

# ANNUAL REPORT 1993



**EAN**  <sup>®</sup>  
INTERNATIONAL

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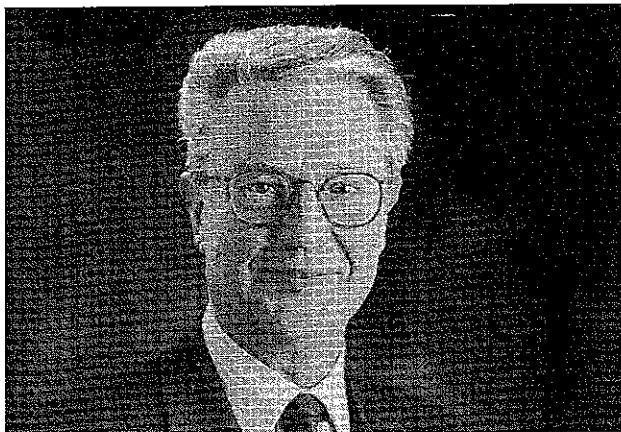
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# MESSAGE FROM THE PRESIDENT

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As the twentieth century progresses, technology is breaking down barriers of culture, language and geography, turning the world into a global village.

World trade has continued to benefit from this process of globalisation. Nineteen ninety three saw the formation of the European Union (EU) and the slow, but certain, integration of the former Eastern Bloc countries into the rest of Europe. Scandinavia and Austria are moving closer to membership of the EU. The North American Free Trade Association was signed and a stronger agreement between members of the Association of South Eastern Asian Nations (ASEAN) seemed likely.



After years of deadlock the General Agreement on Tariffs and Trade (GATT) was signed, opening the doors to improved world trade during a generally gloomy period of international recession.

The industrial world is in the process of developing the tools it needs to help companies remain successful and efficient in an ever more harsh and competitive environment.

EAN International can support this process by providing worldwide accepted standards for identification and communication, vital to tackle the challenges set by today's marketplace and essential to companies' survival. Implementing the EAN system can give its users a valuable edge which could mean the difference between success or failure.

A handwritten signature in black ink, which appears to read 'Roland FAHLIN'. The signature is fluid and cursive, with a long horizontal stroke at the end.

**Roland FAHLIN**

# MESSAGE FROM THE SECRETARY GENERAL

The benefits of a global multi-industry system of identification and communication for products and services are being recognised by more and more countries every year.

Estonia, Indonesia, Morocco and the Philippines joined EAN International in 1993, bringing the total number of members to 63. Bolivia, Paraguay and Slovakia are joining early this year, and other numbering organisations are in the process of being formed.

So EAN International is growing very quickly – good news for international trading relationships.

But even more impressive is the implementation of our standards for new applications such as in the EAN pallet label or the new EANCOM messages and in new sectors such as healthcare, transport, textiles, books and the timber industry.

We are working closely with the Uniform Code Council on identification issues and also on EANCOM; we will also be starting a number of new projects on the basis of EANCOM in several Asian and Latin American countries such as Argentina, Brazil, Chile, China, Hong Kong, Korea and Singapore.



This will enable the EAN numbering organisations to increase the pace of developing solutions in IT, based on an open partnership through the whole supply chain, from the raw material supplier to the final consumer. The use of our standards means a faster supply chain, improved lead times and reduced costs.

The challenge facing EAN International is to prove to those industries which are looking for numbering, barcoding and communication systems that the EAN system is the best, with sufficient capacity to meet worldwide needs and with an infrastructure providing global education and support.

Together with the numbering organisations worldwide EAN International will meet this challenge, and continue to develop the system to meet global business needs.

A handwritten signature in black ink, appearing to read 'R. Van Lennep'. The signature is fluid and cursive, with a long horizontal stroke at the end.

**Reinhold VAN LENNEP**

# THE EAN ORGANISATION

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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  
Gerry OWENS - Technical Executive  
Pierre-Marc LEFEVRE - Technical Executive  
Monica WALSH - Administration Manager  
Patricia ROGIVAL - Accounts Administrator  
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

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 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 problems.

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

## **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 however can sometimes take several months or even years.

In the meantime, to facilitate manufacturers in these 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 28 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.

## THE MANAGEMENT BOARD

The Management Board has all the powers of management and administration necessary for the operation of the Association and the implementation of the mission statement and the basic strategies.

### Members of the Management Board

Messrs. R. FAHLIN, Chairman	(ICA Handlarnas AB, Sweden)
J.A.N. Van Dijk, Vice Chairman	(Sara Lee/D.E. NV., Netherlands)
K. Asano	(DCC, Japan)
J. Berry	(Tradecraft, U.K.)
J.M. Bonmati	(AECOC, Spain)
L. Cañas	(CADAM, Argentina)
M.F. Dawson	(Foodstuffs Ltd, New Zealand)
B.C. Engberg	(Unilever, Germany)
J. Mahien	(Tabacofina, Belgium)
J. Olsen	(EAN Denmark)
G. Petit	(Promodès, France)
Mrs. L. Sanchez de la Vega	(AMECOP, Mexico)
Messrs. B. Smith	(EAN Australia)
A. Szöke	(Dunapack Ltd, Hungary)
J.S. Tan	(SMA, Singapore)

The Management Board met three times in 1993 - in Brussels on 26 February, in Basel on 13 May and in London on 15 October. The following points were agreed:

- \* The operational plan 1993/1994, guiding the promotional, support and development activities of EAN International was reviewed and agreed. The budget for the financial year 1993/1994, making provision for an additional Technical Executive was approved.
- \* The terms of reference of the joint EAN/UCC Committee, IDASC, were approved. Messrs. A.T. Osborne and R. Schubeneel were nominated to represent EAN at this committee, in addition to EAN's Technical Director.
- \* In order to provide legal grounds for the protection of the EAN system, it was decided to register the EAN logo in all countries where a Numbering Organization is present and to draft a licence agreement accompanied by a Code of Practice which would be signed by all member organizations.
- \* The Board agreed on a resolution providing the conditions under which national and/or sectoral guidelines based on the EANCOM standard should be established.
- \* The Board endorsed the transfer agreement between TPNA and the Thai Federation of Trade and Industry and admitted the Thai Article Numbering Centre as a member of EAN.
- \* It was agreed that new sectors willing to adopt EAN should not be handled in any special way with regards to membership conditions and conformance with the EAN standards.
- \* The Board decided to disband the EAN System Technical Advisory Committee (ESTAC).
- \* Given the very low interest shown by users and Numbering Organizations, the Board decided not to release the EAN/UPC Version D-3 specifications.
- \* It was agreed that a study on the status, scope and opportunities offered by location coding should be performed by an external consultant.
- \* A revised version of the EAN logo was approved by the Board.
- \* It was agreed to progress the applications for membership from Bolivia, Paraguay and Slovakia through the written General Assembly procedure.

## **THE GENERAL ASSEMBLY**

The Annual General Assembly of EAN was held in Basel (Switzerland) on 14 May 1993.

Mr. R. Fahlin, Managing Director of ICA (Sweden) and Mr. J.A.N. Van Dijk, Vice-Chairman of Sara Lee/D.E. NV (Netherlands) were unanimously re-elected President and Vice-President of EAN for another term.

Messrs. A. Szöke, J. Berry and M. Dawson were re-elected as members of the Management Board for a term of three years. Mr. J. Mahieu (Tabacofina, Belgium) was elected in replacement of Mr. J. Collin.

A new member, the Philippine Article Numbering Council (PANC), had been admitted through a Written General Assembly procedure. Three new organizations, EAN Estonia, EAN Maroc and EAN Indonesia were unanimously accepted as members of the Association.

The General Assembly approved the Annual Report 1992 as well as the budget and Operational Plan for 1993-1994.

A new procedure for the calculation of fees and votes and the related internal regulation were unanimously approved.

It was agreed that actions should be taken to register the EAN logo as an international trademark and to draft a licence contract incorporating a Code of Practice that would eventually be signed by EAN International and its member organizations.

The joint EAN/UCC International Data and Application Standards Committee and its terms of reference were unanimously approved.

It was agreed that the 1994 General Assembly would be held on 6 May in Mexico.

# **EAN INTERNATIONAL LIAISONS**

## **INTERNATIONAL DATA AND APPLICATION STANDARDS COMMITTEE (IDASC)**

In September 1992, informal discussions were held between EAN and UCC representatives regarding the need for improving the coordination and for streamlining the development work of both Associations. The EAN Management Board of 6 November 1992 approved the launching of a joint EAN/UCC development committee, the objectives of which would include the development of a common system architecture, maintaining a global compatibility of the EAN and UCC systems. The UCC Board of Governors, in its meeting of 10 November 1992, addressed the same issue and agreed with the same proposal. An informal organization meeting of the new committee was held at the EAN office on 11 & 12 January 1993. The participants were Hal Juckett, Tom Brady, Jim Harms, Dennis Epley representing UCC and Reinhold Van Lennep, Henri Barthel, Andrew Osborne and Robert Schubenal representing EAN.

In addition to the organizational meeting of January, IDASC met three times in 1993. The committee discussed in depth and agreed on the principles and definitions guiding the development of the EAN/UCC standards. The differences between EAN and UCC specifications were identified and proposals were made to resolve them one by one. The major part of IDASC's activity was dedicated to the maintenance and further development of the UCC/EAN Application Identifier Standard.



# NUMBERING AND BAR CODING

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## **CEN - EUROPEAN COMMITTEE FOR STANDARDIZATION**

The "Comité Européen de Normalisation" (CEN), launched a technical committee on bar coding, TC 225, in September 1990. It is composed of national delegations from the 18 countries members of the European Union (EU) and the European Free Trade Association (EFTA). Formal liaisons have been established with 12 organizations having interest in bar coding standardization. These include EAN International, AIM Europe and industry associations such as CEFIC (Chemical), ODETTE (Automotive), EDIFICE (Electronic).

The CEN initiative is the first one taken to standardize the various components of bar coding at international level. This is why the work undertaken by CEN is so important. Its scope is in theory limited to Europe, but it is expected that the outcome of CEN developments will impact the equipment suppliers and users of bar coding worldwide. EAN International and most of the European Numbering Organizations are actively involved in the proceedings of TC 225.

CEN/TC 225 set up four working groups on Symbolologies, Quality, Data Contents and Applications. A detailed programme of work including 24 work items monitors the activity of the Committee.

As of early 1994, CEN TC 225 has completed the technical work on twelve standards. They are at various stages of the approval cycle which includes a public review and a formal voting procedure.

The EAN/UPC, ITF and Code 128 symbology specifications are finalized and should be released officially in the first quarter of 1994. These standards are fully compatible with the EAN specifications. The EAN/UPC symbology standard specifies that it may only be used according to the rules of EAN and UCC. The Code 128 standard makes explicit reference to EAN-128 and to the reservation of the special FNC 1 character to EAN and UCC.

Three important standard relating to data content and applications were approved early 1994. The data identifier standard recognizes FACT data identifiers and EAN/UCC Application Identifiers. A user guidance is included, indicating that the EAN system is recommended for use in open environments. A Multi Industry Transport Label standard defines the basic rules for labelling transport units. The EAN label specifications released in November 1992 are fully compatible with this standard. Finally, a Licence Plate standard specifies the way to generate unique serial numbers identifying transport units. The EAN/UCC Serial Shipping Container Code is fully compatible with this standard.

EAN is committed to pursue a close liaison and to contribute actively to the developments of the CEN standardization activities.

