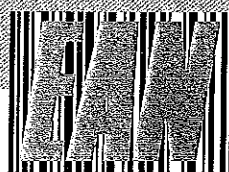


**ANNUAL REPORT**

1990

INTERNATIONAL ARTICLE NUMBERING ASSOCIATION E.A.N.



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## INTRODUCTION

The International Article Numbering Association, EAN, is the body responsible for establishing, developing and promoting the international article numbering and barcoding standards.

Over the past thirteen years the impact of this standard has spread throughout the world and across a broad sweep of industries. There can be no doubt that this success has been achieved because there is one agreed system of standards.

The standards do not stand still. They evolve to meet the developing needs of business companies around the world. This is important because the EAN system must continue to be relevant as technology and business practices progress. EAN's supplementary coding specifications released in February 1989 represent a major new area of standardization and have been developed in response to user demand.

Increasingly, the International Article Numbering Association, EAN, is playing an active role in the design and promotion of EDI (Electronic Data Interchange) standards. EAN's project, called EANCOM, is based on the UN/EDIFACT syntax and message

design. Also in the domain of communications standards, EAN has a unique position by being able to offer one multi-industry standard to its users.

With Cuba and Poland joining EAN in 1990, the International Association now spans 47 countries: 45 as fully affiliated organizations and two through links with neighbouring countries. In total more than 145,000 companies participate in the EAN system through the network of the EAN Numbering Organizations. By the end of the year, approximately 115,000 stores in EAN countries were using scanning at the point of sale. The predominance of Japan is still obvious but 14 other countries passed the 1000+ mark. Another interesting feature is the expansion of EAN scanning stores to department stores and general merchandise outlets. It is estimated that more than one third of all scanning stores are either department stores or non-food speciality shops.

A synopsis of the year's activities in each member country and the EAN statistics as of 31 December 1990 are given in the Appendix.



## GENERAL ASSEMBLY

The Annual General Meeting of EAN was held in Copenhagen on 18 May 1990.

The General Assembly approved the annual report 1989 and the accounts 1988/1989 as well as the budget and the activity programme for 1990/1991. The Assembly was informed of the activities of the Executive Committee, of the implementation of the system in member countries and of the cooperation between EAN and UCC.

Mr. J. COLLIN (Belgium) and Mr. R. FAHLIN (Sweden) were unanimously reelected President and Vice-President of EAN.

The "Camara de Comercio de la Republica de Cuba" was accepted into the Association at the Meeting, bringing the total number of members to 45.

The General Assembly voted a resolution stating that "As a matter of policy, the EAN Association should have a full-time Secretary General and Directors. This decision is to be introduced as soon as reasonably possible and not later than the next General Meeting".

The General Assembly decided that it was essential for EAN to produce a formal strategy. A "Strategy Group" consisting of 6 to 9 members was created. Mr. J. COLLIN, President, was asked to identify the members of the Group by the end of June 1990.

The General Assembly was informed of the main topics dealt with by the Technical Sub-Committee. The decision was taken to release Version D-3 and to make an official announcement of it, allowing equipment suppliers to make equipment available by January 1993. The General Assembly conferred the power on the TSC to finalize the details of the numbering format and the symbol-marking specification.

The EAN policy for the allocation of UCC/EAN-128 application identifiers was approved. The further development and implementation of the EAN-128 specifications and the EAN-128 P.R. campaign were again given high priority in the activity programme.

The EANCOM manual was approved and officially released in July 1990.

The principles of "EAN-UCC Cooperation" were agreed at the General Meeting. The official signing of the Cooperation Agreement took place in November 1990.

Finally, the General Assembly approved the principle for EAN to carry on its relationship with CEN (European Committee for Standardization) and to actively participate in the CEN Barcoding Group.



## EAN STRATEGY GROUP

According to the decision of the General Assembly, a "Strategy Group" was formed after the General Meeting. The Strategy Group is not a decision making body, but makes recommendations on Strategy and Tactics to the General Assembly.

Membership : Messrs. R. FAHLIN, Chairman  
J. BERRY (UK)  
E. BOONET, Secretary General  
L. CAÑAS (Argentina)  
B.C. ENGBERG (Germany)  
B. HOUSTON (New Zealand)  
M. LAPLANE (France)  
J.A.N. VAN DIJK (The Netherlands)

The Strategy Group held its first meeting on 18 October 1990 in Vienna. The Group initiated the work on the "EAN mission statement" and the basic strategies. The following three strategies were recognized :

- Support
- Development
- Promotion

The Group also held first discussions on a new organizational structure for the Association. The main objective was to allow for faster and more efficient decision making within the Association.

The Strategy Group is expected to present its conclusions to the General Meeting of April 1991.



## EXECUTIVE COMMITTEE

The Executive Committee met two times :

- In Cologne on 13 March 1990
- In Vienna on 27 October 1990

As in previous years, one of the main tasks of the Executive Committee was to examine the reports of the Sub-Committees and of the Working Parties and to propose guidelines based on their conclusions.

The following issues were also dealt with by the Executive Committee in the course of 1990 :

- Preparation of all matters for submission to the General Assembly
- Examination of applications for EAN membership and allocation of prefixes to new member countries.
- Reports on contacts with potential member countries.
- Relationship EAN-CEN-ISO : The Executive Committee agreed that EAN should play an active role in the CEN Technical Committee 225 on "Barcoding". All Numbering Organizations (especially EEC and EFTA countries) were invited to become members of their standards bodies, to contribute to their work and if possible to participate in the proceedings of the CEN TC 225 on behalf of their standards bodies. At the March meeting of the Executive Committee, Dr. H. ZÜRRER, former President of CEN, was invited to make a presentation on the CEN Organization and the future opportunities for collaboration between EAN and CEN.
- Future organization and financing of the General Secretariat : Following the decision passed by the General Assembly, the Executive Committee examined the new staff requirements and the financial consequences of an independent Secretariat. The proposed substantial budget increase, to support the new General Secretariat, led to new discussions on the criteria for the calculation of fees and votes. A new calculation method will be submitted for approval at the General Meeting of April 1991.
- "EAN-128 P.R. Campaign" : The Executive Committee created an ad-hoc Group to discuss various actions for the promotion of the UCC/EAN application identifier standard. The EAN ad-hoc group met on 15 November 1990, together with UCC representatives. A list of actions, including a video (UCC-EAN co-production), a leaflet, a slide presentation, contacts with third parties, equipment suppliers and international associations, was set up. The P.R. plan is to be implemented in the course of 1991.
- DUN-16/ITF-16 : The Executive Committee initiated a discussion on the possible removal of the DUN-16/ITF-16 version from the General EAN Specification. This topic was carried forward to 1991.



## SUB-COMMITTEES OF THE EXECUTIVE COMMITTEE

### GENERAL PURPOSES & FINANCE SUB-COMMITTEE

Membership : Messrs. J. COLLIN  
R. FAHLIN  
K. HAGEN  
J. OLSEN

The General Purposes & Finance Sub-Committee has the following principal objectives :

- To advise the Executive Committee on financial matters.
- To review the performances of the General Secretariat.
- To advise the General Secretary on the preparation of input to the Executive Committee meetings on non-technical matters.

The General Purposes & Finance Sub-Committee met five times in 1990. Apart from the financial issues, the Sub-Committee dealt more specifically with the following items :

- The task and organization of the General Secretariat
- The hiring of a new Secretary General
- Cooperation agreement between EAN and UCC
- The EAN-CEN relationship
- The "EAN-128 P.R. Campaign"
- The new "Internal Regulation for the Calculation of fees and votes"

### TECHNICAL SUB-COMMITTEE

Membership : Messrs. E. BOONET/H. BARTHEL,  
Chairmen  
M. LAPLANE, Vice Chairman  
Mrs. T. ANGUE (GENCOD)  
Messrs. B.C. ENGBERG (CCG)  
G. IZARD (AECOC)  
A.T. OSBORNE (ANA)  
B. PASSAD (EAN Sweden)  
R.M. PEARCEY (SAANA)  
R. SCHUBENEL (ASCA/SACV)  
G. VISZKEI (HCC)

The main tasks of the Technical Sub-Committee are :

- To deal with all matters in the technical domain, which need detailed investigations or studies, submitted by the Executive Committee or via the General Secretary.
- The elaboration of technically feasible solutions regarding the applications of the EAN/UPC system and its extension into new domains.
- Preparation of all matters going to ESTAC.
- Advice or recommendations to the Executive Committee in technical matters.

The Technical Sub-Committee met four times during 1990. The proceedings were mainly dedicated to the following matters:

#### UCC/EAN application identifier standard

A considerable amount of time was devoted to the review and further development of the "EAN specification for numbering and symbol marking Supplementary Codes", released February 1989.



The greatly expanded standard, renamed "UCC/EAN Application Identifier Standard" offers businesses and industry worldwide a multi-sectoral, cross-industry standard for the coding of data beyond the main EAN and ITF identification codes. The standard offers the possibility to code variable data, either as a part of an item's identity such as a production date or batch number or for logistical information such as a customer's purchase order number reference. The development of the standard reflects the user-driven expansion of EAN's domain of application.

With the intent to introduce a new and powerful symbology worldwide, the TSC jointly developed the standard with UCC's technical advisory committee, STAC. An expanded version of the specifications is planned for release the first half of 1991 accompanied by a joint promotional campaign. EAN and UCC liaised on several technical matters regarding the 128 symbology, including the allocation of function 1 in Code 128, Code 16K and Code 49 to UCC/EAN.

In order to offer a practicable and flexible standard the TSC agreed that the basic principles driving the standard should be the user requested allocation of simple, single and generic data elements with the possibility to link these together into one bar coded symbol. Throughout the year the TSC approved the release of several new Application Identifiers based on the above principles, and though the standard is certain to evolve, the present proposals are likely to answer the most important of user requirements.

Other technical issues addressed by the TSC included:

### **Version D-3**

Drafting of the specifications providing an international standard for the coding of variable weight products. The development of the UCC/EAN Application Identifier Standard reopened the discussions regarding the implementation of Version D-3 and its use. The work was carried forward to 1991.

### **Coding of product variants**

An analysis of Numbering Organization rules for the numbering of promotions and variants of the same product was undertaken in an effort to harmonize inconsistent national policies. The goal to adopt an international EAN recommendation for product variants facilitating international trade should be finalized in 1991.

### **Light Margin Enforcers**

Proposals to include a mandatory specification for the inclusion of a light margin indicator to reduce the number of problem symbols were reviewed. A recommendation was issued to leave such a specification to the discretion of EAN Numbering Organizations.

### **Printability Testing and Colour Contrast Specifications**

The harmonization of the magnification ranges, of the values of the printability tables and of the print contrast specifications continue to be reviewed. The review together with the investigation on the whole domain of non-film master symbols in cooperation with UCC will be on the TSC's task list for 1991.

### **Coding of Newspapers**

A request for the use of a five digit add-on instead of the current 2 digit add-on under the 977 prefix for newspapers was considered. EAN is consulting with ISDS on the matter and the work is carried forward to 1991.

### **Symbol location on film wrapped units**

A review of the problem of "show through" began in late 1990 and will be continued in 1991.





### **Specific requests**

Throughout the year the TSC, with a commitment to provide multi-sectoral solutions, addressed a number of practical requests including :

- The European Pressure Sensitive Manufacturer Association for a combination of different measurements. The TSC defined an Application Identifier with a data structure relevant to the "roll products" industry in general.
- The American Meat Institute requesting the linking of various data elements led to the allocation of a transitional lot number for use until the linking technique is resolved.
- A request for an international solution for the coding of refund receipts delivered by automatic machines handling empty containers. The request led to a TSC recommendation to release prefix 980 for the coding of refund receipts.
- The European Wholesale Paper Industry for the development of a pallet label using UCC/EAN-128. The TSC will contact other paper industry associations and industry groups in 1991 in order to develop a representative proposal.
- The European Union of the Fruit and Vegetable Wholesale, Import and Export Trade, regarding the harmonization of codes for generic products such as fruit and vegetables.
- The North American Wallcovering Distributors Association, regarding the coding of a specific batch number structure.

### **ESTAC**

The TSC prepared the agenda for the ESTAC meetings.

### **STAC**

STAC meetings are systematically attended by two EAN representatives. EAN input was prepared and the results of the meetings were assessed. The year saw a

great deal of coordination and cooperation between the TSC and STAC in particular concerning the development of the UCC/EAN Application Identifier Standard.

### **U.S. FACT organisation**

The TSC in coordination with UCC reasserted its position with regard to FACT. FACT Data Identifiers were discussed. Initial attempts to develop a European FACT organization received little support. The TSC members agreed that the UCC/EAN Application Identifier Standard, offering users a truly worldwide, multi-industry standard, should be properly promoted as a counteractive tool towards FACT.

### **CEN/ISO.**

The TSC proposed strategies to be undertaken by EAN in the CEN proceedings.



