

A N N U A L
R E P O R T



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"The Mission of the International article Numbering Association EAN, and the Numbering Organisations, is to take a leading role in establishing a global multi-industry system of identification and communication for products and services based on internationally accepted and business led standards. The objective is to improve the efficiency of integrated logistics while contributing added value to partners involved, as well as to consumers".

Message from the President



R o l a n d F A H L Í N

The dawn of the European Single Market and the North American Free Trade Association during the midst of a harsh recession has created intense competition and made the need for efficiency greater than ever.

As borders and trading barriers are rapidly dismantled, Information Technology has become an economic weapon. 'Globalisation' is now a major corporate issue as businesses move into the international marketplace. Systems such as EAN International can give companies a valuable competitive edge.

Through the EAN standard identification, barcode and communication system, users can drive trading operations forward.

EAN has a flexible, multi-sector approach to meet modern business needs, backed by education and support services which are available to members worldwide.

Instead of many different tongues, companies can now speak one common language: the EAN system, a trading discourse which allows businesses to communicate effectively across the globe.

Message from the Secretary General



R e i n h o l d V A N L E N N E P

Local responses for local needs. That's what members require and what EAN will continue to deliver throughout the year, balanced by a carefully co-ordinated global strategy.

We already have 60 countries within our geographical network and the number is growing. EAN is welcoming other countries on board. Malta, Tunisia, Croatia, Slovenia, Ecuador and Ireland (as an independent organisation), have all joined us recently.

By forging closer links with the Uniform Code Council (UCC) in the US and Canada, we will build a consistent international system and create a single response to global trading issues.

Through the activities of our working groups, we are also collaborating closely with many other organisations, associations, companies and end-users. This will help us to build an economic network and develop international standards which are relevant to all industry sectors.

Demand for EAN applications in different industrial sectors is increasing and widening our scope further still. We are expanding into new areas and this will benefit both EAN and its customers.

To support this strategy, EAN has made the resources of its Secretariat available to all parties interested.

EAN INTERNATIONAL FROM PRODUCT NUMBERING TO UNIVERSAL LANGUAGE.

HOW IT ALL CAME ABOUT.

In 1974, manufacturers and distributors of twelve European countries formed an ad-hoc council. Its brief was to examine the possibility of developing a uniform and standard article numbering system for Europe, similar to the UPC system already in operation in the USA. As a result, a UPC compatible system called "European Article Numbering" was created.

The actual EAN Association was formed in February 1977. The new body was set up as a not-for-profit international association under Belgian law with a Brussels based General Secretariat.

Its aim was and still is **the development of a global, multi-sectorial standard for the identification of products, services and locations with the objective of providing a common language for international trade.** This international status was quickly acquired through extending membership to organisations from other continents. To reflect the increasing internationalisation, the name was changed to EAN International in 1992.

Today EAN International has 53 member Numbering Organisations representing 60 countries. These organisations provide full support and information to their local member companies.

EAN - AN INTEGRATED SYSTEM IMPROVING BUSINESS EFFICIENCY

Since its creation EAN International has been working on a system for the unique identification of articles and locations.

Every traded item whether product or service and regardless of industry sector can be identified by a unique EAN **standard article number**. This number does not carry information as such : it acts as an access key to retrieve information on that item stored in a computer file.

Article numbers are represented as **standard bar codes** which provide for the fast and **accurate capture of the item identification**. This is done by a bar code **scanning device**. The scanning of bar code symbols throughout the trading chain - from the provision of raw materials to the manufacturer, right to the point of sale - enables accurate information to be used for ordering, stock control, planning, costing, marketing analysis, etc. To encode variable information that could not be retrieved from computer files EAN International has come up with a **supplementary coding system** (the UCC/EAN Application Identifier Standard) enabling the user to include measurements, expiry dates, batch and serial numbers, etc. as a complement to the article number. This information has been standardized and can be represented in a barcode.

Companies that want to exchange commercial data (orders, invoices, delivery notes,...) in a structured electronic form which allows for processing by the internal computer systems can use **Electronic Data Interchange (EDI)**. For the sending of commercial data from one computer directly to another without the need for paper, EAN International has established the EDIFACT based **EANCOM standards**. These standards include file formats for orders, invoices, stockholding, sales data and several others.

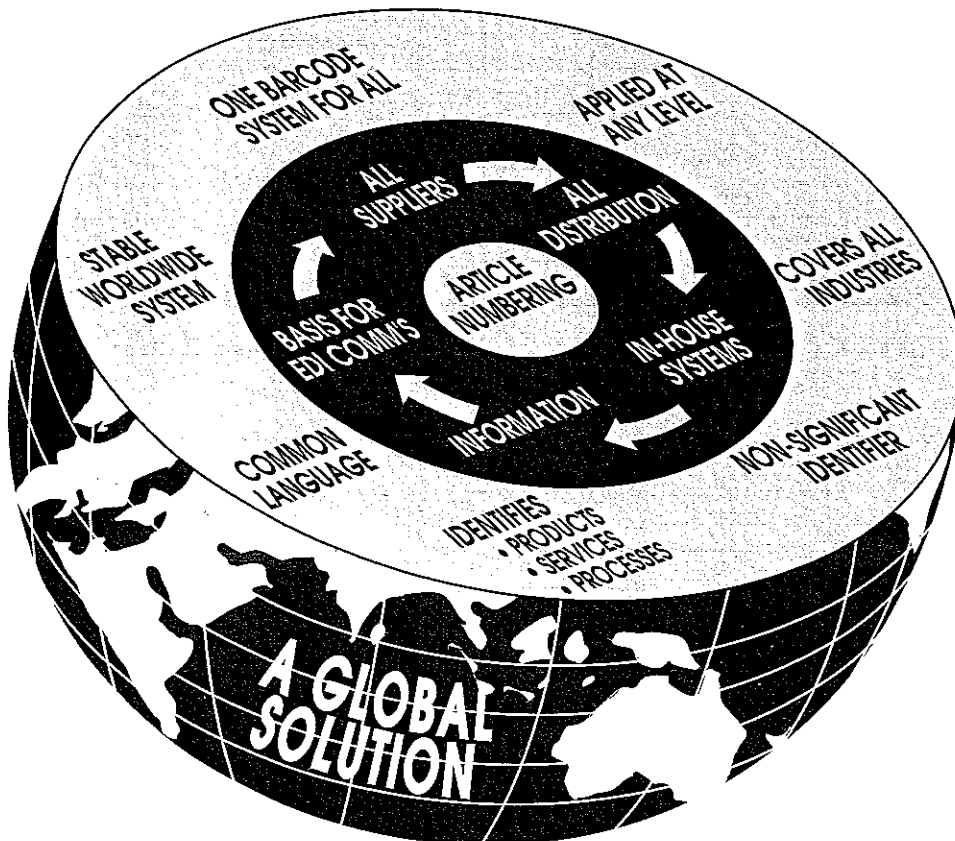
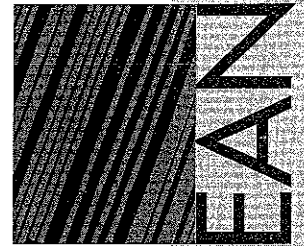
The EAN/UCC Alliance Programme ensures full compatibility and worldwide acceptance of EAN and UPC marked goods.

EAN - A GLOBAL SOLUTION

The market place is changing. Every business faces new technologies and competitors. EAN International together with its members is working to respond to these changes. We see change as an opportunity to promote and implement the EAN system in a wide variety of industries. It is essential to establish an effective communication system, integrating all the trading partners throughout the supply chain, from manufacturers to wholesalers, distributors, retailers and final consumers and to provide a common language for worldwide trade. EAN International is heading for a global solution, with a single numbering and communication system.

- * It can be applied to products (or services) by all suppliers.
- * It is recognized at all points in the supply chain.
- * It can be used for in-house systems.
- * It generates information, such as sales and movement data.
- * It is the basis for EDI or electronic communications.
- * It provides one numbering and bar code system for everyone.
- * It is capable of serving the needs of any industry.
- * It provides a "non-significant" identifier, which merely identifies and is not tied to any particular categorisation.
- * It offers a common language for trade.
- * Most of all; it is a stable worldwide system with a large and growing community of users.

In retail, benefits from using this system are already proven. And especially since the introduction of the UCC/EAN Application Identifier Standard there can no longer be any doubt that our system reaches much further. An expansion process will take place all over the world and the Numbering Organisations are prepared for it.



THE EAN ORGANISATION

EAN International is headquartered in Brussels, Belgium, where it is registered as a non-profit international association under Belgian law. EAN is organised so as to provide the most efficient service to its members in a decentralized structure. The main bodies are:

The **General Assembly**, at which each EAN Numbering Organisation enjoys voting rights, meets once a year, normally in May. The General Assembly votes on such items as the annual budget and fees, new member applications and the Operational Plan for the following financial year.

The **Management Board** is composed of representatives from trade and industry and the Numbering Organisations. The Board gives its final decision on all technical specifications, appointments to the EAN technical committees and in general prepares all matters going before the General Assembly for final approval.

The Management Board receives advice and inputs from the **Numbering Organisations' Manager Meeting** which meets at least twice a year.

Technical matters relating to the development and application of the EAN system are dealt with by the **Technical Systems Committee (TSC)** who prepares submissions to the Management Board. The members of the TSC are individual experts in coding and barcoding matters. The TSC meets 4 times a year.

The **Communication Systems Committee (CSC)** deals with EDI matters and particularly the development of the EANCOM standard. The CSC meets 4 times a year.

A new **International Data & Application Standards Committee (IDASC)** has recently been created with joint EAN and UCC membership. The goal of this committee is to streamline the development work of both organisations leading to a common system architecture and full global compatibility of the EAN and UCC systems. The IDASC will meet at least two times a year.

The **General Secretariat** is located in Brussels, Belgium.

General Assembly

Secretary General
& Secretariat

Numbering Organisations'
Manager Meeting
(NOMM) & Regional NOMM

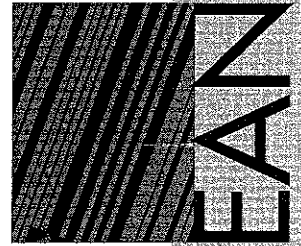
Management Board

Communication Systems
Committee (CSC)

Technical Systems
Committee (TSC)

EAN/UCC International
Data and Application
Standards Committee
(IDASC)

UCC Board of Governors
UCC Advisory Committee



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SECRETARIAT

The staff of the EAN General Secretariat in Brussels is at present composed as follows:

Reinhold VAN LENNEP - Secretary General
Henri BARTHEL - Technical Director
Frank FONTANI - Technical Executive
Monica WALSH - Administration Manager
Patricia CLEMENS - Communications Manager
Patricia ROGIVAL - Administrative Assistant (Accounts)
Joëlle DE GREEF - Administrative Assistant

The General Secretariat ensures the smooth day-to-day running of the Association. The functions of the Secretariat can be broadly divided into three main areas, namely:

- * Administration
- * Technical Development and Support
- * Promotion and Communications

Administration

This involves the following activities:

- * Preparation and circulation of all agendas, documents and minutes of EAN meetings.
- * Processing of new member applications and provision of information where necessary.
- * Drafting of all legal documents and the Internal Regulations of the Association.
- * Preparation of budgets and statements of account.
- * Day-to-day correspondence and contacts.

Technical Development & Support

- * Participation in and coordination of the work of the EAN technical committees.
- * Drafting (or modifying where appropriate) all EAN standards and specifications.
- * Initiation of new projects and new ways of working to further EAN development.
- * Provision of technical advice and training to new members.
- * Representing EAN in international standardization bodies such as UN/ECE/WP4, CEN, Western European EDIFACT Board, etc.
- * Collaboration with UCC to ensure compatibility of systems development and improved awareness in general.

Promotion and Communications

- * Publication of promotional and educational material (brochures, videos, leaflets, etc.) thus creating awareness around EAN and its standards.
- * Targeting key industry sectors to adopt EAN standards.
- * Representation of EAN International at international seminars and events.
- * Liaison with relevant international organisations and user groups.
- * Maintaining good contacts with the media in general.
- * Ensuring a stable and continuous internal information flow.

EAN COOPERATION WITH UCC

EAN International and the Uniform Code Council (UCC) have always enjoyed a close relationship.

In 1987, the UCC/EAN Alliance Programme was implemented, whereby companies located in EAN member countries wishing to export to North America could apply through their local EAN Numbering Organisation for a UPC manufacturer number.

In October 1991, a Cooperation Agreement was signed by EAN and UCC in which both organisations agreed to work together to achieve technical compatibility and arrive at common solutions to product identification and related issues.

To reflect this cooperation in the organisational make-up of the two organisations and in particular because of the need to achieve a consistency in definitions and documentation relating to new releases of the UCC/EAN Application Identifier standard, it was agreed at the end of 1992 to create a joint EAN/UCC International Data & Application Standards Committee reporting to the EAN Management Board and to the UPC Advisory Committee and Board of Governors on the UCC side.

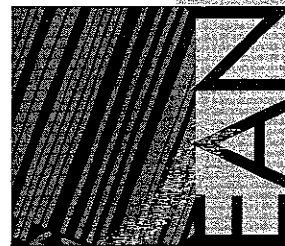
"The objectives of the joint committee is the development of a common system architecture, maintaining a global compatibility of the EAN and UCC systems."

The main responsibilities are :

- * To establish and maintain the basic principles guiding the development of the EAN/UCC system, based on good business practice.
- * To ensure a consistent development of the system in line with the requirements of Electronic Data Processing and Electronic Data Interchange
- * To review, assess and propose amendments, if appropriate, to the existing EAN/UCC specifications
- * To review, assess and approve new applications on the basis of proposals addressed by the EAN Technical Systems Committee, the UCC Industrial/Commercial Advisory Committee and Shipping Container Marking and Labelling Committee.

The members are experts in technical matters and particularly in bar coding and data processing applications. They have a sound understanding of the EAN/UCC system and are able to work out proposals in line with the system architecture.

The first official meeting was scheduled for the 5th and 6th of March 1993.



DIRECT ALLOCATION OF EAN MANUFACTURER NUMBERS

EAN International's objective is to encourage and assist the creation of EAN Numbering Organisations in countries where none yet exist. The process and representation necessary to form a Numbering Organisation can sometimes take several months or even years.

To facilitate manufacturers in non-member countries who wish to barcode their products for export to EAN member countries, EAN in 1987, introduced a policy of directly allocating manufacturer numbers to those companies.

To date, EAN manufacturer numbers have been allocated in 27 EAN non-member countries around the world.

When an EAN Numbering Organisation is created in a country where direct manufacturer numbers have previously been allocated by EAN, the administration and control of these numbers is transferred to the newly established EAN organisation.

REPRESENTATION AT INTERNATIONAL SEMINARS/EVENTS

EAN participated in the following international events during 1992:

- * IIR Barcoding conference, Bangkok - (March).
- * UAC's Yearly Symposium, Amsterdam - (June).
- * COMPAT '92, Paris (June).
- * 2nd EANCOM Information Day, Brussels - (July)
- * TEDIS-Telecom Workshop, Compiègne (July).
- * RMDP "Retail Solutions" conference, London (October).
- * SCAN-TECH Europe 1992, Paris (November).

MANAGEMENT BOARD

Membership

- Messrs. R. FAHLIN, Chairman (ICA Handlarnas AB, Sweden)
J.A.N. VAN DIJK, Vice Chairman (Sara Lee/Douwe Egberts N.V., Netherlands.)
J. BERRY (Tradecraft, U.K.)
J. M. BONMATI (AECOC, Spain)
L. CAÑAS (CADAM, Argentina)
J. COLLIN (Campbell Europe, Belgium)
M.F. DAWSON (Foodstuffs Ltd., New Zealand)
B.C. ENGBERG (Deutsche Unilever, Germany)
J. OLSEN (DVA-EAN, Denmark)
G. PETIT (Promodès, France)
B. SMITH (APNA, Australia)
A. SZÖKE (Dunapack Ltd., Hungary)
J.S. TAN (Singapore Manufacturers Association)
K. ASANO (Distribution Code Centre, Japan)
- Mrs. L. SANCHEZ DE LA VEGA (AMECOP, Mexico)

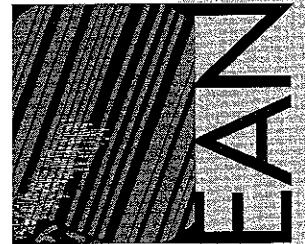
The Management Board met three times - in Brussels on 17 February and 21 May and in Paris on 6 November.

At the 17 February meeting, the following points were agreed:

- * New Numbering Organisations created in territories that were previously under the jurisdiction of an existing EAN Numbering Organisation, would be expected to pay the normal EAN entrance fee upon joining the association.
- * It was agreed to change the name of the Technical Committee to "Technical Systems Committee" and Working Party Communications to "Communication Systems Committee".
- * The Plan for the release of the Application Identifier O1 was approved.
- * The Board confirmed the necessity of maintaining a close liaison with the Numbering Organisations. It was agreed that all agendas, documents and minutes of Board meetings would be circulated to all Numbering Organisations.
- * Mr H. BARTHEL was nominated Chairman of the ESTAC Committee. Mr R. VAN LENNEP was given the title of Managing Director, in addition to his title of Secretary General as mentioned in the Statutes.

At the second meeting on 21 May, it was agreed that:

- * A 'Code of Conduct' outlining the conditions and obligations of membership would be drawn up. This would be signed by all new candidate members.
- * An ad-hoc committee would be set up to look into the issue of EAN income (and fees) over the long term.
- * New Numbering Organisations being formed in territories that were previously under the control of another EAN Numbering Organisation, should ensure that their candidate member companies have respected all outstanding financial obligations arising from their membership of this other organisation.



- * The text of a Press Release outlining a framework for cooperation between EAN, UCC and the AIM organisation in the areas of promotion, education and communication was agreed in principle.
- * A new logo with a clear, simple and unambiguous message was endorsed together with a new name for the association, "EAN International". The new logo and name would be submitted to the General Assembly for final approval.
- * Technical specifications on the coding of product variants and an Application Identifier for Electronic Serial Number were approved.
- * The nomination of Mr K. ASANO's candidature for a seat on the Management Board was approved.

At the final meeting, held in Paris on 6 November:

- * A new proposal for the calculation of fees and votes, drawn up by the ad-hoc (income) committee was agreed in principle.
- * It was agreed that a joint technical committee would be created with UCC.
- * The new version of the Application Identifier Standard and the EAN Label Application were approved in principle. The finalisation of these standards was delegated to the Technical Systems Committee. The International Guideline on the Allocation of Location Codes and a document on EAN Policy towards users of non-EAN symbologies would be released following redrafting and final approval by the Board.

GENERAL ASSEMBLY

The Annual General Assembly of EAN was held in Brussels on 22 May, 1992.

The General Assembly approved the Annual Report 1991 as well as the budget and Operational Plan for 1992-93.

Mr R. FAHLIN, Managing Director of ICA (Sweden) and Mr J.A.N. VAN DIJK, Vice-Chairman of Sara Lee/D.E. N.V. (Netherlands) were unanimously re-elected President and Vice-President of EAN for another term. Mr K. ASANO, Executive Director of the Distribution Code Centre (Japan), was elected as a new member of the Management Board, filling the vacancy which had previously existed.

Six new organisations were admitted as members of the Association, namely the Slovenian Article Numbering Association (SANA), the Croatian Article Numbering Association (CRO-EAN), the Article Numbering Association of Ireland (ANAI), the Malta Article Numbering Association (MANA) the Société Tunisienne de Codification (TUNICODE) and the Ecuadorian Association of Barcoding (ECOP). The territories covered by two of these organisations, (SANA and CRO-EAN), were formerly under the jurisdiction of another EAN Numbering Organisation, YANA. ANAI, although existing as a separate organisation, was officially part of ANA (UK) Ltd.

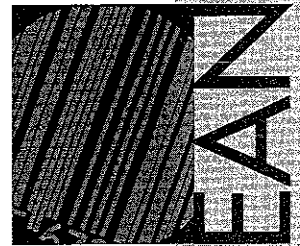
In view of the splitting up of Numbering Organisations due to political change, the

General Assembly passed the following resolution as a guidance to the Management Board in dealing with such situations arising in the future.

"New Numbering Organisations created in territories which were previously under the control of another EAN organisation, should ensure before accepting new member companies, that these companies have fulfilled any obligations resulting from their former membership of another EAN Numbering Organisation".

The General Assembly unanimously agreed to change the name of the Association to "EAN International" and adopt a new logo in collaboration with the Uniform Code Council which reflected the global character of the two organisations. The EAN Statutes would be modified at a later date to reflect this name change.

It was agreed that the 1993 General Assembly would be held in Basel, Switzerland.



EAN INTERNATIONAL LIAISONS

EDIFACT/WEEB (Western European EDIFACT Board)

EAN influences the EDIFACT development process through participation in several EDIFACT committees.

UN/ECE/WPA (United Nations, Economic Commission for Europe Working Party on Facilitation of International Trade Procedures).

EAN participates in this working party as a non-governmental organisation with observer status.

CEN/TC/225 (European Committee for Standardisation's Technical Committee on Barcoding).

EAN is an official liaison body to CEN/TC225 and plays an active role in the development process of this committee.

ISO/TC46/SC4 (International organisation for Standardisation computer applications in information and documentation).

EAN has a liaison status with TC 46/SC4.

AIM (Association of Automatic Identification Equipment Manufacturers).

A Programme of Cooperation between EAN and AIM in the fields of education, communication and technical development was agreed in June 1992. Programmes of cooperation have also been worked out between several Numbering Organisations and their local AIM organisation.

EC/TEDIS (European Commission Programme for Trade Electronic Data Interchange Systems). EAN participates in TEDIS activities and programmes. EANCOM has been recognized as a TEDIS project.