## **NEW TECHNOLOGIES**

The core activity of EAN resides in the management of an international numbering system for the identification of items such as products, services or locations. The EAN Identification standards provide benefits to numerous companies looking for an improved management of the supply chain. Two major technologies, EDI and bar coding, are used to convey the EAN identification numbers and other information related to the items or to the transactions exchanged by the trading partners. The EAN standards specify a limited number of bar coding technologies and provide precise rules for printing and reading the bar codes. Similarly, the EDI standards developed by EAN specify precisely the way to format the information for the interchange of electronic messages.

Other techniques than the linear bar coding symbologies specified by EAN could virtually be applied to represent EAN data contents. In particular, two-dimensional (2D) symbologies and Radio Frequency technologies have attracted the attention of a growing number of user companies these last years. Projects have been initiated within EAN to study these technologies from a technological and economical point of view. The objective are to investigate the need for complementing the existing EAN standards and to guide users in choosing appropriate solutions.

\* 2-D symbologies. Multi-row symbologies are typically composed of a series of stacked rows forming a rectangular symbol. They can normally be scanned by conventional reading equipment. Other 2-D symbologies are sometimes referred to as matrix symbologies. They normally require a specific reading and decoding equipment. Up to 2,000 data characters can be encoded in a 2-D symbol, depending on the symbology used. In general single row symbologies are preferable to stacked symbologies which should only be considered when there are significant space restrictions. As an indication, Code 128 is best suited to encode from 0 to 30 characters, Code 16 K or Code 49 from 20 to 80 characters though at more than 40 characters PDF-417 or Code 1 should be considered taking into account new scanners would be needed. Although such symbologies would not be released by EAN for use in open environments in a near future, it seems appropriate to formulate a policy on 2-D symbologies.

\* RADIO FREQUENCY (RF). RFDC is a means of communicating between a host station and a portable device by means of a Radio link. RFID is a means of identification or data carrier which uses a transponder. A carrier signal is generated by the reader, which is modulated by the transponder and reflected back to the reader. Transponders may send a simple ID or may carry additional permanent or transient data. RFID devices may be "read only" or "read and write". RFID is and will always be dearer than bar code. Therefore, RFID will only be used where it offers specific advantages. Amongst others, standards for industrial gas bottle identification, pallet identification and brewers containers identification are being developed by various international bodies including CEN and ISO. In 1993, EAN has started looking at Radio Frequency technologies and applications. This work will be pursued in 1994 with the objective to define an international EAN policy in this matter.

## **THE TECHNICAL SYSTEMS COMMITTEE**

The EAN Technical Systems Committee (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.

### **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 four times in 1993 and addressed the following work items:**

- \* Follow-up print quality specifications developed by UCC
- \* Finalize technical specifications for EAN/UPC Version-D
- \* Define a solution and monitor a pilot implementation on the coding of one-way "returnable" containers
- \* Further progress the EAN label standard
- \* Review the standard for the coding of serial publications
- \* Review the EAN location code check digit calculation rule
- \* Define a new specification for the coding of variable content despatch units
- \* Review and agree on the release of new Application Identifiers
- \* Provide input and follow-up the developments in IDASC
- \* Follow-up and define EAN position regarding CEN/TC 225
- \* Investigate the feasibility of a system for "Electronic Article Surveillance"
- \* Study and evaluate opportunities for Radio Frequency standards and applications
- \* Study of two-dimensional bar coding symbologies and applications

# ELECTRONIC DATA INTERCHANGE

## **HARMONIZATION OF UNEDIFACT GUIDELINES.**

With the support from the TEDIS program of the European Commission, ODETTE (Automotive), CEFIC (Chemicals), EDIFICE (Electronics) and EAN International have worked towards the identification of core requirements that can be standardized across all sectors. The result is a Core European Implementation Guideline (CEIG) for key EDIFACT messages applicable to EDI users in Trade and Industry. The first phase of the project was completed end of 1993 with the production of CEIG's for four major messages including Order or Invoice. In a second phase the project will be extended to include other user groups and more messages. EAN will make use of these results for preparing the next version of the EANCOM standard.

## **EDI REGISTRATION AUTHORITIES.**

EDI Registration Authorities (EDIRA) is a project launched under the TEDIS programme of the EC and managed by EXPERCOM, a consultancy company owned by the Belgian PTT. EAN International participated in this project together with AFNOR, BSI and SWIFT. The project developed the concepts around an EDI registration authority, i.e. an agency allocating identification numbers to EDI users, and drafted a Memorandum of Understanding (MoU) amongst the organizations taking part in the project. The objective was to provide an infrastructure allowing cross-sectorial EDI communications throughout Europe. The EAN location code has been recognized as a valid solution fulfilling the requirements for cross-sectorial and international communications. Other coding schemes were considered in this project which was completed in December 1993. EDIRA recommended to set up an EDI Registration Steering Committee (ERSC) composed of representatives from the organizations having signed the MoU. The ERSC would enable existing and potential EDI Registration Authorities to coordinate their activities in order to allow the co-existence of different coding schemes. This coordination could become important in the context of Open EDI and for the setting up of Global Electronic Directories of EDI users.

## **EANCOM METERED SERVICES INVOICING USER PROFILE**

EAN International studied the subject of the invoicing of products or services which are measured using meters, e.g. gas, electricity, etc. This study was carried out by an international project team with experience in the relevant industry sectors and received input from Denmark, France, Germany, Sweden and the United Kingdom.

The objective of the study was the production of a document which would assist potential users in the implementation of the EANCOM Invoice for metered servicing purposes. This document is designed to be complementary to the EANCOM Invoice documentation.

The project team recently concluded its work on the user profile and this standard will be released in conjunction with the up coming release of EANCOM 1994.

## **EANCOM DEVELOPMENT**

The development of the EANCOM standard concentrated in three main areas: Addressing change requests, Developing additional messages, Liaising with EDI User groups.