## WORKING PARTIES

### COMMUNICATIONS ("EANWPCOM")

Membership : Messrs. H. BARTHEL, Chairman  
E. AAMODT (SAMAS ARNET  
AAMODT A/S)  
R. BUCANEVE (INDICOD)  
S. CRONBACH (ANA)  
P. FRANZMAIR (EAN Austria)  
P. GEORGET (GENCOD)  
F. MEIER (NESTLE)  
P. MUNSTERMAN (UAC)  
E. NIELSEN (DVA)  
A. SANCHEZ (AECOC)  
K. SCHULTE (CCG)

The main objectives and tasks of the "Communications" Working Party are :

- To provide EAN users with a practical, multi-industry international EDI standard: EANCOM.
- To take into account the use of existing national standards to achieve a compatibility with the international standard.
- To develop EANCOM within the framework of EDIFACT and thus monitor, influence and propose solutions as a user group within the EDIFACT organization.
- To provide the promotional, educational and documentary support in order to raise awareness and facilitate implementation of the EANCOM standard.

Throughout 1990 the members of the Working Party Communications reviewed or accomplished the following tasks as part of the EANCOM project objectives:

### EANCOM manual

In July 1990 the first official EANCOM manual was published and distribution was launched. The EANCOM manual is divided into three Parts :

**Part I** provides a description of the EANCOM project, background information on EDIFACT and implementation guidelines for EANCOM.

**Part II** consists of the following six messages :

The Party Information.  
The Price/Sales Catalogue.  
The Purchase Order.  
The Purchase Order Response.  
The Purchase Order Change Request.  
The Invoice.

Each message is accompanied by a full description of their function as well as segment by segment implementation guides, rules and examples.

**Part III** consists of the Data Elements and Codes Sets directories.

### Message development

Besides the six messages finalized during 1990, currently part of the EANCOM manual, the Working Party members continued working on the development of future messages. Amongst these, the highest priority is for the Despatch Advice message scheduled for release for trial use during the first quarter of 1991. Other messages under development include: The Remittance Advice, (Sales) Report Data, The Delivery Schedule and The Inventory Report. These, together with some Transport messages, will be on the task list of the group during 1991.



### **EANCOM promotion and education**

The publication and distribution of the EANCOM manual was accompanied by press releases at national and international level as well as the production and distribution of an EANCOM brochure outlining the project. Distribution of the manual and promotional materials were targeted to potential user companies, software and consulting companies, Value Added Network service providers, industry associations interested in EDI and national governmental bodies such as national standardization institutes and trade facilitation bodies.

Regional training seminars in Western Europe, Eastern Europe, Asia-Pacific Region and Latin America were prepared and scheduled throughout 1991 to provide educational support to EAN Numbering Organizations.

### **EAN participation in EDIFACT proceedings**

As a Pan-European/International User group, EAN is an active and influential participant in the EDIFACT proceedings. EAN is a member of the Western European EDIFACT Board, EDIFACT Steering Committee and, during 1990, was actively involved in the following bodies and meetings in Western Europe:

- The EDIFACT Board
- The EDIFACT Steering Committee (Coordinating Committee)
- The EDIFACT Management Bureau
- United Nations Economic Commission for Europe, Working Party 4 on the Facilitation of International Trade
- UN/EDIFACT Joint Rapporteurs Meetings
- Message Design Group "Trade" (MD1)
- EDIFACT Awareness Group

### **The EAN-TEDIS project**

Since June 1988, the international EAN-EDIFACT project EANCOM is recognized by the EEC-TEDIS

(European Economic Community Trade Electronic Data Interchange Systems) program. The main objectives of the TEDIS program are to coordinate the different EDI User Groups to avoid the proliferation of closed EDI systems and to raise awareness amongst users and telematic equipment and service suppliers, and to support the common use of international and European standards.

In March 1990, EAN organized a plenary TEDIS meeting in which all interested companies, users and service suppliers were invited to participate. Participants received a detailed update on the EANCOM project and were invited to offer comments.

### **Electronic data interchange in the EAN Community**

The second survey concerning EDI projects in EAN Numbering Organizations was conducted at the end of 1990. The results reflected the rapidly growing increase in EDI implementations on the basis of national standards with the number of EDI users increasing 45% in 1990 from 3,350 to 5,000. The increase in 1991 is forecasted at 84% to reach a user community of approx. 9,000. The survey also confirmed the growing number of EAN Numbering Organizations considering adopting EANCOM as a national standard or as an international standard where EDI national standards have reached a certain maturity and stability.

### **EANCOM project management**

Besides the above listed activities, the members of the Communications Working Party addressed several EANCOM policy and practical issues during 1990, including:

- National interpretation or sub-sets of the EANCOM standard. With the objective of offering an international standard, the members agreed the EANCOM standard should be implemented as a whole.



- Analysis of EDIFACT proceedings and stability, and corresponding EAN strategy.
- Procedural guidelines for message version updates, corrections, change request procedures and reviews, manual distribution and improvements in the documentation.
- Attitude towards other industry sectors and other EDI user groups.
- Increasing user involvement and feedback in the standard.

## REGIONAL WORKING PARTIES

As in previous years, the task of the Regional Working Parties mainly consisted of creating awareness and interest in potential member-countries and helping these countries to join EAN. The three Regional Working Parties are:

### Asia/Pacific Working Party

Membership: Messrs. E. BOONET, Chairman  
K. ASANO (DCC)  
B. SMITH (APNA)  
B. HOUSTON (NZPNA)

Members of the Working Party addressed seminars and conferences in various Asian countries, thereby contributing to the awareness and interest in the EAN system in this part of the world.

### European Working Party

During the year, the EAN Secretariat had regular contacts in Bulgaria and Romania. The Chamber of Commerce and Industry of Bulgaria will apply for EAN membership at the EAN General Meeting of April 1991. Apart from Romania, Albania and Malta, all European countries will then be members of the EAN Association.

### Central and South-American Working Party

Membership: Messrs. E. BOONET, Chairman  
L. CAÑAS (CODIGO)  
L. NOVAES (ABAC)  
J.M. BONMATI (AECOC)  
L. FIÑOL (CIP)  
C. RECABARREN (CNC-DEPCO)  
P. BLANCO (CUNA)  
R. FLOREZ BARAJAS (IAC)  
A. SPARROW R. (APC)  
Mrs. L. SANCHEZ DE LA VEGA (AMECOP)

During 1990, the members of this Regional Working Party pursued their contacts in various Central and South-American countries.

The Regional Working Party met on 30 July 1990 in Mexico City to discuss the current membership situation in Latin America, as well as the specific problem areas of this part of the world. Special attention was devoted to the export to the USA and Canada and the available technology in Latin-America. Mr. H. JUCKETT attended the meeting on behalf of UCC.



## ESTAC

Membership: Messrs. M. LAPLANE, Chairman  
H. BARTHEL, Deputy Chairman  
P. BAUER (Siemens)  
D. BLAKE (ex Hugin-Sweda)  
H. CLARK (AIM-Europe)  
M. JACOBUS (Symbol Technologies)  
A. MILNE (IBM-UK)  
B. MOULAS (Digital Vision Systeme Sud)  
J. NOVAK (Spectra Physics USA)  
S. STATT (NCR-UK)

ESTAC, the EAN Systems Technology Advisory Committee, is the permanent contact body with equipment suppliers. Its main objective is to discuss technical matters with suppliers of equipment and software in conjunction with the EAN/UCC system in all areas of application.

Given the above objective, the activities of ESTAC include:

- The presentation of new draft EAN specifications and guidelines to suppliers of equipment and software.
- Checking whether these specifications and guidelines can be met by current and future equipment (hardware and software).
- Answering specific technical and equipment related questions.
- Giving advice or making recommendations on technical and equipment related matters.

The restructured ESTAC Committee met twice in 1990. The following matters were addressed by the committee:

- Revision of the bar code print quality specifications and UCC Appendix A. The ESTAC members agreed that the principles for a reviewed specification which would address specific printing problems for dot matrix or laser printer produced symbols, as drafted by ANSI, could be supported. It was recommended to extend the reviewed specifications to include filmmaster produced symbols and to retain the EAN minimum magnification factor at 80% to avoid an increase in the risk of errors or no-scan symbols.
- Version D-3. ESTAC suggested the release of Version D-3 for the international coding of variable weight products. Advantages of using Version D-3 over an alternative EAN-13 + Code 128 solution were discussed.
- UCC/EAN-128 Symbols. Discussions were held regarding the domain of application, the maximum total symbol length when reading with CCD scanners, the issue of concatenation and the use of a separator character and implementation.
- Handling of Multiple Symbologies. The AIM Symbology Identifier draft recommendation was reviewed. Suggestions were made to identify specific symbology variants within one symbology.
- Code of Practice for Film Master Suppliers. An initiative establishing such a practice to improve the quality and consistency of services provided by film master suppliers was reviewed. It was recommended EAN inform other Numbering Organizations of the proposal which they would be welcome to adopt.
- The importance of international compatibility amongst national standards was emphasized, in particular for EAN-13/DUN-14 coding, but extending to EDI.



## SECRETARIAT

In 1990, the staff of the General Secretariat was composed as follows:

Etienne BOONET, Secretary General  
Henri BARTHEL, Technical Director  
Dominique VERTROOST, Administrative Director  
Frank FONTANI, Technical Executive  
Linda DE BELDER, Administrative Assistant  
Patricia ROGIVAL, Administrative Assistant  
Linda VAN ROOSBROECK, Administrative Assistant.

The General Secretariat was in charge of:

- Every day administration of the Association:
  - Correspondence and bookkeeping
  - Contacts and provision of information
  - Publications
- Contacts with and information to new member countries.
  - Contacts with potential member countries.
- Preparation of all EAN meetings:
  - Preparatory contacts and practical organization
  - Agendas and notifications
  - Circulation of information related to the agendas
  - Elaboration and forwarding of working papers
  - Translation of documents whenever required.
- Writing and forwarding the reports of the General Assembly, of the Executive Committee, of the Working Parties and the Sub-Committees.
- Information to the member organizations by means of the internal newsletter "EAN Flash" and circular letters.
- Explanation of EAN rules in case of queries.
- Contacts with third parties
- PR and marketing
- Representation of EAN in the EDIFACT Board, the EDIFACT Steering Committee, the relevant EDIFACT Committees and UN/ECE WP4
- Activities in new and non-member countries
- Organization of surveys within the membership  
Etc.



## LIAISON WITH UCC

Also in 1990, cooperation with UCC at the various levels of the EAN association was a key issue. EAN and UCC exchanged numerous documents and letters. EAN was represented at the UCC Board of Governors by Messrs. J. COLLIN and E. BOONET and at STAC by Messrs. M. LAPLANE and A.T. OSBORNE. UCC was represented at the EAN General Meeting and several meetings of the EAN TSC.

During 1990, EAN and UCC worked on the common development of the following projects:

- Further development of the UCC/EAN-128 Application Identifier Standard
- Examination of the requests for the allocation of EAN-128 application identifiers.
- Revision of the printability tables and expansion of the specifications to non-filmmaster symbols in general.

During 1989, both EAN and UCC expressed the wish to formalize the cooperation principles between both organizations. These principles were approved in 1990 by the General Assembly of EAN and the Board of Governors of UCC and officialized by the signature of a "cooperation agreement" on 31 October 1990 in Phoenix-Arizona. The agreement stipulates that:

"UCC and EAN will be guided by the following principles to the maximum feasible extent:

- UCC and EAN will work to achieve technical compatibility and common system architecture where global product distribution is feasible or desirable
- UCC and EAN will cooperate to develop common solutions to product identification problems where trade between UCC users and EAN users is involved.
- UCC and EAN will support development of a common approach toward international electronic data interchange standards where used in distribution of products.
- UCC and EAN will share technical information."

At the EAN General Meeting of June 1987, EAN and UCC agreed on an alliance programme, making it possible for companies in EAN member countries that export to North-America to apply for a UPC manufacturer number through their local EAN Numbering Organization. During 1990, many applications were processed according to the alliance principles. Since practice proved that the alliance programme works satisfactorily, it will be continued in 1991.



## CONTACTS WITH THIRD PARTIES

Companies and organizations in Bahrain, Bulgaria, Cameroon, Costa Rica, Dominican Republic, Egypt, Ecuador, El Salvador, Guatemala, Honduras, India, Indonesia, Iran, Jamaica, Kuwait, Lebanon, Madagascar, Malta, Mauritius, Morocco, Nicaragua, Panama, The Philippines, Saudi-Arabia, Sri Lanka, Romania, Trinidad & Tobago, Tunisia, the United Arab Emirates and Western Samoa contacted the General Secretariat seeking either EAN membership or information on symbol-marking their products for export to EAN countries.

The EAN Secretariat was contacted by various international associations seeking advice or information for numbering and symbol-marking the products within their sector. Members of these various Associations were informed that the EAN system (basic identification + supplementary codes) can perfectly meet their requirements. Since no sector works in isolation, all sectors of trade and industry will benefit from adopting the common EAN/UPC standards.

EAN had regular contacts with the EEC. Apart from the frequent contacts in the framework of the TEDIS programme, EAN followed the SOGITS (= Senior Officials Group Information Technologies Standardization) proposal concerning barcodes. This EEC-DG XIII

standardization mandate, which is now forwarded to CEN/CENELEC, the European Committee for Standardization, comprises the preparation of a generic barcoding standard and the preparation of application standards in priority sectors, such as routing and transport. EAN participated in the proceedings of the CEN Technical Committee 225 on "Barcoding" which started its proceedings in September 1990 and obtained a liaison body status in this Committee. At the September meeting, CEN TC 225 resolved to adopt all EAN and UCC symbologies including Code 128 with Function Code 1 as a European Pre-Standard provided that the data content is in accordance with the EAN and UCC rules and coding registration procedures. The same principles should be investigated for the ITF-14 and ITF-6 add-on EAN applications.

