

SHOOTS OF RECOVERY IN AN UNCERTAIN MARKET, SAYS DESCON

How's the Isle of Man economy performing and what does the future hold? It's a topic of regular conversation on the Island these days – and one on which opinion is divided.

But for those of a nervous or pessimistic disposition, maybe the portents aren't all bad. The office furniture sector is often seen as a bellwether indicator of the economic cycle. In times of boom, companies spend money on office furniture and supplies – and conversely tend to limit their expenditure when the going gets tougher.

So if the performance of the Island's leading provider, Descon, is a measure, then take heart. The Tromode Estate based company, which has been in business for over 40 years and witnessed its fair share of economic highs and lows, is reporting that business is steadily improving, compared with the same period last year. Descon's pipeline of business suggests that this trend is set to continue.

"Much of that is to do with the long standing relationships we have built with clients," explained Managing Director, Lee Loughran. "I wouldn't say we have had normal trading conditions since 2007 and things can change from month to month, but when compared to recent years business and

confidence has improved significantly. As with many Island focussed businesses, it continues to be hard to predict too far ahead, but our order books remain relatively buoyant. It's really a case of working hard, delivering a professional service, that's both reliable and delivered on time to meet client expectation."



Descon, who specialise in helping companies optimise their workspace, primarily source products from some of the UK's leading office furniture manufacturers and will project manage an

installation from start to finish. This could either be for the supply of a simple bay of shelving or, at the other end of the scale, might involve a complete office fit out. Typically this would begin with space planning and CAD designs, followed by product supply, installation and any after sales service required, once the premises become occupied.

Amongst recent projects, the Company have built several mezzanine floors at the ever growing Eden Park and are currently working on a further one for Arden & Duggan.

Despite Descon's encouraging assessment, Lee did also believe that the concept of retirement was rapidly disappearing. "I think we all have to get used to the idea of working longer," he said. "It might be a case of following in the Queen's footsteps, with everybody ploughing on until we are in our nineties."

For further information about Descon's services, call 01624 616939 or visit www.desconltd.com

MANX DIGITAL CURRENCY ASSOCIATION MERGES INTO MICTA

The Manx Digital Currency Association, formed in September 2014 to focus on the emerging "Crypto Currency" sector on the Isle of Man, has decided to merge into the Manx ICT Association (MICTA), and within this umbrella organisation, organise itself as a Special Interest Group with a slightly wider remit of Fintech & Distributed Ledger Technology.



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Kurt Roosen, Chief Exec of MICTA

The move recognises that the underlying technology that underpins Crypto Currency has, predictably, found an increasing number of diverse uses and hence spans many different aspects of functionality and technology.

Charlie Woolnough, the current chair of the Manx Digital Currency Association, told B365: "With expanded use of the Blockchain/Distributed Ledger Technology it makes a great deal of sense to concentrate on this from within the trade association that encompasses all of the ICT sector. We hope the new relationship will provide a better opportunity for the progression of this sector within the Isle of Man."

Charlie will become the chair of the new Special Interest Group within MICTA.

Tim Craine, Secretary of the MDCA commented: "The MDCA has achieved a lot since it was first formed, particularly in helping to inform and influence the developing regulatory

environment, so as to create commercial opportunity whilst at the same time protecting the Island's reputation. I'm sure that the Island's crypto community will continue to be well served going forward by the Special Interest Group within MICTA."

Kurt Roosen, Chief Exec of MICTA added: "We are delighted to be able to bring these two associations together and very much look forward to using our greater collective capabilities to best effect, with increased resources."

All existing members of the Manx Digital Currency Association committee will automatically be invited to join the new Special Interest Group under MICTA and will become MICTA members. All other members of the Manx Digital Currency Association are invited to join MICTA and special arrangements are in place to deal with this. They are asked Contact Tracy Kinrade (tracy@micta.im) in the first instance.