Some 40 change requests to the EANCOM standard were addressed by Numbering Organizations, on behalf of user companies. Only changes providing new functionalities and based on genuine users requirement are eventually accepted.

Six additional messages were analyzed and detailed implementation guidelines were drafted during 1993 for the Request for Quote, Quote, Tax Control, Control, Delivery Schedule and Transport Instruction. Those will be included in the new version of the standard manual to be released in the first quarter of 1994.

Liaisons with EDI User Groups and particularly with EMEDI representing the Health Care industry and EDItEUR / EDILIBE representing the Book Industry and the Library sector were pursued and strengthened in 1993. It is expected that in the forthcoming years, other user groups will look for a closer liaison with EAN in the field of EDI. As a matter of fact, the experience gained by EAN and the cross-industry applicability of the EANCOM standards are extremely attractive to industries keen to get the benefits from the implementation of EDI.

## **THE COMMUNICATION SYSTEMS COMMITTEE**

The Communication Systems Committee 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 principle of EAN coding.

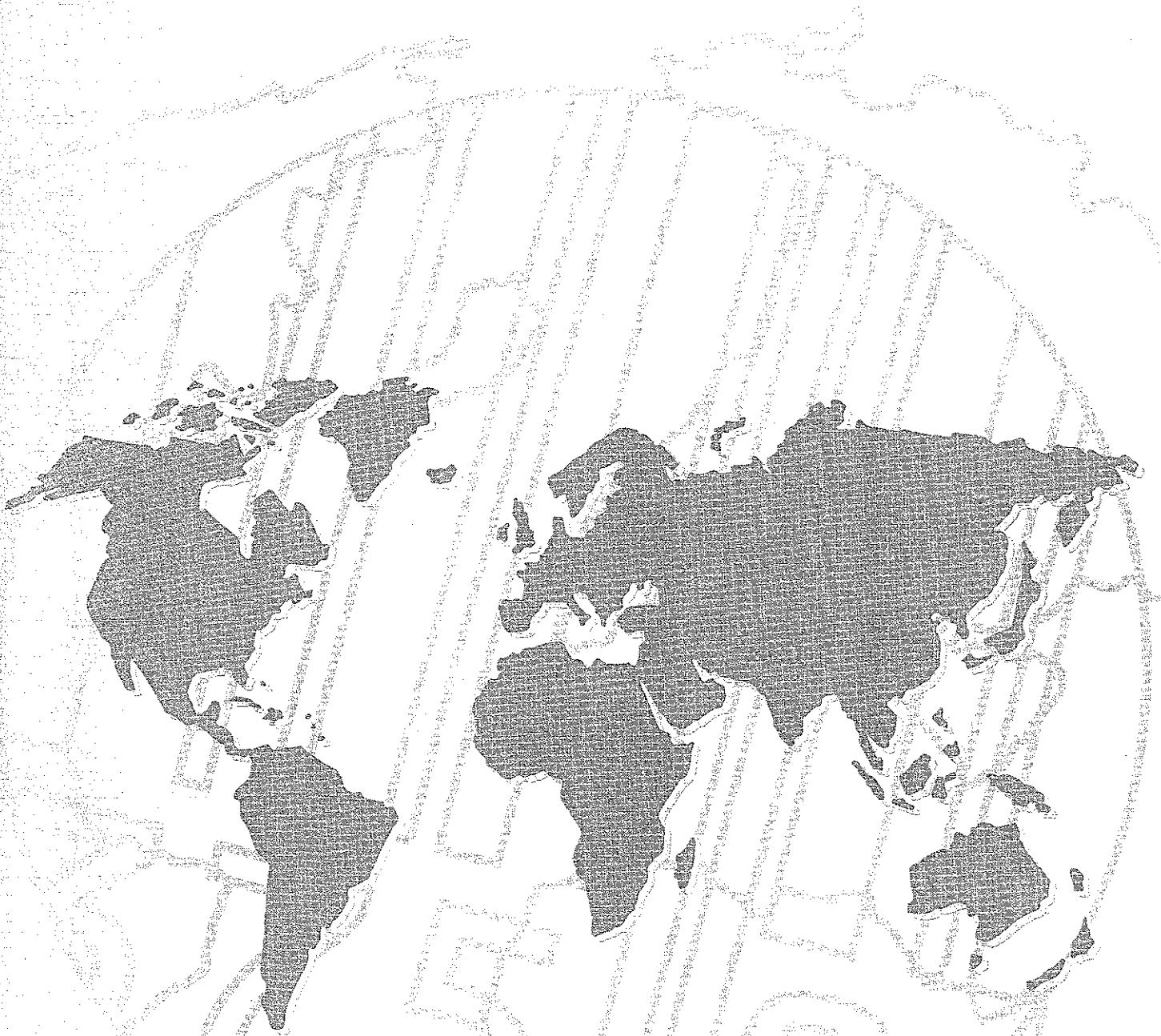
### **Members of the CSC**

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

The EAN CSC met four times in 1993 and addressed the following work items:

- \* Follow-up and influence UN/EDIFACT developments
- \* Follow-up and define EAN's position in EC/TEDIS projects, CEIG and EDIRA
- \* Advise the EAN secretariats on promotional issues
- \* Establish and maintain liaisons with EDI user groups in the health care, book, textile and furniture sectors
- \* Develop implementation guidelines for six additional messages
- \* Review change requests addressed by Numbering Organizations on behalf of users
- \* Monitor the work carried by specialized project teams on Transport, metered Services and EDI Introduction guideline
- \* Perform the migration of EANCOM '92 based on the EDIFACT 90.1 directory to the new EDIFACT directory
- \* Assess the implementation of a software package for the documentation of the EANCOM standard