ISO TC 46/SC 4 ("Information and Documentation") and EAN established Category B liaison, in accordance with the ISO procedures.

EAN is a member and participated in the proceedings of IDEA (International Data Exchange Association) and the Board of the COMPAT Organization.





## PUBLICATIONS AND REPRESENTATION AT INTERNATIONAL CONFERENCES

The first official EANCOM manual was released in July 1990. A general introductory leaflet on EANCOM was published around the same period.

During 1990, EAN made presentations at various international congresses and conferences, including:

- IBM Conference on Electronic Trading in Distribution, Brussels (April 1990)
- General Assembly PLASTEUFILM, Scheveningen, The Netherlands (May 1990)
- IIR Conference "Barcoding", Brussels (May 1990)
- COMPAT'90, Madrid (May 1990)
- International Retail Conference, Gottlieb Duttwiler Institut, Zürich (September 1990)
- User Seminar on "Retail and Distribution", Hong Kong (September 1990)
- Seminar on Article Numbering for Manufacturers and Exporters, Hong Kong (September 1990)
- EDI'90, Paris (November 1990)
- EDI in Distribution, Barcelona (November 1990)
- IBM Conference on Electronic Trading in Distribution, Brussels (November 1990)
- SCAN-TECH EUROPE 90, Frankfurt (November 1990)
- IIR Conference "Barcoding in de logistiek", Brussels (December 1990)
- Bar Code Basics and Quick Response, Brussels (December 1990)

## DIRECT ALLOCATION OF MANUFACTURER NUMBERS

In 1987, EAN started to implement its policy for the direct assignment of manufacturer numbers to exporters in non-member countries. At present, EAN has allocated such numbers to exporting companies in the British West Indies, the P.R. of China, Guyana, India, Indonesia, Lebanon, Madagascar, Malta, Mauritius, Morocco, The Philippines, Sri Lanka, Saudi Arabia, Sudan, Tunisia and the United Arab Emirates.

Manufacturers with a company number issued by EAN are not considered as members of the International Association, but as users of the EAN system. When an EAN Numbering Organization is formed and accepted in a given country, all manufacturer numbers which have been issued directly by the International EAN Association, revert to the control of this Numbering Organization.



## **APPENDIX: SYNOPSIS OF THE ACTIVITIES IN 1990 IN THE EAN MEMBER COUNTRIES**

For each of the EAN member countries, a synopsis of the activities has been prepared, based on a survey organized by the General Secretariat.

### **ARGENTINA**

#### **ASOCIACION CIVIL ARGENTINA DE CODIFICACION DE PRODUCTOS COMERCIALES ("CODIGO")**

Paraguay 577 - 3°  
1057 BUENOS AIRES  
Tel. : 54.1.312.54.19  
Fax : 54.1.312.58.46

President: Mr. F. BRAUN, S.A. IMP. Y EXP.  
LA PATAGONIA

Executive Staff: CAÑAS MARTINEZ Lorenzo,  
General Manager  
ESCOREDO Ariel  
NAVA Diego  
CANDIA Luisa

Newsletter: Boletín Informativo CODIGO

#### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, CODIGO had 1,630 member companies, with 1,604 manufacturer companies, 13 distributors and 13 associations. 90 stores were scanning, of which 89 were supermarkets and other self-service grocery stores, with 1 general merchandise store.

CODIGO participated in the "Jornadas '90 del Supermercado Argentino", an international event organized by the "Camara Argentina de Supermercados" and the "Federación Argentina de Supermerca-

dos" with a stand where conferences and advice were provided to the public.

CODIGO took part in the creation of ARLOG, the "Asociación Argentina de Logística Empresarial". CODIGO was appointed at the Board of Directors of this Institution, the main activities of which will be: organization of seminars, meetings and training lectures on Logistics.

CODIGO provided assistance in training the personnel of the Cuban Numbering Organization. CODIGO published the "Boletines Bimestrales" which are updates of the "Guía de Codigos" along with some general information and lists of new member companies and articles.

### **AUSTRALIA**

#### **AUSTRALIAN PRODUCT NUMBER ASSOCIATION Ltd. ("APNA")**

Unit 8, 417 Ferntree Gully Road  
Mount Waverley  
VICTORIA 3149  
Tel. : 61.3.544.64.00  
Fax : 61.3.543.85.27

President: Mr. G. SADLER, COLES MYER Ltd  
Executive Staff: SMITH Brian, Executive Director  
GLASSON David, Research Director  
RAMIREZ Marcella, Executive Officer  
PALAZZOLO Maria, Technical Officer

Newsletter: APNA News



## SYNOPSIS OF THE ACTIVITIES IN 1990

The membership of the AUSTRALIAN PRODUCT NUMBER ASSOCIATION Ltd. has grown rapidly in the past five years, from some 1,300 members in 1985 to 4,978 today. The expansion has been lateral, as product numbering has moved on from their initial focus on grocery and supermarkets to encompass many more sectors - including department and discount stores, hardware, liquor, pharmacy, clothing, electrical, books, records and horticulture.

The total number of scanning stores in Australia at the end of 1990 amounted to 2,168, with 24,092 POS. Non-food stores account for 17 % of total scanning stores and 28 % of scanning registers. The APNA has continually increased the range of services which it provides to its members. APNA's Symbol Testing Service, still proving very popular, is currently checking 1,000 products a week. New guidelines were drawn for pharmaceutical and horticultural industries. APNA was represented at the International ASI/FMI Supermarket Show held at Sydney's Darling Harbour, attended by more than 3,000 people from 22 countries. Collection of data for the first reports of the Industry Information Service (IIS), an entirely new information resource showing sales trends of Australian grocery products, is under way. Based on sales data from a panel of 150 scanning supermarkets, representative of the Australian grocery market, it will provide quarterly reports on sales trends in categories of packaged grocery products barcoded by suppliers. Trends for each category will be reported both by state and nationally. Suppliers will receive IIS reports for categories in which they market products, with no payment to retailers and wholesalers providing sales data and no cost to suppliers receiving reports.

## AUSTRIA

### EAN-AUSTRIA Gesellschaft für Kooperative Logistik Ges.m.b.H

Mayerhofgasse 1/15  
1040 WIEN  
Tel. : 43.222.505.86.01  
Fax : 43.222.505.86.01.22

President: Dr. W. MAIWALD, Komm. Rat.,  
EXAKT-DRUCK

Executive Staff: BURIAN-BRAUNSTORFER Eva-Maria,  
Director  
VLCEK Erich, Official in charge  
FRANZMAIR Peter, Official in charge

Newsletter: EAN-AUSTRIA Info

## SYNOPSIS OF THE ACTIVITIES IN 1990

During 1990 the membership of EAN-AUSTRIA grew to 2,580 i.e. 2,082 manufacturers, 293 distributors and 205 other companies. In all, 3,770 company identification numbers had been allocated.

POS - Scanning installations grew to 1.200 at the end of 1990. This represents an increase of about 250%. This increase will push automation in and amongst companies very quickly.

EAN-AUSTRIA held 28 seminars throughout the country and had stands at various Export fairs.

EDI - in Austria ECODEX (Electronic COmmercial Data EXchange) - is used by 140 companies and is extending rapidly.

EAN-AUSTRIA established close cooperation with the pharmaceutical industry. Several pharmacies started introducing scanning.

Activities and experiences in the domain of EAN were published in "EAN-AUSTRIA INFO".



## **BELGIUM AND THE GRAND DUCHY OF LUXEMBURG**

### **ASBL ICODIF VZW**

Rue Marianne 34  
1180 BRUXELLES  
Tel. : 32.2.345.99.23  
Fax : 32.2.346.02.04

President: Mr. J. COLLIN, Chairman of Board of  
Directors CAMPBELL EUROPE, FOOD &  
CONFECTIONERY (1990)  
Mr. M. RAES, Director GB-INNO-BM  
(1991)

Executive Staff: BRAEM Jef, Executive Officer  
ICODIF and ICOD  
BOONET Etienne, Director ICOF  
VERTROOST Dominique, Technical  
Adviser ICOF  
WELLEMANS Gilbert, ICOM project  
leader  
SCHMIT Jean-Paul, EAN Coordinator  
GD of Luxemburg

Newsletter: ICOF Bulletin

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

#### **Belgium**

During 1990, the membership of ICOF (the Manufacturer's branch of the Belgian numbering organization) grew to 1,384 companies while the membership of ICOD (the Distributor's branch) grew to 149 companies. The source-marking rate was in excess of 95 % on grocery items.

At the end of the year, 1,157 stores were scanning. DELHAIZE-LE-LION, one of the main retail chains, equipped all its stores, at a rate of 2 stores a week. Several retailers scan coupons at the point of sale. At the end of the year, 125 coupon issuer numbers had been allocated.

The ICODIF manual on "article numbering and symbol-marking" was fully redrafted and circulated to all members in March 1990.

During 1990, important efforts were made to promote the ICOM communication system. At the end of the year, 63 companies (i.e. 200 communication points) were exchanging EDI messages, based on the ICOM standard. The Working Party on Communication carried on its message design work and assessed the tests of various messages. In parallel, the Belgian Organization followed the EANCOM developments and provided the necessary information to Belgian companies that wished to adopt EANCOM for international communication.

Four seminars on "Numbering and symbol-marking", including the "UCC/EAN application identifier standard", were held during the year, as well as four seminars on ICOM. All seminars were well received and attended by a great number of delegates.

ICODIF lectured at several conferences on barcoding and EDI. For the first time, ICODIF was represented with its own stand at VISUMAT '90, Belgium's main fair for store equipment.

#### **Grand Duchy of Luxemburg**

At the end of 1990, the Chamber of Commerce of the Grand Duchy of Luxemburg had 63 manufacturer and 2 distributor members. Approximately 20 stores were scanning.



## BRAZIL

### ASSOCIACAO BRASILEIRA DE AUTOMACAO COMERCIAL ("ABAC")

Av. Paulista 2644  
10° Andar Conj. 102  
CEP 01310  
SAO PAULO  
Tel. : 55.11.256.88.69  
Fax. : 55.11.231.28.08  
Telex : 39015

President: Mr. J.C. NAVAS, Grupo Pão de Açúcar

Executive Staff: RODRIGUES Wagner Tadeu,  
General Manager  
LOPES Simone Silva, Technical  
Adviser  
AZEVEDO Marcelo Henrique,  
Technical Adviser

Newsletter: Informativo ABAC

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, ABAC had 456 manufacturer members, 79 distributors and 88 other members. In all, 12 stores were scanning.

ABAC worked closely together with retailers wishing to implement store automation. ABAC organized seminars for their suppliers, aiming at informing them how to properly symbol-mark their products. Symbol testing services were provided.

The EANCOM/EDIFACT standards were approved and companies volunteered for pilot tests.

The annual meeting was organized with great success, together with ABRAS, the Brazilian Association of Supermarket Operators.

## CHILE

### CNC - DEPARTAMENTO DE CODIFICACION COMERCIAL (CNC-DEPCO)

Santa Lucia 302 - 4° piso  
SANTIAGO  
Tel. : 56.2.39.76.94  
56.2.39.66.39  
Fax. : 56.2.38.02.34  
Telex : 340110

President: Mr. O. ANWANDTER QUENTIN,  
SUPERMERCADOS JUMBO

Executive staff: RECABARREN MEDEIROS Carlos,  
Executive Director  
ELGUETA ANDRADE Héctor, Executive

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of the year, CNC-DEPCO had 120 member companies and 2,700 source-marked items. Four supermarket chains already started scanning. Great progress was achieved in symbol-marking books and magazines.

During 1990, DEPCO held 20 seminars for companies and associations. Through these seminars and meetings, over 300 companies were contacted.

The "Pharmaceutical products" working party examined the implementation of scanning in drugstores, to be realized during 1991. Several meetings were held with department stores in order to promote the EAN system and harmonize the applications amongst them. The "Despatch units" working party studied various practical solutions to the application of the ITF-14 symbol in distribution.

CNC-DEPCO advised six supermarket chains willing to start scanning in 1991. In the technical area, DEPCO set up an official EAN symbol quality control service for its members.



The Organization published several articles in specialized journals, such as the "Revista de Supermercados", the "Mercado Moderno" and "Vas" (the packaging journal). CNC-DEPCO was represented with a stand at SOFTEL '90 (hardware and software fair in Santiago) and at EXPOCOM (exhibition of manufacturers and service companies).

## COLOMBIA

### INSTITUTO COLOMBIANO DE CODIFICACION Y AUTOMATIZACION COMERCIAL ("IAC")

Carrera 19 N° 84-49/51  
Nivel 6 BOGOTA, D.E.  
Tel. : 57.1.611.10.98  
Fax : 57.1.218.49.98

President: Mr. FLOREZ BARAJAS, Rafael, Presidente  
Consejo Directivo I.A.C.

Newsletter: CODIGO 770

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, IAC had 54 manufacturer members, 14 distributors and 13 other members. A total of 65 company identification numbers had been allocated. There are now 7 scanning stores in Colombia.

In 1990, IAC organized the second Colombian Conference on Commercial Automation and Coding.

IAC published its national EAN manual, called "Manual General de Especificaciones EAN - Codificación y Simbolización". Five numbers of "Codigo 770" were issued during the year. IAC held six seminars for companies and associations. The EDI technical committees decided to adopt the EANCOM standard in Colombia.