ISBN/ISSN

EAN has an exclusive agreement with the International ISBN Agency defining the use of the ISBN (International Standard Book Numbering) system with EAN coding. A 3-digit prefix has been attributed to ISBN for this purpose. A similar agreement exists with the ISDS International Centre which operates the ISSN system for serial publications.

USER GROUPS

EAN liaises and collaborates with User Groups from several industry sectors:

- CEFIC - chemical
- EDIFICE - electronic
- EDITEUR - books
- EDITEX - textile
- EMEDI - health care
- ODETTE - automotive

EAN

EDIFACT/ WEEB

AIM

/ECE/ WP4

EC/ TEDIS

EAN

C/ 225

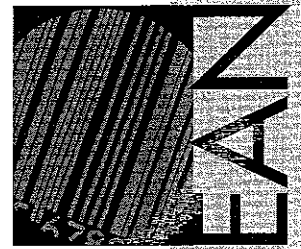
UCC

ISBN/ ISSN

ISO/ TC46/ SC4

USER GROUPS

CEPIC
EDIFICE
EDITEUR
EDITEX
EMEDI
ODEITE



ACHIEVEMENTS IN NUMBERING AND BAR CODING

THE UCC/EAN APPLICATION IDENTIFIER STANDARD

The UCC/EAN Application Identifier Standard represents much more than a bar coding specification. It is a communication tool with the capability of linking the physical goods flow with the information flow and allowing a complete integration of bar coding and electronic data interchange (EDI) applications. It is an essential tool towards greater control and more effective management of global supply chains and quality systems, facilitating the restructuring of information driven business processes.

The 1992 Edition

In November 1992 EAN International released the latest edition of the standard, finalizing the system considerations and the required basic logic of the processing software.

Various additional user-requested application identifiers (AI's) were also defined and added to the standard. The definition of new AI's is an on-going process and an integral part of the evolution and maintenance of the standard. For this reason, the UCC/EAN Application Identifier Standard was designed with an "open architecture" approach, allowing for modular expansion with a minimal disruption to already implemented user application software.

Additional features included in the 1992 edition were the standardization of the UCC/EAN-128 symbology identifier and the standardized transmission of the UCC/EAN-128 function 1 separator character. The standard symbology identifier enables installed software to distinguish between data encoded in the dedicated UCC/EAN-128 bar code symbology from data encoded in other bar codes. This provides the user with an unparalleled degree of data security and integrity. The standardized transmission of the UCC/EAN-128 separator character will enable users to take full advantage of the concatenation facility developed in the standard. This facility allows a user to link together various data fields into one bar code symbol, saving valuable labelling space and increasing scanning security.

Both the UCC/EAN-128 bar code symbology and its symbology identifier are in the final stages towards becoming CEN (European Committee for Standardisation) standards. The data content, that is the Application Identifiers and the data definitions are also in the process of standardisation by CEN.

User Applications

The UCC/EAN Application Identifier Standard is successfully being used today by manufacturers and distributors in the chemicals, electrical and electronics, food and grocery, health and textile sectors, for a number of applications.

The standard is used to uniquely identify and bar code individual shipping containers by means of the EAN Serial Shipping Container Code (AI 00). Detailed information relevant to each shipping container is notified prior to shipment by means of EDI. Wholesalers, distributors and retailers are using the information received by EDI and scanned during the physical reception of goods to control deliveries or speed up the cross-docking of goods across distribution centres towards their final destination.

Manufacturers are using the standard to track product or individual items for quality control purposes by encoding batch (AI 10) and serial numbers (AI 21). The perishability of items can also be controlled by encoding best before dates (AI 15) or

expiry dates (AI 17) to assure product quality or safety and enable appropriate stock rotation.

EAN LABEL APPLICATIONS

During 1992, EAN International and representatives of manufacturers, retailers, transporters and Numbering Organisations developed a voluntary standard for bar code label applications on the basis of the UCC/EAN Application Identifier Standard and the UCC/EAN-128 bar code symbology.

The various trading partners involved in a distribution channel have different information needs. The information flow which accompanies the physical flow of goods is communicated between trading partners by various means, electronic data interchange (EDI) being the optimal way to transmit information.

Recognizing that EDI will not always be available, EAN International developed a concept to design labels providing clear and concise information about the unit to which they are fixed. A label will typically consist of three parts: unit, transport and customer information, which may be combined onto one label or various labels should the information become available at different times along the supply chain. The EAN Labelling Concept was supplemented by the EAN Pallet Label Implementation Guideline providing advice on how to use the Labelling Concept for the specific application of pallet labelling.

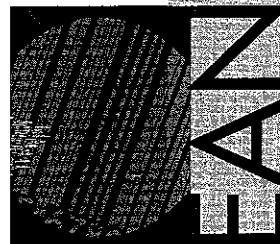
The EAN Pallet Label Implementation Guideline

Pallets are commonly used for storage, handling and shipping purposes. Sometimes they are traded between companies but usually it is the content of the pallet which is traded. Data related to individual pallets are needed and very often, each pallet must be identifiable at various points throughout the supply chain.

The pallet implementation guideline describes in detail the mandatory and conditional data elements which must appear on the label, the bar code symbology to be used, the label location and bar code orientation as well as other important elements which must be defined in a standardized label. Standardizing the information fields in the label facilitates the handling, interpretation and processing of the information by all trading partners involved.

 EAN PALLET LABEL	
SSCC	
3 5412345 123456789 2	
EAN No	
5412345678908	
Best Before (ddmmyy)	Batch
31.12.92	4512XA
 (01) 05412345678908 (10) 4512XA	
 (00) 354123451234567892 (15) 921231	

Example of the EAN Pallet Label



MANAGEMENT PLAN FOR THE IMPLEMENTATION OF AI 01

The application identifier 01 in the UCC/EAN Application Identifier Standard is assigned to identify the EAN article number of a unit. The solution using AI 01 and the EAN article number represented in the UCC/EAN-128 symbology does not replace the standards for marking despatch units with either EAN-13 or ITF-14 symbologies. It is provided as an alternative solution for specific applications where the existing standards are not appropriate. This solution is currently available for internal use within a company or for external use with trading partners who have agreed with it.

A management plan for the implementation of AI 01 has been agreed within EAN. The plan currently foresees that AI 01 will be released as an open standard by January 1994 for items which do not cross the retail point of sale. Furthermore the plan foresees the withdrawal by July 1995 of the ITF-14/ITF-6 standard for the marking of variable content despatch units to be replaced by a UCC/EAN-128 solution.

THE TECHNICAL SYSTEMS COMMITTEE

The Technical Systems Committee (EAN TSC) is a permanent body responsible to the Management Board. Its main objective is to provide a central base of knowledge guaranteeing competent consideration of all technical matters concerning EAN and its applications, primarily in the field of numbering and bar coding, in order to ensure a continuity in EAN system thinking.

MEMBERS OF THE TSC:

Mr.	H. Barthel, Chairman
Mrs.	T. Angué
Messrs.	G. Izard
	A.T. Osborne
	B. Passad
	R.M. Pearcey
	J. Schade
	R. Schubeneil
	G. Viskzei

The TSC met five times during 1992 and addressed the following work items:

- * November 1992 edition of the UCC/EAN Application Identifier Standard, including:
 - Management Plan for the release of AI 01
 - Definition of new Application Identifiers:
 - AI 02 EAN Article Number of goods contained within another unit
 - AI 30 redefined as variable quantity

AI 33 series for logistic measurements
AI 37 Quantity
AI 8002 Electronic serial number for cellular mobile
telephones

- * Release of the first version of EAN Label Applications using the Application Identifier Standard.
 - Pallet Label Implementation Guideline

- * Development of CEN strategy
 - Review of TC 225 bar coding work groups on symbologies, quality, data content and applications.

 - Drafting EAN/UPC Symbology specifications for submission as CEN standards.

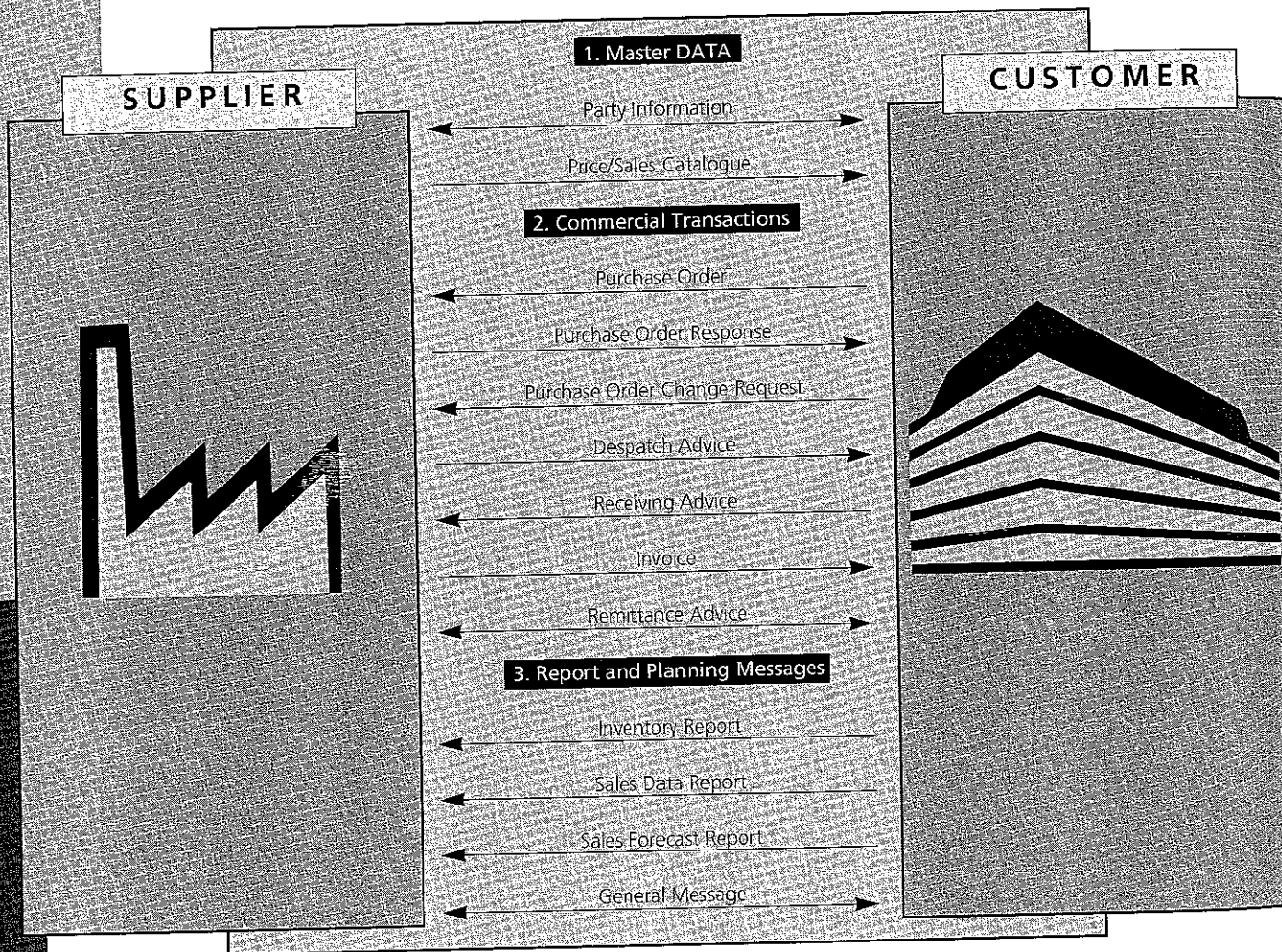
- * Product Variants Guidelines
- * Version D-3 specifications
- * Policy on the use of EAN numbers in non-EAN symbologies
- * Follow-up of the UCC Print Quality Verification Program
- * Study of two-dimensional bar code symbologies
- * Minimum distance between two symbols



ACHIEVEMENTS IN EDI

RELEASE OF THE EANCOM 1992 EDITION

In January 1992, the latest version of the EANCOM standards manual, containing 11 detailed implementation guidelines of UN/EDIFACT messages was released. During 1992, two additional implementation guidelines were developed, the Inventory Report and Receiving Advice messages, scheduled for release in the first quarter of 1993. Development of other messages will continue throughout 1993. The information flow covered by the EANCOM standard is summarized below.



LIAISONS WITH OTHER PAN-EUROPEAN USER GROUPS (PEG'S)

EAN International maintains a number of liaisons with Pan-European User Groups active in the field of EDI. An active cooperation and communication with user groups is sought in the effort to develop common views and approaches to EDI and standardization and to provide information on the EANCOM standard, making it available to interested parties.

EMEDI - Health

In November 1991, the EMEDI Executive Committee decided to adopt EANCOM for the exchange of trade messages in the health sector. During 1992, representatives of EAN and EMEDI participated on various occasions in the EAN Communication Systems Committee and the EMEDI Trade Technical Sub-Group to carry out a detailed analysis

of the EANCOM standard. A formal cooperation agreement between EAN and EMEDI is under development and is carried forward to 1993.

EDITEUR - Books and Publishing

Following a number of meetings held throughout 1992, EDITEUR decided to adopt EANCOM for the exchange of messages in the books and publishing sector. EDILIBE (Libraries) indicated its intention to migrate its existing guidelines to the EDITEUR guidelines on the basis of the next EDIFACT directory.

TEDIS PROJECTS

During 1992, EAN International was involved in three European Commission Trade Electronic Data Interchange Systems (TEDIS) projects. The projects will continue throughout 1993.

Concorde

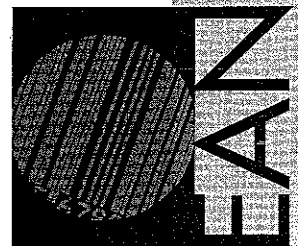
EAN International is participating in this project involving BULL and GENCOD in France and TS1 and AECOC in Spain. The project has focused on the interconnection of the Bull Allegro EDI service with the TS 1 Aecom EDI service. User company EDI pilot projects using EANCOM were established to test the interconnection. The Concorde project maintained a close coordination with the EuroEDI project focusing on value added services interconnection through a central EDI relay service rather than bilateral connections.

EDI Registration Authorities

EAN International is participating in this project managed by EXPERCOM together with AFNOR, BSI and SWIFT. In its first phase the project will develop the concepts around an EDI registration authority and draft a memorandum of understanding amongst the organizations taking part in the project. The objective is to provide an infrastructure allowing cross-sectorial EDI communications throughout Europe.

Common European Implementation Guidelines

EAN International is participating in this project managed by ORIGIN together with ODETTE, CEFIC and EDIFICE. The project will develop core guidelines for six trade messages based on the 92.1 EDIFACT directory enabling the development of consistent and harmonized user guidelines.



The Communication Systems Committee (EAN CSC) is a permanent body responsible to the Management Board. Its main objective is the development and maintenance of the EANCOM Electronic Data Interchange standard within the framework of UN/EDIFACT. The goal is to provide a practical, multi-industry standard for EDI communications based on the principles of EAN coding.

MEMBERS OF THE CSC:

Messrs H. Barthel, Chairman
E. Aamodt
S. Cronbach
R. Florez
P. Franzmair
P. Georget
F. Meier
P. Munsterman
E. Nielsen
A. Sanchez
K. Schulte

The EAN CSC met 5 times during 1992 and addressed the following work items:

- * Reviewed over 60 change requests on EANCOM.
- * Developed implementation guides for the Inventory Report and Receiving Advice message, and reviewed the Statement of Account message.
- * Reviewed and provided input on three TEDIS projects:
 - Concorde
 - Common European Implementation Guides
 - EDI Registration Authorities
- * Reviewed relations with international User Groups including: CEFIC, EDIFICE, EDIFURN, EDILIBE, EDITEUR, EDITEX, EMEDI and ODETTE and the EDI World Institute.
- * Worked on the development of a formal liaison agreement with EMEDI.
- * Several project teams were launched and coordinated including:
 - Handling of returnable containers
 - Handling of serial publications and returns
 - Transportation
 - Utility/metered services invoicing
 - EDI implementation guide.
- * Closely followed and influenced EDIFACT developments at various levels, including Joint Rapporteurs, Western European EDIFACT Board, Technical Coordinating Committee and message design meetings.
- * Reviewed migration to and national interpretations of EANCOM.
- * Reviewed EANCOM version release procedures.
- * Discussed EANCOM promotion and awareness and organized the EANCOM Information Day on July 7, 1992.
- * Drafted a recommendation for Numbering Organisations on the

EAN

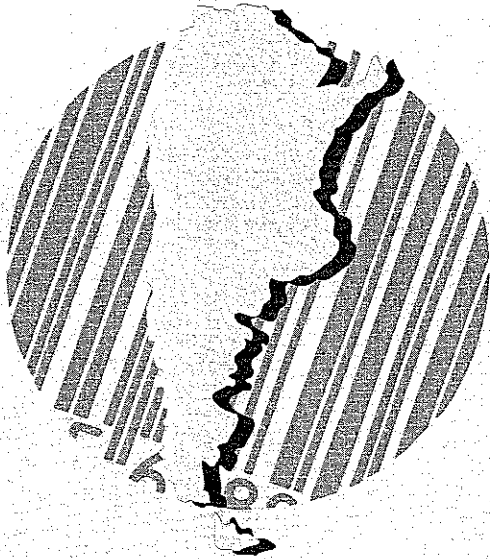
INTERNATIONAL



Legend:
[White box] EAN International member countries
[Light gray box] Manufacturer numbers are allocated on a direct basis by UCC and EAN
[Dark gray box] U.S.A. and Canada are covered by UCC

SYNOPSIS OF MEMBER ACTIVITIES DURING
1 9 9 2

ARGENTINA



ASOCIACION CIVIL ARGENTINA DE CODIFICACION DE PRODUCTOS COMERCIALES (CODIGO)

Paraguay 577 - 3° - 1057 BUENOS AIRES
Tel.: 54.1.312.52.13 - Telefax: 54.1.312.58.46

MEMBERSHIP

At the end of 1992, CODIGO had 3,152 members, an increase of 45% over the previous year.

EDI

The EANCOM standard has been adopted for both national and international EDI communications. Pilot projects will be launched during 1993.

FUTURE PROJECTS

The following activities are planned for the coming months:

- * Barcoding seminars on a national level.
- * Circulation of publications on barcoding and EDI.
- * Dissemination of information on UCC/EAN 128 Application Identifier Standard and its applications.
- * Development of EDI project including pilot projects, training, etc.
- * Symbol testing for quality control in hypermarkets - evaluation service.
- * Seminars for printers.
- * EDI seminar.
- * Creation of a Latin American EDI working group with Chile and Colombia.

President: BRAUN Federico, S.A. IMP. Y EXP. LA PATAGONIA
Chief Executive: VITALE Enrique Carlos
Executive Staff: ESCOREDO Ariel - FERRARO Leonardo - VEGA Marcelo
Newsletter: NOTICIERO CODIGO (monthly)

AUSTRALIA



AUSTRALIAN PRODUCT NUMBER ASSOCIATION LTD (APNA)

Locked Bag, 10 Oakleigh - VICTORIA 3166
Tel.: 61.3.569.97.55 - Telefax: 61.3.569.15.25

MEMBERSHIP

At the end of 1992, APNA had 5,520 members, an increase of more than 22% over the previous year. A total of 7,074 EAN company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

The use of EAN standards and their applications have expanded in the following sectors:

- * Transport - for logistical applications.
- * Pharmaceutical, telecommunications and steel - for article numbering.

In addition, industry specific standards have been developed for the timber and steel industry.

NEW LEADING MEMBER COMPANIES/NEW APPLICATIONS

* BHP, the largest industrial company in Australia and also one of the largest mining companies in the world, has started to use article numbering and the UCC/EAN AI Standard.

* Telecom Australia, one of Australia's largest non-retail

organisations, has endorsed the use of the EAN system and will require their large supplier base to use EAN.

EDI

APNA is not independently involved in an EDI project but works together with the EDI Council of Australia (EDICA). EDICA develops and publishes a number of sectoral implementation guides based on the ANSI X.12 and EDIFACT 91.1 standards. Its retail group intends to align implementations with EANCOM when it converts to the later EDIFACT standard versions, if it is proved to be commercially viable. Continued growth is expected in the number of users across sectors, which numbered between 2,000 and 3,000 at the end of 1992.

FUTURE PROJECTS

APNA is now working extensively with the steel industry to ensure smooth implementation of product numbering on an industry basis. Specific industry specifications have been written for the Australian timber industry. The promotion of the single numbering system will continue with emphasis on the UCC/EAN Application Identifier Standard.

President : SADLER Geoff, COLES SUPERMARKETS
 Chief Executive : SMITH Brian
 Executive Staff : RAMIREZ Marcella, Administration Manager
 PALAZZOLO Maria, Technical Manager
 HAYES Drew, Information Manager
 GOLDSMITH Duncan, Research Manager
 Newsletter : APNA News (Bi-annual)

MEMBERSHIP

At the close of 1992, EAN-Austria had 2,910 members, an increase of 3% over the previous year. A total of 4,998 EAN company identification numbers and 20 location codes have been allocated to date.

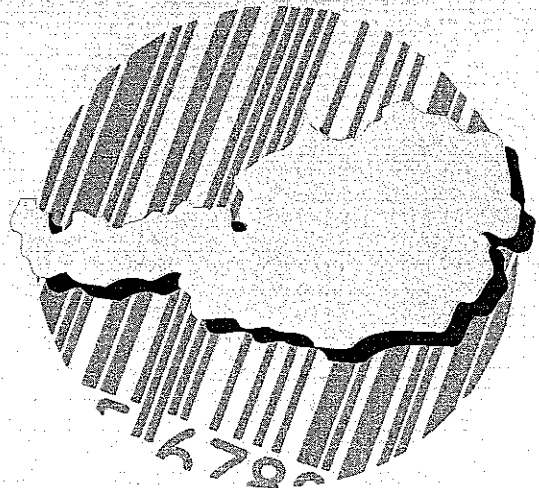
EXPANSION OF EAN ION DIFFERENT SECTORS

EAN standards and their applications have expanded in the following sectors:

- * In the Health sector, pharmacies are using EAN for article numbering, thus facilitating POS scanning and re-ordering.
- * For Food and General Merchandise, EAN standards are increasingly being adopted for the different applications.