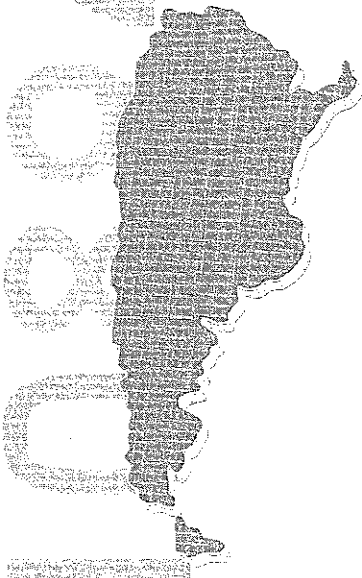
S T E P S  
OF MARKET DEVELOPMENT DURING 1998



**EAN**   
INTERNATIONAL

# ARGENTINA

## ASOCIACION CIVIL ARGENTINA DE CODIFICATION DE PRODUCTOS COMERCIALES - CODIGO



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Company : S.A. IMP. Y EXP. DE LA PATAGONIA  
Chief Executive : Enrique Carlos VITALE  
Executive Staff : Ariel ESCODERO - Tecnico/Administrativo  
Leonardo FERRARO - Tecnico/Administrativo  
Pedro OROZ - Contador  
Newaletter : NOTICIERO CODIGO and ACTUALIDAD EN SUPERMERCADOS, Monthly.

### Membership

At the end of 1993, CODIGO had 4,547 members, an increase of 44,3 % over last year. A total of 4,438 manufacturer numbers and 15 location codes have been allocated to date.

### Expansion of EAN in different sectors

EAN standards have expanded in the Pharmaceutical and Textile sectors in Article numbering and EDI.

### Leading new member companies

- \* STARTEL S.A., Telecommunications, the reference company for EDI, (VAN and local public network operator for electronic data transmission, EDI-EANCOM).
- \* G.S.I. ARGENTINA S.A., Software, also interested EDI-EANCOM, is the Company supplying the software for the official user of EDI.
- \* CODIBAR, Film makers, contributed to lowering costs at local level thanks to a small network of distributors and film master suppliers.

### EDI

Three EDI working groups were established in 1993 containing members from the distribution and manufacturing sectors.

At the end of 1993 15 users were involved in pilots. The expected number of users at the end of 1994 is 115.

### Future projects

CODIGO's will be aiming

- \*to make EDI available to all as from 01.02.94, secure its enlargement, connecting to other networks related to their activity and incorporate other messages during the coming year.
- \*to circulate and promote the benefits of the EAN/UCC 128 standard and obtain its effective application throughout all the Members of Codigo.
- \*to introduce new sectors to the EAN numbering system.

# AUSTRALIA

## EAN-AUSTRALIA



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Company : GILLETTE Australia  
Chief Executive : Brian SMITH  
Executive Staff : Duncan GOLDSMITH - Manager, Business Systems  
Maria PALAZZOLO - Manager, Technical  
Graham McALPINE - Manager, Projects  
Marcella BLACKER - Manager, Administration  
Drew HAYES - Manager, Information Systems  
Newsletter : EAN AUSTRALIA News, Bi-annual

### Membership

At the end of 1993, APNA had 6,108 members, a 10,7 % increase over last year. A total of 9,985 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

The Industry Guidelines for the Metal Industries has been completed and adopted. The Nursery and Horticultural Guidelines have adopted the EAN system. The use of the EAN Standard Article Identification has been increased in various sectors such as Steel, Telecommunications, Pharmaceutical, Dairy, Meat + Livestock, Utilities (Electricity, Gas, Water). In the Hardware Industry the use of Trade Unit coding is increasing.

## EDI

The APNA is involved in an EDI project with the EDI Council of Australia (EDICA). At the end of 1993 there were between 3000 - 4000 EDI users.

EDICA coordinates multiple working parties in a number of sectors which are in charge of developing EDI implementation guidelines. As a result of this work, EDICA publishes and maintains a number of sector specific message implementation guidelines.

The following sectors are involved: accounting/finance, agribusiness, automotive, banking, chemical, construction, communications, government, hardware, life insurance, local government, medical, packaging, pharmaceutical, retail, steel, transport and travel tourism and leisure.

## New applications

Standards adopted to suit specific industries were developed, based on existing EAN Standards.

## Leading new member companies

- \* TNT AUSTRALIA, one of the largest transport Companies in Australia is investigating EAN for EDI.
- \* CSR SOFTWOODS, Timber, AI, EAN Retail.
- \* TUBEMAKERS OF AUSTRALIA, Metals, AI.

## Future projects

APNA is planning to :

- Promote supply chain management.
- Use publications, models and case studies/referrals from sectors that have implemented AI such as : Service Utilities (eg Telecom, Electricity), Transport, Metal industries, Timber industry, Meat/Dairy, Traditional Retail Industry (eg Food), Hardware,.
- Expand Industry Database to other non-food areas (eg hardware).

## EAN-AUSTRIA GESELLSCHAFT FÜR KOOPERATIVE LOGISTIK GMBH

President : Hans ROHREGGER  
Company : RAIFFEISEN WARE Austria  
Chief Executive : Eva Maria BURIAN-BRAUNSTORFER  
Executive Staff : Peter FRANZMAIR - Official in charge  
Erich VLCEK - Official in charge  
Reinhard SEKA - Official in charge  
Newsletter : EAN-Info, 3/year

## Membership

At the end of 1993, EAN-AUSTRIA had 3,125 members, an increase of 7,4 % over last year. A total of 5,334 manufacturer numbers and 29 location codes have been allocated to date.