In September 1990, a technical committee on sales data was created to decide on future developments in this field.

## CYPRUS

### CYPRUS CHAMBER OF COMMERCE & INDUSTRY ("EAN-CYPRUS")

P.O. Box 1455  
NICOSIA  
Tel. : 357.2.449.500  
Fax : 357.2.458.630  
Telex : 2077

President: Mr. Ph. EPIPHANIOU,  
President of the CYPRUS CCI.

Executive staff: TSIAKKIS Marios, Secretary General

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, the CYPRUS CHAMBER OF COMMERCE AND INDUSTRY had 155 manufacturer members and 5 distributor members. In all 148 company identification numbers were allocated. Five supermarkets and two department stores were scanning.

## CZECHOSLOVAKIA

### CZECHOSLOVAK CENTER OF EAN ("CSS EAN")

Olbrachtova 3  
146 00 PRAHA 4  
Tel. : 42.2.427051-5  
Fax : 42.2.692.88.17  
Telex : 123550

President: Mr. D. STRAUCH - Chairman FEDERAL  
ADMINISTRATION FOR MATERIAL  
RESERVES

Executive Staff: MARTINIC Jaroslav, Chief Executive  
VANOVA Jana, Executive officer  
NOVY Karel, Technical officer  
CITKOVA Anna, Executive officer



## **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, the CZECHOSLOVAK CENTER OF EAN had 235 manufacturer members, 6 distributor members and 9 other members. 288 EAN company identification numbers had been allocated altogether. About 200 companies (manufacturing companies and publishers) are now symbol-marking their goods. Approximately 5% of all products carry the EAN symbol, mostly found in grocery stores, chemists and record dealers.

One department store (textile) was scanning. A number of POS scanning projects, mainly in the non-food area, were under preparation but were stopped due to the fundamental changes in the economical structures of the country, such as the privatization in trade and industry.

The Numbering Organization was completely reorganized and, for the first time, fees were charged to the users of the EAN system. CSS EAN established its Executive Committee and set up working groups on standards, structure, communication and printing. Training sessions and meetings on specific topics (e.g. "The shop in the nineties") were organized. Various articles were published in the trade press.

CSS EAN organized journeys for Czechoslovak experts to SCAN EUROPE'90, EDI'90 and SCAN POLAND.

The code structures for despatch units (EAN and DUN/ITF-14) are about to be published as a Czechoslovak state standard. Likewise, the development of the "EAN-128" standard is being prepared.

CSS EAN initiated proceedings on the EANCOM communication standard. The documentation was retrieved and cooperation was started with the organization managing the EDIFACT standard in Czechoslovakia.

The need to mark goods for export to the USA and Canada with UPC codes, is still perceived as a problem.

## **DENMARK**

### **DANSK VAREKODE ADMINISTRATION EAN ("DVA")**

Kronprinsessegade 34,3  
1306 KOBENHAVN K  
Tel. : 45.33.13.92.92  
Fax : 45.33.91.13.75

President: Mr. A. REISFELT, Managing Director  
Danish Organization of Independent Grocers.

Executive Staff: OLSEN John, Director DVA  
RASK Arne, Director LOGISYS

Newsletter: DVA-NYT

## **SYNOPSIS OF THE ACTIVITIES IN 1990**

The DANSK VAREKODE ADMINISTRATION has no individual members. On the whole 1,930 company identification numbers have been allocated. In all 1,300 shops were scanning. The main activities in 1990 have primarily been concentrated on the development of EDI information to the retail trade. Furthermore, there has been an increase in the demand and use of EAN especially in the pharmacy and general merchandise sectors.

## **FINLAND**

### **THE CENTRAL CHAMBER OF COMMERCE OF FINLAND**

Fabianintatu 14 B  
P.O. Box 1000  
00101 HELSINKI 10  
Tel. : 358.0.650.133  
Fax : 358.0.650.303  
Telex : 123814



President: Mr. R. TALVIO, Director MELIA OY

Executive staff: LINDROOS Sven-Gustav, Director

Newsletter: EAN-INFO

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

The Article Number Committee at the CENTRAL CHAMBER OF COMMERCE OF FINLAND has no individual members. At the end of 1990, 1,329 manufacturer numbers had been allocated i.e. an increase of 23% during the year. The source-marking of goods increased rapidly, especially in the non-food area.

By December 1990, 1,648 supermarkets, 202 department stores and 90 non-food speciality shops were scanning, totalling 1,940 installations, which means an increase of 48% during the year. This means that 26% of the grocery stores are scanning, representing 70% of the turnover.

The source-marking of despatch units with the DUN-14 code expanded and reached 12% of all despatch units.

The discussions between retailers and manufacturers on sales data continued. At the end of the year both parties decided on a practical solution to start the project.

The EAN Manual was updated including new parts on the EAN-128 supplementary codes.

In the area of data communication, the Article Number Committee is working closely together with the Data Transmission Committee at the Central Chamber of Commerce. This Committee supports the introduction of the EANCOM standard messages on a national level. Together with the other four Nordic countries, the work in the EDINOR project continued.

## **FRANCE**

### **GENCOD SARL**

13 Boulevard Lefebvre

75015 PARIS

Tel. : 33.1.48.28.63.54

Fax : 33.1.45.31.09.50

Telex : 204715

Managers: Mr. J. PICTET, General Delegate IFLS

Mr. B. SUZANNE, General Director

SYNDIFRAIS

Executive Staff: ANGUE Thérèse, General Director  
de CLOSMADÉUC Joël, External  
Relations

SION Bernard, Technical Manager

GEORGET Pierre, Project manager

Newsletter: GENCOD Information

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1989, 11,520 manufacturers, 520 distributors and 4 carriers were members of GENCOD. The number of scanning stores continued to increase, reaching 6,650. 70% of all hypermarkets and 39% of all supermarkets are now equipped.

At the end of 1990, 210 workstations were connected to the ALLEGRO EDI service, amongst which were 26 retailers, 6 carriers or logistic warehouses, 178 suppliers of all types of activities, food, fresh products, DIY, textile, ... The carriers have started using ALLEGRO to transmit EDIFACT messages. 50,000 documents per month are sent via the service. This traffic is increasing by 15% per month. The activities of the various working parties, e.g. the WP for carriers continued. The Working party for coding flowers and plants has nearly completed its work.

40 seminars were held in Paris: 20 on product coding and symbol marking, 20 on EDI and ALLEGRO. In





addition, 10 seminars on coding and symbol marking and 5 seminars on EDI and ALLEGRO were held in other large cities.

GENCOD held 6 meetings for its members on new developments, information on ALLEGRO and exchange of experiences amongst members.

GENCOD also participated in 6 exhibitions. 300 participants attended the GENCOD conference on EDI presented at the Trade Exhibition.

## **GERMANY**

### **CENTRALE FÜR COORGANISATION ("CCG")**

Spichernstraße 55  
5000 KÖLN 1  
Tel. : 49.221.57.49.02  
Fax : 49.221.57.49.159  
Telex : 8882151

President: Mr. B.C. ENGBERG,  
Deutsche UNILEVER GmbH

Executive staff: HAGEN Karlheinz, Director  
WAGENER Günter, Division Manager  
(Data Services)  
SCHULTE Karl, Division Manager  
(Systems Development)

Newsletter: Coorganisation

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, 10,280 manufacturers and 6,670 distributors were members of CCG. More than 50 % of the manufacturer members represent general merchandise branches.

In all 4,849 stores were scanning. The symbol-marking rate was nearly 100% in the food assortment and increased very rapidly in the textile and hardware sectors.

Particular activities were undertaken in the Textile and Fashion area on numbering, barcoding and EDI-background.

### **NDWK**

During 1990, the main activity of the DIN-Committee "Daten- und Warenverkehr in der Konsumgüterwirtschaft" was to study the EANCOM draft messages and the development of EDIFACT subsets for the exchange of information in the consumer goods' area. The NDWK is also working at a logistic information system and developing a proposal for a pallet pool in the consumer goods' area.

### **SEDAS - Exchange of invoices**

Approx. 300 companies are now exchanging invoices on a bilateral basis.

In the course of the year, pilot projects for the exchange of invoice information were completed with success. Contracts for EDI-exchange of invoices were made with the network providers General Electric Information-Service (GEIS) and IBM.

### **SDS - Exchange of order information**

69 manufacturers and 18 distributors participated in the SDS-order data exchange. The volume of order information exchanged more than doubled in 1990 compared with 1989. In 1990, more than 3.2 million order lines were exchanged over the clearing-house.

### **SINFOS - Communication of basic data**

Activities were focused on the implementation of the SINFOS-Service, a national Data bank of articles concerning marketing and logistic information (EAN Catalogue).



### **MADAKOM - Access to sales data**

The number of items in the MADAKOM pool increased to 85,000. The data are collected from 100 outlets from 16 distribution chains. The 100 outlets represent: - Department stores (8) - Consumer markets (42) - Supermarkets (13) - Discount shops (37)

### **CCG services and seminars**

During the year 4,000 new members used the services of CCG at the introduction of EAN coding, for example for symbol testing at the CCG-test-center.

Seminars on EAN, SEDAS, MADAKOM and SINFOS were held throughout the year.

### **Unification of the German Numbering Organizations**

At the end of 1990, all procedures were put in place to merge the two German EAN Organizations, CCG in Cologne and the EAN-Coorganisation Berlin e.V., as from 1 January 1991. The official representative of Germany in the International Article Numbering Association, EAN, is CCG in Cologne. The Berlin office will continue to operate in future and provide membership services to the companies in the ex-DDR territory.

### **GREECE**

#### **HELLENIC CENTER OF ARTICLE NUMBERING ("HELLCAN")**

Ethnikis Antistaseos 69 & Eptanisou 2  
15231 CHALANDRI  
Tel. : 30.1.67.11.990  
Fax : 30.1.67.26.080

President: Mr. I. VAKIRTZIS, CONTROLGRAPH

Executive Staff: THEODORAKOPOULOU Jenny,  
Vice-president  
DIMOU Fouli, External Affairs

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, HELLCAN had 272 manufacturer members and 2 other members. There are no EAN scanning stores yet in Greece.

HELLCAN organized 3 seminars for exporters, 1 presentation to the mass media (TV, Press) and 10 presentations for manufacturers on industrial applications. Supermarkets are reluctant to introduce scanning due to the Greek tax policy. Another problem delaying the introduction of scanning is the deficient telecommunications network.

### **HONG KONG**

#### **HONG KONG ARTICLE NUMBERING ASSOCIATION Ltd ("HKANA")**

Room 2002, 2/F United Centre  
95 Queensway  
Hong Kong  
Tel. : 852.861.2819  
Fax : 852.861.2423

Chairman: Mr. G. ELLEDGE

Executive Staff: LIN Anna, Chief Executive

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, HKANA had 231 manufacturers, 159 distributors and 55 other members.

Early in 1990, HKANA launched a free symbol testing service. Throughout the year numerous actions were undertaken to promote article numbering in Hong Kong. HKANA:

- organized the first monthly in-house workshop
- organized a 3-consecutive days media demonstration on bar code scanning
- organized a seminar on "EDI, Just-in-Time and Bar Coding"
- participated in Scantech Conference 90



- published a set of general brochures concerning:
  - Article Numbering and HKANA
  - Consumer Units Coding
  - Trade Units Coding
  - Scanning of bar codes
- organized an "HKANA Pavilion" at Cenit Asia 90
- organized a seminar on "Article Numbering for Manufacturers and Exporters"
- sponsored a Seminar on "Retail and Distribution"

## HUNGARY

### HUNGARIAN CHAMBER OF COMMERCE - EAN BUREAU ("HCC - EAN BUREAU")

Hungarian Packaging and  
Materials Handling Association  
1085 Budapest Rigo. Utca 3  
POB 106 1389 BUDAPEST  
Tel. : 36.11.137.034  
Fax : 36.11.531.285  
Telex: 224745

President: Dr. Istvan DEBRECZENY - TAKEFT Ltd

Executive Staff: VISZKEI György, Executive Director  
SZIRMAYNE KOVACS Judit, Executive  
Officer  
SZE BENI Endréné, Executive Assistant

### SYNOPSIS OF THE ACTIVITIES IN 1990

There has been a steady increase in membership during 1990 and by the end of the year the EAN Bureau had 573 members of which 570 were manufacturer members and 3 were distributors. While the symbol-marking rate on food products increased rather slowly, by around 20%, pharmaceuticals, cosmetics and chemicals provided a growth exceeding 70%. Scanning has been introduced in 14 food stores, while there were 69 scanning pharmacies and general merchandise stores by the end of the year.

HCC participated in the organization of the second Scan-Hungary exhibition and conference held in April.

The EAN-128 specifications were published.

The EAN Bureau was active within a newly established organization: the Hungarian Packaging and Materials Handling Association, a member of HCC.

## ICELAND

### ICELAND EAN COMMITTEE

c/o VERZLUNARRAD ISLANDS  
Hus Verslunarinnar  
Kringlunni 7  
103 REYKJAVIK  
Tel. : 354.1.678.910  
Fax : 354.1.686.564  
Telex: 2316

President: Mr. V. EGILSSON, Director of the ICELAND  
CHAMBER OF COMMERCE

Executive Staff: HAUKSSON Oskar, Project Manager,  
Technological Institute of Iceland.