NEW LEADING MEMBER COMPANIES/NEW APPLICATIONS

EAN-AUSTRIA publishes a 'scanning rate list' in which the first 3 companies, Billa, Spar and DM Drogeriemarkt represent the leading trading companies in Austria. These companies have adopted EAN for article numbering, variable weight applications (Billa) and EDI communication.

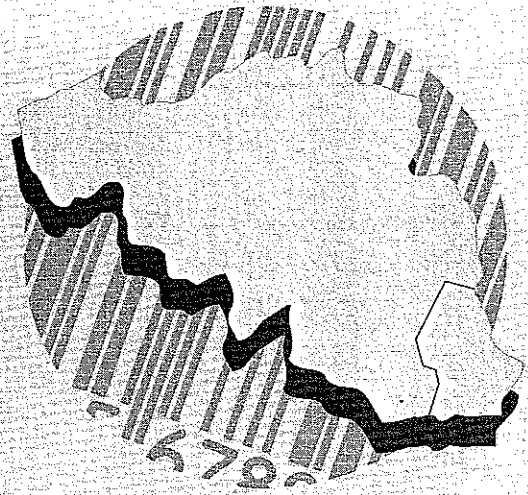


A U S T R I A

EAN-AUSTRIA, Gesellschaft für Kooperative Logistik GmbH

Mayerhofgasse 1/15 - 1040 WIEN
 Tel.: 43.222.505.86.01
 Telefax: 43.222.505.86.01.22

BELGIUM and
Grand Duchy of LUXEMBOURG



ASBL ICODIF VZW
Rue Royale 29 - 1000 BRUXELLES
Tel. : 32.2.217.45.24
Telefax : 32.2.217.43.47

EDI

The SEDAS EDI project started up in 1977 with the Invoice message and expanded in 1983 with the SEDAS Orders message. At the end of 1992, there were 400 users. In 1986, EAN Austria developed the ECODEX EDI-service operated by IBM, at a time when there were no other well-developed EDI services in Austria. In 1992, the EANCOM ECODEX service was launched for both national and international EDI, with 15 users by the end of 1992.

President : Willi MAIWALD Senator Dr., EXAKT-DRUCK
Chief Executive : BURIAN-BRAUNSTORFER Eva Maria, Director
Executive staff : VLCEK Erich, Official in charge
FRANZMAIR Peter, Official in charge
Newsletter : EAN-AUSTRIA Info (3 per year)

MEMBERSHIP

During 1992, the membership of ICODIF grew to 2028 members, an increase of 17,2% over the previous year. A total of 1,947 EAN company identification numbers have been allocated to date. Companies use their company number for both product and location coding.

EXPANSION OF EAN IN DIFFERENT SECTORS

EAN standards and their applications have expanded in the following sectors:

- * For General Merchandise and DIY - article numbering and scanning.
- * In the fields of Transport, Warehousing, DIY, and hospitals - EDI is increasingly being adopted.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

Approximately 15 companies in Belgium have expressed an interest in the UCC/EAN AI Standard. The intended applications are: Batch Number, Best Before Date and Serial Shipping Container Code (SSCC)

EDI

ICODIF launched the ICOM standard in 1986 with the Purchase Order message. Other messages were developed in subsequent years and the standard today includes definitions of 12 trade and transport messages. At the end of 1992, there were 101 users.

Though ICODIF had no specific EANCOM project, at the end of 1992 there were 27 users of the standard for both national and international EDI. In 1993 an EAN sub-working party will be established in order to prepare an ICOM mapping to EANCOM. In the future, ICODIF members will be able to use both the ICOM and EANCOM standard. In the distribution sector, the manufacturer will determine the EDI standard to be used.

FUTURE PROJECTS

* An expansion of scanning in the Non-Food Distribution sector

- is expected.
- * Major retailers, wholesalers and transporters will either start or expand EDI use.
- * A strategy for future migration from ICOM to EANCOM will be developed.
- * Increased support and promotion for the UCC/EAN-128 Application Identifier Standard will be provided.
- * ICODIF will continue to organize basic training programmes on article numbering and symbol-marking.

President : COLLIN Jean, CAMPBELL EUROPE FOOD & CONFECTIONERY
 Chief Executive: BOONET Etienne, General Director
 Executive Staff : VERTROOST Dominique, Director - BRAEM Jef, Director
 WELLEMANS Gilbert, EDI Project Manager
 Newsletters : ICODIF BULLETIN (quarterly), EDI NEWSLETTER (bi-monthly)

MEMBERSHIP

At the end of 1992, ABAC had 1,657 members, an increase of 65% over the previous year. A total of 1,531 EAN company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

ABAC has created working groups to promote EAN coding in the areas of general merchandise, wholesaling, internal applications and for EDI.

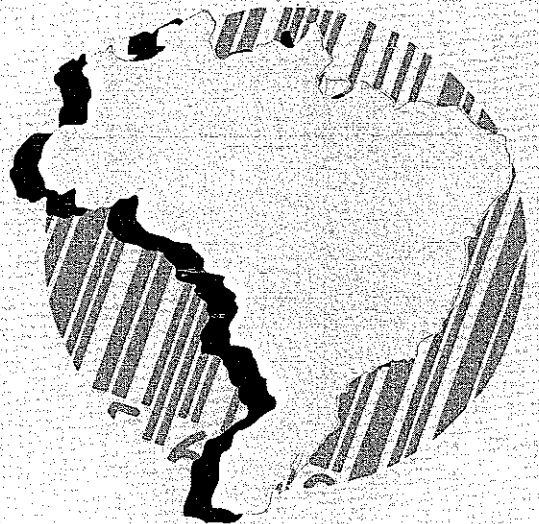
EDI

ABAC launched the EANCOM ABAC project at the beginning of 1993. Although there is generally a low level of awareness of EDI and EDIFACT in Brazil, the fact that many companies are beginners in the field of EDI and that it is on the basis of proprietary standards, should facilitate the introduction and rapid growth of EANCOM.

FUTURE PROJECTS

- * Develop standards specifications for the paper manufacturing industry.
- * Expand EAN article numbering in the general merchandise, and wholesale sectors.
- * Develop internal coding applications for commercial stores.
- * Promote the use of EDI and EANCOM.

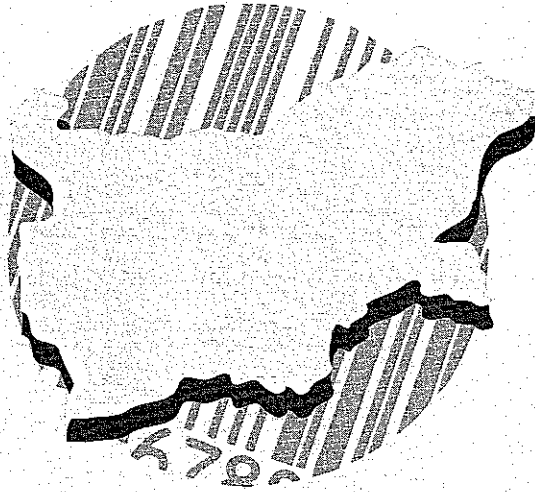
President : FERREIRA e SILVA Marcelo, GRUPO BOMPREGO
 Chief Executive: TADEU RODRIGUES Wagner
 Executive Staff : SILVA LOPES Simone, Institutional Affairs
 Coordinator
 HENRIQUE AZEVEDO Marcelo, Technical Assistance Coordinator
 SILVA LEITE Cristiane, Financial Administrator
 Newsletter : INFORMATIVO ABAC (bi-monthly)



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ASSOCIACAO BRASILEIRA DE AUTOMACAO COMERCIAL (ABAC)
 Av. Paulista 2644 - 10º Andar Conj. 102
 Cerqueira Cesar - SAO PAULO
 Tel.: 55.11.256.88.69
 Telefax: 55.11.231.28.08

B U L G A R I A



BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY (BCCI) - EAN BUREAU

11A - Stamboliiski Blvd. - SOFIA
 Tel.: 359.2.87.26.31 - Telex: 22374
 Telefax: 359.2.87.32.09

MEMBERSHIP

At the end of 1992, BCCI had 19 member companies.

EXPANSION OF EAN IN DIFFERENT SECTORS

The tobacco industry have adopted EAN coding on their shipping containers and cartons to facilitate improved logistic operations in the factory environment.

EDI

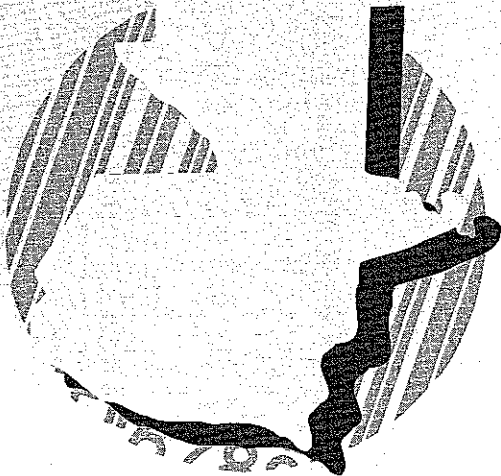
BCCI is currently exploring the setting up of an EDI project and expects to be further involved in the next 1-2 years.

FUTURE PROJECTS

BCCI will promote the use of EAN standards in the grocery, textile and footwear industries.

President : BOJIDAR Bojinov
 Executive Staff: PETKOVA Anna - Technical Executive
 NIKOLAEV Valentin, Consultant

C E N T R A L A M E R I C A



INSTITUTO CENTROAMERICANO DE CODIFICACION COMERCIAL - (ICCC)

Ruta 6, 9-21 Zona 4
 Edificio Camara de Industria, Nivel 11
 Guatemala - GUATEMALA
 Tel: 502.2.340.849 - Telefax: 502.2.341.090

MEMBERSHIP

At the end of 1992, ICCC had 193 members, an increase of 672% over 1991. A total of 211 EAN company Identification numbers have been allocated to date.

FUTURE PROJECTS

- * Increase number of member companies.
- * Organisation of seminars for industry and retail sectors on barcoding applications for item identification, inventory management, personnel control, etc.
- * Provision of other services such as symbol testing, training of supermarket personnel and advice to industry.

Chief Executive : RAMON ALVAREZ José

MEMBERSHIP

At the end of 1992, CNC-DEPCO had 1,200 member companies, an increase of 50% over the previous year. A total of 1,180 EAN company identification numbers and a total of 45,000 product codes have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

The use of EAN standards and their applications have expanded in the following industry sectors:

* Retail - distribution

More than 12 supermarket chains have implemented scanning in their stores and more than 800 scanning devices have been installed. Some of the larger department store chains have been contacted to encourage them to introduce scanning. A special committee has been set up to carry out this work.

* Health - article numbering and EDI applications.

A principle objective during 1992 has been EAN coding in the pharmaceutical sector. More than 30 laboratories received advice and began coding. It is hoped that during 1993, drugstores will begin scanning.

* Banking and Customs - EDI.

* Transport - EDI and location coding

* Social security - EDI and logistical applications.

In addition, EAN is being used in the mining industry for logistical applications and on pallets for fruit export.

EDI

DEPCO launched the EDI Chile (Customs and Finance) and EANCOM Chile (Trade) projects in late 1992 for both national and international EDI.

During 1992, DEPCO started working on EDI setting up 5 committees to study EANCOM messages. IBM, SONDA, SYNAPSIS and other service companies were contacted to inform them about the project. It was agreed with other sectors such as banks, transport, customs, tax authorities, social security companies, to develop a common EDI project with multisectorial and international approach. An EDI-Chile Council has been established within DEPCO to carry out this work and implement EANCOM.

Regarding the future, contacts will be made with the EDI World Institute and its various committees.

FUTURE PROJECTS

- * Promote EAN coding of pharmaceutical products on a national scale.
- * Develop a multi-sectorial EDI project for transport, banking, commerce, industry and customs.
- * Increase coding of fruit pallets intended for export.

President: ANWANDTER QUENTIN Oscar, HIPERMERCADOS JUMBO

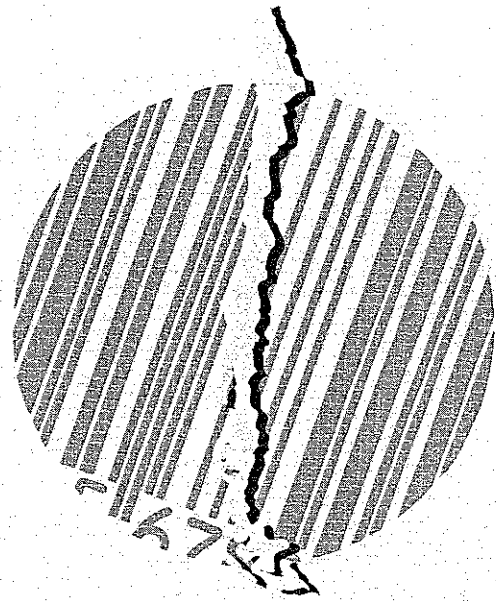
Chief Executive: RECABARREN MEDEIROS Carlos

Executive Staff: GONZALEZ MORANDE Jorge - Development Manager

BARRIGA SOTTA Cristian, Technical Assistant

ARIAS W. Manuel José, Management Assistant

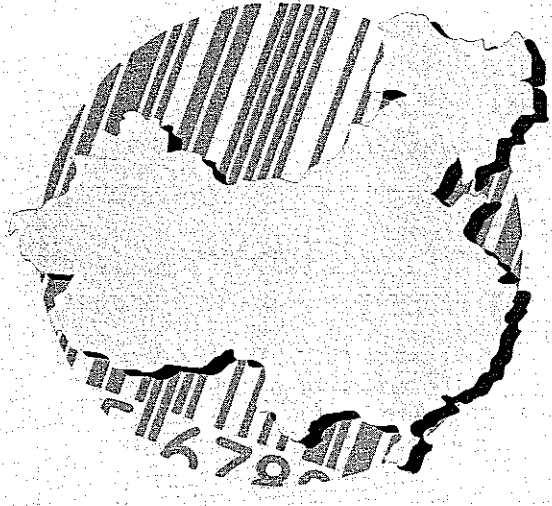
Newsletter : BARRAS (Quarterly)



CAMARA NACIONAL DE COMERCIO - DEPCO

Vecinal 140 - Las Condes - SANTIAGO

Tel.: 56.2.231.30.24 - Telefax: 56.2.233.35.16



ARTICLE NUMBERING CENTRE OF CHINA (ANCC)

No.20 Zhaofujie Street - Dongcheng - BEIJING
Tel.: 86.1.40.33.936 - Telefax: 86.1.40.11.016

MEMBERSHIP

At the end of 1992, ANCC had 3,493 members, an increase of 381% over 1991.

EXPANSION OF EAN IN DIFFERENT SECTORS

EAN is increasingly being used for logistical applications in the Health, Banking, Library, Warehousing and Postal sectors.

NEW LEADING MEMBER COMPANIES/NEW APPLICATIONS

The "Shanghai No 1 Foodstuffs Store", is the first major Chinese store to introduce scanning for logistics management.

EDI

ANCC has translated the EANCOM manual into Chinese and will set up an EDI working party during 1993.

FUTURE PROJECTS

- * Seek an increase in membership and the number of company numbers allocated. A target of 6,000 is set for the end of 1993.
- * Every effort will be undertaken to promote EAN in the retail sector. The top 100 retail outlets will be lobbied to introduce scanning and influence their suppliers to source mark their products.
- * Further promotion of EAN in the banking, healthcare and warehousing sectors.
- * Improve the service provided to ANCC members by:
 - organising 15 workshops and seminars throughout the country on barcoding, scanning, printing methods, etc.;
 - publishing new brochures and documentation;
 - offering a symbol testing service free of charge to members;
 - protecting the legal rights and interests of users.
- * Create an EDI working group to promote EDI in the retail and distribution sectors.
- * Organize the "Scan-Tech 1994" show, to be held in China.

President : Yi Changhui, Director
 Chief Executive : KANG Suguo, Deputy Director
 Executive Staff : HU Jiazhang, Deputy Director
 XI Junwu, Director of Promotion Dept.
 ZAO Nan, Director of Admin. Dept.
 ZHANG Chenghai, Director of Technology Dept.
 WU Hailian, Director of Measurement & Test Dept.
 Newsletter : Bar Code & Information System (Quarterly)

MEMBERSHIP

At the end of 1992, IAC had 457 members, an increase of 169% over 1991.

A total of 366 EAN company identification numbers and 5 location codes have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

An expansion of EAN is foreseen in the transport and warehousing sectors for logistic applications. Educational programmes for potential users are being organised at present.

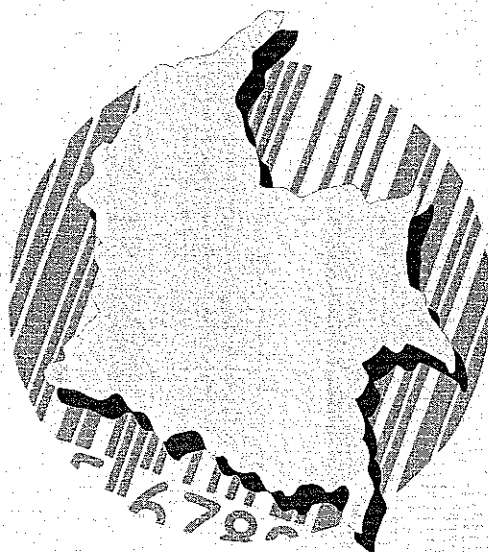
EDI

IAC launched an EANCOM project in January 1991 for both national and international EDI. Pilot tests were completed in 1992. At the end of 1992, there were 5 users.

FUTURE PROJECTS

- * From January to June 1993, the Colombian DPP model will be developed.
- * During 1993, a product number database will be created to provide a sales data service.

President : ESTELABATTI Enrique, COLTABACO
 Chief Executive: FLOREZ BARAJAS Rafael
 Executive Staff : MERINO German, Technical Assistant
 MONTAÑO Yara, Technical Assistant
 QUIROS Marcelo, Marketing Assistant
 VALLEJO Estrella, Secretary
 GAMBA Samira, Secretary



C O L O M B I A

INSTITUTO COLOMBIANO DE CODIFICACION Y AUTOMATIZACION COMERCIAL (IAC)

Carrera 11a # 93A-62, Piso 4
 Apartado Postal 092579
 SANTA FE DE BOGOTA D.C.
 Tel.: 57.1.222.9868 - Telefax : 57.1.222.9816

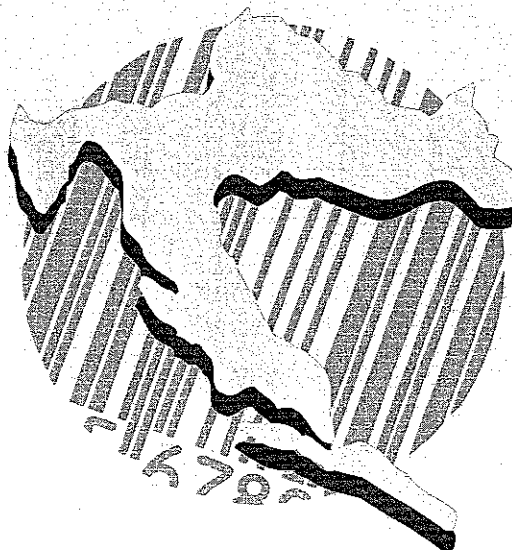
MEMBERSHIP

CRO-EAN became a member of EAN during 1992. At the end of the year, it had 124 members.

FUTURE PROJECTS

- * Promotion of EAN in general.
- * Several seminars will be organized on article numbering and symbol-marking as well the UCC/EAN-128 AI Standard. The reasons and benefits for using barcodes in industry and commerce will be emphasized.
- * The EANCOM manual will be translated into Croatian.
- * Provision of services such as the testing of barcodes on packages; information about the printed symbol, printing techniques, printers, etc.
- * Publication of a regular newsletter.

President : GOBEC Boris - "KRAS" ZAGREB
 Chief Executive : KNEZEVIC ANA
 Executive Staff : RUGAN ZEJKA, Secretary

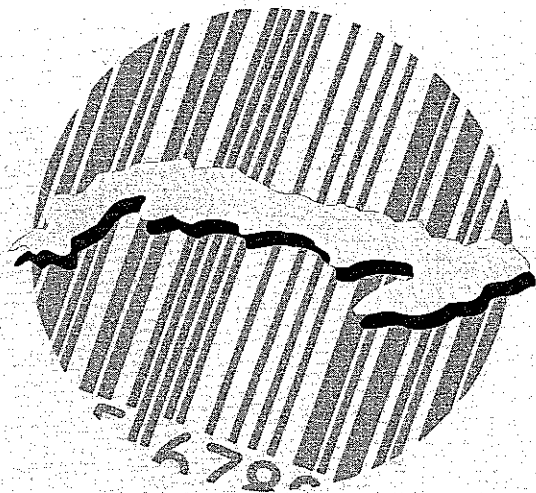


C R O A T I A

CROATIAN EAN CENTRE (CRO-EAN)

Rooseveltovej Trg 2 - 41000 ZAGREB
 Tel : 38.41.44.46.48 - Telex: 21524
 Telefax : 38.41.44.86.18

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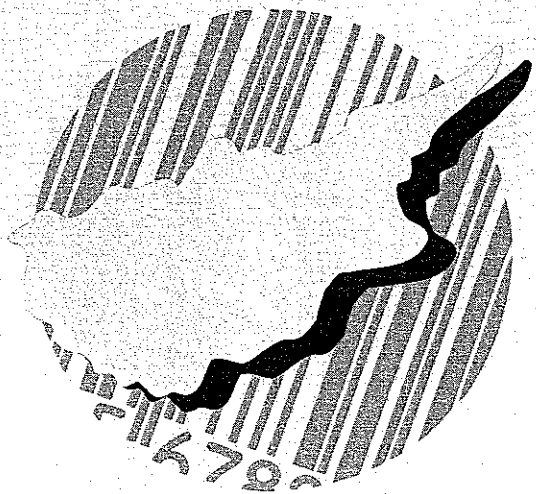


President: Dr Julio GARCIA OLIVERAS - Chamber of Commerce
 Chief Executive: GONZALES Segundo Abelado - Vice President
 Executive Staff: CAMACHO Maria - Secretary General
 DEL LLANO Manuel Rúa - Director International Relations
 Newsletter : "Informaciones" (monthly) - domestic circulation "Cuba Foreign Trade" (quarterly)

CAMARA DE COMERCIO DE LA REPUBLICA DE CUBA

Calle 21 No 661/701 - Esquina a Calle A, Vedado
 Apartado 4237 Zona 4 - LA HABANA 4
 Tel.: 30.3356/57/58 - Telex : 511752

S
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MEMBERSHIP

At the end of 1992, the Cyprus Chamber of Commerce and Industry had 352 members. This represents an increase of 67% over 1991.
 A total of 362 EAN location codes have been attributed to date.

