their name, address, date of birth, period of disqualification and the legislation under which the order was made. Once a period of disqualification has ended, the individual concerned will be removed from the list. Internet: <<http://www.companieshouse.gov.uk>>

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**EXPO 98 PESCA**

Expopesca '98, 2-5 December 1998. "The ExpoPesca exhibition has become the natural choice for companies wanting to break into, or consolidate their business in the massive Latin American fisheries market." "The unique FISA exhibition site offers exhibitors a choice of internal or external displays in its extensive showgrounds, just outside the city of Santiago. With the exhibition scheduled for the opening of Chilean summer-time, it has been dubbed the "Sunshine Show" by both exhibitors and visitors."

The Chamber of Commerce has available information on Hotel Accommodation plus leaflet on Expopesca '98.

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**VISITS**

5-12 September 1998

Mr Alfredo Ferriolo Deambrosio of Operadora Portuaria Tacua S.A. Uruguay will be visiting the Falkland Islands. Tacua S.A. is a Uruguayan Port Operator interested in the transshipments of frozen fish caught in the South Atlantic. Mr Ferriolo also made enquiries regarding installing stevedoring/services company in the Falkland Islands. Correspondence held at the Chamber of Commerce is available for viewing.

Mr Ferriolo has asked me to mention that he will be visiting the Islands with an open mind re business opportunities which would benefit the Falkland Islands and Uruguay. *Not solely in stevedoring and port areas.*

FIDC

The Falkland Islands Development Corporation will shortly be hosting a chartered civil engineer in Stanley. Any building or construction companies that wish to seek general advice on projects are welcome to do so on Monday 14th September 1998. To make an appointment, please contact Jenny Paice, FIDC, between Monday 07th and Friday 11th September 1998.

#### 8-12 September 1998

Dr T J Render, First Secretary (Fisheries), UK Permanent Representation to the European Union will be in the Islands during the above dates. The Chamber of Commerce have an opportunity to meet with Dr Render. Please contact the Office if you will be available for a meeting at 10am on Friday, 11th September 1998. At present I have confirmation of 4 representatives.

#### WOOL NEWS

Market Report Week Ending 4/9/98 from Keith Atack

Extract, Sydney/Melbourne/Fremantle: "The market this week struggled to maintain its firm level of the previous week in the face of a strengthening Australian Dollar and a large offering in all three centres. To add to this some exporters appear to be discounting their offers to speculative levels in an effort to tempt a somewhat subdued demand. However a significantly smaller offering next week and an increased interest from Asia should point towards a firm market as exporters aim to fill September shipments and topmakers continue to feed machinery."

Extract, Bradford Sale: "Fairly strong competition resulting in a clearance of over 80% of the offering prices generally were 5% dearer."



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#### ANNOUNCEMENT

The Informal discussion session on Wednesday, 26th August 1998, at the Malvina House Hotel, has been **cancelled**.

We apologise for any inconvenience this has caused.

The Chamber of Commerce will organise another date for this important discussion session, the date of which will be placed in next weeks bulletin.

*May Sampson*



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Vol. 5 No.36  
1998

BULLETIN

11th September

#### LOCAL

FIGAS 50TH ANNIVERSARY  
FIGAS Tel: 27219/ 27220 Fax: 27309

Mr V Steen, General Manager, FIGAS has forwarded the following communication: "I propose to make available space in the Dornier Hangar for businesses to set up stalls to display their service/sell their wares.

Demand will determine whether this will progress. The space will be offered free-of-charge. Persons wishing to take up a slot should contact the General Manager, FIGAS by 30 September 1998."

This is an ideal opportunity to let the general public and visitors to this important occasion, know what is available from Businesses/Individuals in the Falkland Islands

#### TENDER

For the Sale of Vehicles and Miscellaneous Equipment

The above notice has been forwarded by Command Secretariat for your information. There are 11 pages (a few double sided) of items for sale by tender, please call at the Chamber of Commerce Office to view.

#### WORK EXPERIENCE

The Work Experience programme for Year 10 will be a two week block period from Monday, November 2 to Friday November 13.

I am drawing up a list of employers/supervisors that would be willing to take part in this exercise, and hope that many areas for future careers can be covered. Once this list has been finalised the pupils will apply in writing to the employer and an interview will be held. More than one candidate may apply for a particular job slot (as in real life) and the choice will therefore be up to the employer. In fact the scheme is designed to be as much like the real thing as possible - though of course without any wages or salary being involved.

If you would like to offer work experience I would ask that you reply in writing to this letter. Naturally I shall supply further information if required.

Signed, Mr Phil Middleton, Community Education Office, Reservoir Road, Stanley

#### NEW EXCHANGE CONTROLS: MALAYSIA

Bank Negara, the Central Bank of Malaysia announced on 1st September new wide-ranging Exchange Control regulations. Any Chamber member who has, or who is contemplating, commercial links with that country, or who is intending to travel there, is advised to contact Keith Biles at the bank for further details of the restrictions and regulations now in force.

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3-10 October 1998.

At a meeting with FIDC representative on Wed, 12th August 1998, enquiries were made as to the availability of funding to help defray costs for the proposed visit to Chile. We are advised that any FIDC assistance, will require a submission as to the purpose of the visit, a basic itinerary and upon return a visit report. All of which will be confidential. FIDC have on record companies registered for assistance to place before the Board.

Airfare, Falkland Islands - Santiago - Punta Arenas - Falkland Islands £411 (this includes departure taxes).

The Chamber of Commerce Office has contacted Chamber of Commerce Offices in Santiago and Punta Arenas, to alert them of this visit. We are hoping to arrange receptions with opportunities to meet like minded business people in both cities.

There will be a coach to transport the delegation from airports to hotel accommodation, which the FI CofC will book on your behalf, apart from these arrangements the delegation will make their own appointments for meetings.

Final costs will be sent out to businesses/individuals on the delegation list in due course.

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## **LIBRARY**

### **THE FALKLAND ISLANDS GAZETTE**

Vol. CVII, 31st August 1998, No. 11

In this Gazette: Appointments, Confirmation of Appointments, Promotions, Transfer, Completion of Contracts, Renewal of Contracts, Resignations, Notices, Corrigenda.

Vol. 9, 31st August 1998, No. 22

In this Gazette: The Federal Republic of Yugoslavia (United Nations Sanctions) (Dependent Territories) Order 1998; The Federal Republic of Yugoslavia (United Nations Sanctions) Order 1998; The United Nations Arms Embargoes (Dependent Territories) (Amendment) (Sierra Leone) Order 1998; The Angola (United Nations Sanctions) (Dependent Territories) Order 1998.

Supplement Vol. 9, 2nd September 1998, No. 23

Published in this Supplement: Fishing Licences (Applications and Fees) Order 1998

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## **From FIG**

Proposed learning events for January 1999

Open Events - public and private sectors

The above information is available from the Chamber of Commerce Office.

One section headed "Commercial Sector only": Business Skills; Corporate planning - Management buy-outs - Resource accounting - Cost/Benefit analysis - Risk assessment. Learning package for managers in the agricultural and commercial sectors designed to equip them to apply financial disciplines to their operations.

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### **What to Buy for Business**

Edition No. 210, September 1998

In this edition: Low & Mid Volume Copiers - The Digital Age. The photocopier market is entering a great period of change. Digital, connectable copiers are set to make a big impact. So where does this leave the customer? What to Buy examines this changing market and helps you make the right copier choice.

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### **London Press Service**

Issue 72, 25 August 1998

Wind Turbine for Small Industries STN/72/5: "The Gazelle is a 20-kilowatt(kW) wind turbine under development by North Energy Associates (NEA) and MKW Engineering of the UK specifically for small industries with a maximum electricity demand of less than 100kW. Suitable for sites with annual mean wind speeds of up to 7.5 metres per second (m/s), its typical uses will be for dairy and other farms, schools, water pumping stations, sewage works, glasshouses, hotels, residential homes and small industries in rural areas. The manufacturers predict that the turbine will be economic for those with electricity bills between 3,500 and 7,000 pounds sterling annually."

Place your Bets for a Tax-Free Wager ITN8/72/4: "Online betting could be available tax-free through a company using the English Channel Island of Alderney as its server base. The English island (closer to France than to England) is independent of the UK, has its own 'tax-free laws' and administration and was granted an electronic Betting Centre licence last year, and with the company's server based on the island, it means the same laws apply. The company - Sportingbet.com - now plans to introduce two more similar services, with its owner Mark Blandford insisting that the service is "not a loophole in the law but a perfectly legal practice". " Email: <betmanager@sportingbet.com>

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**FI OFFSHORE OIL EXPLORATION**  
September/October 1998 Newsletter

Headings from this newsletter: Progress with the Exploration Drilling Programme; Surveys in Falkland Waters; Falkland Islands Exploration and Production Environmental Forum (FIEPEF) Meeting; Crew Changes: Jet Air

A list of videos available from the Oil Dept is included in this newsletter, to view please call Chamber of Commerce

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**VISITS**

6th - 10th October 1998

Communication has been received from Mr John Ferguson, Overseas Club Manager, Lloyds TSB Bank (Isle of Man) Ltd, regarding his forthcoming visit to the Falkland Islands. Articles on this visit will appear in the Penguin News and Teaberry Express. To view full comms please contact the Chamber of Commerce Office.

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**JOB SHOP**

Comms have been received from Dr Andrew Smith, Reading UK. Dr Smith is a qualified wildlife biologist interested in working in the Falkland Islands or Antarctica in a professional capacity, either as a wildlife biologist or natural history tour guide. A full CV is available for viewing at the Chamber of Commerce Office.

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**WOOL NEWS**

Market Report for week ending 11/9/98 from Keith Attack

General Section: "Wool with other commodities, is passing through a very depressed spell. Deliveries in the United Kingdom are being taken up adequately just at the moment, but only in relation to reduced rates of activity. Europe is similarly placed though not damaged by Sterling strength as the UK has been for so long. The Marks and Spencer decision to publicise a meeting with its main clothing suppliers, stressing difficulties in meeting cheap import competition and the need to source production overseas, only depressed sentiment further."

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Vol. 5 No.37  
1998

BULLETIN

18th September

## LOCAL

### FIGAS 50TH ANNIVERSARY

FIGAS Tel: 27219/ 27220 Fax: 27309

From Mr V Steen, General Manager, FIGAS "I propose to make available space in the Dornier Hangar on Saturday, 19 December 1998 for businesses to set up stalls to display their service/sell their wares. The occasion is the 50th Anniversary of FIGAS. It is planned to have an Open Day at Stanley Airport with a static display of aircraft and possibly a small flying display. This will of course depend on availability of aircraft etc.

Demand will determine whether this will progress. The space will be offered free-of-charge. Persons wishing to take up a slot should contact the General Manager, FIGAS by 30 September 1998.

Should you require any further details, I can be contacted at the above telephone number."

## PRESS RELEASE 10 September 1998

Desire to Participate in Tranche F Offshore the Falklands. Extract "Desire is pleased to announce that an agreement has been reached with Sodra Petroleum whereby Desire will earn a 12.5% working interest in Tranche F. Desire already has a 25% interest in Tranches C and D, and 100% of Tranches I and L. This assignment is subject to the approval of the Falkland Islands Government."

To view or copy full Press Release please call at the Chamber of Commerce Office

## TENDER

### DECK PAINTING WORKS - FIPASS

"The Falkland Islands Government invites tenders from suitably qualified contractors for the painting of the deck surfaces at FIPASS, tender documents will be available from the Secretariat, Stanley, from Monday 21 September 1998 and tenders should be returned to the Chairman, Tender Board, to reach him on or before 16.30 hrs on Friday 9 October 1998."

## TRADE VISIT TO CHILE

3-10 October 1998.

The Chamber of Commerce Office has contacted Chamber of Commerce Offices in Santiago and Punta Arenas, to alert them of this visit. We are hoping to arrange receptions with opportunities to meet like minded business people in both cities.

There will be a coach to transport the delegation from airports to hotel accommodation, which the FI CofC will book on your behalf, apart from these arrangements the delegation will make their own appointments for meetings.

All applicants for the trip have been advised of costs involved, we have asked for confirmation of attendance so that completed lists can be forwarded to CofC offices in Chile.



**COMMS - LOCAL**

Darwin Shipping Ltd, Receiving dates for our next sailing ex UK - Receiving 19-30 October 1998. Estimated Departure Shoreham, UK: 5 November 1998. Estimated Arrival Stanley: 3/5 December 1998.

The only locally registered Company offering a shipping service to the Islands from the United Kingdom.

For further details contact us on 27629 or pop into our Crozier Place offices for further advice and assistance. (email: darwin@horizon.co.fk)

**COMMS**

Air Sea Scotland

Airfreight: UK to Falkland Islands - Extract from comms "our own arrangements to ship cargo weekly out of the UK to arrive at Mount Pleasant on LanChile's Saturday-afternoon flight arrival are being increasingly praised by a growing number of happy clients "(I think it says clients at this part, sorry the copy is not clear)

"Airfreight ex UK airport to Mount Pleasant at the following scale:

Minimum shipments (1/20Kg)	£305 00
21/100Kg	£14.95 per kilo
101/300	£8.95 per kilo
301/500	£7.95 per kilo
over 500	£6.95 per kilo

Please note the maximum dimension of any one package must not exceed 150 x 95 x 70cm, and the maximum weight of any one package must not exceed 100Kg "

I am sorry for any errors in the copying of the above, it might be best if any interested parties could call at the CofC office to view, and try their eyes at deciphering

GRIP FAST LTD  
Winford Bristol

Extract: welcome your assistance on identifying an agent(s) for our GRIPFAST® range of products. "The type of company would ideally already be involved in selling safety products and have a capability either directly or through reputable contractors of installing our safety treads. The preferred company will have a demonstrated track record of selling into existing industries especially fishing and food processing but also be known within the construction and especially the oil and gas industry. As you and your colleagues stated we ideally want one agent to make it worthwhile for both parties but obviously we need to have confidence in the fact that they can do GRIPFAST justice in all sectors."

The above comm was received following a meeting with our reps at the Stavanger exhibition.