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, the ICELAND EAN COMMITTEE had 193 manufacturer members and 12 distributor members. 32 stores were scanning of which 20 were supermarkets and 12 were general merchandise stores.

There was a growing interest in EAN-128 in Iceland. The EANCOM standard was introduced. The ICELAND EAN COMMITTEE prepared a scanning data project and participated in the Nordic EDI project called EDINOR.



## ISRAEL

### ISRAEL CODING ASSOCIATION ("ICA")

c/o Manufacturers Association of Israel Industry  
House 29  
Hamered Street  
TEL-AVIV 68125  
Tel. : 972.3.512.88.37  
Fax : 972.3.662.026  
Telex : 342651

President: Mr. D. ALFANDARI

Executive Staff: GABOR Kurt, Managing Director  
NADEL Amnon, Secretary General  
GANIGAR A.  
SHACHAR A.

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, the ISRAEL CODING ASSOCIATION had a total of 935 members. 107 stores, of which 67 were supermarkets and other self-service grocery stores, 2 were department stores and 40 were general merchandise stores, were scanning.

The activities of I.C.A have been diversified throughout 1990, i.e.:

EDI: The EDI project is at its initial stage. A study was submitted by an external company, demonstrating the EDI requirements of the Israeli industry.

Quality inspection: I.C.A. hired the services of a private company to check the general quality of barcodes in supermarkets. In each store about 200 products were checked. Each company received a detailed report on the quality of its barcodes and, when required, was asked to correct the errors.

National Numbering of Fruit and Vegetables: A proposal for a unified national marking of fruit and vegetables was discussed by the Technical Committee

of I.C.A. Several debates will be necessary before any final decision can be reached.

## ITALY

### INDICOD

Via Serbelloni 5  
20122 MILANO  
Tel. : 39.2.76.02.19.65  
Fax : 39.2.78.43.73  
Telex : 330899

President: Mr. L. BORDONI, Director CENTROMARCA

Executive Staff: LENTI Giovanni, Secretary General  
BUCANEVE Roberto, Technical Executive

### SYNOPSIS OF THE ACTIVITIES IN 1990

INDICOD had, at the end of 1990, 11,055 manufacturers, 41 distributors, 206 publishers and 62 other members. 3,690 retail shops were scanning of which 3,560 are in the food-sector. The grocery assortment may be considered as fully symbol-marked. The EAN system continued its expansion in textile and apparel, electric and household articles, tools and stationery. Special meetings were organized to promote the marking of despatch units and supplementary codes (EAN-128). A committee was created aiming at organizing educational and informative campaigns on the importance of the EAN system and of its use at the point of sale, in logistics, in EDI and in a scanner data bank.

INDICOD prepared the organization of an exhibition on the evolution of the distribution system, called "Yesterday, today and tomorrow" which will take place in Autumn 1991.

INDICOD and IBM worked on an agreement between the Italian manufacturers and distributors for the first pilot test of a scanning data bank.



As far as EDI is concerned, projects for the exchange of messages between manufacturers and distributors based on the EANCOM standards, were developed. The EANCOM manual was made available in Italian.

Chairman: Mr. E. KAGEYAMA

Executive Staff: ASANO Kyosuke, Executive Director  
ONO Kouzo, General Manager  
SATO Makoto, Director  
SEKIKAWA Hitomi, Chief Researcher

## JAPAN

Newsletter: DCC News

### THE DISTRIBUTION CODE CENTER ("DCC")

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### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, the DISTRIBUTION CODE CENTER had allocated 34,601 numbers to manufacturers and 14,577 numbers to distributors.

### DIFFUSION OF EAN SCANNING STORES (as of 31 March 1990)

Store category	Number of scanning lanes			Number of scanning stores
	Fixed scanners	Handheld scanners	Total	
Department stores	684	779	1,463	140
General Merchandise Stores	23,568	21,733	45,301	3,357
Supermarkets	39,431	8,627	48,058	12,781
of which mini-supermarkets	4,708	1,750	6,458	2,860
Convenience stores	647	28,080	28,727	16,440
Agricult. Cooperatives	3,095	242	3,337	859
Cooperatives	4,729	785	5,514	1,017
Shopping Centers	1,059	690	1,749	473
Home centers	509	913	1,422	304
Speciality stores:	2,005	36,102	38,107	28,863
-Clothing	158	5,997	6,155	4,467
Furniture, Interior goods	26	325	351	281
Household, electr. appl.	76	5,376	5,452	2719
Cameras, precious metals				
glasses & clocks	69	807	876	456
Books, Stationery	24	501	525	246
Car goods	0	332	332	281
Character goods	55	202	257	212
Pharmaceutical products & Cosmetics	378	9,183	9,561	8,436
Toys, hobbies	28	803	831	443
Records, Instruments	0	441	441	367
Liquor	110	4,806	4,916	4,612
Shoes	2	1,260	1,262	1,093
Sports	22	1,092	1,114	591
General retail shops	1,225	2,093	3,318	2,219
Others	2,737	3,764	6,501	3,608
<b>Total</b>	<b>79,689</b>	<b>103,808</b>	<b>183,497</b>	<b>70,061</b>



### Scan Installation Status

According to a survey conducted by DCC, at the end of March 1990 there were approximately 70,000 stores that had installed 180,000 POS terminals (EAN type) in Japan. For December 1990, it was estimated that the total increased to approximately 150,000 stores with 500,000 POS terminals.

It was further estimated that the 50,000 companies with registered manufacturer numbers at DCC have marked a total of approx. 3 million items. During 1990, the use and application of source-marking has become more widely assimilated in new areas such as construction and building materials, medical equipment and machinery tools, and other intermediate products and goods. The main development of the year was that the largest GMS in Japan, the Daiei Group, announced its decision to use EAN scanning for apparel goods. Partly because of this development, source marking of clothes and apparel will spread at an accelerated pace in 1991 and thereafter.

### JICFS (JAN Item Code File Service) System

- The JICFS is the system which supplies information on the EAN codes and their corresponding product description - such as item name, size, volume, specification, recommended retail price, etc. - to a wide range of retailers including wholesalers, marketing companies, and computer system suppliers. Product information is provided directly by the manufacturers to the database managed by DCC-Japan.
- The JICFS started to provide services in April 1988.
- As of December 31, 1990, 600,000 items were recorded in the JICFS database, mainly food products and sundry goods, household electrical appliances, sport goods, stationery, etc. In total 1,600 companies use the JICFS service. By the end of 1991, it is expected that its application will expand to include toys and apparel goods, and that about 200,000 (additional) items will be registered.

- Data on individual items stored in the JICFS database are supplied to the users via 13 distributors. Users are utilizing the database for the maintenance of PLU files, product master files for the exchange of purchase order data, and product master files for scan data services.

### RDS (Scan Data Service System)

- RDS system is an abbreviation for "Ryutsu Data Service" (Ryutsu means Distribution in Japanese). The Scan Data Service system is a system collecting and making effective the use of POS-scan data by DCC Japan, retail shops providing data (PIP: POS Information provider) and eleven database service (DBS). This system will start in 1991.
- With RDS, scan data from 220 stores throughout Japan will be collected on a weekly or monthly basis. DBS companies will supply this data after analyzing and processing it according to the needs of manufacturers, wholesalers and retailers.
- This system has been collecting data on food products and sundry goods, but expansion to pharmaceuticals, cosmetics and liquor products is currently under examination.

### The distribution VAN (Value Added Network) "BENTHAM"

- VAN (distribution industry VAN) can be classified broadly into district-oriented VAN, and Unit industry oriented VAN. District-oriented VANs are built for many partners, and they serve as a data exchange system for placing orders and receiving orders on an online basis, and are used jointly by an indeterminate number of small and medium-sized retailers and wholesalers. More recently, VAN centers also provide services such as the provision of maintenance data for POS product masters for small- and medium-sized stores. Unit industry-oriented VANs are mainly a network for joint use



by makers and wholesalers of a given industry for exchange such as receiving orders, placing orders, product information, shipping information, billing information etc. Such VANs have been developed for single industries such as food products, confectioneries, household sundry goods, household electrical appliances, toys etc. With regard to district-oriented VANs, DCC Japan developed the standard system, and is carrying out efforts to promote standardization of district-oriented VANs in each area, and the model system is called "BENTHAM". BENTHAM is the EDI standard for district-oriented VANs. About 40 district-oriented VANs are operating in various parts of Japan. VAN based on BENTHAM started operating in April 1988. Unit-industry oriented VANs are developed by various industry and trade associations, and they are created on the basis of the EDI standard of each industry concerned. About 10 VANs for the distribution industry are operating. In all these VANs, standard business protocols are used such as the J-Protocol as the communication protocol, the EAN code, the standard data exchange format for each industry, uniform vouchers, JICFS, etc..

### Shopping district POS Systems

- Japan has a large number of areas where stores, predominantly small and medium-sized independent retailers, gather to form a shopping district. In POS shopping districts, independent retailers individually install POS terminals and use a computer system together. This POS system reduces the system cost for each retailer. Also, it enables the shopping district to improve customer service, as well as increase its capability to pull in customers by the introduction of a joint shopping district card.
- The major objectives of shopping district POS, then, are:
  - issuing an integrated standard POS card for the

shopping area, and to strengthen the shopping area's ability to draw more customers by improving customer service.

- by strengthening merchandise management at each individual store by the use of EAN code, there can be more effective product line ups.
- DCC-Japan is experimenting with the system in the following shopping districts:
  - "Musashi Koyama Shopping District" (Shinagawa district - Tokyo). A large shopping area consisting of 280 stores. An experimental merchandise control system using EAN-marked tags started in November 1988. The experiment ended in September, and now, work to expand the number of stores using POS is planned.
  - "Chitose Karasuyama Shopping District" (Tokyo Metropolis). A medium-sized shopping mall consisting of 156 stores. An experimental stamp system using IC cards started in November 1988. In March 1990, a prepaid system was started. Credit service is scheduled for March 1991. After March 1991, it will become possible to stamp, to have a prepaid card, and credit, all with the same card. The number of members reached 5,000 as of December 1990.
  - "Kumamoto Central Shopping District" (Kumamoto-City). A large-sized shopping district consisting of about 380 stores. The experimental merchandise control system started in September 1989. An experimental customer service system (based on the use of a Magnetic Stripe card) began to operate in December 1989.
  - "Koriyama-City Central Shopping District" (Koriyama-City). A medium-sized shopping mall consisting of about 160 stores. A customer service system using shopping-district cards is being implemented. The system is scheduled to operate in 1991.



— In addition, there are other shopping districts that are planning to develop and introduce an integrated magnetic stripe card which will fulfil four functions in one, namely, count service function, prepaid card function, EFTS-POS and credit function.

## **MALAYSIA**

### **MALAYSIAN ARTICLE NUMBERING COUNCIL ("MANC")**

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### **SYNOPSIS OF ACTIVITIES IN 1990**

At the end of 1990, MANC had 153 manufacturing members and 4 other members. Four supermarkets and other self-service grocery stores have scanning facilities.

Getting more manufacturers to source mark their products and retailers to implement scanning in their stores continued to be the major focus of the organization's activities in 1990.

As the use of bar coding in the country took off largely through the manufacturing sector for exports to EAN countries, retailers had generally been slow to adopt

scanning in their operations. Most retailers are reluctant to do so because of the high investment cost, and the number of bar coded items in the stores has not reached the level where it becomes economically feasible to introduce scanning.

However, constant efforts made by the FMM are beginning to make headway as a major retail chain store has recently announced its intention to introduce scanning in 1991. Manufacturers, in the meantime, were encouraged to bar code their products not only for exports but also for the domestic market.

During the year, two workshops on the implementation of the EAN system were conducted to guide users on the finer details and technical aspects of the system. Numerous talks on the EAN system were also given at the premises of manufacturers.

A presentation on the use of bar coding in the retail trade for improving efficiency and better customer services was given by Mr. Paul LOW, Chairman of MANC, at the IBM Retail Conference 1990 held on December 3, 1990. The MPN Newsletter, a quarterly publication, continued to be widely disseminated and provided users of bar coding with information on the technical specifications of the product numbering system and activities of MANC and other EAN organizations.





## MEXICO

### ASOCIACION MEXICANA DEL CODIGO DE PRODUCTO AC ("AMECOP")

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### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, AMECOP had 658 manufacturer, 27 distributor and 43 other members. 99 stores were equipped with scanning.

During 1990, AMECOP held orientation seminars focussing general aspects of barcoding, as a consequence of the introduction of scanners and product symbol-marking in supermarkets and department stores.

There is increasing interest to start an EDI project in Mexico. AMECOP has been working on the EANCOM manuals for that purpose.

AMECOP held several meetings with the pharmaceutical industry. Various new brochures on the use of barcoding in industrial applications, books and paperbacks, printing, etc. were issued.

In July 1990, AMECOP hosted a meeting of the Latin American Working Party. The development in

different fields in Latin American countries and the EAN/UCC Alliance Agreement were on the agenda. AMECOP organized its second Symposium, attracting retailers, representatives of department stores and equipment suppliers. More than 700 delegates attended the event.