President : EPIPHANIOU Phanos
 Chief Executive: TSIAKKIS Marios, Secretary General

CYPRUS CHAMBER OF COMMERCE AND INDUSTRY (EAN-CYPRUS)

39, Grivas Digenis Ave. and Deligiorgis 3,
 P.O. Box 1455 - NICOSIA
 Tel.: 357.2.449.500 - Telex: 2077
 Telefax: 357.2.449.048

MEMBERSHIP

At the end of 1992, CSS-EAN had 821 members (664 in the Czech Republic and 157 in the Slovak Republic.). This represents an increase of 86% over the previous year.

A total of 810 company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

A growth in the use of EAN standards and applications has been witnessed in the Health sector for article numbering and in the Transport and Warehousing sectors for logistical applications.

K-MART, the US based clothing concern, has started up operations and will be using EAN coding.

FUTURE PROJECTS

- * Transformation of CSS-EAN and its management structure and setting up separate EAN organisations in the Czech and Slovak republics.
- * Organisation of training courses, seminars and conferences for members and potential users.
- * Provision of symbol verification service.
- * Presentations on the EAN Label standard and applications.
- * Further development of EDI and EANCOM.

President : Mr. D. STRAUCH, Chairman Federal Administration for Material Reserves

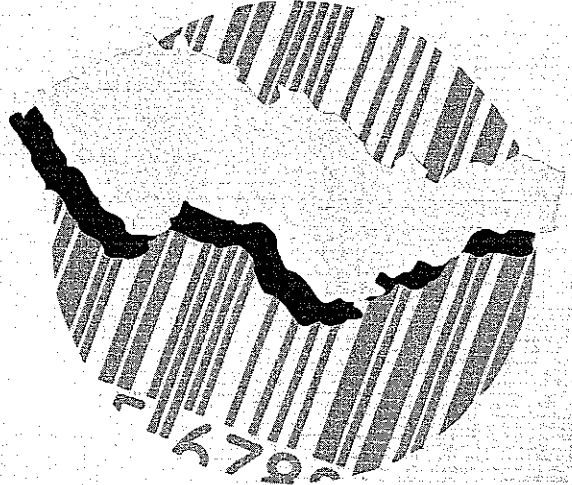
Chief Executive: MARTINIC Jaroslav

Executive Staff : VANOVA Jana, Executive Officer

BRINDA Oldrich, Technical Officer

CITKOVA Anna, Executive Officer

Newsletter : INFO CSS EAN. (bi-annual)



CZECH and SLOVAK REPUBLICS

ADMINISTRATION CENTRE OF EAN (CSS-EAN)

Olbrachtova 3 - 146 00 PRAHA 4
Tel.: 42.2.643.24.11 - Telex: 123550
Telefax: 42.2.643.24.12

MEMBERSHIP

DVA was founded by 7 organizations covering the total manufacturing and distribution sectors in Denmark. In addition, DVA has 2199 individual members. The Board of DVA consists of 7 members from the founding organisations and 2 representatives elected among the individual members.

Approximately, 10,000 location codes have been allocated to date.

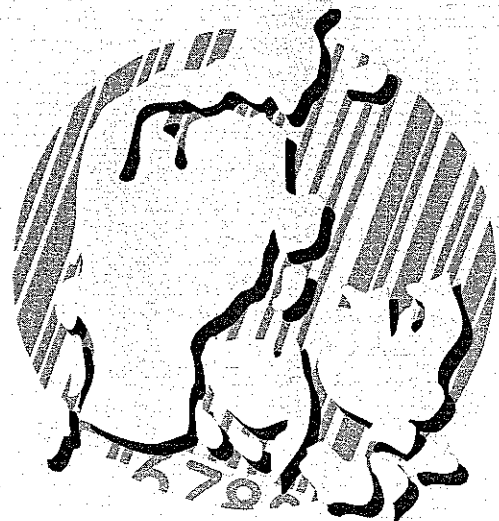
EXPANSION OF EAN IN DIFFERENT SECTORS

A growth in the use of EAN standards and their applications has taken place in the following sectors:

- * Retail and General merchandise - article numbering and EDI.
 - * Building and construction - EDI location coding.
 - * Health/pharmaceuticals - article numbering and EDI location coding.
 - * Public utilities - article numbering, EDI and EDI location coding.
- In addition, the UCC/EAN-128 AI standard is being used for internal applications in large international pharmaceutical companies.

EDI

DVA launched the first release of the HANCOM standard in November 1990. HANCOM is the Danish national guideline for the use of EANCOM. At the end of 1992 there were 180 users. Implementation of EANCOM for international trade has been carried out between a major Danish manufacturer and some of the largest English retailers.

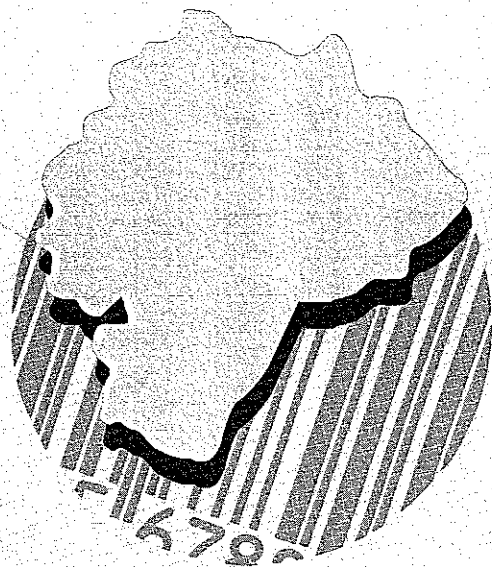


D E N M A R K

DANSK VAREKODE ADMINISTRATION EAN (DVA)

Svanemollevej 41 - 2900 HELLERUP
Tel.: 45.39.40.44.66 - Telefax : 45.33. 40.44.00

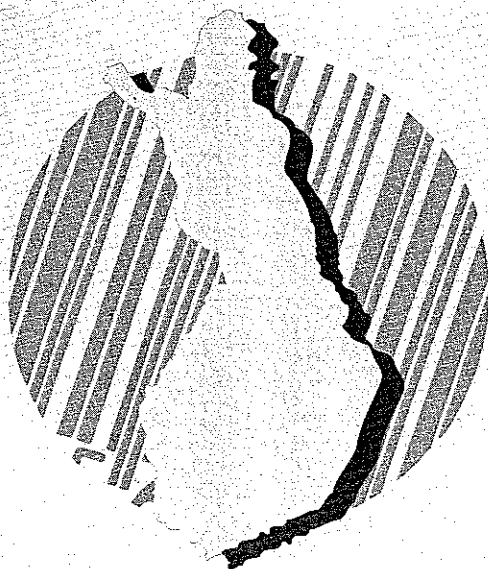
E C U A D O R



ECUATORIANA DE CODIGO DE PRODUCTO (ECOP)

Avs. Naciones Unidas 1084 y Amazonas
Edificio Banco La Previsora
Torre B, Oficina 209 - QUITO
Tel : 593.2.460.474 - Telefax : 593.2.60.487

F I N L A N D



THE CENTRAL CHAMBER OF COMMERCE OF FINLAND

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

FUTURE PROJECTS

- * Coding of transport containers and pallets including the integration of EDI information and receipt registration.
- * Dissemination of information on Supply Chain Management.

President : RASMUSSEN Fritz, KIMS A/S
Chief Executive: OLSEN John
Executive staff : NIELSEN Erland, EDI Executive
RASK Arne, EAN
Newsletters : DVA - NYT (3 per year)
HANCOMMENTAREN EDI newsletter (3-6 per year)

MEMBERSHIP

ECOP became a member of EAN during 1992. At the end of the year, it had 171 member companies and had allocated 148 EAN company identification numbers.

EXPANSION OF EAN IN DIFFERENT SECTORS

ECOP is promoting the use of EAN standards in all industries, including the Health sector.

FUTURE PROJECTS

An EDI project will be started during 1993.

President : SAENZ Luis Alberto - SUPERMAXI
Chief Executive : REYES Fausto
Newsletter : BOLETIN ECOP (5 per year)

MEMBERSHIP

CCC of Finland has no individual member companies, but 12 user organizations.
A total of 1,823 company identification numbers have been allocated to date to the members of these organisations.

NEW LEADING MEMBER COMPANIES/NEW APPLICATIONS

KESTO OY, the largest wholesaler in Finland, and VALIO OY, the biggest manufacturer of dairy products, have started to use the UCC/EAN-128 AI standard.

EDI

CCC of Finland launched in 1988 a national EDIFACT standards project covering 5 trade messages developed within the EDIFACT Trade Message Development Groups, with the latest releases based on the EDIFACT 91.1 directory. At the end of 1992, there were 100 users. In addition EANCOM is used for international EDI.

President : DIDRICHSEN Jon, OY TRANS-MEI AB
Chief Executive: LINDROOS Sven-Gustav, Director
Newsletter : EAN-INFO (2-3 per year)

MEMBERSHIP

At the end of 1992, GENCOD had 15,360 members, representing an increase of 18% over 1991. A total of 28,500 EAN company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

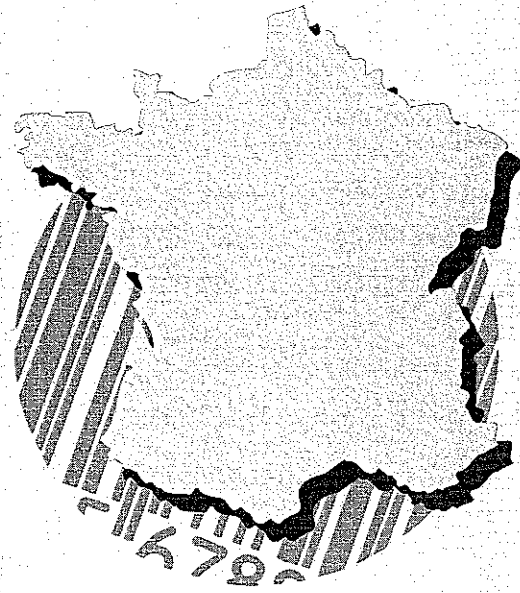
- * In the field of Public Utilities, France Telecom and ALCATEL are coding their industrial products and electricity cable reels with EAN.
- * The Transport sector is increasingly adopting EDI.
- * A Paris hospital has started using EANCOM for EDI communications.

In addition, in the area of Micro-electronics, a pilot project is underway to use EAN coding on 16K PROM's.

EDI

GENCOD began developing the EDI GENCOD language in 1974. Today, the GENCOD language includes 24 messages covering a variety of trade functions. At the end of 1992 there were 1,500 users. In addition, the EANCOM standard is used primarily for international EDI with some limited use for national EDI. At the end of 1992 there were 6 users. GENCOD also set up the specification for the ALLEGRO Value Added Network (VAN) operated by BULL. GENCOD participated in the EC TEDIS Concorde Project interconnecting the Allegro service with the AECOM service in Spain.

President: LEMOINE Philippe - GALERIES LAFAYETTE
 SUZANNE Bernard - SYNDIFRAIS
 Chief Executive: ANGUE Thérèse
 Executive Staff : de CLOSMADÉUC Joël, External Relations
 SION Bernard, Project Manager
 GEORGET Pierre, Technical Manager
 Newsletter : GENCOD INFORMATION (trimestral)



F R A N C E

GENCOD SARL

13 Boulevard Lefèbvre - 75015 PARIS
 Tel.: 33.1.48.28.63.54 - Telex: 204715
 Telefax : 33.1.45.31.09.50

MEMBERSHIP

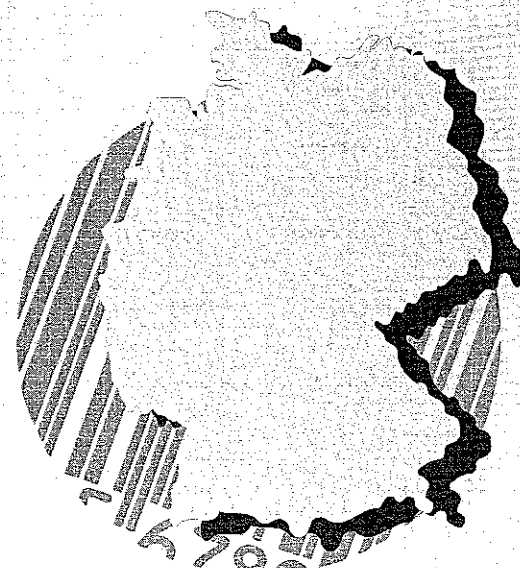
At the end of 1992, CCG had 26,020 members, an increase of more than 32% over the previous year. A total of 13,155 EAN company identification numbers (used also for location code purposes) and 12,865 locations codes have been allocated to date.

NEW LEADING MEMBER COMPANIES / NEW APPLICATIONS

- * Alli-Frischdienst-Zentrale Nord, one of the most important suppliers of milk, butter and other dairy products in Germany, is ready to adopt EAN-128 for variable weight traded units.
- * Nestlé, the multi-national food giant, is using EAN-128 and the Serial Shipping Container Code for their traded units.

EDI

CCG launched the SEDAS Data Service (SDS) with the Invoicing standard in 1977 followed by the Order message in 1983. Today the SEDAS standard includes 9 trade messages. In addition, the MADAKOM article sales data service was launched in 1988. Over 200,000 items are part of the MADAKOM pool with sales data collected from 200 outlets. The SINFOS article data interchange standard was launched in 1991. Article information is collected and administered as a prerequisite for scanning, SEDAS data interchange, DPP calculations, space optimisation and market



G E R M A N Y

CENTRALE FÜR COORGANISATION (CCG)

Spichernstrasse 55 - 5000 KÖLN 1
 Tel.: 49.221.57.49.02 - Telefax : 49.221.57.49.159

data communication. At the end of 1992 there were 700 SEDAS, SINFOS and MADAKOM users. CCG with support from the EC TEDIS programme, launched a SEDAS/EANCOM migration project in early 1993. At the end of 1992 there were 8 users. It is planned to migrate from the SEDAS Order message to EANCOM in the short term (1-3 years).

FUTURE PROJECTS

The main project of CCG for the immediate future, is the establishment of a 'Service Pool' for multiple-use shipping containers. Fair competition between the container owners and transport organisations joining the pool will be maintained by a system of rules elaborated by CCG. Because trade logistics cannot be limited to the one country, CCG will try to interest bodies in the other European countries to carry out similar projects.

President : LERCH Günter - KAUFRING AG
 Chief Executive: HAGEN Karlheinz
 Executive Staff: WAGENER Günter, Division Manager "Data Services"
 SCHULTE Karl, Division Manager "Systems Development"; Secretary NDWK
 Newsletter : COORGANISATION (quarterly)

MEMBERSHIP

At the end of 1992 HELLCAN had 859 members, an increase of 134% over 1991. A total of 853 EAN company identification numbers have been allocated to date.

NEW LEADING MEMBER COMPANIES / NEW APPLICATIONS

- * MAKRO Cash & Carry was the first large company in Greece to introduce EAN article numbering and scanning at the point-of-sale. It is a leader in its sector with a great variety of suppliers.
- * A-B VASSILOPOULOS is one of the major hypermarket chains in Greece. Scanning at POS was originally introduced in September 1992 in one of its stores, and is expected to be implemented in its remaining stores in the near future.
- * NIKI SA is one of the major general merchandise and supermarket chains in Greece. The majority of its products are barcoded, and scanning will be introduced within a few months.

EDI

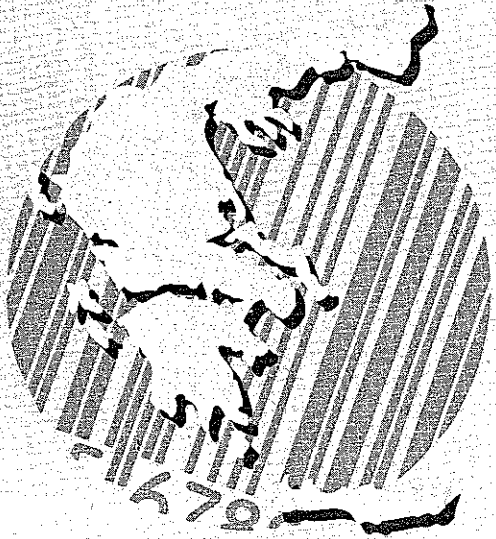
A cross sectorial EDI awareness centre has been recently established by EDITEX Greece with the participation of HELLCAN (EANCOM Greece). It is believed that the clothing sector will be the first industrial sector to introduce EDI in Greece. EDI will probably not be introduced earlier than 1995-6.

FUTURE PROJECTS

Seminars addressed to various industrial sectors will remain the main activity of HELLCAN as the dissemination of general and specific information about EAN coding system is still of major importance. Research regarding the quality of printed symbols as well as seminars addressed to printers will be a priority of HELLCAN during 1993.

President: VAKIRTZIS I., CONTROLGRAPH
 Chief Executive: DIMOIJ-GEORGAKOPOULOS Fouli
 Executive Staff: MOSCHOU S., Director
 DIMITRAKOPOULOS G., Technical Executive
 VAGOUMAKIS M., Administrative Executive
 Newsletter: Information Notes (3 per year)

G R E E C E



HELLENIC CENTRE OF ARTICLE NUMBERING S.A. (HELLCAN)
 Plat. Aghiou Dimitriou Squ & Diom Kyriakou 2
 145 62 KIFISSIA ATHENS
 Tel.: 30.1.80.83.931 - Telefax : 30.1.80.19.156

MEMBERSHIP

At the end of 1992, HKANA had 916 members, representing an increase of 66% over the previous year. A total of 942 EAN company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

An expansion in the adoption of EAN standards and their applications is foreseen in the following sectors during 1993:

- * General merchandise - article numbering and source marking.
- * Retail and distribution - EDI (EANCOM).

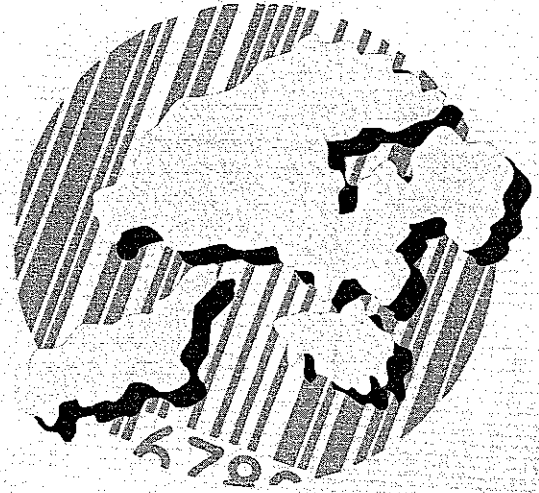
FUTURE PROJECTS

HKANA plans to act as an administrative body to support EANCOM and EDI for the retail and distribution industry in Hong Kong. HKANA plans to act as a catalyst to develop a professional course on business applications of information technologies for the retail and distribution industry.

EDI

A retail EDI Steering Committee has been established to determine the feasibility of using EDI. A working party which reports to the Steering Committee will coordinate the pilot project involving 6 companies between February and May 1993. Findings and recommendations will be delivered to the industry in mid 1993.

Chairman : GRIMSEY William, PARK SHOP LTD
 Chief Executive : LIN Anna
 Newsletter : HKANA NEWS (quarterly)



HONG KONG

HONG KONG ARTICLE NUMBERING ASSOCIATION (HKANA)

D1, 13F UNITED CENTRE, 95 Queensway
 HONG KONG
 Tel.: 852.8612.819 - Telefax : 852.8612.423

MEMBERSHIP

At the end of 1992, HCC had 923 members, an increase of 29% over 1991.

EXPANSION OF EAN IN DIFFERENT SECTORS

The Health industry is starting to use EAN codes for pharmaceutical products and EAN location codes to identify doctors.

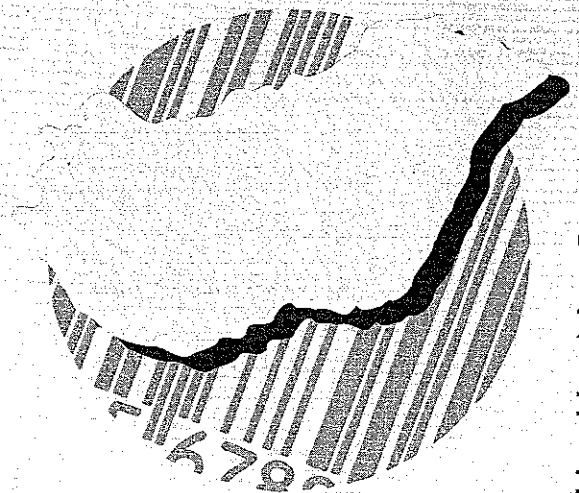
LEADING NEW MEMBER COMPANIES/ NEW APPLICATIONS

- * Julius Meinl Csemege, a leading supermarket chain, is using EAN for article numbering.
- * Carl Zeiss Optika Kft. the optical lense manufacturer, has adopted EAN coding.