## Leading new member companies

- \* KONSUM ÖSTERREICH (COOP AUSTRIA) and MIGROS (SWITZERLAND) two large retailers, joined to form a company which would benefit from all synergy effects that could be worked out by automation. They announced a Scanning installation throughout Austria for about 2,000 Retail outlets with the newest technology.
- \* Nevertheless, market leader in automation at POS and Warehouse still is BML - BILLA MERKUR LITEGA (food and non food).
- \* Besides METRO with C & C, the Retail Companies SPAR, DM-DROGERIEMÄRTE, LÖWA (Tengelmann), KONSUM ÖSTERREICH, PALMERS (Hosieries), JULIUS MEINL, SCHÖPS (Fashion Garments), HARTLAUER (Photo, Electronics, Optical Products) are on the Top ten list in Scanning installations.

## Future projects

Continuing and improving the ongoing processes. Public relations Plans will be elaborated in conjunction with marketing issues for all EAN Standards.

## AUSTRIA



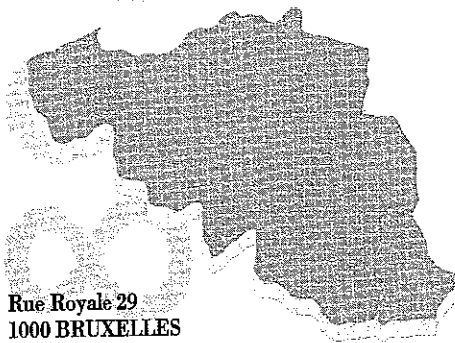
Mayerhofgasse 1/15  
1040 WIEN

Tel : 43.1.505.86.01  
Fax : 43.1.505.86.01.22



# BELGIUM/LUXEMBOURG

**ASBL ICODIF VZW**



Rue Royale 29  
1000 BRUXELLES

Tel : 32.2.217.45.24  
Fax : 32.2.217.43.47

President : Jacques MAHIEU  
Company : TABACOFINA/VANDERELST  
Chief Executive : Etienne BOONET - General Director  
Executive Staff : Dominique VERTROOST - Director  
Jef BRAEM - Director  
Gilbert WELLEMAN - EDI Project Manager  
Newsletter : ICODIF Bulletin, Quarterly

## Membership

At the end of 1993, ICODIF had 2,409 members, a 19 % increase over last year. A total of 2,409 manufacturer numbers have been allocated to date.

## Expansion of EAN in different sectors

HEALTH - EDI, TEXTILE - Article Numbering, TRANSPORT - EDI/Article Numbering, DIY - EDI/Article Numbering.

## New applications

Interest in location coding, EAN 128, Pallet Label

## EDI

ICODIF launched the ICOM standard in 1986 with the Purchase Order message. Other messages were developed in the subsequent years and the standard today includes definitions of 12 trade and transport messages. At the end of 1993 there were 176 users. At the end of 1993 there were 45 users of EANCOM in Belgium, of raw materials.

In 1993 ICODIF submitted, and had accepted for co-funding, a project called BELCOM to the TEDIS project of the EC Commission. The first phase objectives of the project are the making of a comparative study between the ICOM and EANCOM/EDIFACT standards, to study the influence on existing software and internal procedures and to conduct a pilot test among member companies. The working group will in 1994 start comparisons between the purchase order, delivery and invoicing messages in ICOM and EANCOM.

## Leading new member companies

\* HELVOET PHARMA & UPJOHN, major companies in the Pharmaceutical Industry sector started using EANCOM.

## Future projects

Projects for 1994 include :

- \* To give more emphasis on the industrial applications of the EAN standards (in seminars, working groups, documentation material, etc).
- \* To promote the usage of EAN-128 and the pallet label.
- \* To promote and support the usage of EDI standards.
- \* To coordinate second part of TEDIS project "migration ICOM/EANCOM".
- \* To examine the possible creation of a national data base of EAN location codes.
- \* To continue basic training programs on article numbering and EDI.

## ASSOCIACAO BRASILEIRA DE AUTOMACAO COMERCIAL - ABAC

# BRAZIL

President : Marcelo FERREIRA e SILVA  
Company : BOMPREGO S.A.  
Chief Executive : Luiz FERNANDO C. DE NOVAES  
Executive Staff : Simone SILVA LOPES - Marketing Coordinator  
Marcelo H. AZEVEDO - Technical Coordinator  
Luiz FELIPE HAIDER - Administrative Coordinator  
Newsletter : REVISTA AC, monthly

### Membership

At the end of 1993, ABAC had 3,444 members, an increase of 107,8% over last year. A total of 3,346 manufacturer numbers have been allocated to date.

### EDI

ABAC launched the EANCOM ABAC project in June 1993. At the end of 1993 there were 6 EANCOM users.

The development and promotion of EANCOM is handled by a committee containing representatives of 40 of the top companies in Brazil.

### Future projects

- \* EAN Brazil (no longer "ABAC") in March 94.
- \* Re-organisation of the association (new management methods, customer central, etc)
- \* Initiate pilot projects on EDI.
- \* New Manuals, videos, other technical materials.
- \* Foster the broadcasting of EAN systems in Brazil, via our magazine "REVISTA AC", promotions, courses, seminars.
- \* Correlate with other associations to promote common interests.



Av. Paulista 2644  
10º andar Cj 102  
01310-300 SAO PAULO

Tel : 55.11.259.3444  
Fax : 55.11.231.2808

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

# BULGARIA

President : Bojidar BOJINOV  
Chief Executive : Anna PETKOVA - Technical Executive  
Executive Staff : Valentin NIKOLAEV - Consultant

### Membership

At the end of 1993, BCCI had 75 members, an increase of 294,7% over last year.

### Expansion of EAN in different sectors

The use of the EAN article numbering system in the chemical industry and wine production is developing.

### Leading new member companies

- \* REPUBLICA Svoguis the leader in the sweets production sector with best quality.
- \* ALEN MAK Plovdiv is the leader in the perfumery and cosmetics sectors.
- \* VINI Sliven is the largest wine exporter.

### EDI

In 1993 a committee was established in BCCI to develop EDI projects in Bulgaria.