## THE NETHERLANDS

### STICHTING UNIFORME ARTIKEL CODERING ("UAC")

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Newsletters: UAC Perspectief  
UAC TRANSCOM News Bulletin and 2  
technical issues especially made for the  
UAC - and TRANSCOM members

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, UAC had 1,767 members, of which 1,418 were manufacturers, 88 distributors and 261 other members. About 1,100 shops, of which roughly 800 are food supermarkets and other self-service grocery stores, and about 200 are general merchandise speciality shops, were equipped with scanners. About 40% of the food turnover is scanned



in The Netherlands. In 1990, the major Dutch department store VROOM & DREESMAN decided to implement full EAN-scanning in all stores. As a consequence the symbol marking rate on general merchandise grew significantly. Besides that, a growing number of Do-It-Yourself chain stores is now implementing scanning too.

In 1990 Stichting UAC started discussions with a number of new sectors using the EAN system: horticulture, building material, metal products, gramophone records, pharmaceuticals (investigation was done towards the consequences of different coding systems in this sector), textile and fashion products. A discussion document regarding the application of EAN codes on textile and fashion products was published. The first pilots were set up using EAN-128 as supplementary codes and companies are demonstrating a growing interest in application possibilities for the EAN/UPC Serial Shipping Container Code.

## **EDI**

TRANSCOM, a set of standards for electronic data interchange (EDI) of trade messages in The Netherlands, continued to grow. The number of users exceeded 225 towards the end of 1990. Since 1988, the TRANSCOM standards comply with the internationally agreed EDIFACT-standards. TRANSCOM has developed the following messages: Price/Sales Catalogue Message; Purchase Order/Purchase Order response Message; Despatch Advise Message and Invoice.

Up to now, most TRANSCOM members only use the Purchase Order but they show a growing interest in other messages as well. Their interest may be explained by the general need to integrate the flow of information and the flow of goods which can be achieved by using the EAN-system in combination with EDI. Further, in 1990, pilots were set up in the wholesale industry for building material. In 1991, EDI pilots will be started in the textile and fashion sector

and in the stationery sector.

In 1990, a number of TRANSCOM members started to use EANCOM-standards for their international trade.

## **Access to Sales Data**

In 1986, the project for the Central Exchange of Scanning Data was set up with A.C. Nielsen (Netherlands). In 1990, the project was delegated to A.C. Nielsen.

## **National EAN Catalogue**

Up to now, no national EAN Catalogue has been set up. A number of TRANSCOM members are exchanging EAN codes by using the TRANSCOM-Price/Sales Catalogue message.

## **Conferences, Seminars and Publications**

In June 1990, Stichting UAC organized its annual EAN/EDI Conference. Each quarter, Stichting UAC published the UAC Perspectief, a publication with case stories about EAN and/or TRANSCOM.

## **NEW ZEALAND**

### **NEW ZEALAND PRODUCT NUMBER ASSOCIATION Ltd. ("NZPNA")**

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Newsletter: NZPNA News



## SYNOPSIS OF THE ACTIVITIES IN 1990

By the end of 1990, the NEW ZEALAND PRODUCT NUMBER ASSOCIATION had 1,795 manufacturers, 378 distributors and 51 other members. In all 575 stores were equipped with scanning.

There has been a steady growth in membership during 1990, with scanning installations being installed in more general merchandise outlets and another large departmental store. Two large service station chains have installed scanning systems in their outlets and this development could increase in 1991. Most liquor outlets in New Zealand have point of sale scanning and a large stationery chain is scheduled for scanning during 1991.

The electronic industry is barcoding and some work has been done with the Wholesale Electrical Suppliers Guild. The same situation applies to the Nurserymen's Association with an increasing number of nurseries barcoding their plants. The following organizations have requested assistance with a view to barcoding their products: Plumbers' Suppliers Guild, Engineers Merchants Assn., Building Material Suppliers Guild and Automotive Parts Guild.

Seminars have been run throughout the year with an emphasis on despatch numbering. Many manufacturers are now incorporating ITF codes on their outer packs and there is quite a deal of activity in New Zealand regarding fixed scanning units and on-line printers at point of manufacture. NZPNA has been heavily involved with EDI and electronic data capture and this area is progressing at a rapid rate.

A draft booklet has been prepared for a school education programme. In addition a programme has been written for use with a portable PC and hand held wand to demonstrate electronic data capture using barcodes.

## NORWAY

### NORSK VAREKODEFORENING ("NVF")

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### SYNOPSIS OF THE ACTIVITIES IN 1990

The Norwegian Numbering Organization NORSK VAREKODEFORENING has no individual members. At the end of 1990, 1,720 manufacturer numbers had been allocated. 323 of these numbers were for coding variable weight items. The symbol-marking rate on grocery items was in excess of 97 %, and source-marking of general merchandise such as books, newspapers, periodicals, cosmetics, toys, shoes, clothes and records continued its rapid growth.

In all, 1,284 stores were scanning of which 800 were food supermarkets and other self-service grocery shops, 53 were department stores, 104 were book stores and 327 were non-food speciality shops.

During the year, NVF checked many EAN symbols and gave advice regarding print quality and symbol location. The main problem with symbol-marking is bad print quality, truncation and insufficient light margins.

The newsletter "EAN NYTT" was published three times. The NVF manual was revised. The following three working group were set up : Despatch Units, DPP and Communications.



NVF played an active part in the international EAN Communication project "EANCOM" and participated in the CEN-Working Group TC/225.

## **PAPUA NEW GUINEA**

### **PAPUA NEW GUINEA PRODUCT NUMBERING ASSOCIATION ("PNGPNA")**

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### **SYNOPSIS OF THE ACTIVITIES IN 1990: N.A.**

## **PERU**

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### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, the ASOCIACION PERUANA DE CODIGOS had 50 manufacturer, 30 distributor and 8 other members. 5 supermarkets and other self-service grocery stores were scanning.

During 1990, APC held seminars for various companies, explaining the benefits of the EAN System. APC organized 3 conferences:

- for representatives from 40 of the largest industries in Peru
- for Pharmaceutical Laboratories, to encourage them to barcode their products
- for printers, explaining how to print EAN symbols.

All these conferences proved to be very successful. Every month, many industries were interested in joining APC.

APC participated in the meeting of the EAN Latin American Working Party in Mexico on July 30, 1990.

APC provided various services to members companies, including technical support on product and symbol marking issues, and published two Informative Bulletins and promotional materials.

## **POLAND**

### **BAR CODING CENTER ("B.C.C.")**

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                  HALAS Elzbieta, EDI Project Leader



## SYNOPSIS OF THE ACTIVITIES IN 1990

Poland joined the International EAN Association in March 1990. The Polish Chamber of Foreign Trade, the initial representative of Poland in EAN, transferred its authority to the Bar Coding Center attached to the Institute of Stock Management in Poznan.

During its first membership year, B.C.C. mainly directed its objectives to introducing and promoting the use of barcoding in Poland. At the end of 1990, B.C.C. had 22 manufacturers and 2 distributors. One retail store was scanning. The main activities of B.C.C. were:

- preliminary studies for the implementation of the rules for numbering products, books and serial publications ;
- elaboration and introduction of the Polish standards for coding and symbol-marking consumer units ;
- creation of the special section for controlling the quality of bar code printing ;
- preparing and publishing three brochures on the basic elements of the EAN specifications and barcoding ;
- seminars and training. The conference "SCAN-Poland 90" was held in Poznan in September and was attended by more than 200 people. Four training seminars for manufacturers were organized.
- preliminary studies on the application of the EANCOM/EDIFACT system in the domestic trade.

## PORTUGAL

### ASSOCIACAO PORTUGUESA DE IDENTIFICACAO E CODIFICACAO DE PRODUTOS ("CODIPOR")

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## SYNOPSIS OF THE ACTIVITIES IN 1990

During 1990, CODIPOR's membership grew by 49 %, reaching, by the end of the year, 1,177 members (989 manufacturers, 93 distributors and 95 other members). According to the latest Nielsen report, 87 % of the mass merchandise supplied to major chains was source-marked. The marking of general merchandise is increasing, especially on textile and ironmongery products. 269 stores were scanning, of which 24 were supermarkets and other self-service grocery stores, 5 were department stores and 240 were general merchandise stores.

During 1990, CODIPOR held 26 EAN seminars, attended by 350 participants from 152 companies.

In March 1990, the CODIPOR EDI Working party - CODICOM - started its work which will be pursued in 1991 with the publication of the CODICOM manual and the realization of the first communication links. CODIPOR was appointed official delegate of the portuguese national standard body at the CEN TC-225.

## SINGAPORE

### SINGAPORE ARTICLE NUMBER COUNCIL ("SANC")

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Chairman: Mr. TAN Jin Soon - SINGAPORE  
MANUFACTURERS' ASSOCIATION

Executive Staff: KWOK Janice, Executive Secretary

Newsletter: SANC Newsletter

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of the year, SANC had 159 manufacturer, 85 distributor and 16 other members. Five stores were scanning; one supermarket and four department stores.

In 1990, SANC continued to organize various activities to promote greater use of EAN barcodes and encourage more manufacturers to source-mark their products with EAN codes. The decision of NTUC Fairprice Co-operative to go into scanning by 1992 was a great success for SANC. SANC conducted several presentations to familiarize NTUC suppliers with EAN bar-codes.

The SANC Symbol Testing Unit was set up in 1987 and any member can send its printed symbols to the unit for free verification and certification.

In January 1990, the Small and Medium Enterprise Division (SMED) of the Economic Development Board (EDB) announced publicly the formulation of a development plan for SME retailers. Four key areas of concern were identified for study: infrastructure, retail efficiency, human resource and productivity and distribution. Working groups were established to examine and address these areas. SANC participated in the distribution working group. SANC was also involved in the Port of Singapore Authority's Portnet Review Committee, dealing with electronic authorization of cargo deliveries for the Port of Singapore.

During 1990, SANC held several seminars including a seminar on "Latest Bar-Coding Developments and requirements for Source-Marking in Singapore". Presentations were given by SANC at the "National IT

Application Conference '90", the "IT seminar-cum-exhibition on promotion of computerization for wholesalers" and at a seminar organized by the Singapore Retail Merchants' Association.

SANC sponsored the Auto-ID Asia'90 Show, the first exhibition for South East Asia staged in Singapore, from November 2 - 5, 1990 in the World Trade Centre Hall. SMA President (SANC is a component of SMA) officiated the opening, urging local manufacturers and retailers to adopt the barcoding system to keep up with NTUC Fairprice's decision to implement full scanning systems in its supermarkets by April 1992. The objectives of the exhibition were:

- To promote recognition of automatic identification technology in Asia as one of the most productive means of handling stocks and sales control for both manufacturing and retail industries;
- To cover the state-of-art of the new industry through the exhibition ;
- To promote and heighten user awareness and understanding of automatic identification technology. 47 companies took part in the exhibition which was attended by more than 2500 visitors.

### **SOUTH AFRICA**

#### **SOUTH AFRICAN NUMBERING ASSOCIATION ("SAANA")**

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Executive Staff: PEARCEY Robert, Executive Director

Newsletter: SAANA Newsletter



## SYNOPSIS OF THE ACTIVITIES IN 1990

During 1990, the membership of SAANA grew to 2,641 companies, with 2,494 falling into the manufacturer category, 45 into distribution and 102 companies into other categories. 170 stores were scanning.

### Seminars

During August, barcoding seminars for members were held in Johannesburg, Durban and Cape Town, and were attended by around 220 delegates. The one day seminars were split into two sessions, the first aimed at new members and covering all aspects of barcoding. The second session was of interest to all members as it had speakers from both retail and cash & carry chains and manufacturing. Delegates were given the option of attending either both sessions or the second session only. It is of interest to note that 200 delegates chose the full day option.

A SAANA EDI seminar was held in Johannesburg in October and was attended by over 140 delegates. This seminar provided an update on the development of the SAANA EDI Standards and speakers from the various market sectors advised delegates of their plans for implementing EDI.

Three members of the SAANA EDI Working Group were invited to present papers at the EDI 90 seminar which was held over three days in Johannesburg during April and attended by around 250 delegates.

### Activities

**Consumer Awareness** - In a move to improve the efficiency of scanning stores and at the same time raise the level of consumer awareness of scanning, SAANA appointed a special working party with representation from retail and national consumer organizations. Their work has culminated in new SAANA logos that must be displayed in scanning stores and a retailer check list which has been distributed to all retailers. The check list advises

retailers of their obligations in terms of the SAANA code of practice and provides recommendations on how to improve efficiency in scanning stores. In addition a number of scanning articles have been distributed to the media and subsequently published and the subject discussed on various radio talk shows.

**Pharmaceutical barcoding** - Due to the adoption of EAN coding by the pharmaceutical industry a working party was formed to ensure its smooth introduction into the various sectors that are involved: manufacturing, proprietary, retail, wholesale, medical and health schemes.

**Pharmaceutical EDI** - As an offshoot to the adoption of the EAN system for barcoding purposes, this sector has also displayed an interest in adopting the SAANA EDI Standards. A new sub-committee which reports to the SAANA EDI WG has therefore been formed to review the present standards for suitability and possible revision, as well as to develop new formats which are unique to the pharmaceutical sector.

**EDI convention** - A two day convention was held in Bophuthatswana during October for the SAANA EDI Working Group as well as specially invited members who have a keen interest in implementing EDI. The convention theme was "Communications" and following the normal working group meeting, invited speakers from VAN suppliers, computer companies and the department of posts and telecommunications were asked to address this theme in open forum.