FUTURE PROJECTS

- * HCC will enter into a cooperation agreement with the newly founded AIM Organisation in Hungary. It is planned to publish a joint bimonthly newsletter.
- * A new revised edition of all EAN specifications will be published.
- * HCC will start to promote EANCOM.

President: DEBRECZENY Istvan, Dunapack Ltd.
 Chief Executive: VISZKEI György
 Executive Staff: Szirmai Kovacs Judit - Executive Officer
 SZE BENJ Erika - Executive Assistant

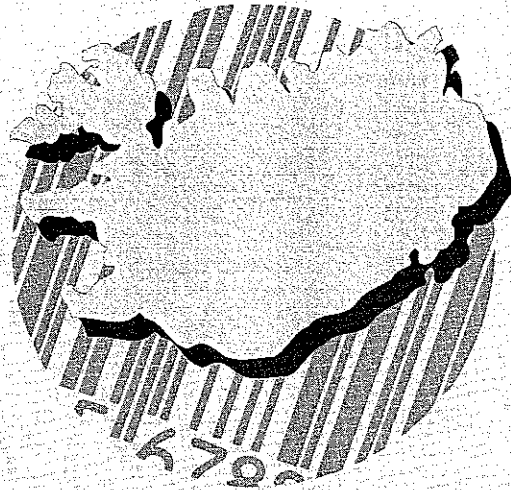


HUNGARY

HUNGARIAN CHAMBER OF COMMERCE EAN BUREAU (HCC)

C/O Association of Packaging and Materials Handling
 Rigo U.3 - 1085 BUDAPEST
 Tel.: 36.1.113.7034 - Telex: 224745
 Telefax : 36.1.133.8170

I C E L A N D



ICELAND EAN COMMITTEE

Hús Verslunarinnar - 103 REYKJAVÍK
Tel.: 354.1.67.66.66 - Telex: 2316
Telefax: 354.1.68.65.64

MEMBERSHIP

At the end of 1992, EAN ICELAND had 289 members, an increase of 7% over the previous year. A total of 318 EAN company identification numbers and 20 location codes have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

In the Transport sector, EAN location codes are increasingly being used. In addition, EANCOM will be used in the service sector for applications in the field of Transportation and Health.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

ICELAND Freezing Plants Ltd., dealing in the production and marketing of fish products and one of largest companies in Iceland, have adopted EAN-128 coding.

EDI

EAN Iceland launched the ISEDI EANCOM project in mid-1991 for both national and international EDI. A joint EDI Group with ICEPRO is developing the Icelandic guidelines which are fully compatible with EANCOM. At the end of 1992, there were 6 users.

FUTURE PROJECTS

- * An expansion of the Sales Data Collection System is planned for 1993. EAN-Iceland hopes to have covered all the major retail chains by the end of June. This service will be also offered to non-member companies.
- * Further implementation of EANCOM in the various sectors and provision of more messages.

President: EGILSSON Vilhjalmur, ICELAND CHAMBER OF COMMERCE
Chief Executive: HAUKSSON Oskar
Executive Staff: VERNHARDSDÓTTIR Soffía, Financial Manager
KARLSSON Bjarki Mar, Sales Data Collection
SAEMUNDSDÓTTIR Ingibjörg, Information

I R E L A N D



ARTICLE NUMBERING ASSOCIATION OF IRELAND (ANAI)

Irish Business and Employers Confederation
Confederation House - Kildare Street - Dublin 2
Tel.: 353.1.779.801 - Telex: 93502
Telefax: 353.1.777.823

MEMBERSHIP

At the end of 1992, ANAI had 1,060 members, an increase of 49% over 1991. To date, a total of 972 EAN company identification numbers and 91 location codes have been allocated.

EXPANSION OF EAN IN DIFFERENT SECTORS

An increase in EAN article numbering and the use of EDI has been observed in the Healthcare, Clothing and DIY sectors.

EDI

ANAI launched EANCOM for both national and international EDI in 1989. Today there are 120 EANCOM users.

FUTURE PROJECT

- * To encourage the use of EAN numbering in the pharmaceutical/healthcare industry through workshops and promotional activities organised jointly with representative organisations from each sector.
- * EANCOM will be promoted in the pharmaceutical/healthcare, DIY and clothing sectors.
- * To expand the use of EAN location codes for EDI and other specific applications.

President : LOUGHREY Dr. Patrick, Batchelors Ltd.
 Chief Executive : Mc CABE Thomas
 Executive Staff : HENNESSY Toni, Assistant Secretary
 KERNAN Brendan, EDI Consultant to ANAI
 O'NEILL Rosemary, Accounts Executive
 POWER Rory, ANAI Technical Consultant
 Newsletter: ANAI News (3 per year)

MEMBERSHIP

At the end of 1992, ICA had 1,308 members, an increase of 14% over the previous year. A total of 2,234 EAN company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

An increase in EAN article numbering and the use of EDI has taken place in the Food, Textile and Pharmaceutical sectors.

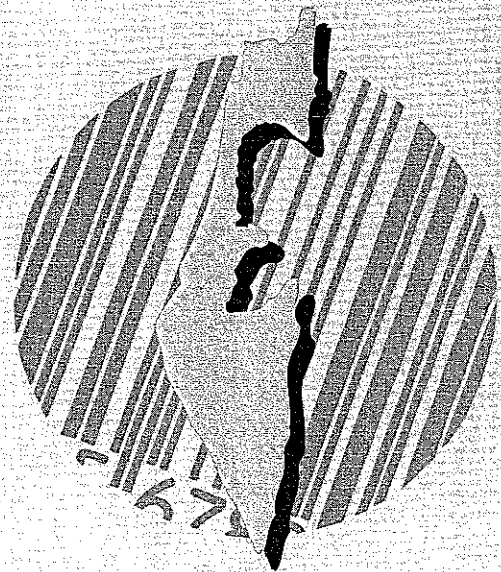
EDI

ICA began their EDI activities over 18 months ago by defining a unique business process between manufacturers and retailers. The ICACOM national guidelines on EANCOM have been defined and pilot testing will begin in 1993. The textile and pharmaceutical sectors will begin the same process in 1993.

FUTURE PROJECTS

- * An EDI pilot project between a manufacturer and retailer will be developed and tested.
- * A scan-data project in collaboration with Nielsen is envisaged. This data will be made available to manufacturers.

President: GANIGAR Dr. A., AGIS LTD
 Chief Executive: NADEL Amnon - Director General
 Executive Staff: BLAT Sigal



I S R A E L

ISRAEL CODING ASSOCIATION (ICA)

Industry House - 29 Hamered Street
 P.O.Box 50022 - TEL-AVIV 61500
 Tel.: 972.3.512.88.57 - Telefax : 972.3.662.026

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ISTITUTO NAZIONALE PER LA DIFFUSIONE DELLA CODIFICA DEI PRODOTTI (INDICOD)

Via Serbelloni 5 - 20122 MILANO
Tel.: 39.2.76.02.19.65
Telefax : 39.2.78.43.73

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**THE DISTRIBUTION CODE CENTRE (DCC)
No. 3 TOC - Bldg. 7-23-1**

Nishigotanda - Shinagawa-ku - TOKYO #141
Tel : 81.3.3494.4029
Telefax : 81.3.3494.4080

MEMBERSHIP

At the close of 1992, INDICOD had 14,145 members. This represents a 12% increase of membership over 1991. To date, 20,011 EAN company identification numbers have been allocated.

EXPANSION OF EAN IN DIFFERENT SECTORS

An expansion in the use of EAN standards and applications has been noted in the following sectors:

- * Consumer and durable goods - for article numbering, EDI and logistical applications.
- * In the Transport sector - for location coding. The building industry have also adopted EAN coding for ceramic tiles.

EDI

INDICOD launched the EANCOM project at the beginning of 1991. At the end of 1992, there were 50 users.

FUTURE PROJECTS

- * Continue to promote the spread of EAN numbering and barcoding applications in new industry sectors.
- * Develop an increasing awareness of EDI/EANCOM on a national level.
- * Disseminate information on the EAN label and applications.
- * Undertake a number of initiatives in the field of supply chain management and technologies. The first of these will be a national conference held during the "Supermarketing" exhibition in April 1993.
- * Improve internal communication flows with members.

President: BORDONI Luigi, CENTROMARCA
Chief Executive: BUCANEVE Roberto, Secretary General

MEMBERSHIP

To date, a total of approximately 72,000 company identification numbers have been allocated to Japanese companies. This represents a growth rate of about 10% over 1991.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

- * The Consumer Marketing Centre (CSC), a major Japanese company has introduced EAN coupon coding.

EDI

DCC is currently reviewing the EDI situation in Japan. National standards have been developed and are under review. An EANCOM project has been launched and it is currently being investigated whether national EANCOM guidelines will be developed and whether to make the standard available for both national and international EDI.

FUTURE PROJECTS

- * Adoption of UCC/EAN-128 AI standard as a national standard for industry.
- * Research on UCC/EAN-128 applications covering: pallet labelling; joint use of ITF and UCC/EAN-128; development of industry guidelines.

President : KAGEYAMA Eiji
 Chief Executive : ASANO Kyosuke, Executive Director
 Executive Staff : ONO Kouzo, General Manager
 SATO Makoto, General Manager
 SEKIKAWA Hitomi, Chief Researcher
 Newsletter : DCC NEWS (bimonthly).

MEMBERSHIP

At the end of 1992, MANC had 346 members, representing an increase of 47% over 1991. To date, a total of 369 EAN company identification numbers have been allocated.

EXPANSION OF EAN IN DIFFERENT SECTORS

There has been an increase in article numbering in the retail and manufacturing sectors.

FUTURE PROJECTS

- * Individual price tagging of items is a statutory requirement in Malaysia. One of the major projects of MANC for 1993, is to persuade the government to allow scanning stores to remove price tags.
- * As well as the further promotion of the EAN system to manufacturers and retailers, MANC will be organising an exhibition on scanning and barcoding equipment as a way of introducing Malaysian companies to the relevant technologies.

Chairman : LOW Paul - MALAYSIAN SHEET GLASS BERHAD
 Chief Executive : TAN Keok Yin
 Executive Staff : AU Soo Keun - Divisional Director
 LOH Kim Haur - MPN Executive
 Newsletter : MPN (quarterly)

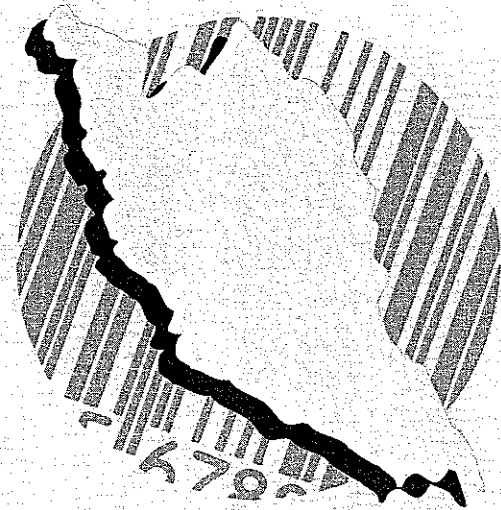
MEMBERSHIP

MANA joined EAN International in 1992. At the end of the year, it had registered 16 member companies.

FUTURE PROJECTS

- * Actively promote EAN article number and source marking among the manufacturing and retailing community.
- * Provide an information/consultancy service to members on all aspects of EAN coding.
- * Publication of a regular Newsletter.

President : MICALLEF Godwin
 Chief Executive : TROISI Joseph



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MALAYSIAN ARTICLE NUMBERING COUNCIL (MANC)

C/o Federation of Malaysian Manufacturers
 17th Floor, West Wing - Wisma Sime Darby
 Jalan Raja Laut - 50350 KUALA LUMPUR
 Tel.: 60.3.293.12.44 - Telefax : 60.3.293.51.05



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MALTA ARTICLE NUMBERING ASSOCIATION (MANA)

C/o Association of General Retailers and Traders (GRTU)
 Republic Street - VALLETTA VLT 05
 Tel : 356.230.459 - Telefax : 356.246.925

M E X I C O



ASOCIACION MEXICANA DEL CODIGO DE PRODUCTO AC (AMECOP)

Horacio 1855 6° Piso - Col. Polanco
11570 MEXICO D.F.
Tel.: 52.5.395.20.44 - Telefax : 52.5.395.20.38

MEMBERSHIP

At the close of 1992, AMECOP had 4,807 members, representing an increase of more than 270% over the previous year. A total of 4,339 company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

A growth in EAN coding and applications has been witnessed in the following sectors:

- * Food manufacturing - article numbering;
- * Retail outlets (department stores, supermarkets, etc.) - POS scanning.
- * Textiles/apparels - article numbering for inventory control.
- * Pharmaceutical drugs - article numbering for logistical applications.

FUTURE PROJECTS

- * More retailers will be encouraged to introduce scanning and the various benefits underlined.
- * An AMECOP technical and user's committee will develop an EDI project aimed at the retail sector (department stores).
- * In response to a demand from retailers, more work will be undertaken in the field of barcode quality control, symbol verification, etc. Seminars will be organised around this theme and in-store quality inspections carried out where necessary.
- * A research programme will be launched in collaboration with a number of private universities to measure the impact of barcoding and scanning within companies. The programme will focus on such areas as productivity, cost-benefit analysis, impact on production, marketing and data collection.

President: DAVIS SIGNORET Henry, CIFRA
Chief Executive: SANCHEZ DE LA VEGA Lourdes
Executive Staff: SANCHEZ ARCOS Gabriela, Public Relations Manager
SALTO TOLOSA Antonio, Technical Manager
GARCIA DIAZ Elena, System Manager
Newsletter : AMECOP MAGAZINE (bi-monthly)

MEMBERSHIP

At the end of 1992, UAC had 2,334 member companies, representing a net growth rate of 18% over 1992. A total of 2,517 EAN company identification numbers (including approximately 200 inactive numbers) and 42 location codes have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

EAN article numbering and EDI applications are widely used in all industry sectors in the Netherlands.

The areas and industries covered are Automobile Parts, Books, Builders Providers, DIY, Electro-technical, Health, Agriculture, Department Stores, Metalurgy, Textiles, Leasing and Logistic Services.

In addition, new or special applications of EAN standards have included:

- the adoption of the UCC/EAN-128 AI standard in a Dutch hospital;
- the possible use of AI 90 for internal applications in a self-service wholesale store.

LEADING NEW MEMBER COMPANIES/ NEW APPLICATIONS

- * AKZO Coatings, part of the AKZO Group, is using the serial shipping container code (SSCC) for the identification of pallets. AKZO is the fourth largest chemical company in the Netherlands.
- * Albert Heijn, market leader in the grocery sector, uses EAN location codes for cross docking supplies, in order to speed up deliveries via its various distribution centres to the stores.
- * ETNA, a manufacturer of steel ovens, uses EAN-128 for serial numbers.
- * LEVI STRAUSS Benelux combines EAN scanning data and EANCOM messages to maintain proper stock levels in stores.

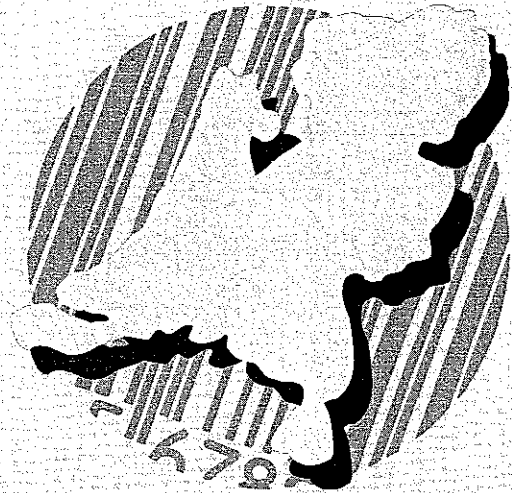
EDI

Having started in 1985 with TRANSCOM EDI messages based upon UN/GTD, UAC Transcom launched the TRANSCOM EDIFACT project with the Purchase Order in 1988 followed by the Invoice in 1989 on the basis of the 88.1 EDIFACT directory. Today, TRANSCOM has defined 5 trade messages. At the end of 1992, there were approximately 700 TRANSCOM users. It is estimated that over 130 million message lines are sent each year. In addition, an EANCOM project was launched at the end of 1991. At the end of 1992, there were 50 users with this figure expected to increase throughout 1993. The number of foreign trading partners using EANCOM is expected to increase significantly. There is a plan to gradually migrate from the TRANSCOM to the EANCOM standard in the next 3 years.

FUTURE PROJECTS

- * Implementation of EAN-128 in the food sector followed by other sectors.
- * Procedural and technical quality assurance of scanning.
- * Coding consequences of client driven specification of articles.
- * Data logistics and central databases.

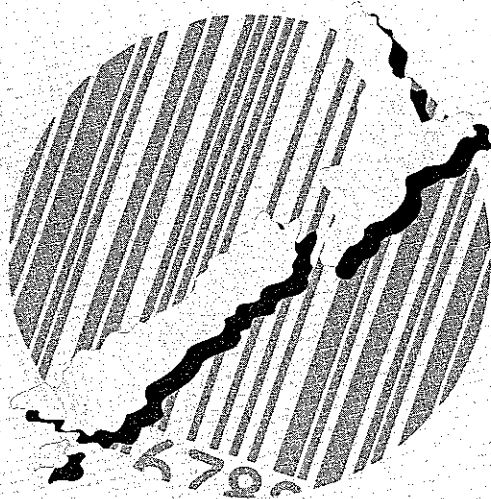
President : VAN DIJK J.A.N., Sara Lee/ D.E. NV
 Vice President : VOS I.J., Schuitema NV
 Chief Executive: GIETELINK J. Peter
 Executive Staff: GORTER DE VRIES Hein, Deputy Manager
 MUNSTERMAN Piet J., Secretary; Manager Market Development
 KOENS, Maarten L., Manager EDI
 DONKERSLOOT, Guido J., Manager EAN Codesystem
 Newsletter: UAC Perspectief (trimestrial journal)
 UAC/TRANSCOM Nieuwsbericht (trimestrial newsletter)



NETHERLANDS

STICHTING UNIFORME ARTIKEL CODERING (UAC)

Toumairesstraat 3 - 1065 KK AMSTERDAM
 Tel.: 31.20.511.38.20 - Telex: 18765
 Telefax: 31.20.511.38.30



**NEW ZEALAND PRODUCT NUMBER
ASSOCIATION LTD (NZPNA)**

P.O. Box 11-110 - WELLINGTON
Tel.: 64.4.499.48.38 - Telefax: 64.4.499.48.70

MEMBERSHIP

At the end of 1992, NZPNA had 2,567 members, representing an increase of 3% over 1991. A total of 2,450 EAN company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

The use of EAN standards and applications is gradually expanding in the following sectors (a special programme is being developed for EAN location codes):

- * Transport - logistical applications using EAN-128, location coding, EDI;
- * Health - article numbering for inventory control, EDI, location coding, product recall;
- * Banking - EDI, location coding;
- * Timber - article numbering, logistics, location coding, EDI;
- * Food - batch numbering for product recall;
- * Local authorities - EDI, location coding.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

- * Bluebird Foods, a pioneer in use of EDI, is using AI 90 for internal applications, in the warehouse environment.
- * W D & H O Wills, the leading tobacco manufacturer in New Zealand, is using EAN for its inventory control systems.
- * BHP Steel and Pacific Steel Ltd. are barcoding their steel products with EAN as well as using EAN location codes.

EDI

NZPNA supports and works in conjunction with the New Zealand EDI Association. The retail and manufacturing sector are using EANCOM/EDIFACT standards and at the end of 1992 there were three user hub companies with about 60 trading partners. NZPNA is planning to create and service a number of EDI working groups in the near future.

FUTURE PROJECTS

The following projects are planned for 1993:

- Coupon coding;
- Development of EFTPOS/EFT project for EDI financial applications;
- ISO standards;
- Further use of EAN in the timber and steel industries;
- Creation of a Technical Assistance Group to construct a business model showing how applications fit EAN/UCC system;
- Point-of-Sale Scanning Guidelines;
- Transport labels.

President: HUBERT R.D., CENTRE POINT NEW WORLD
Chief Executive: HOUSTON Barry
Executive staff: DAWSON Bernice, Technical Officer
BODDINGTON Pauline, Executive Officer
Newsletter: NZPNA News (3 per year)

MEMBERSHIP

The Norwegian Numbering Organisation has no individual members. In all, 5 organisations are represented. At the end of 1992, a total of 2,201 EAN company identification numbers and 8,205 location codes had been allocated.

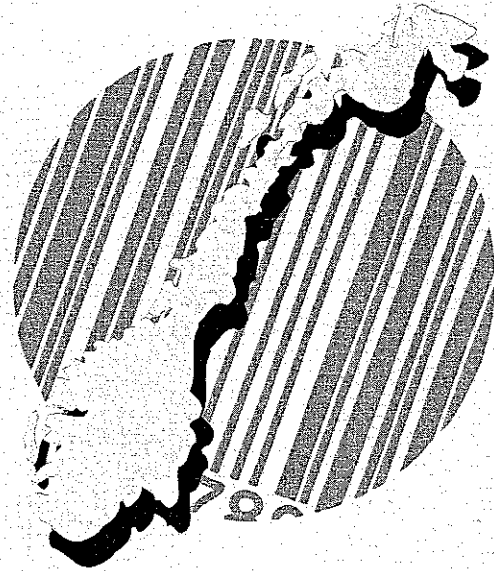
EDI

Since 1991, NVF has been the body responsible for the maintenance of the STANDARD RECORDS currently including 10 trade messages. At the end of 1992, there were 2,050 users. At the end of 1991, NVF launched an EANCOM project. By the end of 1992 there were 30 users. NVF plans to migrate STANDARD RECORDS to EANCOM in the next 3-5 years.