### New applications/Future projects

- \* Aim for the use of EAN in-store numbering by textile manufacturer.

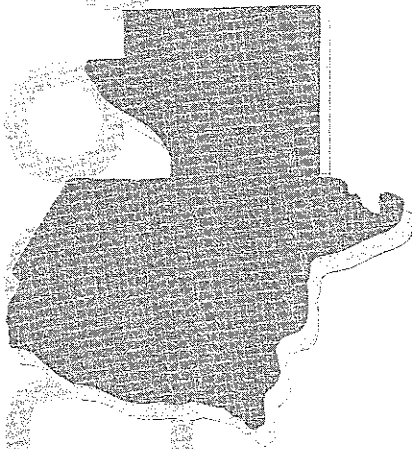


11-A Saborna Str.  
SOFIA

Tel : 359.2.87.26.31  
Fax : 359.2.87.32.09

# CENTRAL AMERICA

# INSTITUTO CENTROAMERICANO DE CODIFICACION COMERCIAL - ICC



Ruta 6, 9-21 Zona 4  
Edificio Camara de Industria  
Nivel 11  
GUATEMALA

Tel : 502.2.340.850  
Fax : 502.2.341.090

Chief Executive : José RAMON ALVAREZ  
Executive Staff : Magda ESCOBAR - Secretary

## Membership

At the end of 1993, ICC had 500 members, an increase of 159 % over last year. A total of 305 manufacturer numbers have been allocated to date.

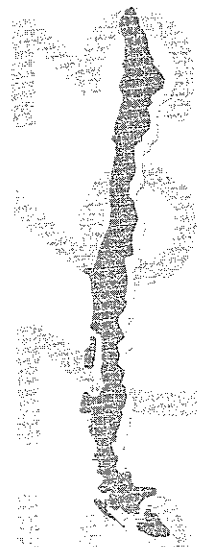
## Future projects

ICCC have two major goals, first, to install branches in at least two more countries in Central America, as at this moment it functions mainly in Guatemala and Costa Rica. Second, increase the number of bar coded items.

ICCC also want to prepare themselves for EDI implementation.

# CHILE

# CAMERA NACIONAL DE COMERCIO - DEPCO



Vecinal 140 - Las Condes  
SANTIAGO

Tel : 56.2.231.30.24  
Fax : 56.2.233.35.16

President : Oscar ANDWANTER QUENTIN  
Chief Executive : Carlos RECABARREN MEDEIROS  
Executive Staff : Jorge GONZALEZ MORANDE - Development Manager  
Cristian BARRIGA SOTTA - EDI Executive  
Andres AGUILERA L. - EDI Executive  
Manuel Jose ARIAS W. - Chief of Staff  
Newsletter : BARRAS, Quarterly, Infoedi, Monthly.

## Membership

At the end of 1993, DEPCO had 1,620 members, an increase of 35 % over last year. A total of 1,577 manufacturer numbers with 75.000 product codes, and 100 location codes have been allocated to date.

## EDI

DEPCO launched the EDI Chile (Customs and Finance) and EANCOM Chile (Trade) projects in late 1992 for both national and international EDI. At the end of 1994 it is expected there will be 150 users in each project.

With EDIFACT awareness considered to be high in Chile and EDI awareness moderate, DEPCO is actively promoting through its EDI committees the introduction of other EANCOM messages into areas other than trade, including finance, transportation and government/administration messages.

## Future Projects

Use of EAN standards in fruit and vegetable export sector.  
Introduction of the barcode system in public and private hospitals.

## Expansion of EAN in different sectors

Massive implementation of bar coding in the retail sector of building materials. There are important projects to use the DUN 14 and EAN/UPC 128 codes.

## Pharmaceuticals

More than 80 laboratories introduced coding. In 1993 3 important national pharmaceutical chains have developed a codification system for hospital products and have introduced scanning in their drugstores.

## ARTICLE NUMBERING CENTRE OF CHINA - ANCC

President : Changhui YI  
Chief Executive : Shuguo KANG  
Executive Staff : Jiazhang HU - Vice Director of ANCC  
Nan ZHAO - Director of Management Department  
Junwu XI - Director of Promotion Department  
Chenghai ZHANG - Director of Technical Department  
Hailian WU - Director of Verification Department  
Newsletter : Bar Code & Information System, Quarterly

### Membership

At the end of 1993, ANCC had 8,438 members, an increase of 141,6 % over last year. A total of 8,478 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

The use of EAN has increased as logistical application in the Banking, Customs, Transportation, Library, Health Care sectors. Article Numbering and Automation have evolved in the Manufacturing sector, and the POS System has developed in the Retailing

### EDI

ANC of China has translated the EANCOM manual in Chinese and an EDI working party was formed in 1993.  
sector.

### Future projects

- \* Develop 6,000 new members, aiming to achieve a total of 14,438 ANCC members by end 1994.
- \* Improve the service for members.
- \* Guiding the printers & checking the print quality for printers.
- \* Help the government to prepare a regulation on preventing the imitation of the bar code system.
- \* Promote the application of the POS System.
- \* Expand the application of bar code.
- \* Promote the development of bar code equipment.

## INSTITUTO COLOMBIANO DE CODIFICACION Y AUTOMATIZACION COMERCIAL - I.A.C.

President : José Maria CONVERS  
Company : CIA NACIONAL DE CHOCOLATES  
Chief Executive : Rafael FLOREZ BARAJAS  
Executive Staff : German MERINO - Technical Director  
Yava MONTAÑA - EDI/Logistics Director  
Marcelo QUIROZ - Marketing Director  
Newsletter : Código 770, 6 times a year

### Membership

At the end of 1993, IAC had 1,260 members, an increase of 172,6% over last year. A total of 1,150 manufacturer numbers and 15 location codes have been allocated to date.