**VAN's review sub-committee** - Earlier in the year, SAANA announced its intention to endorse two VAN providers, IIN (ISM Information Network) and a consortium of three companies that are installing the TRADANET system which is used in the U.K. The endorsement is dependent upon the services meeting the requirements of the SAANA EDI WG. Consequently this sub-committee has been formed and is presently testing the services for suitability. They have planned to finalize their testing during the first quarter of 1991.



## **SOUTH-KOREA**

### **THE KOREA DISTRIBUTION CODE CENTER ("KDCC")**

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Tong-Joon PARK, Manager

Newsletter: POS Information

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, The KOREA DISTRIBUTION CODE CENTER had 143 manufacturers, 8 distributor and 42 other members. In all, 151 company identification numbers had been allocated. 172 stores were scanning of which 139 were supermarkets and other self-service grocery stores and 33 were department stores.

During 1990, KDCC held several seminars on numbering and barcoding, EDI and VAN which were attended by many delegates from various industry sectors. In November, a seminar on EDI and VAN was held in cooperation with 2 leading department stores supplying their partners with VAN service using proprietary format and DACOM being the most prominent third party in Korea. After several discussions, the Apparel sub-committee decided to adopt the EAN system. A substantial growth in the apparel sector is expected next year.

KDCC published POS Information quarterly, KAN Code List twice and other materials on information systems in distribution.

## **SPAIN**

### **ASOCIACION ESPAÑOLA DE CODIFICACION COMERCIAL ("AECOC")**

Calle Mallorca 288, entlo  
08037 BARCELONA  
Tel. : 34.3.207.53.62  
Fax : 34.3.459.19.99  
Telex : 99616

President: Mr. F. RIERA-MARSA

Executive Staff: BONMATI José Maria, General  
Director  
IZARD Gabriel, Technical Director  
AGUSTIN Antonio, Marketing Director  
SANCHEZ COLL Alejandro, AECOM  
Project Manager  
RUBIES Antoni, Development Project  
Manager

Newsletter: CODIGO' 84

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, the Spanish Numbering Organization AECOC had 5,738 manufacturer, 210 distributor and 128 other members (mostly printers, equipment suppliers and system design companies). More than 4,000 retail stores were using slot scanners or hand held readers.

### **Main Coding and Symbol activities**

- Advice Service: AECOC received 150 requests for advice a month from its members.
- Control Service: 2,000 free-of-charge controls on printed symbols and film masters were made during the year.
- "Tarjeta aviso de error": 275 cards were processed.





- Supplier Directory: 4 quarterly editions with updates of the supplier directory were published.
- 19 EAN seminars were organized throughout Spain; 1 Pharmacy Seminar and 1 Printer Seminar were also organized.
- Coupons: New specifications about coupons were produced.
- Pharmacy: At least 2,000 pharmacies adopted bar code reading equipment.
- General merchandise: AECOC organized or participated in meetings and events in sectors such as: records, videos, cassettes, shoes, DIY and clothing.

#### **AECOM activities**

- 12 AECOM seminars were organized.
- TSI (Spanish PTT Subsidiary Company) was selected to implement the AECOM service in Spain. ISTEEL software is used for the clearing house system. AECOC defined, together with TSI and GSI companies, all elements required for an AECOM Work Station.
- By the end of the year, 15 enterprises were using EDI through the AECOM service.
- The pilot phase checked all details to be sure that AECOM runs as it was planned. 65 enterprises were implementing the AECOM standards.
- The AECOM specifications manual was distributed to 400 AECOC members.
- An EDI seminar was held in Barcelona
- Procedures for maintaining the AECOM standards were established through working parties and meetings.

#### **Publications**

- AECOC published "CODIGO-84", "AECOC.FARMA", AECOC-INFO and several leaflets.

#### **Development Activities**

- AECOC, one of the co-founders of the EURO-DPP Method, published the first issue of its Manual and Model in Spanish
- During 1990, 4 DPP courses and 1 DPP seminar were organized.
- A special three-day study trip to the French Distribution was organized.
- A merchandising seminar was held in Barcelona
- The Development Area started different studies:
  - DPP Productivity Study
  - Actual situation and trends using pallets.
  - Delphi study related with vegetables
  - "Do it Yourself" sectorial study
  - "Audio-Video-Disco" sectorial study
- Two new working parties have been created: one on Merchandising aspects and the other on Logistics.

#### **Annual Congress**

- The annual congress was organized in Palma de Mallorca. 400 high level Executives and Managers from major Spanish retailers and manufacturers attended the congress called: "Going through the global market".

#### **SWEDEN**

##### **SWEDISH EAN COMMITTEE ("EAN-SWEDEN")**

Box 5408  
114 84 STOCKHOLM  
Tel. : 46.8.662.04.04  
Fax : 46.8.667.57.05

President: Mr. R. FAHLIN, President ICA AB (1991)  
Mr. L. EKMAN, President Association of Consumer Goods Industry (1990)



Executive Staff: PASSAD Björn, Executive Manager  
FRIGGEBO Bengt, Executive Manager  
FAGERLIN Kristina, Executive Officer

Newsletter: EAN-INFO

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, the SWEDISH EAN COMMITTEE had allocated 2,086 company identification numbers. At the same time the number of scanning stores reached about 2,180, of which 1,750 were in the food sector, 30 were department stores and approximately 400 were in the general merchandise area.

EAN-Sweden organized seminars on "The core of EAN", attended by old users as well as by newcomers from various sectors of manufacture and trade.

Particular interest has been noted concerning the increased use of coupons, marked with a symbol, and EAN symbol-marked receipts from reverse vending machines.

As to marketing data from EAN POS systems in food stores, the full-scale project was pursued, after a successful test held in 1989. The project should be completed by 1993. In the meantime, various limited reports of commercial interest will be available.

A lot of internal work has been done on EDI, with restricted public information. The intention was to protect the old data communication system "DAKOM" and at the same time to create a solid basis for the introduction of EANCOM in 1991 at national as well as at international level.

EAN-Sweden was asked to operate a product database for the catering sector. The base is set up in particular to meet the needs of hospitals where the planning of sustenance is of vital importance and where such planning is computerized.

The national working parties were restructured. The new structure holds two permanent committees that

report to the Board, one for codes and symbol-marking, the other for EDI. The committees are chaired by the Secretariat in order to secure the necessary coordination. Ongoing projects, such as "Marketing Data", "DPP", and others were given steering committees at the same level. This new structure is expected to be more effective and to simplify the administration at the Secretariat.

### **SWITZERLAND**

#### **SCHWEIZERISCHE ARTIKELCODE VEREINIGUNG / ASSOCIATION SUISSE CODE DES ARTICLES ("SACV")**

Güterstrasse 133  
4053 BASEL  
Tel. : 41.61.35.38.38  
Fax : 41.61.35.39.97

President: Mr. H. THULI, COOP SUISSE

Executive Staff: SCHUBENEL Robert, Director

Newsletters: SACV Bulletin / Expressbulletin

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

1990 brought again a continuous growth of SACV members, so that the Association had 1222 members of which 863 were manufacturers, and 275 were distributors; there were also 84 other members at the end of 1990. In all, 638 stores were equipped with scanners of which 173 were supermarkets and other self-service grocery stores, 30 were department stores and 435 were general merchandise stores and pharmacies. The rate of growth of the scanning equipment declined, as the major retailers finished the installation of their pilot systems. In 1990, these pilot installations were verified, so that in 1991 and mainly in 1992, the multiplication of software applications and consequently increased installation of scanning devices will take place.



In 1990, SACV was confronted with many demands from several new sectors wishing to implement the EAN system. SACV focussed its efforts on specific projects, some of which are described hereafter.

EDI Based on EANCOM, nEAnDer, the national EAN data exchange rules, were established by an EDI working party. This working party met for the first time in January 1990. At the end of November, the first purchase orders were transmitted between two major companies. The messages "Purchase order change request" and "Purchase order response" are currently being developed.

EAN-128 Switzerland is participating in the AMI (American Meat Industry) test for implementing UCC/EAN-128. In order to get more expertise in using this new technique, EAN-128 was implemented in three other sectors:

- AI 98 In-store solution for department stores
- AI 01 and 30 for coding despatch outers containing a variable quantity of +GF+'s malleable iron fittings
- AI 10 and 15 for despatch units for organizing Jacobs-Suchard's recalling system.

EAN Version D-3 The first tests in printing and decoding EAN Version D-3 Symbols for variable weight items were made.

These activities showed, that these new fields of application are demanding a lot of basic research and consulting within the involved organizations (users and equipment manufacturers).

## TAIWAN

### ARTICLE NUMBERING CENTER OF R.O.C. ("ANC of ROC")

4th Floor, 10 Lin Sen South Road  
TAIPEI  
Tel. : 886.2.39.39.145  
Fax : 886.2.39.13.171

President: P.C. CHANG

Executive Staff: LIN HUI, Secretary General  
J.S. HU, Director of Promotion  
Department  
MARCO HUNG, DP Center Manager

Newsletters: CAN News / Store Automation

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, the ARTICLE NUMBERING CENTER OF ROC had allocated 982 numbers to manufacturers and 295 numbers to distributors. 1,219 stores were scanning of which 1,082 were supermarkets and other self-service grocery stores, 55 were department stores and 82 were general merchandise stores and pharmacies.

Throughout the year, conferences were held at the Taipei Farmer's Association, the President Chain Store Corp. (7-Eleven), the Taichung Employees Consumption Cooperation and General Welfare Service and the Ministry of National Defense (MND).

- In February, the ANC of ROC set up Store Automation Educational Training Centers in Taichung, Tainan and Kaohsiung. A seminar for employees of the consumption corporation of Taiwan was organized by the Commission of Ministry of Interior. A Promotion Alliance on Books and Publications was formed.
- In November, the Distribution Automation Symposium was held in Taipei, Taichung and Kaohsiung, discussing barcode, POS, EOS and VANS. A CNS (China National Standard) Barcode Application Seminar was held in Taipei in November by the Commission of National Bureau of Standards, Ministry of Economic Affairs.

A Symposium on Barcode Printing testing was organized during which ANC of ROC provided testing service to their members.



As to EDI, the ANC of ROC worked on the establishment of an EDI pilot system. The manufacturer members set up TBI-VANS (Taiwan Business Interchange Center, Inc.) in which they will be both users and owners.

## **THAILAND**

### **THAI PRODUCT NUMBERING ASSOCIATION LTD ("TPNA")**

7th Floor,  
1027 Ploenchit Road  
BANGKOK 10330  
Tel. : 66.2.255.69.55 - Ext. 2745  
Fax : 66.2.254.91.50  
66.2.254.91.51

Chairman: Mr. Chatchai BOONYARAT, President  
FEDERATION OF THAI INDUSTRIES.

Executive Staff: SOMKIT PHAIRATPIBOON, Executive  
Director

### **SYNOPSIS OF THE ACTIVITIES IN 1990: N.A.**

## **TURKEY**

### **UNION OF CHAMBERS, OF COMMERCE, INDUSTRY, MARITIME TRADE AND COMMODITY EXCHANGES OF TURKEY ("UCCET")**

Atatürk Bulvarı 149  
Bakanlıklar ANKARA  
Tel. : 90.4.125.22.43  
Fax : 90.4.118.32.68  
Telex : 42343

President: Mr. Yalim EREZ

Executive Staff: EMIROGLU Meftune, Act. Secretary  
General  
GÜNEY Yasar  
KURNA Yesim

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, 160 manufacturers, of which 100 were from the pharmaceutical sector, were members of UCCET. One supermarket was scanning. Most of the source-marked goods are destined for export. The greatest progress was achieved in symbol marking pharmaceutical and health products. Preparations for symbol marking books continued in collaboration with the Ministry of Culture, which is a member of the ISBN Agency.

During 1990, UCCET organized four seminars for representatives from industry to encourage them to barcode their products and two for printers explaining how to print EAN symbols correctly.

## **UNITED KINGDOM AND IRELAND**

### *United Kingdom*

### **ARTICLE NUMBER ASSOCIATION (UK) Ltd. ("ANA-UK")**

6 Catherine Street  
LONDON WC 2B 5JJ  
Tel. : 44.71.836.33.98  
Fax : 44.71.240.8149

Chairman: Mr. J.W. BERRY, Director THE BOOTS  
COMPANY PLC

Executive Staff: OSBORNE Andrew, Secretary General  
EVANS Ruth, Technical Executive  
CRONBACH Stephen, EDI Executive  
VERNON Karen, EDI Executive  
PEARCE John, Administrative Executive

Newsletter: ANA NEWS



## SYNOPSIS OF THE ACTIVITIES IN 1990

By the end of 1990, ANA's membership had grown to 8,104 of which 7,434 were manufacturers, 487 distributors and 183 other members.

Over 6,000 stores were scanning EAN codes at the point of sale by the end of the year. These were split roughly forty-sixty between supermarkets and other types of retail.

ANA continued to promote the benefits of article numbering standards throughout the supply chain. A new Working Party on Supply Chain Management was created to identify and describe the potential for using the standards to improve logistics.

In support of this, two campaigns were launched; on industrial coding and on location coding. The industrial coding campaign was to encourage greater use of the standards for components, raw materials, packaging and equipment as supplied to manufacturing companies. The location coding campaign was to promote the use of EAN standards to identify locations in EDI and paper documentation. Significantly the UK's National Health Service adopted EAN product and location codes as its preferred language for conducting business.