FUTURE PROJECTS

- * Further development of the work on the EDI/EANCOM and DPP projects;
- * Setting up of a Policy steering committee for POS data.

Chairman of the Board : AAMODT Edvart, SAMAS ARNET AAMODT
 Chief Executive: JOHANSEN Evelyn
 Staff: TORIL Barkholm, Accountant
 ANDERSEN M. Berit, Secretary
 Newsletter: EAN - NYTT



N O R W A Y

NORSK VAREKODEFORENING (NVF)

Spireaveien 6 - 0580 OSLO 5
 Tel. : 47.2.65.10.00 - Telefax : 47.2.64.39.52

MEMBERSHIP

At the close of 1992, APC had 203 members, an increase of 32% over the previous year. To date, a total of 165 EAN company identification numbers and 848 location codes have been allocated.

EXPANSION OF EAN IN DIFFERENT SECTORS

EAN barcoding for article identification and logistic operations has increased in the retail grocery and general merchandise sectors.

NEW LEADING MEMBER COMPANIES / NEW APPLICATIONS

- * Nestlé Peru S.A., one of the biggest food manufacturers in Peru, are source marking their items with EAN. It is hoped that other food manufacturers will follow Nestlé's example.

FUTURE PROJECTS

- * A seminar will be organised for supermarket suppliers who have not yet adopted EAN coding.
- * Discussions will be held with the drug stores and laboratories.
- * Seminars will be organised in the major cities to attract more EAN users.
- * An EDI committee will be created.
- * Links with other Latin American EAN organisations will be strengthened.

President: YZAGA CASTEÑEDA Fernando, GALAX-TODOS S.A.
 Chief Executive: SPARROW Alberto
 Executive Staff: BEDOYA Mauricio, Administrator
 PALMA Rafael, Administrator
 SALAS Martin, Accountant

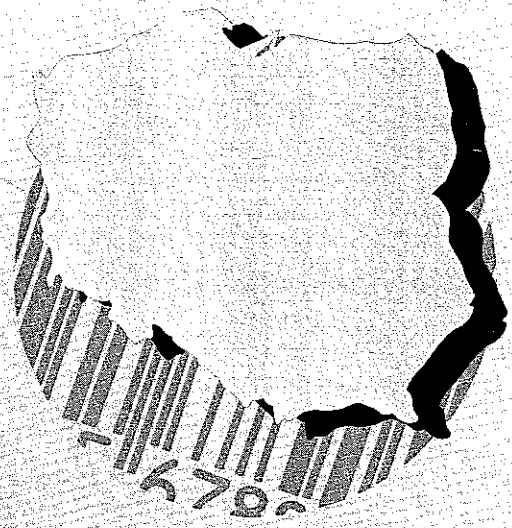


P E R U

ASOCIACION PERUANA DE CODIGOS (APC)

Pedro Dulanto 103 - Barranco - LIMA 04
 Tel.: 51.14.45.18.86 - Telefax : 51.14.45.70.08

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BAR CODING CENTRE OF POLAND (BCC)

C/o Institute of Warehouse Management
Ul. Eszkowskiego 6 - 61-755 POZNAN
Tel.: 48.61.52.37.94 - Telex: 413246
Telefax: 48.61.52.63.76

MEMBERSHIP

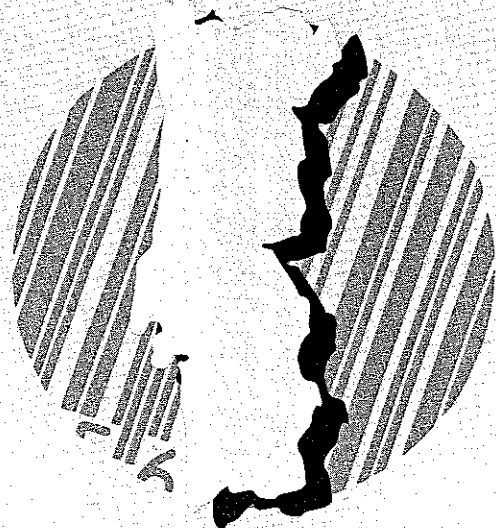
At the end of 1992, BCC of POLAND had 511 members, representing an increase in membership of more than 136% over 1991. A total of 263 EAN company identification numbers have been allocated to date.

FUTURE PROJECTS

- * EAN coding of pharmaceutical products;
- * Implementation of the UCC/EAN Application Identifier standard.
- * Co-operation with ODETE (Pan-European EDI group for automotive industry) on a unified transport label.

President: SZYSZKA Grzegorz, Institute of Warehouse Management
Chief Executive: PUCIATYCKI Krzysztof, Director
Executive Staff: SWARCEWICZ Romuald, Technical Adviser
CHODOROWSKA Anna, Marketing Project Manager
HALAS Elzbieta, EDI Project Leader

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ASSOCIACAO PORTUGUESA DE IDENTIFICACAO E CODIFICACAO DE PRODUCTOS (CODIPOR)

Campo Grande 286-5° - 1700 LISBOA CODEX
Tel.: 351.1.758.62.54 - Telex: 62357
Telefax: 351.1.759.95.08

MEMBERSHIP

At the end of 1992, CODIPOR had 2,032 member companies, an increase of 30% over the previous year.

EDI

In 1990, CODIPOR launched the CODICOM EDI project for both national and international EDI. CODICOM is fully compatible with EANCOM. By the end of 1993, it is expected that there will be 10 users.

FUTURE PROJECTS

During 1993, CODIPOR will organise several seminars with emphasis on despatch units, EAN/UCC-128 and EANCOM/CODICOM.

An EDI project will be also launched in which the leading distribution companies will implement EDI with some of their suppliers using a Portuguese VAN.

President: ROQUETTE CAMPELLO Antonio, NESTLE Portugal S.A.
Chief Executive: CARREIRA Maria Luiza, General Secretary
Executive Staff: DEFRETIN Marc, Technical Assistant

MEMBERSHIP

At the end of 1992, UNISCAN had 150 members, representing a 100% increase over the previous year. A total of 120 EAN company identification numbers have been allocated to date.

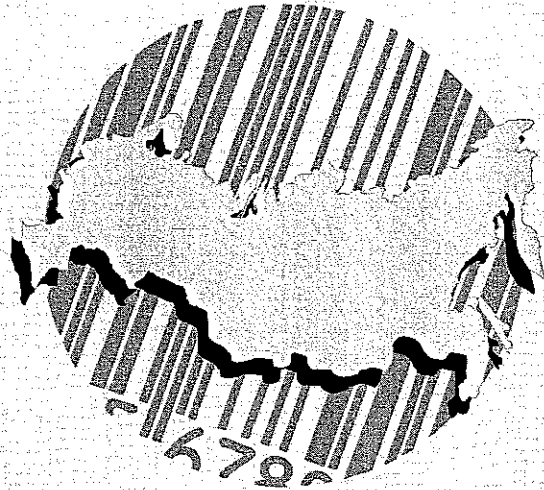
NEW LEADING MEMBER COMPANIES / NEW APPLICATIONS

* Zvezda Ltd., a manufacturer of toys and military miniature kits, are source marking their products with EAN.
Zvezda is the first company in this sector to have introduced barcoding.

FUTURE PROJECTS

- * Programme of cooperation with a number of state institutions to introduce article numbering and barcoding in different sectors of the economy.
- * Creation of a UNISCAN technical committee to work with the Russian national Standards Institute to promote EAN standards as national standards in the different sectors.
- * Translation and circulation of the UCC/EAN-128 Application Identifier Standard specifications.
- * Creation of an EDI/EANCOM committee.

President: TELEGUIN Viatcheslav I.
Chief Executive: NASONOV George K, Deputy General Director
Executive Staff: LEANDROV Alexander, Technical Director
SHISHOVA Helena - Assistant
Newsletter: UNISCAN NEWS (bi-annual)



RUSSIAN FEDERATION

AUTOMATIC IDENTIFICATION ASSOCIATION UNISCAN

P.O. Box 10 UNISCAN - MOSCOW 117415
Tel.: 7.095.432.49.26 - Telex: 411668
Telefax: 7.095.431.08.54

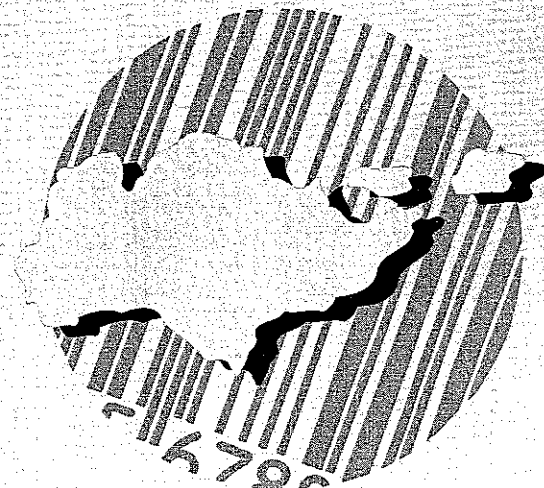
MEMBERSHIP

At the end of 1992, SANC had 764 members, an increase of 43% over the previous year. To date, a total of 764 company identification numbers have been allocated.

FUTURE PROJECTS

- * Expand POS scanning in the supermarket sector from 52 to 90 stores by end of 1993.
- * Organisation of seminars & workshops for small retailers to prepare them to implement POS scanning. The target for 1993 is 10 stores.
- * Promotion of the use of UCC/EAN-128 for applications in factories and the warehousing distribution environment.
- * Launch EAN & EAN-128 as national standards.
- * Prepare the groundwork for the introduction of EANCOM.
- * Organisation of monthly seminars for SANC members.
- * Organisation of seminars on the following topics:
 - UCC/EAN-128 symbology - UCC/EAN AI standard;
 - EAN Location Code;
 - EAN Pallet Label applications using UCC/EAN AI standard;
 - ITF coding for shipping containers;
 - EANCOM

Chairman: CHUA Robert, ACE Daikin Pte Ltd.
Chief Executive: TAN Jin Soon
Executive Staff: KWOK Janice, Executive Secretary
ROSYATI Ms., Administrative Assistant
LIM Jenna, Clerical Assistant
Newsletter: SANC NEWS (quarterly)

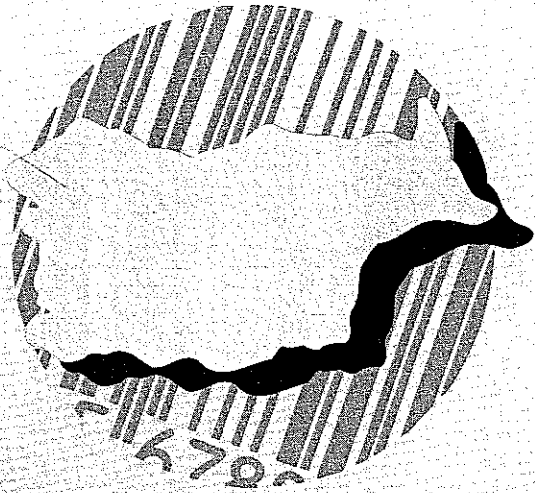


SINGAPORE

SINGAPORE ARTICLE NUMBER COUNCIL (SANC)

C/o The Singapore Manufacturers' Association
The SMA House, 20 Orchard Road
SINGAPORE 0923
Tel.: 65.338.87.87 - Telex: 24992
Telefax: 65.338.33.58

SLOV EN I A



SLOVENIAN ARTICLE NUMBERING ASSOCIATION (SANA)

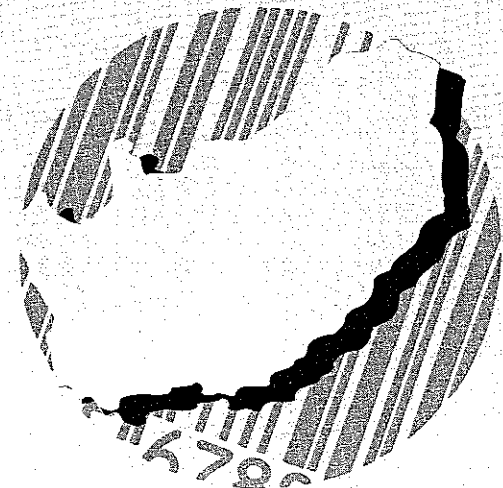
Dimiceva 9 - 61000 LJUBLJANA
Tel.: 38.61.34.23.66 - Telefax : 38.61.21.83.80

MEMBERSHIP

SANA became a member of EAN International during 1992. At the end of the year, it had 230 members and had allocated a total of 250 company identification numbers.

President: CORN Rudi, MERCATOR
Chief Executive: KOGOVSEK Franc

SOUTH AFRICA



SOUTH AFRICAN NUMBERING ASSOCIATION (SAANA)

P.O. Box 41417 - CRAIGHALL 2024
JOHANNESBURG
Tel.: 27.11.787.43.87 - Telefax : 27.11.787.23.23

MEMBERSHIP

At the end of 1992, SAANA had 3252 members, representing a 10% increase in membership over 1991. To date, a total of 3,155 company identification numbers have been allocated. Companies use their company numbers for both product and location codes.

EXPANSION OF EAN IN DIFFERENT SECTORS

A growth in EAN barcoding and EDI applications has taken place in the Pharmaceutical, Chemical, Paper and Packaging industries.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

* Edgars Stores, a leading South African retailer in the field of fashion clothing and general merchandise, has adopted EAN At 90 for internal code and price marking. In addition, items source marked with EAN are scanned at the point-of-sale.

EDI

At the end of 1988 SAANA launched the SAANA EDI Standards which currently include 11 trade messages. At the end of 1992, there were 25 users. EANCOM has officially been adopted for international EDI.

FUTURE PROJECTS

* During the coming year, SAANA will represent retail interests in the development of national standards for smart cards in liaison with the South African Bureau of Standards. A SAANA working party has been formed to address this issue.

President: HURST C.D.G., PICK n' PAY
Chief Executive: PEARCEY Robert M.
Newsletter : SAANA Newsletter (quarterly)

MEMBERSHIP

At the end of 1992, KANC had 795 members, an increase of over 119% over the previous year. A total of 736 company identification numbers have been allocated to date.

FUTURE PROJECTS

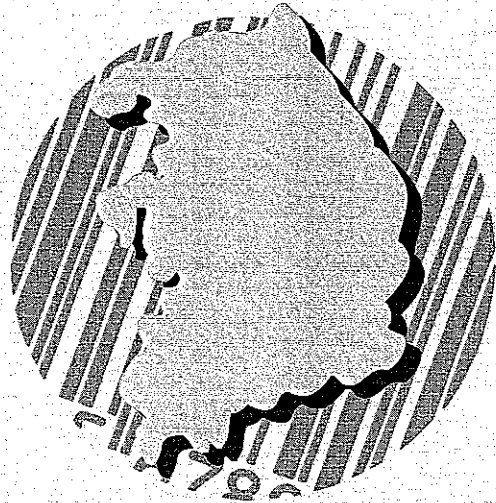
- * Further development of the KAN Code File Service which started up in November 1991. This service provides product information such as description, weight, packaging type, price, etc. to retailers, marketing companies and POS equipment suppliers. During 1993, A KAN Code File Service Research Group will be formed to review and improve the current system.
- * An EDI project will be started during the coming year. An EDI committee will be formed with representatives from manufacturing, distribution and the relevant EDI bodies, to develop standard messages for the distribution sector based on EANCOM.

President: Sang - Pil CHA, Executive Vice President of the KCCI.

Chief Executive: Jai - Ho HYUN

Executive Staff: Tong - Joon PARK, General Manager.

Newsletter: KAN NEWS (quarterly)



SOUTH KOREA

KOREA ARTICLE NUMBERING CENTRE (KANC)

Room 1051, KCCI Building

45, 4-ka, Namdaemun-ro

Chung-ku - 100-743 SEOUL

Tel.: 82.2.756.1616 - Telefax : 82.2.756.3356

MEMBERSHIP

At the close of 1992, AECOC had 8,386 members, representing a 14% increase over the previous year. A total of 8,230 EAN company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

An expansion of EAN coding applications has been noted in the following sectors:

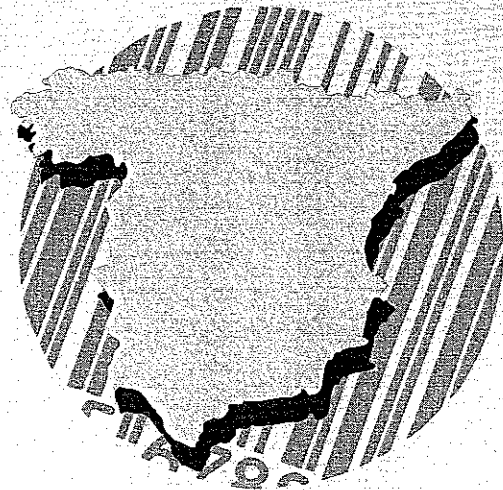
- * Electrical industry : small electrical items are increasingly being coded with EAN. The information is used as the basis for database catalogues.
- * DIY/hardware : source marked items are scanned in the warehouse environment and at the point-of-sale.
- * Pharmaceutical sector : EAN numbers are entered on wholesalers' databases.
- * Magazine and serial publications : EAN codes (with ISBN/ISSN) are scanned to control returned items.
- * Textile industry : more items are being barcoded with EAN.

In addition:

- discussions are taking place with a Spanish savings bank who are interested in using EAN-128 for a special application;
- the EAN Label standard is used by Nestlé and other consumer goods industries in their warehouses throughout Spain.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

- * L & M, a leading DIY company, is participating in the EC/TEDIS Concorde Project.
- * Pikolin S.A., a market leader in the production of mattresses, has adopted EAN coding for large volume items.
- * Alcatel Spain is using EAN barcodes on their telephone devices and other electronic products.



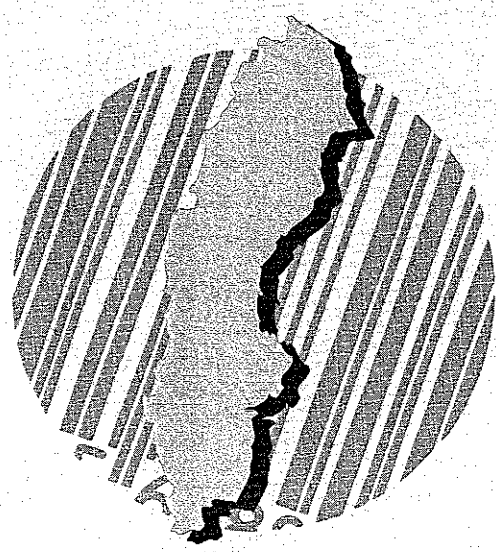
SPAIN

ASOCIACION ESPANOLA DE CODIFICACION COMERCIAL (AECOC)

Calle Mallorca 288, Entlo - 08037 BARCELONA

Tel.: 34.3.207.53.62

Telex : 99616 - Telefax : 34.3.459.21.52



SWEDISH EAN COMMITTEE (EAN-SWEDEN)
 Riddargatan 23 - Box 5408
 114 84 STOCKHOLM
 Tel.: 46.8.662.04.04 - Telefax : 46.8.662.60.30

EDI

AECOC launched the AECOM standard and EDI service at the end of 1988. The AECOM standard currently includes 8 trade messages. At the end of 1992, there were 200 users. AECOC participated in the EC/TEDIS Concorde Project interconnecting the AECOM service with the ALLEGRO service in France. EANCOM is used for international EDI. At the end of 1992, there were 3 users.

FUTURE PROJECTS

In general, AECOC will work to provide a better service to its member companies and increase its range of activities.

The following work is planned:

- * Coding issues
 - introduce better quality control;
 - increase number of members from General Merchandise sector;
 - promote new EAN solutions (e.g. AI standard,...)
- * EDI - AECOM & EANCOM
 - increase number of users;
 - give advice and training;
 - develop new EDI applications.
- * Development issues
 - Increase number of EURO-DPP users;
 - Promote merchandising activities.
- * Services to members
 - run 50 training courses / provide telephone advisory service;
 - produce AECOC publications (CODIGO 84, AECOC-INFO, AECOC-FARMA);
 - organise Annual Congress and several seminars, etc.

President: RIERA-MARSA Federico
 Chief Executive: BONMATI José Maria
 Executive Staff: IZARD GRANADOS Gabriel, Technical Director
 AGUSTIN Antonio, Marketing Director
 SANCHEZ COLL Alejandro, AECOM Manager
 RUBIES Antoni, Development Manager
 HERNANDEZ DE LORENZO M., Administrative Manager
 Newsletter: CODIGO 84 (bi-monthly)

MEMBERSHIP

EAN SWEDEN has no individual members. Two organizations are represented. To date, a total of 2,811 company identification numbers and 200 location codes have been allocated.

EXPANSION OF EAN IN DIFFERENT SECTORS

The use of EAN standards and applications has increased in the following sectors:

- * In the Construction industry - for article numbering, EDI and location coding;
 - * In the Health sector - for EDI and location coding.
- In addition, the Health Sector Standards Institute (HSS) carried out an extensive study on EANCOM, supported by the Health Sector Suppliers Association and the Hospitals Planning and Rationalisation Institute. They found that EANCOM meets with their requirements and a decision was taken to use EANCOM/EDIT. A health sector user profile has been added to the Swedish EANCOM manual and widespread use is expected.