Please call at the CofC Office to view or copy any of the items mentioned in COMMS.

**LIBRARY**

THE FALKLAND ISLANDS GAZETTE  
Supplement  
Vol. 9, 8th September 1998, No. 24

Published in this supplement: Coins(Commemoration of the Life of Diana, Princess of Wales) Order 1998, (S.R. & O. No. 45 of 1998); Coins (50th Anniversary of the Falkland Islands Government Air Service) Order 1998, (S.R. & O. No. 46 of 1998); Coins (Royal Heritage Coin Collection) Order 1998, (S.R. & O. No. 47 of 1998); Coins (Commemoration of the Life and Times of Her Majesty the Queen Mother) Order 1998, (S.R. & O. No. 48 of 1998); Coins (450th Anniversary of the Death of Henry VIII) Order 1998, (S.R. & O. No. 49 of 1998); Family Allowances (Amendment) Bill 1998; Taxes (Amendment) Bill 1998, Explanatory Memorandum.

## ISLANDS PLANNING COMMITTEE

Minutes of Meeting No 9 held on 1 September 1998

Included in these minutes: Privatisation, Housing needs, Statistics, Discussion with the Fishing Industry, Draft release on Islands Plan (Copy available, "Timetable for the Islands Plan" please call at the Chamber of Commerce Office to view or copy).

Sociological Scoping Study - Shrimpton's Report. Macro-Economy - Reports from Treasury. Industry Plans.

## LLOYD'S SHIP MANAGER

Magazines from LSM dated July 1998 and September 1998 are available for viewing at the CofC office.

## OFFSHORE

World Trends and Technology for Offshore Oil and Gas Operations

Magazines from Offshore dated January, February, April, July 1998 available for viewing at the CofC office.

## BUSINESS BULLETIN

Aberdeen CofC, September 1998

"Translators Hit the Net. A unique directory of interpreters and translators has been launched on the Internet giving instant, direct and free access - via <http://www.itl.org.uk> - to nearly 2,000 highly qualified linguists. The Institute of Translation and Interpreting believes it has the first web site of its kind, offering the only directory in which all those listed have had to pass a strict quality check based on both academic competence and professional experience. Each entry provides comprehensive information, including which languages the translator works in and his/her specialist subjects. The ITI directory is also available on CD-ROM and in traditional book form. Each item costs £45 normally, but the ITI is offering a special introductory price of £30 each, or both items for £50 for orders received before 30 September 1998."

## THE REVISED LAWS OF THE FALKLAND ISLANDS

Volume 2 is now available for viewing at the Chamber of Commerce Office, thanks to FIDC.

This volume includes Constitutional & Administrative Law (Title 19) to Criminal Procedure (Title 24).

## OFFSHORE NORTHERN SEAS 1998

Thanks to Mr Hamish Wylie the CofC Office has a copy of the above Catalogue from the 13th International Conference and Exhibition, Stavanger, Norway 25-28 August 1998

Extract from Welcome section by Chair, ONS Foundation "One overall purpose of ONS 98 will be to foster better understanding of and enhanced expertise on the vital importance of energy, and in particular to strengthen the commitment of the petroleum industry to contributing to high environmental standards and sustainable economic growth."

## JOB SHOP

Mr Roderick Tozer has applied to the Chamber of Commerce Office with a request for employment in the Falkland Islands. Mr Tozer has experience in Sales (Airline and Tourism Industry), with organisational skills gained with Tupperware Co, UK. Mr Tozer holds a British Passport and is living in Buenos Aires.

Extract from letter "I am looking for a fresh appointment now, and in view of the lack of prospects here in Argentina and my decision to leave the country, I feel that the chances of perhaps giving Port Stanley a try should not be missed, especially as I have always been attracted to the area."

Please call at the CofC Office to view CV.

**WOOL NEWS**

Market Report week ending 18/9/98 from Keith Atack

General: "Wool prices in the main Southern Hemisphere selling centres fell to new low points for the season, and indeed wool is cheaper than at any time for five years. However, price itself is not the real problem - except that falling prices prompt would be buyers to hold off in the expectation that tomorrow may bring an even lower quotation. The real problem is the chronic lack of confidence within the processing industry and the continued lack of substantive international demand at the consumer level. The general unease is inevitably heightened by, on one level, political wrangles in Australia and their possible implications for stockpile sales and wider market stability, and on another level by problems in the world economy. New wool textile business remains very hard to come by, and hardly anyone claims to be trading profitably. Some are processing wool merely to keep machinery active. However the subdued call for deliveries means warehousing are filling up. Shut downs and lay offs are already occurring at an uncomfortable rate.

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Vol. 5 No.38  
1998

BULLETIN

25th September

### TRADE VISIT TO CHILE

3-10 October 1998.

The Chamber of Commerce Office has contacted Chamber of Commerce Offices in Santiago and Punta Arenas, to alert them of this visit. We are hoping to arrange receptions with opportunities to meet like minded business people in both cities.

There will be a coach to transport the delegation from airports to hotel accommodation, which the FI CofC will book on your behalf, apart from these arrangements the delegation will make their own appointments for meetings. Unfortunately due to the reduction in numbers the cost involved re coach transport will be increasing, we are now below the numbers required for discount.

All applicants for the trip have been advised of costs involved, we have asked for confirmation of attendance so that completed lists can be forwarded to CofC offices in Chile.

### LOCAL

#### FIGAS 50TH ANNIVERSARY

FIGAS Tel: 27219/ 27220 Fax: 27309

From Mr V Steen, General Manager, FIGAS "I propose to make available space in the Dornier Hangar on Saturday, 19 December 1998 for businesses to set up stalls to display their service/sell their wares. The occasion is the 50th Anniversary of FIGAS. It is planned to have an Open Day at Stanley Airport with a static display of aircraft and possibly a small flying display. This will of course depend on availability of aircraft etc.

Demand will determine whether this will progress. The space will be offered free-of-charge. Persons wishing to take up a slot should contact the General Manager, FIGAS by 30 September 1998.

Should you require any further details, I can be contacted at the above telephone number."

### HANSWELL COMPANY

The above company has forwarded information re: Paint Products available from their USA associates. Please call at the Chamber Office to view or copy.

### TENDER

#### DECK PAINTING WORKS - FIPASS

"The Falkland Islands Government invites tenders from suitably qualified contractors for the painting of the deck surfaces at FIPASS, tender documents will be available from the Secretariat, Stanley, from Monday 21 September 1998 and tenders should be returned to the Chairman, Tender Board, to reach him on or before 16.30 hrs on Friday 9 October 1998."

### TRAINING

#### PROPOSED INDUSTRIAL SOCIETY TRAINING COURSES FOR JANUARY 1999

The Chamber of Commerce Office has details of courses for 4 January to 29 January 1999 to be run if demand is indicated:

Change Management

(2 day course)

Coaching	(2 day course)
Marketing Yourself Successfully	(2 day course)
Recruitment and Selection	(2 day course)
Skills of Managing Others	(2 day course)
Outstanding Service	(2 day course)
Writing Skills	(1 day)
Effective Behavioural Skills	(2 day course)
Business Awareness	
Business Skills	
Other Support: Pre-course work, Post-course work, Follow-up workshops, Individual coaching sessions	

Please contact the Chamber of Commerce Office with interest on any of the above courses, we have been asked to inform the Falkland Islands Government re comments on what courses "we would wish to see being run". Date for comments to CofC Office 29th September 1998.

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FIG - STATISTICS FROM BUSINESS

Further to discussion at Informal Discussion session held on 2nd Sept, the following information has been sent by Mr Andrew Gurr, Chief Executive: "It is our view that we need certain headline information in order to enable central economic planning to take place more efficiently. Therefore what we would need from each business is -

- 1 Turnover broken down by type of activity
- 2 Net payroll costs per type of activity
- 3 Number of equivalent full-time people employed in each activity
- 4 Key job salary ranges"

Mr Gurr goes on to say "I believe that all your members will be able to appreciate the value of this information, particularly with regard to comparisons between the private and public sectors, which are of considerable importance to both of us. In addition to the above information we feel it would be useful to have a quarterly report on business confidence which would be done by means of a simple questionnaire, ticking boxes, asking such questions as whether the business is planning investment in the coming year and whether they are more or less confident than during the previous quarter. This will help to give us a much better feel for attitudes towards the future than we have at present."

Mr Gurr notes that in the UK many small businesses spend a disproportionate amount of their time filling in forms for Government and considers that to be totally unacceptable.

The above process of information gathering is proposed for January 1999. Comments on the above to be sent in writing to the Chamber of Commerce Office please.

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## LIBRARY

### LONDON PRESS SERVICE UPDATE , ISSUE 73, 1 SEPT 1998

Small Companies are 'Reluctant to Update Equipment' ITN 8/73/1. Technological awareness is driving a gap between those that are willing to accept change and those that are not, according to a survey. Research has revealed that two thirds of United Kingdom companies are not willing to change and risk losing out to those competitors who have embraced the information age. Directors from 550 companies were surveyed by BT (formerly British Telecom) which found that the typical company profile of those sceptical of change were those

with the lowest turnover and the least number of employees. Of the third that were using new technologies, a vast number - 88 per cent - used e-mail and the Internet to aid their business. Despite the costs of introducing new systems nearly half of the companies believed that investing in new technologies would improve their competitive edge. E-commerce - selling goods and equipment via the Internet - is also high on many companies' agenda for the future, with 40 per cent predicting that they would be selling goods online within five years. Video conferencing and recruiting via the Internet were also considered a priority. The 'millennium bug' (Year 2000 compliance) continued to be a major concern for British business, with 17 per cent believing that they would still be trying to exorcise the bug by 2003.

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FALKLAND ISLANDS GOVERNMENT  
REPORT OF THE GOVERNOR ON THE FINANCIAL YEAR JULY 1997 TO JUNE 1998

The Chamber of Commerce Office has 3 copies of the above report for viewing.

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FIG Gazette  
Supplement, Vol 9, 21st September 1998, No.25

Published in this Supplement: Disapplication of Enactments No. 2 Order 1998, (S.R. & O. No. 50 of 1998); Law Revision Order No. 1 of 1998, (S.R. & O. No. 51 of 1998); Commencement and Approval of Volume 2 Order 1998, (S.R. & O. No. 52 of 1998); Law Revision Order No. 1 of 1998, Commencement Notice.

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LLOYD'S SHIP MANAGER  
August 1998

Articles Included in the above magazine: Poland, new terminals to be built at Gdynia. Car Carriers. Baltic States. Passenger Ferries. Indonesia.

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OCEAN VOICE  
Maritime Information Technology & Electronics - July 1998

Articles in the above magazine: Enjoying the World Cup at sea. Using IT in shipmanagement. Data transfers on the fast track. 7 months to get ready for GMDSS.

**JOB SHOP**

Mr Russell Blackman from Hampshire, has forwarded a copy of his CV to the Chamber Office for your information. Mr Blackman has extensive experience in engineering, and ideally would like to work on a local ship, but is willing to consider other employment within the engineering field. Mr Blackman also has City and Guilds certificates in Fabrication and Welding, Motor Vehicle Craft Studies Part 1, Part 2, and Communication Skills Level One.

To view CV and covering letter please call at the Chamber of Commerce Office.

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The Chamber Office still have on record names of Tristan da Cunha applicants for employment in the Falkland Islands. Please call at the office to view file. Executive Council have approved £4000 of funding to assist passages for some people in Tristan da Cunha to travel to the Falkland Islands to take up employment.

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**CHAMBER OF COMMERCE/JOB SHOP**

The Chamber of Commerce window is used to advertise jobs available in the Public Sector, the Private Sector can place their adverts in the window as well, but few take up the offer. There is no cost involved in placing your advert in the window, it is an ideal place to view work opportunities. On hearing about a vacancy, job seekers often visit the office to view adverts. *Please make use of this facility.*

**WOOL NEWS**

Market Report for weekend ending 25/9/99 from Peter Marriot

General Section: "The firmness in all primary wool markets this week has given clients a little more interest in price levels and they also comment they have received more enquiries for yarn than the previous eight weeks. Having said that any prices quoted are at very low level, certainly well below today's current price quotation, however, our clients comment that the real problem is with old contracts, which are not been delivered because of intervening price changes. Consequently, stocks are rising and will need to be cleared before greasy wool purchases increase significantly."

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Vol. 5 No.39  
1998

BULLETIN

2nd October

**PROPOSED TRAINING COURSES FOR JANUARY 1999**  
**Bulletin No. 38**

The Chamber of Commerce received no indication of interest from membership re Industrial Society courses.

**FIG - STATISTICS FROM BUSINESS**  
**Bulletin No. 38**

The Chamber of Commerce have received no comments to date, on the information FIG wish to gather from businesses in the Falkland Islands, **see last weeks bulletin No 38**. The Chamber of Commerce Council wish to collate views from our members, so please communicate with your opinion on whether you would be willing to answer all questions asked or whether you wish not to, in writing please.

**COMMS**

**IMC CONSULTORES LTDA**

Extract from comms: "IMC Consultores is the Santiago subsidiary of the IMC Group, a UK owned but international engineering consultancy. The traditional business of the Group is in the mining and energy sectors. We in Chile, were the technical services company of Rio Tinto until the beginning of the year when we were transferred to the IMC Group which itself is part owned by Rio Tinto. The slump in the copper price particularly has forced us to look for other types of work and we have been undertaking less specialised projects in Chile, the latest being efficiency upgrading of a food packing plant in Santiago. As one of your nearer neighbours I wondered if you thought that there might be opportunities on the Islands for us. We can undertake design, costing, project management work of nearly every kind and for special or larger projects have access to the substantial capability of the Group. The advantage to companies operating on the Islands would be proximity (relative) and at competitive cost levels, at least when compared to UK-based services. We also have access to the very large and remarkably sophisticated professional market of Santiago. If there were to be a security aspect in any work I am British and an ex Regular Sapper officer. The rest of the company are Chilean except for a New Zealander. If you think that we might be able to help any of the companies operating in the Islands I would be grateful to be put in touch with them or even to come and visit them."