A survey on despatch unit coding showed that 62% of branded traded units were coded at source by manufacturers. The figure had increased from 40% in the eighteen months since the previous similar survey. The level of non-scans was 7% and an educational campaign aimed at reducing this figure was put in place. Scanning of despatch units in manufacturer's operations, at the point of sale of cash and carry wholesalers and at retailers' receiving points continued to grow.

An ANA commissioned study showed that suppliers were still not doing enough to notify article numbers

to their customers. Several specific recommendations were published by the Association to improve the position.

A bar coding committee of the British Standards Institute (BSI) was set up to put forward the UK view to the equivalent CEN Committee and ANA provided its secretariat services.

The TRADACOMS standards continued to be developed and maintained during the year. Draft message standards for payments and for forecasts were produced and were the subject of live trials prior to full adoption. The product and price files were reviewed and enhanced.

In parallel the ANA worked with The Simpler Trade Procedures Board (SITPRO) to define message standards based on EDIFACT syntax for UK use. This work resulted in positive contributions to the EANCOM projects for international EDI.

TRADANET continued to be successful and saw a growth of 100% in traffic volume during the year.

Once again the ANA presented an "Opportunity for Efficiency Award" to the companies best able to demonstrate that they were using article numbering standards imaginatively to improve their businesses. The 1990 award was presented by a government minister to two joint winners: Tesco Stores and Eros Music.

### **Ireland**

#### **ARTICLE NUMBER ASSOCIATION OF IRELAND ("ANAI")**

Confederation House  
Kildare Street  
DUBLIN 2  
Tel. : 353.1.779.801  
Fax : 353.1.777.823  
Telex : 93502



Chairman: Mr. F. QUINN, Chairman SUPERQUINN Ltd.

Executive Staff: MC CABE Thomas, Secretary  
LOUGHREY Pat, Vice Chairman

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, the ARTICLE NUMBER ASSOCIATION had 580 manufacturer, 27 distributor and 18 other members. During the year, the number of scanning stores increased by over 50%. Two DIY stores also started to use EAN reading equipment.

The EDI Committee within the Association carried out successful EDI trials, using the EANCOM standards, with two VAN providers. It also produced an EDI case study based on these trials.

The Association produced a Code of Practice for Retailers involved in scanning, which was approved by the Director of Consumer Affairs.

### **URUGUAY**

#### **CENTRO URUGUAYO DE NUMERACION DE ARTICULOS ("CUNA")**

Av. Sarmiento 2469/1001  
11300 MONTEVIDEO  
Tel. : 598.2.71.40.21  
Fax : 598.2.92.17.15  
Telex : 26345

President: Mr. J.A. MOSCA, Director of MOSCA  
Hnos S.A.

Executive Staff: PEREZ BLANCO Jorge, Executive  
Director  
VAZQUEZ Juan C., Technical Officer  
ISRAEL Gustavo, Executive  
Administration

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

By the end of the year, CUNA had 17 manufacturer and 4 other members. There are no scanning stores yet in Uruguay.

CUNA published an eight-page brochure on barcoding in the industry and two articles in the main Uruguayan newspapers.

ANCAP, the largest government company, became a member of CUNA, and started to barcode its products.

The "Centro de farmacias del Uruguay" initiated contacts with CUNA in order to use the barcode technology on pharmaceutical products.

### **USSR**

#### **THE USSR CHAMBER OF COMMERCE AND INDUSTRY ("USSR CCI")**

Kuibyshev Str. 6  
MOSCOW 103684  
Tel. : 7.095.924.56.45  
Fax. : 7.095.923.61.31  
Telex : 411126

President: Mr. V.L. MALKEVICH

Executive Staff: YEFREMOV V.I.  
VOKHMIN V.F.  
TELEGUIN V.I.  
NASONOV G.K.

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

At the end of 1990, the USSR CHAMBER OF COMMERCE AND INDUSTRY had 4,423 manufacturer, 401 distributor and 2,015 other members. 50 company identification numbers have already been allocated. Two stores were scanning.

In 1990, a number of seminars were organized in different cities of the USSR to introduce the EAN



system. These seminars were attended by 500 representatives from manufacturers, trade companies, printing and pharmacy sectors. Equipment and software exhibitions were held at the same time.

At the end of the year, the UNISCAN Association was inaugurated. The UNISCAN as an article numbering association will help manufacturers and distributors to introduce the EAN system and automatic identification technologies as well. The UNISCAN Newsletter will be published twice a year. During the year, many companies recognized the need to start barcoding of their products especially for export.

## VENEZUELA

### ASOCIACION PARA LA CODIFICACION INTERNACIONAL DE PRODUCTOS EN VENEZUELA ("CIP")

Av. Diego Cisneros, Edif. Casa Paris  
Urbanizacion Los Ruices  
CARACAS

Tel. : 58.2.71.76.33  
Fax : 58.2.72.14.64

President: Mr. L. FIÑOL, Adj. General Manager  
CASA PARIS

Executive Staff: MEJIA José Luis, General Manager  
MILAGROS DE GONZALEZ, Inducción  
y formacion de nuevos miembros

Newsletter: CIP Informa

### SYNOPSIS OF ACTIVITIES IN 1990

At the end of 1990, CIP had 65 manufacturer, 5 distributor and 9 other members (including 1 newspaper publisher and three pharmaceutical companies). Seven stores were scanning of which 2 were supermarkets and other self-service grocery stores and 5 were department stores. The symbol-marking rate reached 30 %.

CIP organized two seminars on how to start coding products, which were attended by 21 member companies. CIP started the publication of a bi-monthly newsletter called CIP INFORMA. CIP compiled a product catalogue comprising all EAN and UPC numbers of the member companies.

## YUGOSLAVIA

### YUGOSLAV ARTICLE NUMBERING ASSOCIATION ("JANA") c/o Privredna Komora Jugoslavije

Terazije 23  
11000 BEOGRAD  
Tel. : 38.11.339.461  
Fax : 38.11.631.928  
Telex: 11638 - 12423

President: Mr. J. STANTIC, AGROS - SUBOTICA

Executive Staff: MITIC Bozidar, Secretary  
GAJOVIC Viliman, Chairman of JANA,  
EDIFACT WP  
STOJANOVIC Gordana, Chairman  
of JANA, EAN WP

### SYNOPSIS OF THE ACTIVITIES IN 1990

At the end of 1990, the YUGOSLAV ARTICLE NUMBERING ASSOCIATION had a membership of 993, comprising 937 manufacturers, 51 distributors and 5 other members. 26 supermarkets, 44 department stores and 3 general merchandise stores were scanning. By the end of 1990, about 80,000 articles were symbol-marked. The symbol-marking rate increased to 75% on general consumer goods and food items but in some supermarkets the complete assortment is symbol-marked.

4 distributors decided to equip their 80 stores with scanning equipment in 1991.



It has been agreed that for pharmaceutical products, the first two digits (after the prefix) would be 88. 6 educational seminars were organized which were attended by 120 participants.

Three centres have been formed to develop the EDIFACT and EANCOM systems. They have already offered the first projects for the implementation and development of the EDIFACT-EANCOM system. Institutes, high schools and important companies are responsible for these developments.

The Yugoslav Standards Organization has already made preparations and put procedures into place to implement the EDIFACT standards. Apart from minor modifications, the full EANCOM manual will be followed.

## **CUBA**

### **CAMARA DE COMERCIO DE LA REPUBLICA DE CUBA**

Calle 21 No. 661/701  
Esquina a Calle A  
CIUDAD DE LA HABANA 4  
Apartado 4237 Zona 4  
Tel. : 30.3356  
Fax : 51.1752

President: Dr. J. Garcia Oliveras

Executive Staff: GONZALES LARRINAGA Segundo  
Abeledo, Vice-President  
CAMACHO Marta, Secretary General  
RUA DEL LLANO Manuel, Director  
International Relations

### **SYNOPSIS OF THE ACTIVITIES IN 1990**

In May 1990, the Chamber of Commerce of Cuba was admitted to EAN membership. At present, it is consistently working to organize an EAN Bureau in Cuba. The national EAN Bureau has been constituted and advice and assistance are being given to the associate members.





# EAN STATISTICS AS OF 31 DECEMBER 1990

## A. MEMBERS AND ALLOCATED COMPANY IDENTIFICATION NUMBERS

Numbering Organization (Country)	Number of members			Numbers allocated	
	Manu- facturers	Distri- butors	Others	To manu- facturers	To distri- butors
ABAC (Brazil)	456	79	88	440	54
AECOC (Spain)	5,738	210	128	5,738	210
AMECOP (Mexico)	658	27	43	761	7
ANA (UK)	7,434	487	183	10,680	
ANA OF IRELAND (Ireland)	580	27	18	580	27
ANC OF ROC (Taiwan)	982	295	-	982	295
APC (Peru)	50	30	8	50	7
APNA (Australia)	2,926	282	1,770	5,002	
B.C.C. (Poland)	22	2	-	22	2
C.C. de CUBA (Cuba)	-	-	6	-	-
CCC OF FINLAND (Finland)		ORGANIZATIONS ONLY		1,329	
CSS EAN (Czechoslovakia)	235	6	9	285	3
CCG (Germany)	11,578	6,730	33	10,468	6,670
CIP (Venezuela)	65	5	9	66	4
CNC-DEPCO (Chile)	107	5	8	107	5
CODIGO (Argentina)	1,604	13	13	1,604	2
CODIPOR (Portugal)	989	93	95	1,066	24
CUNA (Uruguay)	17	-	4	17	
CYPRUS CCI (Cyprus)	155	5	-	145	3
DCC (Japan)	-	-	-	34,601	14,577
DVA (Denmark)		ORGANIZATIONS ONLY		1,930	
EAN-AUSTRIA (Austria)	2,082	293	205	3,770	
GENCOD (France)	11,520	520	4	23,560	1,320
HCC (Hungary)	570	3	-	570	3
HELLCAN (Greece)	272	-	2	271	-
HKANA (Hong Kong)	231	159	55	231	201
IAC (Colombia)	54	14	13	51	14
ICA (Israel)	915	20	-	1,550	1,130
ICELAND EAN CMT (Iceland)	193	12	-	193	12
ICODIF (Belgium)	1,384	149	-	1,384	149
ICODIF (GD of Luxemburg)	63	2	-	63	2
INDICOD (Italy)	11,055	41	268	11,713	
JANA (Yugoslavia)	937	51	5	943	51
KDCC (South-Korea)	143	8	42	143	8
MANC (Malaysia)	153	-	4	153	-
NORSK VAREK.FOR. (Norway)		ORGANIZATIONS ONLY		1,720	
NZPNA (New Zealand)	1,795	378	51	2,256	208
SAANA (South Africa)	2,494	45	102	2,495	45
SACV (Switzerland)	863	275	84	953	284
SANC (Singapore)	159	85	16	159	85
STICHTING UAC (Netherlands)	1,418	88	261	1,470	90
SWEDISH EAN CMT (Sweden)		ORGANIZATIONS ONLY		2,086	
THAI PNA (Thailand)	13	5	-	13	5
UCCET (Turkey)	160	-	-	160	-
USSR CCI (USSR)	4,423	401	2,015	48	2



## B. EAN SCANNING STORES (Number of scanning stores per country)

Country	Supermarkets & other self service grocery stores	Department stores	General merchandise stores, pharmacies, speciality shops	Total number of scanning stores
JAPAN	-	-	-	70,061 <sup>(1)</sup>
FRANCE	3,718	152	2,780	6,650
U.K.	-	-	-	6,043
SPAIN	2,954	85	2,000	5,039
GERMANY	-	-	-	4,849
ITALY	3,530	160	-	3,690
SWEDEN	1,750	30	400	2,180
AUSTRALIA	1,765	77	326	2,168
FINLAND	1,648	202	90	1,940
DENMARK	-	-	-	1,300
NORWAY	800	53	431	1,284
TAIWAN	1,082	55	82	1,219
AUSTRIA	-	-	-	1,200
BELGIUM	1,006	-	151	1,157
THE NETHERLANDS	800	1	200	1,100
SWITZERLAND	198	5	435	638
NEW ZEALAND	364	2	209	575
PORTUGAL	24	5	240	269
SOUTH-KOREA	139	33	-	172
SOUTH AFRICA	133	-	37	170
ISRAEL	67	2	40	109
IRELAND	98	-	3	101
MEXICO	18	37	44	99
ARGENTINA	89	-	1	90
HUNGARY	14	2	67	83
YUGOSLAVIA	26	44	3	73
ICELAND	20	-	12	32
G.D. OF LUXEMBURG	-	-	-	20
BRAZIL	11	1	-	12
VENEZUELA	2	5	-	7
CYPRUS	5	2	-	7
COLOMBIA	1	2	4	7
SINGAPORE	1	4	-	5
PERU	5	-	-	5
THAILAND	-	3	1	4
CHILE	3	1	-	4
MALAYSIA	4	-	-	4
USSR	-	2	-	2
POLAND	1	-	-	1
CZECHOSLOVAKIA	-	1	-	1
TURKEY	1	-	-	1
GREECE	-	-	-	-
HONG KONG	-	-	-	-
CUBA	-	-	-	NA
URUGUAY	-	-	-	NA

(1) In March 1990, DCC recorded 70,061 scanning stores, but estimates that approx. 150,000 stores are currently scanning.

TOTAL: 112,371