EDI

EAN Sweden launched the EANCOM EDIT (EDI Trade) project in 1991. EANCOM has been adopted for both national and international EDI. At the end of 1992, there were 50 users. A migration from the DAKOM standard (1972) to EANCOM is planned in the next 1-3 years.

FUTURE PROJECTS

EAN Sweden together with HAK (joint employers association and trade union committee on the working environment) will carry out a major "real life" study on scanning. The objectives are:

- to measure the effect of scanning mis-reads on cashiers' productivity and working conditions. Three or four stores using different scanning equipment will be tested;
- to locate poor symbols and inform manufacturers accordingly;
- to ascertain if symbol location guidelines can be improved upon;
- to form the basis for future education of cashiers.

President: FAHLIN Roland, ICA Handlarnas AB (1993)

NÄSLUND Nils Eric, DLF (1992)

Chief Executive: PASSAD Björn, Managing Director

Executive Staff: FRIGGEBÖ Bengt, Executive Manager

FAGERLIN Kristina, Executive Officer

Newsletter: EAN-NYTT (bi-annual)

MEMBERSHIP

At the end of 1992, SACV had 1,415 members, an increase of 7% over 1991. A total of 1,457 company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

Significant development has taken place in the Health and Electrical supplies sectors.

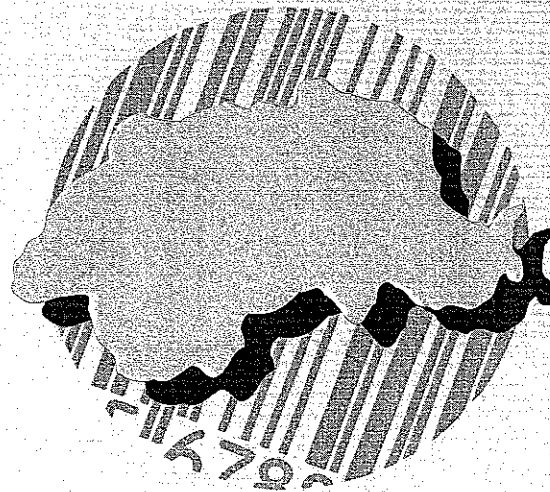
- * In the Health sector, the Swiss Federal Office of Public Health has adopted EAN article numbering, and EDI/location coding to monitor the movement of narcotic drugs and substances on a national level. Another 2 projects will use EAN location codes: for the anonymous screening of blood samples for HIV; to monitor 500 drug users taking part in a controlled survey to measure drug consumption levels.
- * The Electrical suppliers industry have adopted EAN coding for article numbering and location coding.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

- * The Swiss PTT, which joined SACV in 1992, will use EAN for location coding within the Swiss PTT network service, EDI payment orders and product numbering.
- * UNICEF will use EAN for article numbering of greeting cards and for logistical applications to improve internal goods flow.
- * BELL AG, one of the most important meat processing companies in Switzerland, has launched a project for automated distribution and packaging of variable weight products, based on the UCC/EAN-128 Application Identifier Standard. First trials will be made in February, 1993. The whole system should be operational by the end of April 1993. SACV will advise Bell concerning the barcode application and related EDP interfaces.

EDI

SACV launched the EANCOM nEANder project in 1990. EANCOM has been adopted for both national and international EDI. At the end of 1992 there were 54 users.



SWITZERLAND

**SCHWEIZERISCHE ARTIKELCODE VEREINUNG/
ASSOCIATION SUISSE CODE DES ARTICLES
(SACV/ASCA)**

Güterstrasse 133 - 4053 BASEL

Tel.: 41.61.35.38.38 - Telefax: 41.61.35.39.97

FUTURE PROJECTS

- In 1993, SACV will undertake the following projects and sectors :
- * Following the example of the PTT, SACV will come to a formal agreement with the banks concerning the use of location codes in the financial sector.
 - * Implementation of a national system for narcotics control starts on January 1st 1993. As this system is based on EAN location codes, further projects are under development using this identification. In 1993, contacts will be made with the health insurance companies to elaborate a project for automatic data capture of patient data.
 - * Companies in the electricity sector will be assisted in implementing logistical applications using EAN.
 - * Assistance to Bell AG, in the implementation of an EAN-128 application for automated distribution and packaging of variable weight products - (see above)

President: THULL Hans, COOP Switzerland
 Chief Executive: SCHUBENEL Robert
 Newsletter: Expressbulletin (bi-annual)
 SACV Bulletin (3 per year)

MEMBERSHIP

At the end of 1992, CAN had 2,705 members, an increase of almost 70% over the previous year. A total of 2,705 company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

The Health industry will adopt EAN coding for some applications.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

- * Sanyo Electric (Taiwan) Ltd., a leader in its sector, is source marking its electrical appliances with EAN codes. This development should encourage other electrical appliance companies to adopt EAN coding.
- * The Shinung Corporation has introduced scanning in 8 of its supermarkets.

EDI

CAN launched the TEDIS project in late 1991 to develop national guidelines of EANCOM. EANCOM will be developed for national and international EDI. The messages developed will be submitted to the National Bureau of Standards. 6 EANCOM trade messages are at a draft status and a further 9 messages are under development

FUTURE PROJECTS

- * A manual and video on EAN article numbering will be released in March 1993;
- Six training courses on article numbering and EDI will be held from February to April, 1993;
- CAN will help 6 chain stores and 1 wholesaler to convert to EAN coding during the coming year.
- Development of an EDI national standard based on EANCOM.
- Creation of an EANCOM user group.

President : CHANG P.C.
 Chief Executive: LIN Hui
 Executive Staff: HU J.S., Director of Promotion Dept.
 HUNG Marco, D.P. Centre Manager
 LIN Joyue, System Integration Manager
 YANG James, System Application Manager
 Newsletter: CAN News (quarterly)



COMMERCIAL AUTOMATION AND NUMBERING INSTITUTE (CAN)

4th Floor, 10 Lin Shen South Road - TAIPEI
 Tel.: 886.2.39.39.145 -
 Telefax : 886.2.39.13.171

MEMBERSHIP

At the end of 1992, TPNA had 130 members, an increase of 136% over the previous year.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

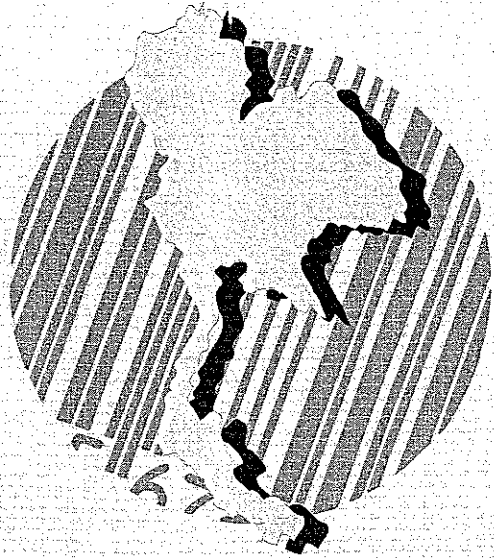
- * Johnson & Johnson have adopted EAN for product coding.
- * Triumph International (Thailand) will use EAN for logistical applications such as stock control.
- * Osothsapha (Teck heng Yoo) has introduced barcoding on their consumer goods and medical products.

FUTURE PROJECTS

In November 1992, TPNA transferred its rights as EAN representative in Thailand to a new organisation set up under the auspices of the Federation of Thai Industries entitled the "Thai Article Numbering Council" (TANC).

TPNA will continue to work in the barcoding field, notably in the distribution of scanning, printing and labelling equipment.

President : CHIRATHIVAT Suthikiate
 Chief Executive: LAOHACHAISILPA Vichai, General Manager
 Executive Staff: CHIRATHIVAT Suthichai
 CHIRATHIVAT Suthikiati
 CHIRATHIVAT Suchitra



T H A I L A N D

THAI PRODUCT NUMBERING ASSOCIATION LTD (TPNA)

306 Silom Road, 9th Floor
 BANGRAK - BANGKOK 10500
 Tel: 662.237.77.87
 Telefax: 662.237.18.53

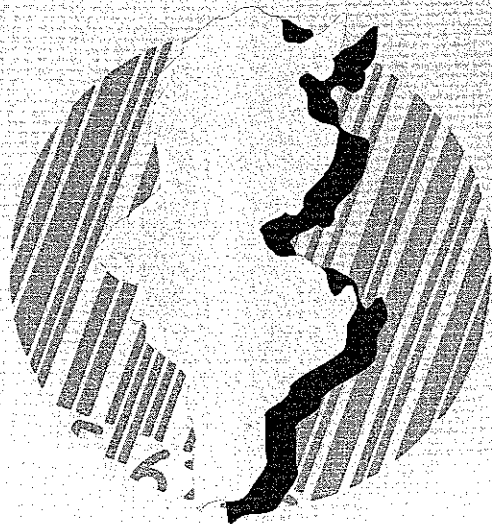
MEMBERSHIP

TUNICODE became a member of EAN International in 1992. At the end of the year, it had 80 members.

FUTURE PROJECTS

- * Implement projects to interest all economic sectors in the use and benefits of adopting EAN in their companies.
- * Improve the services offered to members.

President : M'BAREK Moncef, Magasin General
 Chief Executive : BOUHAJEB Bagdadi
 Executive Staff : BEN GUEDIDA Moncef
 CHABANI Chafia



T U N I S I A

SOCIETE TUNISIENNE DE CODIFICATION TUNICODE

1 Rue Ali Belhaouane - Immeuble Magro
 ARIANA 21080
 Tel : 216.1.716.077
 Telefax : 216.1.714.664



**UNION OF CHAMBERS OF COMMERCE,
INDUSTRY, MARITIME COMMERCE AND
COMMODITY EXCHANGES OF TURKEY (UC CET)**

Atatürk Bulvarı: 149 - 06540 Bakanlık
ANKARA
Tel: 90.4.42.52.243 - Telex: 42343
Telefax: 90.4.41.83.268



**ARTICLE NUMBER ASSOCIATION UK LTD
(ANA-UK)**

11 Kingsway - LONDON WC2B 6AR
Tel: 44.71.836.3398
Telefax: 44.71.240.8149

MEMBERSHIP

At the close of 1992, UC CET had 471 members, representing an increase of 48% over 1991.

President: EREZ E. Yalim, UC CET
Chief Executive: DENIZKURDU Hasan, Secretary General
Executive Staff: SARIASLAN Halil, Deputy Secretary General
EMIROGLU Meftune, Head of Trade and Industry Dept.
GÜNEY Yasar, Director of Trade and T.I.R. Dept.
ERDOGAN Yavuz, Expert
HASTÜRK Deniz, Officer
Newsletter: M.M.N.M. Haber Bülteni (Quarterly)

MEMBERSHIP

At the end of 1992, ANA had 9,700 members, an increase of more than 10% over the previous year. A total of 12,577 company identification numbers have been allocated to date.

EXPANSION OF EAN IN DIFFERENT SECTORS

There has been a growth in the use of EAN standards and their applications in many economic sectors including:

- * Telecommunications supplies - standard article numbering for product identification and serial numbers using EAN-128;
- * Banking - EDI;
- * Energy supply - EDI, including utility billing message;
- * Customs and Excise - location numbering;
- * Packaging supplies - EAN-128 supplementary codes and EDI;
- * Heating and Mechanical Supplies - EDI, location coding, standard article numbering.

In addition, new applications or developments are taking place in the following areas:

- * ANA has produced a new publication on Supply Chain Management showing how companies are integrating barcode scanning with EDI to form a foundation for better control over inter-company supply chains;
- * The use of barcode scanning to check in goods received at warehouses and stores is increasing;
- * More companies are using EDI to send planning and forecast data to suppliers;
- * The new utility bill EDI message has been successfully tested.

EDI

The ANA started to develop the TRADACOMS standard on the basis of the UNGTDI syntax in 1979. Today TRADACOMS includes 28 messages covering a variety of trade functions. At the end of 1992, there were 6,000 users with this number expected to increase significantly throughout 1993.

In addition the UK EDIFACT Trade Message standard was launched in 1989. The standard is largely compatible with EANCOM with the exception of some cross-industry functions as well as some

specific UK requirements (e.g. Invoicing). The EANCOM standard is used for international EDI. At the end of 1992 there were some 200 users (in official distributed manuals, the number of users is estimated to be greater).

FUTURE PROJECTS

*In the next 12 months, ANA will continue to target 3 sectors: Healthcare, Packaging and Transport. Major companies and trade associations in these sectors will be visited to gather information on their current use of EAN standards and their business needs. Activities to raise awareness of the standards and their benefits and to disseminate relevant information will be conducted. The aim is to increase implementation of the standards.

*There will be work on an appropriate mechanism to make standard location numbering available to small companies, particularly independent retailers.

*Significant promotional activity on pallet labelling is planned.

*The Association will consult member companies to develop a smooth transition path from EDIFACT directory 90.1 to 92.1 and will contribute to EAN's work in this field.

Chairman: SMITH F.C. Colin, Procter & Gamble Ltd.

Chief Executive : OSBORNE Andrew T., Secretary General

Management Staff: CRONBACH Stephen, Head of EDI Dept.

EVANS Ruth, Head of Technical Dept.

TAVAKKOLI Kian, Head of Administration Dept

Newsletter: ANA NEWS (quarterly)

MEMBERSHIP

At the end of 1992, CUNA had 62 members, an increase of more than 59% over 1991. A total of 58 company identification numbers have been allocated to date.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

* Henderson y Cia. S.A., one of the three most important supermarket chains in Uruguay, has implemented EAN article numbering for a sector of its production.

FUTURE PROJECTS

* A symbol checking service will be made available to members by May, 1993.

* CUNA will collaborate with an international consulting company in providing relevant information on scanning and its benefits to interested retail stores. Publications will be disseminated and seminars organised.

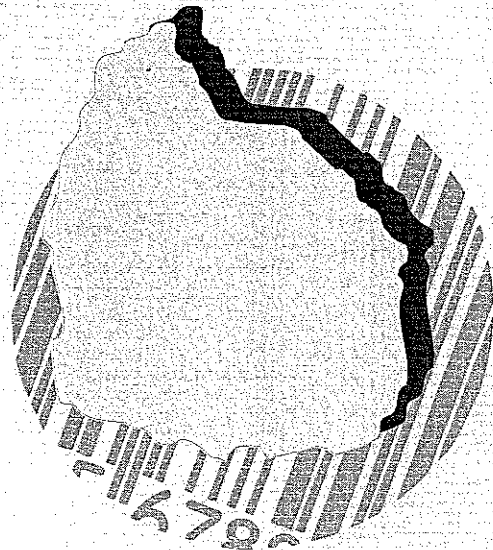
President : MOSCA Juan Angel, MOSCA HNOS. S.A.

Chief Executive: PEREZ BLANCO Jorge, Executive Director

Executive Staff: VAZQUEZ Juan Carlos, Technical Officer

ISRAEL Gustavo, Executive Administration

Newsletter : CODIGOS URUGUAYOS (quarterly)



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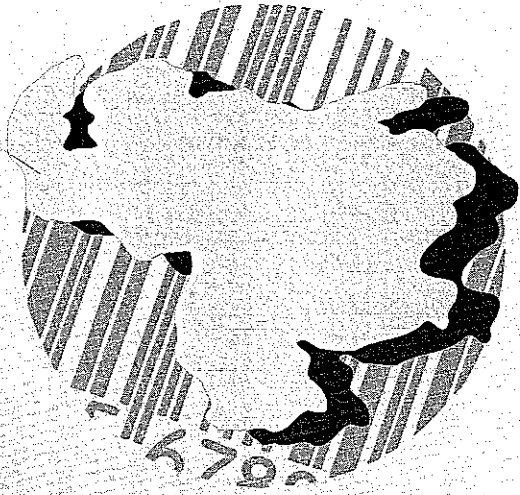
CENTRO URUGUAYO DE NUMERACION DE ARTICULOS (CUNA)

Juan Benito Blanco 3299/501 - 11300 MONTEVIDEO

Tel.: 598.2.683.553 - Telex : /

Telefax : 598.2.924.117

VENEZUELA



ASOCIACION PARA LA CODIFICACION INTERNACIONAL DE PRODUCTOS DE VENEZUELA (CIP)

Avenida Independencia
 Edificio Onnis, Piso 7 - Of. 72
 Bello Campo - CARACAS 1050
 Tel. : 58.2.31.61.66
 Telefax : 58.2.31.61.91

MEMBERSHIP

At the end of 1992, CIP had 152 member companies. A total of 127 company identification numbers have been allocated to date.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS

* Farvenca, the largest supplier of medical products in Venezuela, is in the process of introducing POS scanning in its 400 retail outlets around the country.

FUTURE PROJECTS

- * The feasibility of setting up a product number database to supply relevant statistical data to manufacturers is being explored.
- * A number of promotional/information leaflets on EAN standards and applications will be distributed to members.

President: FIÑOL Luis A., CASA PARIS
 Chief Executive: MEJIA José Luis
 Executive Staff : de GONZALEZ Milagros F.
 CHIRINOS Lucy
 Newsletter: CIP Informa (quarterly)

MEMBERSHIP

At the end of 1992, YANA had 703 member companies.

EXPANSION OF EAN IN DIFFERENT SECTORS

Implementation of EAN to date has mostly been in the food manufacturing, wholesale and distribution sectors. In the Health sector, some medical products are now being coded with EAN.

NEW LEADING MEMBER COMPANIES/ NEW APPLICATIONS*

The "Beograd" Department Store chain has introduced scanning at the point-of-sale and will influence their suppliers to source mark their products with EAN.

* C Market, a major supermarket chain, has also recently installed EPOS scanning equipment in its stores. This will influence the development of EAN in distribution and manufacturing in general.

FUTURE PROJECTS

Major projects for 1993 include:

- Adoption of ITF symbology for coding of traded units;
- Adoption of UCC/EAN Application Identifier standard;
- Implementation of EAN location codes.

EDI

YANA has established an EDI working group and intends to use EANCOM in future EDI projects.

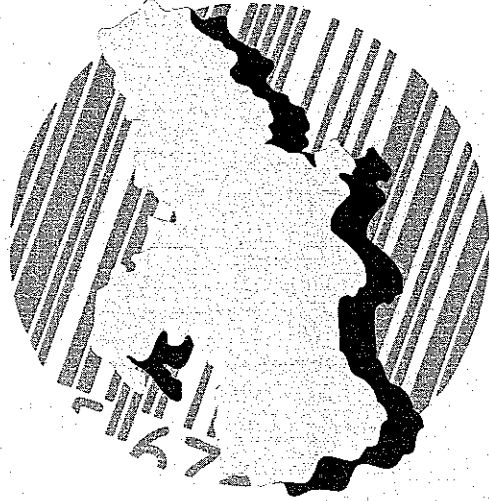
President of the Board : STANTIC Josip Dr., AGROS SUBOTICA

President of the Assembly : POPOVIC Vladimir, YUNICO

Chief Executive: MITIC Bozidar, Secretary

Executive Staff: JOVANOVIC Svetislav

Newsletter : YANA-INFO (quarterly)



YUGOSLAVIA

YUGOSLAV ARTICLE NUMBERING ASSOCIATION (YANA)

Terazije 23 - 11000 BEOGRAD

Tel.: 38.11.339.461 - Telex: 11638

Telefax: 38.11.631.928

*NUMBER OF
MEMBER
COMPANIES

*ALLOCATION OF
COMPANY
IDENTIFICATION
NUMBERS BY
MEMBERS

*NUMBER OF
SCANNING
STORES

*USE OF EDI
IN EAN
ORGANISATIONS

NUMBERING IN THE EAN COMMUNITY

The tables on the next page give (per NO) an overview of the number of member companies, the total numbers allocated and the total number of scanning stores.

As figures are sometimes not comparable or addable, the tables should only be interpreted as an indication on what is happening in article numbering within the EAN community.

The year of 1992 proved to be another year of solid expansion :

- * Croatia, Ecuador, Ireland, Malta, Slovenia and Tunisia joined the EAN organization.
- * The Japanese NO in particular performed very well. It is heading for over 70,000 members and has thus been allocated an additional 2-digit prefix.
- * Nearly 200,000 member companies worldwide participate in the EAN system. A 22,9% growth is expected for 1993.

ELECTRONIC DATA INTERCHANGE IN THE EAN COMMUNITY

The tables and text on the next page are a preview of the result of our annual questionnaire on EDI and EANCOM. A more detailed report is available at the General Secretariat.

1992 proved a very productive year in the EDI projects field; sustained growth in the implementation of mature national standards was accompanied by an increasing use and interest in EANCOM as an EDI standard for both international and national communications.

At the end of 1992, of the 52 Numbering Organisation members of EAN International, 28 were actively involved in EDI projects, with an additional 5 Numbering Organisations in the planning stages. There were 14,276 EDI users worldwide on the basis of national EDI standards and over 964 users of the EANCOM standard. The use of EANCOM as an EDI standard is expected to grow by over 100% during 1993.

Several new EDI projects were launched in Asia and Latin America, including Argentina, Brazil, Chile, China, Hong Kong, Korea and Singapore. The majority of these projects have been launched on the basis of EANCOM as the implementation guideline for the international UN/EDIFACT standard messages. Many of these Numbering Organisations have begun a process of study and pilots on EANCOM with the objective of obtaining a consensus for its establishment as an operating national standard.

In a number of countries such as Colombia, Denmark, Iceland, Italy, Ireland and Switzerland, the EANCOM standard has been adopted as the national standard by the EAN Numbering Organisation. In other countries, like Germany, The Netherlands and Sweden, a full or partial migration from the national standard to EANCOM has begun. As they do so their member companies benefit from the implementation of one standard applicable for national and international communications based on the internationally recognized EDI standard, UN/EDIFACT.

Some interesting tendencies :

* Some NO'S (Germany, Japan and Australia) offer a very interesting service, their members have access to a **national product data base** which is used to provide marketing and sales info and to facilitate item file maintenance.