Contact: John F Hughes, General Manager, Tel: 5622318064 Fax: 5622317916  
email: <73000.1606@compuserve.com>

*Mr Gordon Ewing and Mr Terry Betts will meet with Mr Hughes in Santiago next Monday.*

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**EU-JAPAN CENTRE FOR INDUSTRIAL CO-OPERATION, EUROPEAN OFFICE**

Extract from comms: "Following the decision of the Council of Ministers of the European Union on 24 November 1997 (Ref. 97/803/CE) we are pleased to send you some information about the programmes run by the EU-Japan Centre for Industrial Co-operation, which are now open to companies of Falkland Islands. The main activity of the EU-Japan Centre for Industrial Co-operation is to organise management training programmes in Japan in order to familiarise managers from industrial companies with Japanese management methods, to facilitate the penetration of their companies into the Japanese market or their search for local partners. We would appreciate your co-operation for the promotion of our training programmes in Falkland Islands and hope that companies of Falkland Islands will take advantage of them."

The Chamber of Commerce Office have brochures and leaflets available for viewing re above comms.



**CONFERENCE PROGRAM - 25 - 28 OCTOBER 1998  
ST JOHN'S, NEWFOUNDLAND, CANADA**

Leaflet available re above. "An international conference on managing the effects of oil and gas activity in frontier regions. Come and learn real-world oil and gas lessons from many of the world's foremost frontier experts. Workshop and Plenary topics include; economic benefits planning; employment and training opportunities; offshore oil and gas law; oceans policy; environmental and social effects; corporate ethics; and business opportunities."

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**VISITS**

Mr John Howard - Audit Manager, and Ms Karen Ballantyne - Audit Senior, Wilkins Kennedy, met with 3 of the Chamber of Commerce Council on Thursday morning, the meeting was totally informal to introduce Wilkins Kennedy representative to the Council. Wilkins Kennedy reps have made available to the membership Leaflets with a covering notice of their proposed operations in the Falkland Islands, also for the library copies of their Chartered Accounts News magazine.

Wilkins Kennedy are now operating in the Falkland Islands. We can offer:

- Audit and accountancy
- Bookkeeping
- Business consultancy
- Taxation services - corporate, personal and expatriate

A British firm, established in 1882 with five offices in the UK, we advise a range of clients, from international companies to private individuals. Contact us for an initial, no obligation discussion:

Local contact : Karen Ballantyne, PO Box 725, Stanley  
Tel or Fax via J&S Robertson - Tel: 21339 Fax: 21340  
email: wkfalklands@compuserve.com

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**LIBRARY**

London Press Service News Update, Issue 74, 8 Sept 1998

**BOOST VIA THE INTERNET FOR EXPORT ITN8/74/5** : Extracts "British companies looking to develop overseas business have received a boost from an Internet service that replaces an old paper-based system. Launched by the Trade minister Brian Wilson at Trafalgar Square in London, the service will provide up-to-date links supplied by British embassies around the world." "We have calculated that most small to medium sized companies only make about three contacts per month, so we are being generous. If any company needs extra then the details will cost 20 pounds sterling each time." "Information and leads will be supplied to any company involved directly to their computer, a quicker and simpler method than the old paper-based service." "The Internet and e-mail are the business tools of the future." Website: <www.tradeuk.com>

**Issue 75 - ITN8/75/2** "Illustrators and cartoonists have been given a new home for their work via the Internet that could act as a first port of call for anyone wishing to find a particular cartoon image. Created in London, the web site (www.cartoonstock.com)" "Now anyone looking to illustrate anything from a business presentation to a book need only key a relevant word into our database and they will be presented with a selection of cartoons on their subject that they can view, purchase and download quickly and cheaply."

**ITN8/75/4** "Moves have begun to encourage use of an obscure top-level domain (.ac) by professionals such as lawyers, doctors, and academics. The domain is technically the geographical Internet pointer for the Ascension Islands, a United Kingdom dependency in the South Atlantic with a population of about 1,100 people. Using .ac for a specific market will make better use of the established domain space system. Names can be bought from the www.nic.ac registry for 60 pounds sterling. The domain will provide additional clearly defined space beyond the country-specific second-level domains such as .ac.uk and .ac.jp, which have long been used for educational establishments. The operators of the registry, Internet Computer Bureau, have agreed with the World Intellectual Property Organisation a policy for disputes over names within the domain. They are also working with Internet One (www.io.io) to ensure directory listings and fair treatment for anyone using the domain space. The nic.ac registry will be co-ordinated from the UK and will have servers operating in London, Amsterdam, New York, Melbourne, and Tokyo."

## EXPORT COURIER, JUNE 1998

June edition of this booklet features Health & Beauty, the Chamber of Commerce Office has 2 copies available for the membership to view

## STATOIL

The above company gifted a computer CD to Mr Hamish Wylie at the recent Oil Conference in Norway. The title of the CD is "Reliable Energy - for you." Extract from cover. "We invite you to take a voyage through the 5 billion years since the Big Bang, through the Jurassic period and down to our own time with the discovery of major oil and gas reserves off Norway. Energy is essential for our modern lifestyles. At the same time, we face major challenges in conserving our common global environment. You are now only a mouse click away from experiencing the exciting world of energy and learning about its environmental impact."

Please call at the Chamber of Commerce Office to borrow this CD.

## FARM HOLIDAY BUREAU 1998

FIGO have very kindly forwarded a Book titled "Stay on a Farm". This book includes B&B, Self-Catering, Short Breaks, Business Stays in UK. Extract from introduction: "The Bureau is a national network of farming families who provide value for money, good food and a warm welcome in quality bed and breakfast and self-catering accommodation."

There is a web-site <<http://www.webscape.co.uk/farmaccom/>>

## DUDLEY STOCK CATALOGUE

The above catalogue covers: Electronic Office Supplies, General Office Supplies, Paper & Envelopes, Training & Presentation, Health & Hygiene, Catering, Business Machines, Furniture & Interiors

## GLOBAL CERAMIC REVIEW

Issue 1/98 Spring 1998

The above company have forwarded a brochure. Contents: New Handling System for H&R Johnson Tiles. Four Part Strategy Underpins Clay Group's Progress. Shiftwork - Personnel News. Material Matters - Preparation, Handling, Testing and Evaluation of Raw/Start Minerals and Materials. Major Honour for Refractories Boss; New Ceramic Show for South America, plus lots more

## JOB SHOP

## VACANCY

The Falkland Islands Development Corporation has an immediate vacancy for a receptionist to join its small and friendly team. A pleasant manner is essential and preference will be given to applicants with experience of word processing. Salary will be paid in Grade H, ranging from £9,324 to the mid point of £11,664 dependant on the applicants age, experience and qualifications. Job sharing is a possibility for this position, which could be split between mornings and afternoons.

Further details and a copy of the job description can be obtained by contacting Jeanette Miller at FIDC on telephone number 27211.

Applications in writing, together with a CV or records of achievement for school leavers should reach the General Manager, FIDC by 4.30pm on Friday, 9 October 1998.

## EMPLOYMENT ENQUIRY

Mr Paul Dilworth, presently residing in Sharjah, United Arab Emirates has communicated via email with the following employment enquiry. Extract "My background can be summarised as follows: presently employed as a Lecturer in Electro-Mechanical Engineering as part of a 5 year honours degree in electronics Engineering, here in the Arabian Gulf, prior to which I was an Admin and Logistics manager with an oil pipeline coating Company in UK. I believe I have the background and experience to make a positive contribution to the new

phase of development in which the Islands now find themselves" "In my spare time I am a full time sailor and it is my intention to sail to the Falklands in my 42 ft sailing boat "Aquarius" and with the relevant permissions would be interested in setting up a sailing club or contributing to one if it exists already."

Mr Dilworth's email address is available from the Chamber of Commerce Office.

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**ESPRIT PERSONNEL**

The above agency have sent details of their current terms of business which they would like you to check over. Esprit Personnel's main business activities are (Extracts) "the supply of au pairs, mother's helps, nannies and housekeepers etc. to clients within the United Kingdom. We sincerely hope that we can establish an alliance with agencies in the Falkland Islands for the supply of the above. We are more than happy to discuss the financial aspect of this relationship with you or your representatives".

Please contact the Chamber Office to view full comms.

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**SOCIAL ISSUES SCOPING STUDY  
from Community Resource Services Ltd, August 1998**

Extract from Introduction: "In the wake of the Coopers and Lybrand Socio-Economic Study of the Falkland Islands there was concern, on the part of some Councillors and government officials, that it had insufficiently addressed social aspects of the potential effects of offshore oil. There was limited consensus as to the appropriate response, although there was a general feeling that there was a need for some form of 'social survey', 'sociological baseline study' or 'social analysis'. Community Resource Services Ltd. was approached with a request that Mark Shrimpton, who had presented a course on the new industry in Stanley in 1993, undertake a social issues scoping study as a means of addressing this difficulty."

"This report outlines the research methodology and findings, and reviews the options for further research. It also presents some general observations as to how best to respond to the offshore oil industry."

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FALKLAND ISLANDS CHAMBER OF COMMERCE  
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Vol. 5 No. 40

BULLETIN

9th October 1998

**PROPOSED TRAINING COURSES FOR JANUARY 1999****Bulletin No. 38**

Thank you to companies who have replied regarding proposed training, I have forwarded the information to Human Resources Department, Secretariat, on your behalf.

**FIG - STATISTICS FROM BUSINESS****Bulletin No. 38**

Thank you to the companies who have replied regarding questions to be asked as from January 1999 in the Private Sector for Government information. The Chamber of Commerce Council meet on the 14th Oct, replies received will be discussed prior to replying to Mr Andrew Gurr, Chief Executive.

**TENDERS**

Meter Reading Contract

The Falkland Islands Government invites tenders for the reading of electrical meters in and around Stanley, for the period commencing 1 November 1998 to 30 June 2001.

Tender documents are available from the Secretariat, Stanley and completed tender forms should be returned to the Chairman, Tender Board, to reach him on or before Friday 16 October 1998.

Secretariat, Stanley, 2 October 1998, Public Notice: 146/98

**COMMS****LOCAL****VISITS**

Draft programmes for Mr Tony Richards, Keene Public Affairs, 9-17th Oct, Mr Christopher Lockwood, Daily Telegraph 9-14th Oct, and Mr Michael Knipe, 9-17th Oct, The Times, have been forwarded to the Chamber of Commerce Office.

**ISLANDS PLANNING COMMITTEE**

Minutes of Meetings No. 10 held on 29 September 1998

Contents: Matters Arising, Social Issues Scoping Study, Privatisation of Pony's Pass Quarry, Private Sector Statistics, Any other business.

To view above minutes please call at the Chamber of Commerce Office.

**Exercise Cape Petrel 12 -16 October 1998**

It is planned that the Defence Plan for Stanley, Operation Auger, will be practised during the above exercise. Operation Auger has not been practised for some years and is wholly dependant on the maximum possible turn-out of members.

The Procedure is that His Excellency the Governor will instruct the FIDF to report for duty and a public announcement plus phone calls will be made instructing the FIDF to report to the Drill Hall. Whilst the exact details are not known, it is envisaged that the FIDF will be involved throughout the period Wednesday 14 and Thursday 15 October 1998. Can you please notify your members of the forthcoming exercise and request that wherever possible staff release will be greatly appreciated.

The Management within the FIDF is very conscious of the contribution the private sector makes to staff release and is extremely grateful for their support, without which the force would not be able to function.

Signed: M F Clarke, Major, OC FIDF

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#### FIDC LIBRARY

FIDC have forwarded a comprehensive list of books that are now available for viewing or borrowing at the FIDC Library, books are available under the headings: Business, General, Interviews & Meetings, Personnel, Presentations, Self Employment, Time Management, Training, Writing.

Please contact Mrs Fiona Didlick, on 27211 if you are interested in any of the above publications

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#### LIBRARY

Mr Tim Cotter, FIDC has kindly forwarded information, which was obtained during his UK visit, from the following companies: Prestige Services Incorporated Ltd, Prestige are Electrical & Mechanical Wholesalers, the information received contains: List Prices for Bearings, (Tim informs me that the prices are very competitive). A leaflet from Wymark features: "Greasomatic '96" (Injects Lubricant Continuously for a pre-selected period of up to 12 months). Abbey Extrusions Ltd, leaflets feature: Water Delivery Hose and Spiral Hose Guard.

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#### FALKLAND ISLANDS GAZETTE

Vol. CVII, 30th Sept, 1998, No. 12

Published in the above gazette: Appointments, Confirmation of Appointments, Promotion, Completion of Contract, Renewal of Contract, Resignation. Notices: Applications for Naturalisation, plus Appointments of Temporary Customs Officers.

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#### LONDON PRESS SERVICE NEWS UPDATE

ISSUE 76, 22 SEPT 1998

Seeking to Harness the Wind. BIN8/76/5. "More than 100 bids have been made to develop new onshore wind farms in the United Kingdom as the Government looks to expand the amount of electricity produced by renewable sources of energy such as the sun, wind, water and crops. Energy Minister John Battle says that developers are also 'eager' to establish the first wind farms offshore. He has just taken the first step towards generating power from offshore wind by inviting views on how the necessary technology can be best supported by the Government.."

A Nation of Whizkids. ITN8/76/2. "Britain is becoming a nation of 'technology whizkids' who are 'out-clicking' their European counterparts when it comes to the internet, according to a survey commissioned by information technology systems and services company ICL. The survey disclosed that the United Kingdom is a nation excited by technology and is often keener than the rest of Europe to consider new applications. Attitudes to technology across Europe and the United States are starkly different, says the survey, entitled the Lifestyle Revolution." The rest of this article is very interesting with conclusions of the survey carried out.

Faster Net Developed by British Firm. ITN8/78/5. "The speed of the Internet could be dramatically changed thanks to the development of a new web server. Cambridge-based Zeus Technology, of eastern England, and Hewlett Packard have come up with a web server that has the potential to deal with the 10 busiest websites in the world on one machine. They claim to be able to deal with 1.19 billion requests a day, which works out at 13,811 operations per second. The co-founder of Zeus Technology, Adam Twist, who is 22, said "Everyone sees the Internet as something that is too slow. What we have hopefully done here is shown the way in how to speed up the Net by allowing the server to deal with simultaneous connections." Email: <barnes@zeustech.net>

Trade Minister Heads Business Drive to North America. BEN8/76/5. "For the first time a Scottish local authority, Aberdeen City Council, has teamed up with a North American partner to co-host a ground-breaking computer software exhibition - Softworld '98, being held in St John's, Newfoundland. The exhibition, which opened on 21 September, was at the centre of Britain's Trade Minister Brian Wilson's first visit in that role to Canada. Forty United Kingdom companies are involved in Softworld '98 to be attended by more than 750 senior information technology (IT) executives from 35 countries around the world."

## CABLE & WIRELESS

C&W extends its apologies to all customers for the loss of International telephone and fax services during last week.

As a gesture, a special week-long concessionary international telephone charging plan will be introduced.

From midnight Thursday 8th October 1998 until midnight Friday 16th October 1998 the following rates will apply to all international calls regardless of the time of day.

United Kingdom	-	£1.10 per minute
Rest of the World	-	£1.25 per minute

As from midnight on Friday 16th October 1998 charges will revert to current published rates.

## WOOL NEWS

Market Report for week ending 9 10 98

General Section: This weeks softness in Sterling raises hopes that export pricing for the hard-hit wool textile trade may eventually move some way towards becoming competitive again. Hopes are as far as things go at present, though. Sterling rates have a long way to go before the return to levels which used to enable wool textile exporters to stay in business.

Direction is everything with markets, however, and there is some talk of a definite improvement in inquiry, presumably triggered by sharp appreciation in the Australian, New Zealand and South African currencies against the US Dollar as well as Sterling. Traders have been compelled to operate on the bearish tack to such an extent that there must be business to place, and the feeling is that this stage has been reached.



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Vol. 5 No. 41  
1998

BULLETIN

16th October

**FIG - STATISTICS FROM BUSINESS**  
**Bulletin No. 38**

Thank you to the companies who have replied regarding questions to be asked as from January 1999 in the Private Sector for Government information. *The Chamber of Commerce Council meet on the 14th Oct, replies received will be discussed prior to replying to Mr Andrew Gurr, Chief Executive.* The meeting on 14th had to be postponed due to illness, re-scheduled to 21st October 1998. Keep your replies re Questions coming please, to date we have replies from 3 Companies.

**COMMS**  
**LOCAL**

TENDER No CS/10/1/2/50 due for return by 1000hrs on 6 Nov 1998. For the Sale of Vehicles and Miscellaneous Equipment, from Command Secretariat, MPA. Viewing of lots will be 26th to 30th October. Details of Lots cover 3 pages, items ranging from Land Rover 110 V8, Tractor Agri Rough Terrain, Gemini Medium Craft (NEO 331), 1 Roll Aluminium Trackway (32 Metre), Culvert Sections (Various), Page No 3 deals with Catering Equipment spares.

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

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**ACQUISITION OF CROWN LAND**

A paper re the above has been forwarded to the Chamber of Commerce Office by Crown Counsel, A A M Inglis. Extract from Introductory: "Over recent years as land transactions have become more frequent and more complex, FIG has developed systems for dealing with applications for and the allocation of Crown Land. The following is a summary of the normal procedures which FIG requires to be followed by any person interested in acquiring Crown Land, whether by purchase or lease, for residential or commercial purposes. The prices quoted are correct as at October 1998."

Extract from Residential Land in Stanley: "East Stanley Development. Serviced residential building plots are available for sale within the East Stanley development area at a price of approximately £28,000 per acre. This price includes hardstanding and ranch style fencing. A waiting list for plots within the East Stanley development area is maintained by the Environmental Planning Office. At present plots are being allocated to persons on the priority waiting list. The priority list is open to persons who do not already own more than one house, and who are (1) individuals who are resident in the Falkland Islands and who have status under the Falkland Islands Constitution, or (2) resident individuals who hold a permanent residence permit, or (3) non-resident individuals who have status under the Falkland Islands Constitution and who can demonstrate a definite return date to the Falkland Islands within the next two years."

"Upon completion of the surrounding roads and construction of the fencing and hardstanding the plot is available for release. The applicant will be sent a building licence and an invoice for the building licence fee which is 10% of the plot purchase price. There are three price bandings depending on the size of the plot. These are £5,150 for plots under 890m<sup>2</sup>; £6,250 for plots between 890 and 1,052m<sup>2</sup>; and £7,350 for plots of 1,052m<sup>2</sup> or above."

Extract from Commercial Land in Stanley: "The price set by FIG for Crown Land to be used for commercial development within (or located close to) Stanley is £40,000 per acre. This includes land to the west of Stanley up to Moody Brook and to the east of Stanley down to and including Gordon Lines and the Canache. The current policy is not to sell commercial land but to lease it on 99 year leases. The purchase price of fully serviced commercial land (where it is available for sale) is £40,000 per acre. The rent charged for fully serviced commercial land (whether it is leased on a short lease or a 99 year lease) is £4,000 per acre per annum."

Discounts on these prices are sometimes negotiated on a case by case basis for sites which do not have the benefit of the full range of services (i.e. electricity, water, foul water drainage) or which are to be used for agricultural purposes "

The above are extracts, please call at the Chamber of Commerce Office to view the full paper.

## LIBRARY

### FALKLANDS FOCUS

Issue 66 September/October 1998

The above issue includes: The Right to Self-Determination - United Nations Hears the Falkland Islands Case. Students Become BBC News Editors For A Day. Oil Update. Focus on Fisheries. Falkland Islands Exhibited at the County Shows. British Business in the Falkland Islands. News in Brief. Extract from this section "LanChile Celebrates First Anniversary. It is a year since the first LanChile flight between Santiago and the Falklands. Since then a total of over 3000 passengers have used the weekly service, an average of 60 passengers per round trip "

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### ABERDEEN COFC BUSINESS BULLETIN

October 1998

Extract from Member's News: "Stewart Milne Timber Systems have been appointed as timber frame manufacturers for an accommodation unit for Romanian Orphans who are being given the opportunity to "escape" from the awful Institute that is currently their home. This first building of the project, which will house 12 young people, is specially designed for the cold conditions in the northern town of Siret in Romania and will leave Aberdeen in" there is a misprint at this section "artic trucks for the six day overland journey. Stewart Milne will also supply a supervisor and an expert team of erectors who will work with a party of dedicated volunteers from the UK and local participants in the scheme. " To read full article please call at the Chamber of Commerce Office.

Extract from Offshore Europe 99 Launched: "Full information on exhibiting at Offshore Europe 99 (Aberdeen, 7-10 September 1999) is now available and the Call for Papers for the conference has been published." The Offshore Europe 99 Exhibition brochure, and booking form are available from the Offshore Europe Partnership, Ocean House, 40 Kingston Road, New Malden, Surrey, KT3 3LZ Tel 01819499222, Fax 01819498186. Email <oe99@spearhead.co.uk>, Website: <<http://www.offshore-europe.co.uk>>

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### LLOYDS TSB BANK OVERSEAS CLUB

Mr John Ferguson of Lloyds kindly forwarded the above named folder to the Chamber of Commerce Office. A valuable service that helps you get the most from Living & Working Overseas. Information included in this folder: Interest Rates, Opening your account, Benefits. To view folder and contents please call at the Chamber Office.

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### JORDANS Health and Safety Manager Newsletter Issue 1

This newsletter is designed to inform you about the European Week of Safety and Health which runs from 19-23 October 1998. The week will see both European and UK agencies promoting safety and health in the workplace. FIDC hold an up to date copy of Jordans H & S Management manual for viewing, please contact Fiona Didlick on 27211 for further information.

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### BUSINESS ALERT Sept 1998

Millennium Bug: "The Health and Safety Executive (HSE) has launched a new report on testing computer systems for year 2000 compliance aimed at helping businesses - especially those that are safety-related - to ensure that they are not affected by the Millennium Bug." Copies of Testing safety-related control systems for year 2000 compliance, ISBN 0 7176 15960, price £5.50 are available from HSE books, PO Box 1999, Sudbury, Suffolk, CO10 6FS, Tel: 01787-881165, Fax: 01787-313995. Health and Safety and the year 2000 problem, INDG267 ISBN 0 7176 1570 7 is free for a single copy or £5 for a pack of 5.



Doing Business in the Information Society Booklet "As part of the Information Society Initiative (ISI) programme for business, the DTI has published "Doing Business in the Information Society: How to apply information and communication technologies to help your business". The booklet is designed to show small businesses how they could benefit from the latest technologies and covers - the business mix, explaining how new technology can improve every aspect of business from sales to purchasing; introducing new technologies; the jargon explained and where to get further information and advice." Copies of the booklet are available through the ISI Business Infoline, Tel 0345 15 2000, E-mail: <info@isi.gov.uk>

Useful Internet Bookmarks: BSI Standards Electronic Catalogue, <<http://www.bsi.org.uk/bsis/index.htm>> Search the site for bibliographic information, and order copies of standards if you are a BSI member.

Environmental Services Association: <<http://www.esauk.org/>> with papers on waste management issues.

Royal Incorporation of Architects in Scotland <<http://www.ukbi.co.uk/>> includes a guide to sources of finance.

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IMC CONSULTORES LTDA  
Santiago, Chile

Mr John F Hughes, Gerente General, has forwarded brochures to the Chamber of Commerce Office. Extract from Introducing the IMC Group: "IMC now offers an unrivalled portfolio of consultancy and technical services to an ever growing and diversified client base. IMC Group companies are structured to provide efficient access to an integrated network of multi-disciplinary resources. IMC has a presence on five continents, its 400 staff working out of 12 principal and 30 project or representative offices, across the globe."

Please call at the Chamber Office to view brochures covering the following fields: Health and Safety, Engineering Consultants, Environmental Consultants, Mack and Schnellmann, Consultants to the mining, metals and minerals industry worldwide, Services to the Aggregates Sector, Geophysics Ltd, Experience in Coal and Lignite

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#### MEMBERS

SPACE AVAILABLE IN CHAMBER OF COMMERCE WINDOW FOR LOCAL JOB VACANCIES, **FREE**

#### JOB SHOP

Remember that the Chamber of Commerce Office holds a file on employment applications from Tristan da Cunha. Government have a passage assistance scheme in place for any successful applicants.

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Mr Neil Smith, Aberdeen, Scotland has forwarded his CV to the Chamber Office. Mr Smith is a postgraduate student currently studying for his MSc in Rural and Regional Resources Planning at the University of Aberdeen. He is looking seriously into the possibility of development and research in the Falkland Islands after graduating late next year. Mr Smith is from the West Coast of Scotland which has a similar regional economy to here.

To view CV and covering letter please call at the Chamber of Commerce Office.

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#### WOOL NEWS

Market Report for week ending 16/10/98 from Peter Marriot

PRESS ANNOUNCEMENT "Wool Stockpile sales are to be suspended immediately and Australian Legislation will be put through urgently to freeze the stockpile until July 1st 1999.

In the next eight months Wool International, the official body in charge of stockpile liquidation, will be replaced by a private shareholding company, with ownership and management in the hands of Australian Woolgrowers."



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Vol. 5 No. 42  
1998

BULLETIN

23rd October

## FIG - STATISTICS FROM BUSINESS Bulletin No. 38

Thank you to the companies who have replied regarding questions to be asked as from January 1999 in the Private Sector for Government information. Replies have been collated and forwarded to Mr Andrew Gurr, Chief Executive. Membership will be notified of further comms on this subject.

### CHAMBER OF COMMERCE OFFICE

Unfortunately the Chamber of Commerce Office can no longer offer copying services, we apologise for any inconvenience to our membership.

### NEW MEMBER

Welcome to the membership of the Chamber of Commerce to Falkland Islands Tours & Travel.

### COMMS

Ecolmare Sudamericana S.A. of Montevideo have contacted the Chamber of Commerce office with the following information:

"The ECO 2000 - the latest development from Ecolmare - is a multi-purpose vessel designed and built by the group's technical team to handle ecological problems of all kinds. The designs for the ECO 2000 were drawn up after five years' experience working with the Central Inspectorate of Marine Defence of the Italian Merchant Navy. It has been constructed for REC-OIL service under the strict supervision of the Italian Naval Register. It is high speed vessel and can be rapidly deployed to the site of an emergency without delay, performing well in the most difficult of weather conditions in harbours, on coastlines and at sea." The article goes on to describe how ECO 2000 combats pollution. Also within the information sent: "Black Green: A New Sorbent Generation - The Black Green integrated system to recover oil spills at sea is today's most cost effective solution."

"Fence and Handrails." This article is designed for railway application, but the information on fences and handrails can be utilised elsewhere.

"Lightpoles - the pole is made of Glass Reinforced Polyester resin and is used to support light fixtures. Corrosion Resistance, Safety due to electric insulation, High mechanical resistance, Color incorporated: Black, White."

"The Aeroclere submerged aerated package sewage treatment plant has been developed to work out of sight, to give a very high level of treatment with the least of visual disturbance, which still allows full access for service and maintenance work. The plant is powered by a normal domestic power supply to a kiosk containing all the electrical items. From this air is blown, via hoses into the Aeroclere tank. There are no moving or electrical parts within the treatment tank. The smallest units, for one or two houses, have only a standard manhole to allow full access. The larger units require a manhole and a single green lid, which lies flush to the ground. This lid allows full access to all sections of these larger systems. The Aeroclere is the perfect solution to the problems of effluent treatment away from a main drain."

Further comms from the same company: "Being aware of your strong commitment to protecting the environment for you and future generations, we strongly believe that some of our equipment and technology might be of some interest. Antipollution Machines and Systems, Research and Development. The Ecolmare's R&D department develops its work on the basis of a complex activity program, which is a pragmatic approach,

for the Company in order to face any kind of operation. The role of applied research is essential for the executive planning of the service with the design of the product. "

To view full comms, please call at the Chamber of Commerce Office.