* **VAN'S** : In some countries there is an agreement to inter connect Value Added Networks.

* The most EDI active **sectors** within the EAN community include the traditional grocery/food distribution and manufacturing sectors and more recently the do-it-yourself (DIY) sector. The general merchandise, health and textiles sectors are becoming increasingly active as well.

* Interesting **new implementation fields** are publishing, office supplies, construction and electrotechnics.

NUMBER OF MEMBER COMPANIES

S T A T I S T I C S

NUMBERING ORGANISATIONS

MANUFACTURERS

DISTRIBUTORS

OTHERS

TOT 92

GROWTH % 91-92

Grocery General Merchandise TOT Supermarkets and Self-Service Stores Department Stores Grocery Stores General Merchandise Pharmaceuticals and Speciality Goods TOT TOT

EUROPE

Austria (EAN-AUSTRIA)	-	-	2318	-	-	-	348	244	2910	3,2%
Belgium (CODIF) and G.D. of Luxembourg	1032	-	1737	-	-	-	210	-	2028	17,2%
Bulgaria (BCAI)	14	5	19	-	-	-	-	-	19	-
Croatia (CRO-EAN)	32	88	122	-	2	-	2	-	124	-
Cyprus (EAN-CYPRUS)	-	-	322	-	-	-	30	0	352	67,6%
Czechoslovakia (CSS-EAN) *2	602	51	753	10	2	3	15	53	821	86,6%
Denmark (DVA) *1	-	-	-	-	-	-	-	-	2199	6,7%
Finland (CCC OF FINL) *1	-	-	-	-	-	-	-	-	1823	14,5%
France (GENCOD)	-	-	14800	-	-	-	560	12	15360	18,1%
Germany (CCG)	6029	7126	13155	-	-	-	12865	-	26020	32,4%
Greece (HELLCAN)	749	102	851	2	3	-	5	3	859	134,1%
Hungary (HCC)	811	112	913	9	1	-	10	-	923	29,5%
Iceland (EAN-CMT)	-	-	-	-	-	-	-	-	289	7,8%
Ireland (ANAI)	-	-	907	6	1	2	65	44	1060	40,2%
Israel (ICA)	-	-	-	-	-	-	-	-	1308	14,0%
Italy (INDICOD)	10056	3679	13735	45	-	-	45	51	14145	9,8%
Malta (MANA)	-	-	15	-	-	-	1	-	16	-
Netherlands (UAC)	1033	834	1867	105	40	205	350	117	2334	17,8%
Norway (NVE) *1	-	-	-	-	-	-	-	-	-	-
Poland (BCC)	229	130	359	-	22	10	32	120	511	136,6%
Portugal (CODIPOR)	-	-	1669	-	-	-	239	124	2032	29,1%
Russia (UNISCAN)	16	104	120	-	-	-	-	30	150	102,7%
Slovenia (SANA)	56	164	220	10	-	-	-	10	230	-
Spain (AECOC)	5249	2704	7953	-	-	-	227	156	8386	14,6%
Sweden (EAN-SWEDEN) *1	-	-	-	-	-	-	-	-	2811	15,9%
Switzerland (SACV/ASCA)	-	-	996	-	-	-	329	100	1415	7,4%
Turkey (UCCT)	-	-	-	-	-	-	-	-	471	48,1%
UK (ANA)	-	-	8746	-	-	-	745	209	9700	10,6%
Yugoslavia (YANA)	288	390	678	5	3	17	25	-	703	NA

AMERICA

Argentina (CODIGO)	-	-	3122	19	-	1	20	10	3152	45,8%
Brazil (ABAC)	1017	368	1385	47	10	42	99	173	1657	66,2%
Central America (CCCC) *3	140	40	180	4	1	-	5	8	193	672,0%
Chile (CNC-DEPCO)	890	245	1135	30	10	5	45	20	1200	50,0%
Colombia (IAC)	206	138	344	15	1	15	31	82	457	168,8%
Ecuador (ECOPI)	134	20	154	3	4	1	8	9	171	-
Mexico (AMECOP)	-	-	4200	22	7	9	38	560	4807	271,2%
Peru (APC)	120	51	171	13	2	3	18	14	203	32,7%
Uruguay (CUNA)	52	5	57	1	-	-	1	4	62	59,0%
Venezuela (CIP)	103	26	129	5	1	4	10	13	152	92,4%

ASIA PACIFIC

Australia (APNA)	1883	2650	4533	-	-	-	-	987	5520	22,6%
China (ANCC)	-	-	3430	-	-	-	-	63	3493	381,1%
Hong Kong (HKANA)	565	246	846	4	1	12	17	53	916	51,2%
Japan (JCC)	-	-	-	-	-	-	-	-	72000	11,0%
Malaysia (MANC)	215	128	343	-	-	-	-	3	346	47,2%
New Zealand (NZPNA)	1119	1062	2181	-	133	109	242	144	2567	3,6%
Singapore (SANC)	-	-	540	3	3	195	201	23	764	43,1%
South Korea (KANC)	469	258	727	-	9	-	9	59	795	119,6%
Taiwan (CAN)	1262	676	1938	-	-	-	454	313	2705	-
Thailand (TANC)	-	-	100	-	-	-	20	10	130	136,4%

AFRICA

South Africa (SAANA)	-	-	3110	36	1	8	45	91	3252	10,0%
Tunisia (TUNICODE)	-	80	80	-	-	-	-	-	80	-

Total 203540 22,9%

Notes to the tables:

*1: The members of the Scandinavian countries are organisations only. *2: For a further breakdown see synopsis. *3: Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Mexico, Honduras

ALLOCATION OF COMPANY IDENTIFICATION NUMBERS BY MEMBERS

S T A T I S T I C S

NUMBERING ORGANISATIONS TOTAL NUMBERS ALLOCATED
1992 ESTIMATE FOR 1993

EUROPE

Austria (EAN-AUSTRIA)	4998	5200
Belgium (ICODIF) and G.D. of Luxembourg	2028	2250
Bulgaria (BCCI)	19	50
Croatia (CRO-EAN)	124	250
Cyprus (EAN-CYPRUS)	352	NA
Czechoslovakia (CSS-EAN)	810	1000
Denmark (DVA)	2199	2439
Finland (CCC OF FINL)	1823	2100
France (GENCOD)	28500	32000
Germany (CCG)	26020	NA
Greece (HELLCAN)	853	1622
Hungary (HCC)	923	1223
Iceland (EAN-CMT)	318	358
Ireland (ANAI)	972	1113
Israel (ICA)	2234	NA
Italy (INDICOD)	20011	21311
Malta (MANA)	-	-
Netherlands (UAC)	2517	2750
Norway (NVF)	2201	2230
Norland (BCC)	511	711
Poland (BCC)	2032	2432
Portugal (CODIPOR)	120	200
Russia (UNISCAN)	250	500
Slovenia (SANA)	8230	9230
Spain (AECOC)	2811	3100
Sweden (EAN-SWEDEN)	1457	1580
Switzerland (SACV/ASCA)	-	-
Turkey (UC CET)	-	-
United Kingdom (ANA)	12577	13700
Yugoslavia (YANA)	703	NA

AMERICA

Argentina (CODIGO)	3122	NA
Brazil (ABAC)	1531	2000
Central America (ICCC)*1	195	500
Chile (CNC-DEPCO)	1180	1400
Colombia (IAC)	366	650
Ecuador (ECOP)	148	200
Mexico (AMECOP)	4339	6759
Peru (APCI)	165	235
Uruguay (CUNA)	58	95
Venezuela (CIP)	127	227

ASIA PACIFIC

Australia (APNA)	7074	7574
China (ANCC)	3493	6000
Hong Kong (HKANA)	979	1280
Japan (JCC)	72000	82000
Malaysia (MANC)	369	600
New Zealand (NZPNA)	2450	2850
Singapore (SANC)	764	864
South Korea (KANC)	736	1336
Taiwan (CAN)	2705	3605
Thailand (TANC)	130	NA

AFRICA

South Africa (SAANA)	3155	3500
Tunisia (TUNICODE)	80	250

Notes to the tables: *1: Central America stands for Guatemala,
El Salvador, Costa Rica, Panama,
Nicaragua, Mexico, Honduras

NUMBER OF SCANNING STORES

S T A T I S T I C S

NUMBERING ORGANISATIONS	TOTAL NUMBER OF SCANNING STORES	SUPERMARKETS			DEPARTMENT STORES			GENERAL MERCHANDISE			OTHERS		
		TOT	FS	HHS	TOT	FS	HHS	TOT	FS	HHS	TOT	FS	HHS
EUROPE													
Austria (EAN-AUSTRIA)	2522	-	-	-	-	-	-	-	-	-	-	-	-
Belgium (CODIF and G.D. of Luxembourg)	2250	-	-	-	-	-	-	-	-	-	-	-	-
Bulgaria (BCCI)	1	1	-	100	-	-	-	-	-	-	-	-	-
Croatia (CRO-EAN)	1	-	-	-	1	-	-	-	-	-	-	-	-
Cyprus (EAN-CYPRUS)	10	10	-	2	-	-	-	-	-	1	-	-	-
Czechoslovakia (CSS-EAN)	85	10	90	10	3	30	70	70	-	100	2	-	100
Denmark (DVA)	1800	-	-	-	-	-	-	-	-	-	-	-	-
Finland (CCC OF FINL)	2460	2120	-	-	192	-	-	148	-	-	-	-	-
France (GENCOD)	10000	4750	-	-	250	-	-	3000	-	-	-	-	-
Germany (CCG)	9773	-	-	-	-	-	-	-	-	-	-	-	-
Greece (HELLCAN)	4	1	12	5	2	-	100	-	-	-	1	-	100
Hungary (HCC)	600	280	20	80	20	50	50	300	-	100	-	-	-
Iceland (EAN-ICMT)	70	-	-	-	-	-	-	-	-	-	-	-	-
Ireland (IANA)	169	159	-	-	6	-	-	4	-	-	-	-	-
Israel (ICA)	187	147	-	-	-	-	-	40	-	-	-	-	-
Italy (INDICOD)	5500	3722	-	-	-	-	-	-	-	-	-	-	1800
Malta (MANA)	-	-	-	-	-	-	-	-	-	-	-	-	-
Netherlands (UAC)	1750	1391	100	-	1	50	-	250	-	-	-	-	-
Norway (NVF)*1	1719	1074	-	-	72	-	-	444	-	-	-	-	129
Poland (BCC)	57	41	4	96	14	-	100	2	-	100	-	-	-
Portugal (CODIPOR)	-	-	-	-	-	-	-	-	-	-	-	-	-
Russia (UNISCAN)	5	5	-	100	-	-	-	-	-	-	-	-	-
Slovenia (SANA)	33	26	-	-	5	-	-	2	-	-	-	-	-
Spain (AECOC)	8180	3848	-	-	30	-	-	4302	-	-	-	-	-
Sweden (EAN-SWEDEN)	2600	2450	65	35	167	70	30	400	50	50	-	-	-
Switzerland (SACV/ASCA)	784	224	-	-	47	-	-	74	-	-	-	-	439
Turkey (UCCTE)	-	-	-	-	-	-	-	-	-	-	-	-	-
United Kingdom (ANA)	9000	-	-	-	-	-	-	-	-	-	-	-	-
Yugoslavia (YANA)	82	25	100	-	49	-	100	-	-	-	-	-	100
AMERICA													
Argentina (CODIGO)	232	229	100	-	-	-	-	3	95	5	-	-	-
Brazil (ABAC)	81	43	79	21	12	-	100	25	-	100	1	-	100
Central America (ICCC)*1	4	3	80	-	1	-	90	-	-	-	-	-	-
Chile (CNC-DEPCO)	53	35	95	5	10	-	100	8	-	100	-	-	-
Colombia (IAC)	8	5	-	-	1	-	-	2	-	-	-	-	-
Ecuador (ECOP)	14	2	-	-	6	-	-	6	-	-	-	-	-
Mexico (AMECOP)	372	260	100	-	60	-	100	32	25	75	-	-	-
Peru (APC)	16	-	-	-	-	-	-	-	-	-	-	-	-
Uruguay (CUNA)	-	-	-	-	-	-	-	-	-	-	-	-	-
Venezuela (CIP)	11	3	24	66	6	6	94	-	-	-	2	-	100
ASIA PACIFIC													
Australia (APNA)	3661	206	-	-	-	-	-	-	-	-	-	-	-
China (ANCC)	11	11	36	64	-	-	-	-	-	-	-	-	-
Hong Kong (HKANA)	537	353	100	-	23	7	93	161	-	100	-	-	-
Japan (DCC)	122141	-	100	-	-	-	100	-	20	80	-	-	100
Malaysia (MANC)	9	6	-	-	3	-	-	-	-	-	-	-	-
New Zealand (NZPNA)	1241	481	80	20	16	-	100	744	30	70	-	-	-
Singapore (SANC)	81	52	100	-	7	-	100	-	-	-	-	-	100
South Korea (KANC)	2737	795	30	70	74	10	90	1868	-	100	-	-	-
Taiwan (CAN)	1290	990	23	77	45	32	68	25	23	77	230	23	77
Thailand (TANC)	-	-	-	-	-	-	-	-	-	-	-	-	-
AFRICA													
South Africa (SAANA)	481	280	68	32	-	-	-	161	13	87	40	-	-
Tunisia (TUNICODE)	220	6	-	-	4	-	-	210	-	-	-	-	-
Total	192842	-	-	-	-	-	-	-	-	-	-	-	-

FS: Fixed scanners
HHS: Hand held scanner

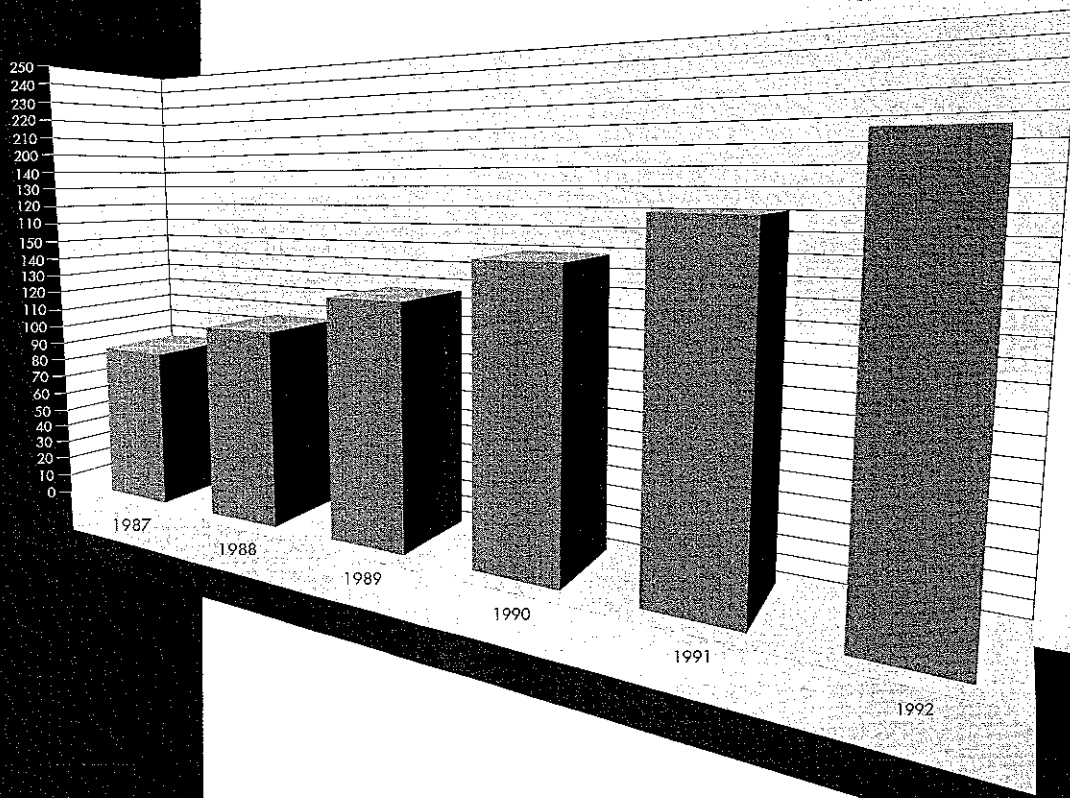
Notes to the tables: *1: Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Mexico, Honduras

USE OF EDI IN EAN ORGANISATIONS

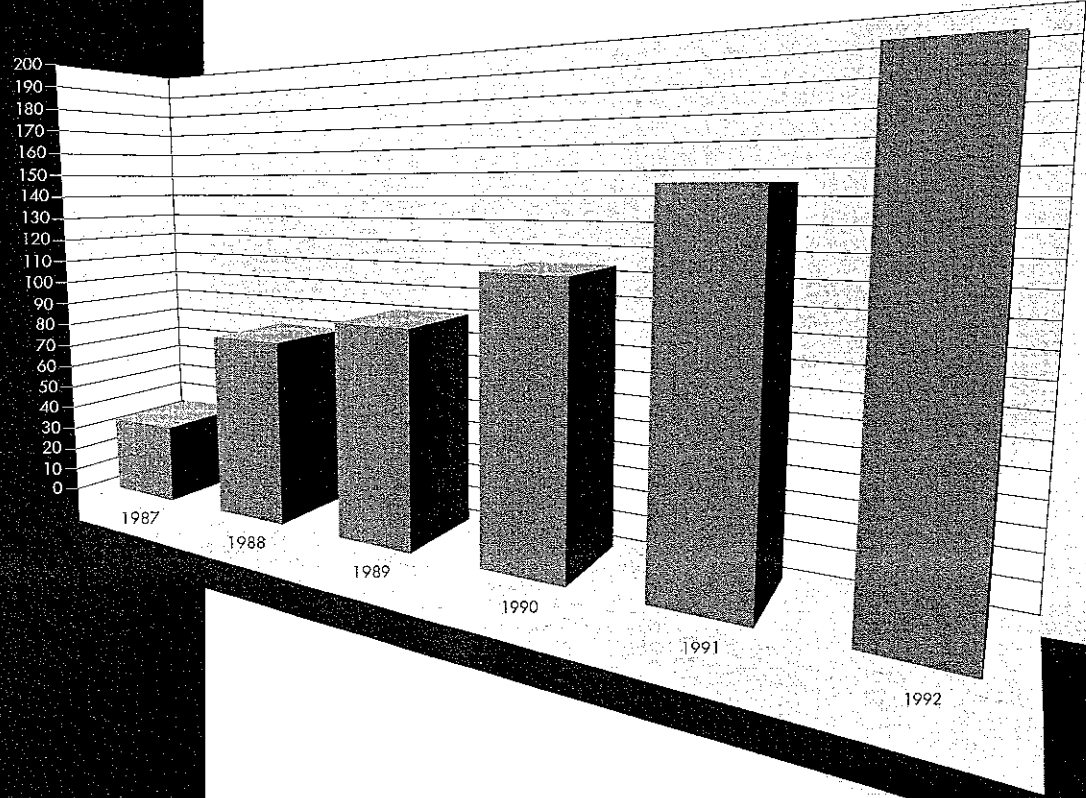
S T A T I S T I C S

NUMBERING ORGANISATIONS	NATIONAL EDI STANDARD		EANCOM		VAN/S ENDORSED		
	NAME OF STANDARD	NUMBER OF USERS AT THE END OF		NAME OF PROJECT		NUMBER OF USERS AT THE END OF	
		1992	Est. for 1993			1992	Est. for 1993
Argentina (CODIGO)				EANCOM ARGENTINA	pilots		
Australia (APNA)	ANSI X.12 EDIFACT	2000 3000	3000 4000				
Austria (EAN-AUSTRIA)	SEDAS	400	450	EANCOM Ecodex	15 40	ECODEX(IBM)	
Belgium / Luxembourg (ICODIF)	ICOM	101	135	EANCOM	27 50	IBM and GEISCO	
Brazil (ABAC)				EANCOM ABAC		12	
Chile (CNC-DEPCO)	EDI-Chile (EDIFACT)		50	EANCOM Chile		50	
Colombia (IAC)				EANCOM	5	25	
Denmark (DVA)				HANCOM	180	300	
France (GENCOD)	GENCOD Language ALLEGRO	1500	1750	ALLEGRO	6	12	ALLEGRO (BULL)
Finland (CCC OF FINL.)	EDIFACT (91.1)	100	400				
Germany (CCG)	SEDAS SINFOS MADAKOM	700	780	Migration SEDAS/EANCOM (TEDIS)	8	20	GEIS, IBM and TELEKOM
Iceland (EAN-CMT)				EANCOM ISEDI	6	30	PTT X. 400
Italy (INDICOD)				EANCOM	50	120-150	
Ireland (ANA)				EANCOM	120	250	
South Korea (KANC)	Korea EDIFACT Committee						
Netherlands (UAC)	TRANSCOM (EDIFACT 88.1)	700	900	EANCOM	150	500	
New Zealand (NZPNA)				EANCOM	60		
Norway (NVF)	STANDARD RECORDS	2050	2200	EANCOM	30	50	
Portugal (CODIPOR)				CODICOM		10	
Singapore (SANC)				EANCOM Pilot		20	Singapore Network Services
South Africa (SAANA)	SAANA EDI Standards	25	50	EANCOM for international use			FIRSTNET and TRAFEX
Spain (AECOC)	AECOM	200	350	EANCOM CONCORDE (TEDIS)	3	4	Telefonica Sistemas (TS)
Sweden (EAN-SWEDEN)				EANCOM EDI T (EDI TRADE)	50	200	
Switzerland (SACV/ASCA)				EANCOM nEANder	54	80	IBM and SWISSCOS
United Kingdom (ANA)	TRADACOMS	6000	10000	UK/EDIFACT Trade Message	200	1000	INS (TRADANET)
Total NR of Users		14276	20565		964	2788	

E A N M E M B E R S H I P



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