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## **LIBRARY**

THE FALKLAND ISLANDS GAZETTE  
Supplement, Vol. 9, 16th October 1998, No. 26

Published in this edition: Supplementary Appropriation (1998-1999) (No. 2) Ordinance 1998; Narrows Sanctuary Order 1998, (S.R. & O. No. 53 of 1998); East Bay Sanctuary Order 1998, (S.R. & O. No. 54 of 1998); Fishery Products (Hygiene) (Designated Vessels) Order 1998, (S.R. & O. No. 55 of 1998).

FALKLAND ISLANDS GAZETTE  
Supplement, Vol. 9, 21st Oct 1998, No. 27

Published in this Gazette: Stanley Common (Bird's Eggs) Regulations 1998, (S.R. & O. No. 56 of 1998).

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**OFFSHORE OIL CANADA**  
October 1998

In the above publication, news of what is happening in and around Newfoundland, full notice of future conferences, the back page has a Calendar of World Events from October 1998 until July 1999 with comms.

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## **JOB SHOP**

Mr Kenneth Barr, Manchester, UK has forwarded a CV to the Job Shop. Mr Barr has experience in the following work places: Stock Keeping, Slaughter House production, Construction Site Material Handler, Mr Barr is willing to consider any type of work available in the Falkland Islands. To view letter and CV please call at the Chamber of Commerce Office.

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Mr Timothy Sim, St Helena, has forwarded a CV to the Job Shop. Mr Sim has experience in the following: Mechanical, Welding, Body Repairs/Spraying, and Electrical repairs. To view CV please call at the Chamber of Commerce Office.

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Mr Richard Iski has contacted the Chamber Office via email with the following request: Any work available in the following: truck driving (flatbed/oversized loads, as well as hazardous chemicals and fuels, refrigerated loads and dump rigs), leather and shoe repair, horse shoeing, welding, plumbing, electrical wiring, and carpentry, and automobile and diesel mechanic. To view email please call at the Chamber of Commerce Office.

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## **WOOL NEWS**

Market Report for week ending 23.10.98 from Peter Marriot

General Section: "Prices if anything are slightly dearer in the UK Wool Trade, mainly because of currency changes involving the US Dollar softness and Australian Dollar strength.

The stockpile freeze may possibly have helped, but no one in close contact with World wool demand foresees shortage ahead. Prices in countries where there is no stockpile are so low, and farmers so hard pressed, that sometimes it can be simply a matter of getting rid of wool even if the price is economical. The hope is that if wool prices continue to show signs of bumping along the bottom, there might be steadier trickling of covering business."



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**SORRY THIS IS LATE FOLKS, BUT THE VIRUS HIT COFC STAFF!!!!!!!**

Vol. 5 No. 43  
1998

BULLETIN

30th October

## COMMS

G.P. Wild (International) Ltd, West Sussex, have a new reference and information source - Now Available. "Cruise Industry Statistics". Extract from letter, "We should like to draw your attention to a new reference and key information source for the cruise industry entitled "Cruise Industry Statistics", which is now available. This important reference comprises over 70 key statistical tables relating to the cruise industry. "Cruise Industry Statistics" is an essential reference for financial analysts, bankers, ports, operators, member of the travel trade, equipment suppliers and builders. This reference is available for £350 or \$575."

Details and order form are at the Chamber of Commerce Office for copying or viewing.

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Wilkins Kennedy

A letter has been received from Mr John Howard, extract: "We would be happy to discuss further with memberS of the Chamber of Commerce any areas in which we can provide assistance and will provide a quotation with regards to fee levels if required."

To view full comms please contact the Chamber of Commerce Office.

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Minutes from Crediton Chamber of Commerce meeting on 3rd September 1998

## LIBRARY

Sullivan Shipping Services Ltd, have kindly forwarded a list of "Cruise Vessels at Stanley - 1998/99"

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Business Alert

A Briefing for Businesses in the North of Scotland, Oct 1998

Residence, Training and Working Rights in the EU "Three measures to clarify people's rights to move within the EU to look for and take up work have been proposed by the European Commission. They make it clear that EU job seekers have an automatic right of residence for six months, and that people have the right to go to another Member State to seek work or undertake training. Job seekers would be able to stay in another EU country for more than six months if they can prove they are actively seeking work and have a reasonable chance of finding a job. People working on a series of fixed or short-term contracts would also gain better residence rights, once they have worked for 12 months within an 18-month period. Other changes will clarify laws that guarantee EU nationals in another Member State the same treatment as home nationals on work-related conditions." Internet: <http://citizens.eu.int>

This is the full article.

Doing Business in the Information Society Booklet: "As part of the Information Society Initiative (ISI) programme for business, the DTI has published a booklet entitled "Doing Business in the Information Society: How to apply information and communication technologies to help your business". The booklet explains how new technology can improve every aspect of business, from sales to purchasing, and provides information on introducing new technologies, with a guide to all the major information and communication technologies, explaining how they relate to business and some of their advantages and constraints. Sources of further information and advice are given. Copies of the booklet are available through the ISIS Business Infoline; Tel: 0345 152000; E-mail: [info@isi.gov.uk](mailto:info@isi.gov.uk)

This is the full article  
Revised Laws of the Falkland Islands  
Volume 3

Volume 3 has been delivered to the Chamber Office, we now have Volumes 1, 2, and 3 available to the Membership, thanks to FIDC. List of Titles in Volume 3: Currency, Customs & Excise, Ecclesiastical Law, Economic Development, Education, Culture & Science, Elections, Electricity, Employment, Entertainment & Recreation, Environmental Protection, Evidence, Explosive Substances, Extradition.

Notice of delivery re volumes 4, 5, 6, and 7 will be in future Bulletins.

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London Press Service News Update  
Issue 78, 6th October 1998

Extract: Welsh Woman wins World Woolhandling Award. BAN8/78/2 "Angharad Lewis from Denbighshire, Wales, became the world champion woolhandler - wrapping fleeces as they are shorn - after competing in the World Shearing Championships in Ireland. Angharad, who is aged 24, beat competitors from 22 nations. She learned the technique of wrapping fleeces when she travelled to New Zealand in 1993. She joined a team of shearing contractors and since then has worked in Wales, New Zealand and the Falklands wrapping up to 600 fleeces a day." "The World sheAring Championships are held in the southern and northern hemispheres in alternate years and are planned to take place in South Africa in 2000 returning to the United Kingdom in 2004 when they will be held in Scotland." To view full article please call at the Chamber of Commerce Office.

Issue 79, 13 October 1998

Extract: Energetic 'Windmills' Whirling... on the Seabed, STN8/79/2 "An underwater 'windmill' - a huge marine current turbine - is to be set on the ocean bed to see if the immense energy of the tides can provide earth with energy. This unusual experiment is to be undertaken off the United Kingdom's south-west coast by Peter Fraenkel of IT Energy who has designed the machine. "Tides are set up when the moon pulls the surface of the ocean," said Mr Fraenkel. "This causes the ocean to slope and therefore currents are set up and these are particularly powerful, particularly when water is forced around headlands and rocks. Because the British Isles has a jagged geography the coastline is an ideal testing ground".

To view the full article please call at the Chamber of Commerce Office.

Extract: Internet Egg Hatched by Prudential, ITN8/79/2: "Prudential, the United Kingdom's biggest pension provider, has announced it is to open a direct telephone and Internet banking service, creating 1,500 jobs over three years in its purpose-built call-centre in Derby, English Midlands. The new service, called Egg ([www.egg.com](http://www.egg.com)), will initially offer a savings account, loans and mortgages to customers by telephone and the Internet. Unlike some existing telephone banks, each customer will be provided with a named contact who will be able to provide them with advice on products. The service, which is to go live on 11 October, is the result of 12 months' research among 5,000 customers." Website: [www.prudential.co.uk](http://www.prudential.co.uk) or: [www.egg.com](http://www.egg.com)

To view the full article please call at the Chamber of Commerce Office.

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Annual Report and Accounts 1997/98 from Grampian Enterprise

## JOB SHOP

Application for employment for 4 weeks, has been made by Mr Alexander Ombeck of Germany. Mr Ombeck is a 28 year old student of Political Science, Intercultural Business Communication (specialised in the UK) and New History in his fifth university semester.

To view full comms, via email, from Mr Ombeck please contact the Chamber of Commerce Office.

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Mr Marcus Heyes of Cornwall, UK has forwarded a letter enquiring about work in the Falkland Islands. Mr Heyes, 28 years old, has studied Tourism and Management and also diving, becoming an instructor. He comes from farming background, with working experience of fencing, tractor driving, building, roofing, carpentry etc.

To view letter, contact the Chamber of Commerce Office.

A short communication has been received from Mr David Hodgkiss, Chester, UK seeking employment in the Falkland Islands. "I am enquiring about the availability of work within the island such as for an electrician to the 16th edition also advance Craft in brickwork, I take this opportunity to thank you for your time you have afforded in this matter."

To view letter, contact the Chamber of Commerce Office.

#### FIC

The Falkland Islands Company and Darwin Shipping Ltd are pleased to announce the opening of their new Travel and Shipping Services office in the West Store Shopping Complex.

Effective Monday 2nd November customers wishing to make flight bookings or other travel arrangements, and customers wishing to contact Darwin Shipping relevant to freight northbound or southbound on the FIC charter vessels, should call into the new premises at the West Store or make contact on the following telephone and fax numbers: for Flights 27633, for Darwin Shipping Ltd 27629 and fax 27626 for both departments.

Denis Clayson, manager of the new office, and Grace Betts, travel co-ordinator, look forward to meeting you in the new office. Please call in, telephone or fax them for any assistance required with travel or shipping arrangements.

#### DARWIN SHIPPING LIMITED AT THE FALKLANDS ISLANDS CO LTD RECEIVING

Receiving Date: 5th November 1998 Onwards  
Loading Date: 8th December 1998  
Sailing Date: 9th December 1998

We are now receiving goods for the next northbound sailing to the UK. Please Ring on 27629 or Fax on 27626 for Booking.

Location: East Jetty Please deliver your goods to the Warehouse.



FALKLAND ISLANDS CHAMBER OF COMMERCE  
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Vol. 5 No. 44  
1998

BULLETIN

6th November

## LIBRARY

### FALKLAND ISLANDS NEWSLETTER

Front page of Edition No. 73, October 1998 has a picture of "Young Islanders", with the presenter of the BBC programme for children 'Newsround'. Articles in the magazine include: Oil Drilling Continues, Britain Rejects Argentine Law, Fisheries News, Parachute Regiment Reunion, Moto-X Success, Falklands Win TES Competition - Again, Commonwealth Games, Falklands News, FIGAS celebrates 50 years, Scholarship update, Tedd Clapp MBE - Adventurer Extraordinary, Lincoln's Inn Reunion, Book Review.

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Chamber of Commerce Newton, USA

Small leaflet from the above CofC, with a full list of membership.

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TAMAR FI  
Itinerary, December 98 to April 99

The above Itinerary is available for viewing at the CofC office, or contact Byron Marine on 22245 for a copy.

### OIL SPILL RESPONSE LTD

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The above company have forwarded a copy of their 1999 training programme with a covering letter for your information. Extract from letter: "as well as offering courses here at our premises in Southampton, we intend to continue with our initiative of taking our training services to our customers in different areas of the world. You will also be pleased to hear that for 1999 we have kept our course fees at the same level as 1998."  
Web Site: [www.oilspillresponse.com](http://www.oilspillresponse.com) or Email: [training@osrl.co.uk](mailto:training@osrl.co.uk)

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FALKLAND ISLANDS GAZETTE  
Vol CVII, 30th October 1998, No. 13

Published in this gazette: Appointments, Confirmation of Appointments, Promotion, Transfers, Resignations, Termination of Appointments, Notices, Applications for Permanent Residence, Applications for Naturalisation.

Supplement  
Vol. 9, 2nd November 1998, No. 28

Published in this supplement: Fishery Products (Hygiene) (Designated Vessels) (No. 2) Order 1998, (S.R. & O. No. 57 of 1998); Court of Appeal Bill 1998; Cruise Ships Bill 1998; Defamation (Amendment) Bill 1998; Equal Employment Rights Bill 1998; Merchant Shipping (Amendment) Bill 1998.

### FALKLAND ISLANDS OFOFSHORE OIL EXPLORATION AND ONSHORE GEOLOGY ACTIVITIES NOVEMBER/DECEMBER 1998 NEWSLETTER

Headings from the above Newsletter: Offshore Exploration Drilling Programme. Data Processing and Acquisition. Changes to Consortia. Conferences. Onshore Geology. Also with this Newsletter is a report on FPSOs which are expected to be used in the Falklands if the operators find oil in producible quantities.

**JOB SHOP**

An email has been forwarded to the Office by Tourism from Mr John Surkan, Florida, USA. Mr & Mrs Surkan are seeking employment in the Islands and have experience working with tour groups from around the world, both can communicate well in the following languages: English, German, Spanish, French. To view the email please contact the Chamber of Commerce Office.

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Forwarded to the Office by the Secretariat, a letter from Ukraine citizens. "The citizens of Ukraine are appealing to you. Now we are in Argentina because of the poor economic situation in our country. But now the situation in Argentina is also becoming worse and this is reflected first of all on us - foreigners. We have different professions: condenser operator of steam turbines, builders, drivers, mechanics, carpenters, installers on height and others. We'll be glad to take any position in the companies of the Falkland Islands or on ships or oil platforms. We all are well - educated, were in the Army of the former Soviet Union, good sportsmen. Moreover the climate of the Islands is like, the climate in our country that suits us. More detailed information about our profession, characters and health we shall give you immediately.

To view communication please call at the Chamber of Commerce Office.

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**WOOL NEWS**

Market Report for week ending 6/11/98 from Peter Marriott

General Section: "The latest reduction in interest rates has to be welcomed by the wool trade where recession has been a desperate and dominant feature throughout this year. A lot has to happen before the reality changes, however, the direction of the earlier increases led to Sterling strength which undermined the all important export trade. Now that the direction is downwards, Sterling is steadily softening and at least this means that the export side has a little more chance than before. As for prices, currency changes also mean that wool is a little dearer to buy. Some traders believe that hopes of a better time for the wool trade can be pinned on more active Chinese buying, and the approach of the Christmas recess. "Bumping Bottom" is a market phrase frequently used, and being used by cautious optimists today."





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Vol. 5 No. 45

BULLETIN

13th November 1998

**INFORMAL DISCUSSION SESSION****Monday, 16th November 1998, Malvina House Hotel, 5pm**

The next informal discussion session with Head of Departments and Chamber of Commerce Members will be on the 16th November 1998 at the Malvina House Hotel, commencing at 5pm lasting one and half hours. Please inform May by **15.30, 16th Nov at the Chamber of Commerce Office of attendance**, so that sufficient seats can be arranged. Thank You.

FIG will host this discussion session as usual, all Chamber of Commerce Members are welcome - the evening will be a totally informal discussion session, a chance to talk about areas of current interest, raise any concerns you may have regarding Government and Private Sector, bounce ideas around etc. Any discussions requiring written replies should be dealt with, correspondence from company/individual raising question to relevant Department. *Discussion points to be raised at this meeting: support to Lan Chile, i.e. use of by Government. Also issues surrounding the management of the economy.*

**CHAMBER OF COMMERCE NEW PREMISES  
WEST HILLSIDE**

The move of the Chamber of Commerce Office is now scheduled for the end of this month. Assistance is required for the removal of furniture/Library in the Dean Street Office to West Hillside, please contact May at the Office if you think that you can help. Thanks

The Chamber of Commerce Council, felt an opening party was called for, therefore membership, please keep **Thursday, 10th December 1998** free. The plan is for everyone attending to bring a bottle and a plate of food, (which negates any expense falling to the Chamber of Commerce). More information in next weeks bulletin.

Raffle Prizes for the opening party is called for, again contact May at the Office if you have a donation for this raffle to be held on the 10th December 1998. Thanks.

A Great Big Thank You, to Byron Marine Ltd for their kind loan of chairs for the meeting room at West Hillside Office. This will assist us greatly for meetings, if there is any office in the membership with surplus furniture that they feel could go on loan, please contact May!!!!

**TENDER**

The Falkland Islands Government invites tenders for the provision of a public reception to take place in the Town Hall on Tuesday, 8 December 1998 to follow on from the Parade to commemorate the Battle of the Falklands. The reception is to comprise of a bar service and a buffet to cater for 250 persons.

Tenders endorsed "Provision of Reception - 8 December 1998" should be forwarded to the Chairman, Tender Board, Secretariat, Stanley, to reach him on or before 3pm on Friday 20 November 1998. The Falkland Islands Government reserves the right to reject any tender received.

Secretariat, Stanley  
10 November 1998, Ref: INT/21/4, Public Notice: 167/98

**CHAMBER OF COMMERCE COPIES OF "A GUIDE TO THE STANLEY HARBOUR MARITIME HISTORY TRAIL".** Anyone holding a copy of the above book with the Chamber of Commerce Stamp inside please return to the Dean Street Office, they are for loan only. Thank You.

**SALE**

### Sale of Sherpa Van Spares - Megabid

The Falkland Islands Government has for sale by tender a quantity of Sherpa Van spares surplus to requirements of the Public Works Department.

The spares may be viewed by arrangement with Senior Storeman, Megabid, telephone 27188, during normal Office Hours.

Tender documents are available from the Secretariat, Stanley and completed tender documents should be returned to the Chairman, Tender Board, Secretariat, Stanley, to reach him on or before 3pm on Friday 20 November 1998. The Falkland Islands Government reserves the right to reject any tender received.

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### LIBRARY

#### FALKLAND ISLANDS GAZETTE

Supplement, Vol 9, 9th November 1998, No. 29

Published in this Supplement: General Development Order 1991, 8 James Street Direction 1998, (S.R. & O. No. 58 of 1998), General Development Order 1991, 4A Ross Road West Direction 1998, (S.R. & O. No. 59 of 1998), Explanatory Memorandum to the Sex Discrimination Bill 1998, Sex Discrimination Bill 1998, Explanatory Memorandum to the Taxes (Amendment) Bill 1998, Taxes (Amendment) Bill 1998, Animal (Scientific Procedures) Bill 1998, Explanatory Memorandum to the Agricultural Subsidies and Incentives (Land Charges) Bill 1998, Agricultural Subsidies and Incentives (Land Charges) Bill 1998, Falkland Islands Pensions Scheme (Amendment) Bill 1998.

Notice in respect of the Sex Discrimination Bill 1998, the Animals (Scientific Procedures) Bill 1998 and the Agricultural Incentives Bill 1998 which are published in this Supplement. Please note that these Bills are published for public information but have not yet been considered by the Executive Council and that Executive Council may direct the Bills to be amended before submission to the Legislative Council or not approve the submission of the Bills to Legislative Council at all.

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### BARCLAYS MERCHANT SERVICES

Information on Barclays Merchant Services, Visa, Mastercard and JCB Processing Service available at the Chamber of Commerce Office.

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The Institute of Marine Engineers in association with The Royal Institution of Naval Architects  
Conference first Announcement and Call for Papers

"Computers and ships from ship design and build, through automation and management and on to support. London, Tuesday 11 and Wednesday 12 May 1999. The Aim, Digital technologies are now widely used throughout a ship and its life cycle. Applications include trade off studies, specification, design, build, simulation, machinery control, platform management, operator training, condition monitoring, maintenance aids, remote monitoring and through life support. This conference is an opportunity for designers, shipbuilders, operators and maintainers to exchange views of the current situation and explore future applications of digital technology throughout the marine sector." Email: <ae@imare.org.uk>

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### WILKINS KENNEDY NEWS

Autumn/Winter 1998

Contents of the above publication: VAT column, Abolition of ACT, Client focus, Dividend taxation reform, People in WK, Self assessment enquiries.

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### BUSINESS BULLETIN

Aberdeen Chamber of Commerce, November 1998

Contents: Export Development, Training, Business Briefing, Diary Dates, Members' News.

LPS, Issue 80, 20th October 1998

Boosting Production from Low-Pressure Oilfields BIN8/80/2 "A team of four engineers that developed a means of increasing energy extraction from oil wells has won Britain's top energy award. The prestigious annual Esso Energy Award, presented by the United Kingdom Royal Society for outstanding work leading to more efficient use or conservation of energy resources, goes to a team from the Caltec oil and gas technology division of the BHR Group based at Cranfield, Bedfordshire, southern England." Website: <[www.royalsoc.ac.uk](http://www.royalsoc.ac.uk)>

Islander Prepares for a second life BIN8/80/6 "British-built Islander all-purpose aircraft, some of which are more than 25 years old, are to be given a second life at a new maintenance, repair and overhaul facility just established by the maker at its Bembridge base on the Isle of Wight, southern England. The Islander, used as a mini-airliner, air taxi, air ambulance and in many other roles, has no known fatigue life and its rugged construction allows virtually unlimited operation. More than 850 of the type are in service around the world, many of them dating from the early 1970s" The BN2B-26 Islander Variant is in worldwide service on coastal and border patrols and operators include the Belize Defence Force, Falkland Islands Government Air Service, Belgian Army and Australian Customs Service." Website: <[www.britten-norman.com](http://www.britten-norman.com)>

Praise for Fat Face Site ITN8/80/4 "British company Fat Face, online retailer of trendy clothing, has won an award for its design and ease of use. The site (at [www.fatface.co.uk](http://www.fatface.co.uk)) won Best Web Site in the Telecoms Users Association awards at the Technology Week show that was held in London's Earls Court exhibition centre. Designed by Blueberry New Media, the site was praised for its simple, functional user interface and secure online shopping facilities.

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Sunday Times

Action for 2000, A Guide for Small and Medium-sized Enterprises

This supplement from the Sunday Times Newspaper is full of information regarding the Millennium, please call at the Chamber of Commerce Office to borrow or view.

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JOB SHOP

Mr David Hodgkiss of Chester in the UK has forwarded a full CV and copies of references for your information, Mr Hodgkiss has experience in welding, and all aspects of building work. Please call at the Chamber of Commerce Office to view certificates and CV.

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Mr J Babol Vel Sobczyk of South Africa has forwarded a CV and copies of certificates gained, plus copies of Mrs Sobczyk diploma in dental technology. Mr Sobczyk has extensive knowledge in radio equipment including HF, VHF, UHF transceivers, receivers, transmitters, associated antenna systems, etc. Previous employment: Siemens Ltd, present employment Reunert Defence logistics, Mrs Sobczyk has 10 years experience as a dental laboratory technician. Please call at the Chamber of Commerce to view these documents.

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Vol. 5 No. 46

BULLETIN

20th November 1998

### CHAMBER OF COMMERCE NEW PREMISES WEST HILLSIDE

The move of the Chamber of Commerce Office is now scheduled for the end of this month. Assistance is required for the removal of furniture/Library in the Dean Street Office to West Hillside, please contact May at the Office if you think that you can help. Thanks, to 4 companies who have offered assistance.

The Chamber of Commerce Council, felt an opening party was called for, therefore membership, please keep **Thursday, 10th December** 1998 free. The plan is for everyone attending to bring a bottle and a plate of food, (which negates any expense falling to the Chamber of Commerce). Please call the Chamber of Commerce if you can fit this opening party into your schedule.

Raffle Prizes for the opening party is called for, again contact May at the Office if you have a donation for this raffle to be held on the 10th December 1998. No raffle prizes to date, maybe we should forget the idea!!!!!!

A Great Big Thank You, to Byron Marine Ltd for their kind loan of chairs for the meeting room at West Hillside Office. This will assist us greatly for meetings, if there is any office in the membership with surplus furniture that they feel could go on loan, please contact May!!!!!! We also have an offer of a desk, confirmation of this will be placed in next weeks bulletin.

### FALKLAND ISLANDS FISHERIES DEPARTMENT Ports and Harbours Information Brochure

The Fisheries Department will shortly be publishing a fifth edition of the Ports and Harbours information Brochure. Should you require advertising space in the brochure, the following rates will apply:

Outside back cover	£200.00
Frontispiece or back page	£150.00
Inside page	£100.00

(1/4 or 1/2 page pro rata)

Application for advertising space with required advertisement format should be sent to the Marine Office by 30th November 1998.

**CHAMBER OF COMMERCE COPIES OF "A GUIDE TO THE STANLEY HARBOUR MARITIME HISTORY TRAIL".** Anyone holding a copy of the above book with the Chamber of Commerce Stamp inside please return to the Dean Street Office, they are for loan only. Thank You.

### LIBRARY

LPS This Week in Britain, 3 Nov 1998

SMARTQUILL REMEMBERS ALL YOU WRITE STN8/82/1 "A Pen developed by British Telecom (BT) remembers all that its user writes by computerised technology. As its name 'Smartquill' suggests, the device incorporates a personal miniaturised computer - an electronic technology enabling all hand-written notes to be stored indefinitely. Using a mobile telephone network the Smartquill can send a letter or a few notes to a computer anywhere in the world. The pen is described as a miniaturisation of the personal organiser. It was

devised by researchers at BT's Martlesham Heath laboratories, eastern England. Laptop keyboards could not be reduced any further and still accommodate fingers so, in the case of Smartquill, the keyboard has been abandoned altogether. The pen translates hand movements into text by a technique said to be very similar to that used to activate a computer by voice signals. Smartquill - which is expected to be marketed at the cost of a few hundred pounds sterling in two years' time - is one of BT's many research projects which will make personal organisers, communications and computing more mobile and miniaturised than before. The pen can also operate as a diary, calendar and database. Smartquill is expected to be a boon to those writing in languages with characters which traditional keyboards find it difficult to register such as Chinese and Japanese. BT has already filed patent applications to cover the new invention.

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THE TIMES

THE FALKLANDS ISLANDS FOCUS FEATURE, TUESDAY OCTOBER 27 1998

Copies of the above are available for viewing at the Chamber of Commerce Office.

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### **JOB SHOP**

Ms Jenny Philo of Stanley, Tel: 21345, Fax: 21347 is seeking employment, Jenny is willing to try any jobs available and has training in social work, office procedure, also as a shop assistant. Please contact Jenny direct on the above numbers if you have a vacancy.

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Mr M N Fuller, presently in Kuwait has forwarded a full CV, with a view to employment in the Falkland Islands. Mr Fuller served as Infantry Commander at MPA 10 years ago, and has fond memories of the Islands. In Kuwait Mr Fuller is employed as a Human Resource Manager. To view full CV and letter please call at the Chamber of Commerce Office.

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Dr Alastair K Senior of Wirral, UK has forwarded a full CV, with a view to employment in the Falkland Islands. Dr Senior has a degree in Mechanical Engineering and has a Ph.D. in river hydraulics. Also seeking employment is Ms Melanie Day soon to be Mrs Senior, Ms Day is a teacher presently overseas working as a private tutor. Please call at the Chamber of Commerce Office to view full comms.

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Mr Luke Partridge has written to the Chamber of Commerce office seeking employment for himself and his girlfriend, work period in the Islands would be 6 months, commencing Dec/Jan hopefully. Both have experience in hotel and restaurant work, please call at the Chamber of Commerce Office to view letter.

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### **TREASURY**

#### **CIRCULATION COINS**

Replacement of 5p, 10p, and 50p coins in circulation, the new coins have now been produced and are presently being shipped to the Falkland Islands. Treasury and Standard Chartered Bank intend to start the process of replacing the coins in mid January 1999.

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### **WHAT TO BUY FOR BUSINESS**

Due to lack of funds in the Chamber of Commerce we have had to let our sub expire for the above magazine, if there are any members who receive the What to Buy for Business, and wishes to pass on for the use of the Membership we would be very grateful.

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### **COMMS**

Mr Glenvil Roberts of Canada, has communicated with the Chamber of Commerce seeking "automobile Licence plates". Extract from comms: "All of my plates are housed in a secure area, none are sold or traded away, and none are displayed on an automobile or otherwise abused. It has long been my dream to own a licence plate from the Falkland Islands. I would be honoured to be able to purchase or trade for a new or used,

expired, terminated or orphaned plate from the Falkland Islands and wondered whether any of your Chamber members might have access to one from a scrapyards, garage or old abandoned car." For comms number and email address please contact the Chamber of Commerce Office.

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#### **FALKLAND ISLANDS CHAMBER OF COMMERCE REPRESENTATIVES**

Chamber of Commerce membership representatives met with the visiting MPs on Monday, 16th Nov, for a buffet lunch. This lunch was useful in informing the MPs of the ongoing/future business activities in the Islands.

The Chamber Office has a list of representatives from the membership who are willing to attend these lunch/dinner meetings, sometimes the functions are funded, unfortunately there are occasions when the costs are divided between attendees. Please contact the Chamber of Commerce Office if you wish your name added to our list of representatives.

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#### **TRAVEL**

Travel to Chile or Peru, Unclassified notices issued by FCO are available for viewing at the Chamber of Commerce Office for anyone travelling to Chile or Peru.

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#### **WOOL NEWS**

Market Report for week ending 20/11/98 from Peter Marriott

**GENERAL SECTION:** "With all primary markets closing firm and certainly dearer in specific areas we have found more enquiries building up this week and indeed some business for prompt has been concluded. The bulk of the enquiry is for the export market and the final decision will not be available until mid/end next week. What is clear is that this is the first real buying opportunity in any reasonable weight for some weeks and all interested parties are eager to put business into their slim order books, even if only to keep machinery active until the Christmas recess. What seems to be the general opinion amongst our clients is that the bottom may have been reached and any movement in the near future could/should be upwards. What is more likely is a period of firm to slightly dearer with the opportunity to conclude some business with slightly more confidence available than before."

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Vol. 5 No. 47

BULLETIN

27th November 1998

### CHAMBER OF COMMERCE NEW PREMISES WEST HILLSIDE

The Chamber of Commerce Council, felt an opening party was called for, therefore membership, please keep **Thursday, 10th December 1998** free. The plan is for everyone attending to bring a bottle and a plate of food, (which negates any expense falling to the Chamber of Commerce). Please call the Chamber of Commerce if you can fit this opening party into your schedule. Thank you to 2 members who have confirmed attendance, IS THERE ANYONE ELSE OUT THERE!!!!!!!!!!!!!!!!!!!!!!

Raffle Prizes for the opening party are called for, again contact May at the Office if you have a donation for this raffle to be held on the 10th December 1998. Cable and Wireless have put together a few items to raffle, DHL have contributed, also I T&T have donated 14days world-wide travel insurance. Anyone else in the membership with a prize, I know that local businesses are forever being approached for gifts, but anything you wish to offer as a prize will be gratefully received.

A Great Big Thank You, to Byron Marine Ltd for their kind loan of chairs for the meeting room at West Hillside Office. This will assist us greatly for meetings, if there is any office in the membership with surplus furniture that they feel could go on loan, please contact May!!!! We also have an offer of a desk, on loan, confirmation of this has been received from Mr Terry Betts.

FIDC have advised the Chamber of Commerce that electrical connections were completed on Tuesday, 24th November, all other services confirmed. The central heating fuel was delivered on Thursday, 26th, time is required to heat the premises in total, prior to carpet fitting being carried out. It may be the move from Dean Street Office to West Hillside, will be into next week, I will contact companies who offered assistance by telephone if that is okay.

### TRAVEL TO CHILE

The latest advise on non-essential travel to Chile has been received from Government House. Extract: "In light of today's House of Lord's verdict allowing the appeal against the High Court's ruling in favour of General Pinochet, the situation is highly volatile. Feeling against Britain and British nationals is running high and could manifest itself in spontaneous actions against British nationals and British commercial interests. British Nationals in Chile should keep a low profile, avoid crowds, meetings and demonstrations and avoid areas where the English speaking community usually gather. British Nationals visiting Chile for more than a brief period are advised to register at the British Embassy, Santiago, Tel 231 3737 Fax: 234 2566 or email <consular@santiago.mail.fco.gov.uk>"

### COMMS

A communication has been forwarded to the Chamber Office by Mr John Fowler, Tourism. Extract as follows: "I have friends with a 1.600 tons. ship that have free time during the first days of January 99. Do you believe there is some cargo to move from Punta/Stanley/Punta or some other destination from there?" "I'll appreciate if you can contact this friend's Company with the right people there." Please contact the Chamber Office for comms details.

### MILLENNIUM COMMITTEE

The Chamber of Commerce have been asked to place a representative on the above Committee, purpose "To plan for public commemoration of the new century/millennium by way of a range of celebratory island-wide activities which might include the construction and unveiling of a special socially benefiting project.". The first meeting of this Committee is on **1st December** at 1700 hrs in the conference room of Shackleton House (the office of FIDC). Please contact May at the CoFC Office if you wish to place your name on this committee, representing the Chamber of Commerce.

**PUNTA ARENAS CHAMBER OF COMMERCE**

FIDC have kindly forwarded a copy of the Punta Arenas October 1998 issue of their news publication, the centre pages are taken up with photos and a report on the visit by a few members of the Falkland Islands Chamber of Commerce. To view, please call at the Chamber of Commerce Office. The members who attended the reception organised by Pedro Martinic of the Punta CofC have sent a gift of thanks for the welcome given to them.

**STANDARD CHARTERED BANK****Opening Hours Christmas and New Year Period**

21st Dec 1998	-	Usual business hours
22nd Dec 1998	-	" " "
23rd Dec 1998	-	" " "
24th Dec 1998	-	Closed 12 Noon
25th, 28th, 29th Dec 1998	-	Closed
30th Dec 1998	-	Usual business hours
31st Dec 1998	-	Closed 12 Noon
1st January 1999	-	Closed

During the period 21st to 31st December 1998 operations will be restricted to counter transactions (i.e. cash, cheque payments and cash withdrawals) only. Customers are requested to ensure that any special requirements such as Salary Payments, Pension Payments, Child Allowance Payments, Direct Debit processing instructions, changes to Standing Orders are advised to us in time for them to be actioned at the latest by close of business on 18th December 1998. All instructions of this nature must be paid with value on or prior to 21st December 1998. No bulk payment instructions will be actioned or paid from 22nd December 1998 to 4th January 1999. Please also pre advise us of your requirements for bulk cash/change and arrange for this to be collected prior to close of business on 18th December 1998. Normal business hours will resume on 4th January 1999.

Please help us to provide an efficient service for all our customers throughout this extremely busy period by observing the above guidelines.

We take this opportunity to wish you a Merry Christmas and a Happy New Year.

**LIBRARY****BUSINESS ALERT**

Nov 1998, A Briefing for Businesses in the North of Scotland

Survey of Workplace Employee Relations (WERS 98), shows that partnership, training and family friendly working practices lead to higher levels of employee commitment and higher levels of job satisfaction. Teamworking, team briefings and performance appraisals were each reported in more than half of workplaces. You can download this publication from <[www.dti.gov.uk/emar](http://www.dti.gov.uk/emar)>

Low Paid Gain Protection Against Dismissal, from 1 Nov low paid workers will be protected from dismissal or victimisation on the grounds that they would qualify for the national minimum wage. This is one of a number of provisions in the National Minimum Wage Act which will come into force in April 1999. Workers will have the right to a national minimum wage, and there will be penalties for non-compliance, and other main provisions coming into effect on that date will give the Gov the power to appoint a statutory Low Pay Commission and the power to appoint an enforcement agency. Separate regulations will set out the rate and how the amount of pay is to be calculated and related matters.

Teleworking Advice Booklet "Working anywhere: exploring telework for individuals and organisation" is designed to illustrate the opportunities for improving competitiveness provided by teleworking. It also discusses the legal and management issues associated with teleworking, and gives practical advice to businesses and individuals considering teleworking. Internet: <<http://www.isi.gov.uk>>

Results of Sea Fish Industry Authority Review. The Gov has accepted the conclusions and recommendations of a five-yearly review of the Sea Fish Industry Authority. The report recommends that the SFIA should continue to carry out its functions as a non-departmental public body and makes a number of recommendations on improvements to efficiency and further openness. The SFIA seeks to promote the efficiency of the sea fish industry, having regard to the interests of consumers. Its powers include: research



and development; advice; training provision; the promotion of marketing, consumption and exports; and the provision of financial aid. Copies of the report are available from MAFF; Tel: 171 2385314

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THE NEWS

West Kent Chamber of Commerce and Industry, November 1998

In this month's publication: People are the Key to Success. Business Due for Bug Shock. End May be in Sight for Culture of Long Hours. Are you Fit for E-Commerce.

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Credition Chamber of Commerce

Agenda and Minutes of their meeting held on 3rd September 1998

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EXPORT COURIER

September 1998

This information booklet on retail contains: Food, Drink, Confectionery.

INDUSTRIAL SOCIETY TRAINING COURSES

11TH TO 26TH JANUARY 1999

£25 per person per day, all names of persons wishing to attend these courses to be lodged with the Chamber of Commerce Office no later than Wednesday 9th December 1998. More information on Course contents is available at the Chamber Office.

- |                          |   |  |
|--------------------------|---|--|
| Mon 11th & Tue 12th Jan  | - | <b>Skills of Managing Others</b> , 2 Day Course - for those who have to manage & achieve results through others.             |
| Wed 13th & Thur 14th Jan | - | <b>Skills of Managing Others</b> , 2 Day Course - same as above  |
| Fri 15th Jan             | - | <b>Effective Writing</b> , 1 Day Course - for those who wish to improve their written communication skills                   |
| Mon 18th & Tue 19th Jan  | - | <b>Effective Behavioural Skills</b> , 2 Day Course - for those wishing to improve their effectiveness in dealing with people |
| Wed 20th & Thur 21st Jan | - | <b>Effective Behavioural Skills</b> , 2 Day Course - as above  |
| Fri 22nd Jan             | - | <b>Effective Writing</b> , 1 Day Course  |
| Mon 25th Jan             | - | <b>Effective Report Writing</b> , 1 Day Course - for those who write reports on a regular basis                              |
| Tue 26th Jan             | - | <b>Effective Report Writing</b> , 1 Day Course - as above  |

APPLICATIONS FOR PLACES ON ABOVE COURSES LODGED NO LATER THAN 9TH DEC '98

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VISIT OF COUNCILLOR PETER EDGAR LEADER OF THE COUNCIL GOSPORT, 4-9 DECEMBER 1998

Anyone in the Chamber of Commerce Membership, wishing to meet with Councillor Peter Edgar please contact Ms Jennie Luxton at Gilbert House.

Extract from letter to Sukey at FIGO: "As you know I was heavily involved with the families of the men and women who were sent to the South Atlantic in 1982 and it was my proposal to the Gosport Council that led to the 15th Anniversary Commemoration Ceremony at our Falkland Gardens in May 1997. It will certainly be of great interest to me to actually visit these historic and very important islands."

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Vol. 5 No. 48

BULLETIN

4th December 1998

### CHAMBER OF COMMERCE NEW PREMISES WEST HILLSIDE

The Chamber of Commerce, **Thursday, 10th December 1998 @ 7.30pm**, opening of new premises to be carried out by Mr Ian Dempster of FIDC @ 8pm. The plan is for everyone attending to bring a bottle and a plate of food. See you there.

Raffle Prizes, contact May at the Office if you have a donation for this raffle to be held on the 10th December 1998. Cable and Wireless have put together a few items to raffle, DHL have contributed, also I T&T - 14days world-wide travel insurance, Dave Lewis Decor - a Rug, Reflections - T-shirt and a £20 gift voucher. THANK YOU. Anyone else in the membership with a prize, I know that local businesses are forever being approached for gifts, but anything you wish to offer as a prize will be gratefully received.

A Great Big Thank You, to Byron Marine Ltd for their kind loan of chairs for the meeting room at West Hillside Office. This will assist us greatly for meetings, if there is any office in the membership with surplus furniture that they feel could go on loan, please contact May!!!! We also have an offer of a desk, on loan, confirmation of this has been received from Mr Terry Betts. Chairs on long term loan from Seaview Ltd. THANKS

The move from Dean Street Office to West Hillside, will be on Monday, 7th December, Dave Lewis is fitting the carpets as I am writing this. The Chamber of Commerce Council have a meeting on the morning of 9th Dec 1998.

### TENDER

The Falkland Islands Government invites tenders from suitably qualified contractors for the remodelling of the Fisheries Offices at FIPASS. Tender documents are available from the Secretariat, Stanley on payment of a £50 deposit, refundable on receipt of a bona fide tender.

Tenders endorsed 'Remodelling of Fisheries Offices, FIPASS' should be returned to the Chairman, Tender Board to reach him on or before 3pm on Thursday, 31 December 1998. The Falkland Islands Government reserves the right to reject any tender received.

### SEMINAR

There will be seminar on Monday, 7th December starting at 15.15hrs, at the Ag Dept., Conference Room, given by Dr Jim McAdam (Queens University & UKFI Trust) entitled "FTU pasture research and its relevance to agriculture now".

Anyone interested is most welcome to attend.

### COMMS

A communication has been forwarded to the Chamber Office by Mr John Fowler, Tourism. Extract as follows: "I have friends with a 1.600 tons. ship that have free time during the first days of January 99. Do you believe there is some cargo to move from Punta/Stanley/Punta or some other destination from there?" "I'll appreciate if you can contact this friend's Company with the right people there." Please contact the Chamber Office for comms details.

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Extract from letter to Sukey at FIGO: "As you know I was heavily involved with the families of the men and women who were sent to the South Atlantic in 1982 and it was my proposal to the Gosport Council that led to the 15th Anniversary Commemoration Ceremony at our Falkland Gardens in May 1997. It will certainly be of great interest to me to actually visit these historic and very important islands."

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**LIBRARY****BUSINESS PREPARATIONS FOR THE EURO**

Forwarded to the CofC by FIGO, Fact Sheets including: Key Facts about EMU. What will the Euro Mean for your Organisation, Working with the Single Currency. The Euro will be introduced in 11 Member States on January 1, 1999. Austria, Belgium, Finland, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain. "The Euro is not 'just another foreign currency'! It's a real change to the business environment throughout Europe." Euro Internet Website: <<http://www.euro.gov.uk>>

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**JOB SHOP**

Ms Beverley Reid of Stanley is seeking employment, either full or part-time and is willing to commence work at short notice. Beverley would prefer to work in an office environment and has Word Processing, Text Production and Practical Data Processing Skills with Computer Literacy and Information Technology Certificate.

Please contact the Chamber of Commerce Office to view application form and obtain contact number and address for Beverley.

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**WOOL NEWS**

Market Report for Week Ending 4/12/98 from Peter Marriott

GENERAL. "Any doubts regarding the underlying strength of the primary markets relate to the degree of weakness before and after Christmas. A basis for future wool market firmness after prolonged falls does seem possible, above earlier low points. Farmers have already shown in Australia that they will resist lower auction prices by withdrawing wool before it comes up for the auction, or at reserves during the auction. The private stockpile is now as large as the official one, which is frozen until July, at least. The demand, supply and situation could gradually be turning for the better. However, in the Bradford trade no one at the moment can think of the good times returning in the immediate future & clients are still reluctant to talk about future prices or indeed orders, which continue to be for small weights for prompt delivery. Whether wool markets bottom out or not, there can be no quick return to buoyant & profitable trading further down the processing line. Indeed only today G Modiano Ltd announced the combing plant they have in the UK in Bradford will close at the end of December blaming interest rates, an overpriced currency and a huge overcapacity in the industry."



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Vol. 5 No. 49

BULLETIN

11th December 1998

### CHAMBER OF COMMERCE NEW PREMISES WEST HILLSIDE

The Chamber of Commerce, **Thursday, 10th December 1998 @ 7.30pm**, opening of new premises carried out by Mr Andrew Gurr, @ 8pm. Mr Terry Betts, President of the Falkland Islands Chamber of Commerce started the speeches by thanking everyone for attending and saying thank you to all involved in the building of the New Chamber of Commerce Office, also thanks were given to the people who assisted in moving furniture from the Dean St Office to West Hillside, prior to handing over to Mr Andrew Gurr, Chairman of FIDC. Mr Gurr gave a very encouraging speech on the forward looking attitude of the CofC within the Islands, the speeches led all attending on to a very enjoyable finger buffet supplied by membership attending (the food was superb). The raffle was fun, and I will let you know how much we raised in next week's bulletin.

Raffle Prizes, Cable and Wireless put together a few items to raffle, DHL have contributed, also I T&T - 14days world-wide travel insurance for 1 person, Dave Lewis Decor - a Rug, Reflections - T-shirt and a £20 gift voucher, Synergy - T-shirt and Bottles of White Wine, Mr T Betts - Bottles of White Wine, Beauchene - box of sweets, SSL - 1 Ltr Whisky, J S Robertson - 2 hrs secretarial/translation duties, Wilkins Kennedy - 1 hr Accountancy, Ashcake Designs - 1 Christmas Cake, J B Services - House Carpets cleaned (Topless ?) Mr H Wylie - Exercise Wheel. THANK YOU.

**A GREAT BIG THANKS TO** The Staff of Seaview, Mr Magnus George, Mr Hamish Wylie, Removal experts, Ms Nicky Buxton and Mr Robert Burnett of Synergy for assistance with the computer. We could not have moved from Dean St Office without your assistance.

It was a lovely evening, made enjoyably by the attendees.

### TENDER

The Falkland Islands Government invites tenders from suitably qualified contractors for the erection of pre supplied agricultural shed at the Quarantine Station, Stanley. Tender documents are available from the Secretariat, Stanley, on payment of a £50 deposit, refundable on receipt of a bona fide tender.

Tenders endorsed 'Erection of an agricultural shed at the Quarantine Station, Stanley' should be returned to the Chairman, Tender Board, Secretariat, Stanley, to reach him on or before 3pm on Thursday, 31 December 1998. The Falkland Islands Government reserves the right to reject any tender received.

### LIBRARY

Islands Planning Committee Minutes of Meeting No. 11  
held on 25 November 1998

From Matters Arising 2: TORs Fisheries Advisory Committee, Relationship between Demographic and Economic Growth, Privatisation, Future of FIBS, Private Sector Statistics. 3: Economy macro economic model and public information. 4: Draft Islands Plan.

The Falkland Islands Gazette  
Supplement, Vol 9, 4th December 1998, No 30

Published in this Supplement: Registration of United Kingdom Patents (Amendment) Ordinance 1998; Family Allowances (Amendment) Ordinance 1998; Defamation (Amendment) Ordinance 1998; Court of Appeal Ordinance 1998; Equal Employment Rights Ordinance 1998; Cruise Ships Ordinance 1998.

Supplement, Vol 9, 9th December 1998, No 31

Published in this Supplement: Merchant Shipping (Amendment) Ordinance 1998; Sex Discrimination Ordinance 1998; Taxes (Amendment) Ordinance 1998; Animals (Scientific Procedures) Ordinance 1998; Agricultural Incentives and Subsidies (Land Charges) Ordinance 1998; Falkland Islands Pensions Scheme (Amendment) Ordinance 1998.

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## FALKLANDS CONSERVATION

The Falklands Conservation Beach Clean Up is taking place on the 12th December 1998 at Whalebone Cove. Everybody is cordially invited along to lend a hand, buy a raffle ticket (with some excellent prizes!), win Conservation goodies by enthusiastically collecting rubbish, and partake in an excellent feed provided by the Scouts (free to all helpers!). Teams from individual offices and departments are especially welcome, and there will, of course, be a prize for the team that collects the most litter in the first hour! We won't be rewarding the oldest beach cleaner this year as it didn't go down too well (!), however, there is a prize for the youngest!

Looking forward to seeing you all down there. Start time 11.00 am. Cheers, Becky.

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## JOB SHOP

Communication has been received from Ms Dorothy Willton of Cornwall, UK. Dorothy is seeking employment in Stanley and has experience working in the Tourist Industry, Local Government, and Island Environment. Dorothy states that she has always enjoyed Island life, is flexible and can work well in an office or in the Catering and Hotel business. A brief CV is available from the Chamber of Commerce Office for viewing.

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## WOOL NEWS

Market Report for week ending 11.12.98 from Peter

General: "With interest rates down another (sorry cannot read the per cent quoted) it is clear that UK officialdom is recognising the recession more fully. The wool trade knew already how bad things were & how bad they had been, especially on the export side for many months. There are similar problems even between different parts of the wool trade, crossbreds, including British wool, have been looking firmer than merinos just recently. British wools became dearer again this week, again, because of export (Chinese) demand for fleece wool. There has also been demand from the scouring side. All this did nothing to help the topmakers who continue to find little or no interest and are finding competition from cheap imported South American tops damaging. For the moment business remains poor. There is no more than a trickle of interest at extremely low prices. There are remote hopes that a basis may be gradually emerging from which a dearer price trend will develop - what is clear is that it will be after the Christmas recess before this happens. Regards Peter."

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Vol. 5 No. 50

BULLETIN

18th December 1998

THE CHAMBER OF COMMERCE OFFICE WISHES ALL A VERY MERRY CHRISTMAS AND A HAPPY NEW YEAR

THIS IS THE FINAL BULLETIN OF 1998, NEXT ISSUE 8/1/99

### CHAMBER OF COMMERCE

The Chamber of Commerce Council met on Monday 14th Dec to formulate a letter to the Chamber of Commerce Offices in Santiago and Punta Arenas. The Council wished to convey to Santiago and Punta Arenas Chambers their concern of external influences harming the good relations that the Falkland Islands and Chile have achieved in the past in air and sea commerce. The letter has since been printed by the media in Chile with a backing letter from Santiago Chamber of Commerce.

### TRAINING

All applications for attending the training being held by the Industrial Society in January 1999 have been forwarded to Human Resources Department, FIG. We have been advised that fees should be paid direct to Falkland Islands Government.

### TENDER

The Falkland Islands Government invites tenders from suitably qualified contractors for the construction of a spillway and bund and the erection of a stock fence at Moody Brook Dam, Stanley. Tender documents are available from the Secretariat, Stanley, on payment of a £25 deposit, refundable on receipt of a bona fide tender.

Completed tender documents should be returned to the Chairman, Tender Board, Secretariat, Stanley, to reach him on or before 3pm on Monday 11 January 1999. The Falkland Islands Government reserves the right to reject any tender received.

Ref: PWD/13/12  
Public Notice 183/98

### LOCAL COMMS

Hanswell Company  
Tel: 22744, Tel/Ans/Fax: 22289, Fax: 22745 email: <Hanswell@horizon.co.fk>

We Hanswell Company would like to advise that HIGH SEA SERVICES of SWEDEN will be working with Hanswell Company Ltd for the purpose of bunker supplies during the 1999 Fishing Season. Tanker M/V Carla will liaise with Hanswell at regular Daily Intervals for co-ordination of bunkers.

Mr Carl Garston of High Sea Services will be visiting Stanley from the 2nd of February 1999, until 6th February. Companies wishing to have a meeting with Mr Garston are requested to contact Hanswell Co Ltd on the above numbers.

The Falkland Islands Focus Feature, Tuesday, October 27, 1998. The Chamber of Commerce Office have lots of copies of this Focus Feature. Please contact May from 4th Jan 1999 if you wish to obtain a copy or two.

#### DHL

All deliveries in the Falkland Islands will be carried out by Mr Hamish Wylie, on weeks beginning 21/12/98 and 28/12/98.

Any OUTGOING DHL, contact International Tours and Travel, please make sure that you have 5 copies of an invoice for any non-document packages, weights and dimensions completed, value of goods and any insurance required which is 1% of the value of goods, minimum £7.50.

TRACK YOUR PACKAGES VIA: <track@dhl.com> Web Site: <www.dhl.co.uk>

Merry Christmas to all DHL customers, also customers wishing to receive a desk diary, call May on her return, 4/1/99.

#### CHAMBER OF COMMERCE

The Chamber of Commerce Office will be closed for the festive season from 21st Dec '98 until 1st Jan '99 inclusive. Any urgent business please contact any one of the elected council. Funds raised with Raffle £118.

#### MILLENNIUM COMMITTEE

Thank you to the 2 members who volunteered to attend the meeting on 17th Dec '98 in the Conference Room of Shackleton House, to discuss a community-wide celebratory event to mark the Millennium.

The name out of the hat was Mr Dave Hall, thank you Dave.

#### COMMS

#### FIGO

Letter from Sukey Cameron, Representative in London. "pass on my thanks to the Members of the Chamber who attended the lunch for the visiting MPs. It is very important that they meet the 'private sector', and I know that they were very impressed by the range of business activities that are going on in the Islands."

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#### COMMAND SECRETARIAT

Tender for the Sale of Vehicles and Miscellaneous Equipment, Tel: 74452 Fax: 74451

Tender Sale Number 51 - Land Rovers Lot Numbers CP1 to CP4 contact for viewing Sgt Ellis Ext 4333  
- Aluminium Trackway (32 metre) CS1 to CS8, contact Sgt Davies Ext 6401  
- Cuplock Scaffold Tower CS9, contact Sgt Davies Ext 6401  
- Piping and Various Fittings CS10, contact Mr R Perkins Ext 4452  
- Dexion Racking (Approx 30 Shelves) SS1, contact Sgt Van Derlee Ext 6286  
- 1 Pallet Plain Listing NCR 2 Ply SS2, " " " "

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Brochures and information leaflets, Price Lists, have been received from European Marine & Machinery Agencies, Hants UK. They cover Hydraulic Steering Equipment, Control Cables, Safety Pump, Push-Pull Cables. European Marine & Machinery Agencies was formed over 29 years ago as a specialist marine engineering company. The principal activities of the Company are the supply of marine transmissions which consist of reduction gearboxes, controllable pitch propellers, water jet propulsion units, steering systems and engine controls (push pull pneumatic, hydraulic & electrical/electronic). The Company has the capability to design and build steering systems and engine control systems with logic functions and integrated shaft brakes for both new installations, upgrades or refits.

The above company are interested in having a local agent, contact on Tel: 1425 618704, Fax: 1425 617424, email: <europeanmarine@enterprise.net>

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RISUR S A.

Exclusive Rep and Distributor of "Maruchan"

Extract from comms: "I'm interested in offer you, "Maruchan Instant Lunch" for the Islands' habitants and for the fishing fleets with base there. The meats are dehydrated and instant, the possible flavors are beef, shrimp, chicken, smoked ham, french onion, chicken vegetable, chicken mushroom" (the descriptions go on a lot more). "The minimum quantity is a 20' container with 2,640 boxes of 1 Doz (each cup 2.25 oz or 64 gr total 31.680 cups)."

Contact: Susana Rocha, Assit Foreign Trade Dep, Tel/Fax: (Uruguay 5982 4871829)

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## JOB SHOP

Mr Martin S Scott, Quantity Surveyor, who has been employed for a short period by FIDC this year, and who recommend him to the membership, is seeking further survey work in the Islands. A copy of his CV is available for viewing at the Chamber of Commerce (sorry you will be unable to view until 4.1.99) Contact Mr Scott direct on Tel/Fax: 1278 741690.

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Mr Julio Anibal Cacon Roa of Chile is seeking employment in the Falkland Islands, he has experience in Port Operations, Ships Agency, Imports. Mr Roa is 38 years of age, married with 2 children. The letter available for viewing at the Chamber of Commerce Office is in Spanish. Viewing available 4.1.99.

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## WOOL REPORT

Market Report for week ending 18/12/98 from Peter

General: "At the opening in Australia this week wool prices were firm to dearer and it looked as if the wool markets would end with hopes of a firmer trend continuing. However, on the final day yesterday the market fell back, leaving the main indicator just 5 points higher on the week.

The year has been difficult to the point of disastrous, but if dearer prices should develop after the Christmas recess 1999 could look much more hopeful.

In fact the market moved erratically up and then down. The pre Christmas close could scarcely be more uncertain, but the possibilities of a firmer trend is still there. It is difficult at present to find more than theoretical support in the local trade for this more hopeful forecast for the wool outlook. The demand aspect, does not look encouraging in the UK or Europe. However, Internationally the far east is looking more hopeful with China and other Asian countries said to be buying more in Australia as well as New Zealand."

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