### 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 1993 there were 15 users.

An EDI committee within IAC has been established with the objectives being the promotion of the use of EDI, education about EDI, and technical matters (technical sub-group).

### Future projects

- \* Diffusion and Sale of the Colombian DPP Model.
- \* Development of the Data Sale Service.

## CHINA



20 Zhaofujie, Dongcheng  
100009 BEIJING

Tel : 86.1.403.3936  
Fax : 86.1.401.1016

## COLOMBIA

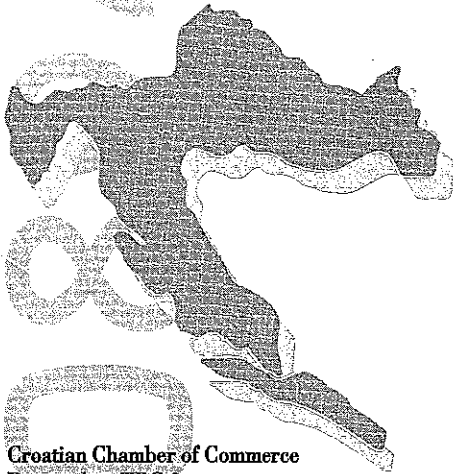


Carrera 11A # 93A-62, Piso 4  
BOGOTA D.C.

Tel : 57.1.618.38.37  
Fax : 57.1.222.98.16

# CROATIA

**CRO-EAN**



President : Boris GOBEC  
 Company : KRAS, Zagreb  
 Chief Executive : Ana KNEZEVIC  
 Executive Staff : Zelska RUGAN - secretary

### Membership

At the end of 1993, CRO-EAN had 203 members, an increase of 63,7 % over last year. A total of 181 manufacturer numbers have been allocated to date.

### Future projects

The emphasis will be on the organisation of seminars regarding EAN Standards.

Croatian Chamber of Commerce  
 Rooseveltov TRG 2  
 41000 ZAGREB

Tel : 385.41.453.422  
 Fax : 385.41.448.618

# CUBA

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



President : Carlos MARTINEZ SALSAMENDI  
 Company : Chamber of Commerce  
 Chief Executive : Osilia TRAVIESO GUILLERMO  
 Executive Staff : Marta CAMACHO - General Secretary  
 Miguel JIMENEZADAY - Director Relations Internationales  
 Newsletter : "CONTACTOS" (monthly) and "CUBA : FOREIGN TRADE" (quarterly)

Calle 21 No 661/701  
 Esquina a Calle A Vedado  
 Apartado 4237 Zona 4  
 LA HABANA 4

Tel : 53.7.30.3356/57/58  
 Fax : 53.7.33.3042

# CYPRUS

**EAN-CYPRUS**



President : Phanos EPIPHANIOU  
 Company : PHANOS N. EPIPHANIOU Ltd.  
 Chief Executive : Marios TSIAKKIS  
 Executive Staff : Androulla XENOPHONTOS - Executive Secretary

### Membership

At the end of 1993, EAN CYPRUS had 450 members, an increase of 27,8 % over last year. A total of 445 manufacturer numbers have been allocated to date.

CYPRUS CHAMBER  
 OF COMMERCE AND INDUSTRY  
 39, Grivas Dighenis Ave, and Deligiorgis 3  
 NICOSIA

Tel : 357.2.44.95.00  
 Fax : 357.2.36.56.85

## ADMINISTRATION CENTRE OF EAN - CSS-EAN

## CZECH AND SLOVAK REPUBLICS

President : CAMPLIK Jaroslav  
 Company : COKOLADOVNY j.s.c.  
 Chief Executive : MARTINIC Jaroslav  
 Executive Staff : BRINDA Oldrich - Technical Manager  
                   CITKOVA Anna - Economic Manager  
                   VANOVA Jana - Commercial Manager  
 Newsletter : INFO, twice a year

### Membership

At the end of 1993, CSS-EAN had 1,173 members, 989 in the Czech Republic and 184 in the Slovak Republic, an increase of 42,9% over last year. A total of 1,143 manufacturer numbers have been allocated to date, 964 in the Czech Republic and 179 in the Slovak Republic.

### Expansion of EAN in different sectors

EAN Article Numbering has prospered in the Pharmaceutical sector and the shoemaker's trade.

### Leading new member companies

- \* COKOLADOVNY j.s.c., Distribution, is using EAN Article Numbering for as logistical application.
- \* PRONTO PLUS, Trade, EAN used in distribution and trade.
- \* PORS, EDI, as subject of activities, subset EDIPOS on the basis of EANCOM for the Commercial area.

### New applications

Transport : Logistical application.

### EDI

Development of EDI in the Czech Republic is at a very early stage with the subset EDIPORS being used to exchange invoice and purchase order information. Estimated number of users for 1994 is 20.

### Future projects

- \* From January 1, 1994 : Change to EAN CZECH REPUBLIC. A separate independent organisation will be set up in Slovakia.
- \* Issuing of an EANCOM Manual.
- \* Holding regular regional training courses.
- \* AFIS/AIM CZECH cooperation on the SCAN CZECH REPUBLIC exhibition.

## EAN DENMARK

President : Frits RASMUSSEN  
 Company : KIMS A/S  
 Chief Executive : John OLSEN  
 Executive Staff : Erland NIELSEN - EDI Executive  
                   Arne RASK - EAN Executive  
 Newsletter : DVA - NYT, 3-4/year  
                   HANCOMMNTAREN, 4-6/year

### Membership

At the end of 1993, EAN DANMARK had 2,542 members, an increase of 15,6 % over last year. A total of 2,542 manufacturer numbers and 10,233 location codes have been allocated to date.

### Expansion of EAN in different sectors

The biggest wholesalers and suppliers of the Electricity trade are now turning to EAN13 and EAN 128, and the shopping goods trade and textile sector are prospecting EAN13 + EDI.

### New applications

An interesting new application is the Newspapers' use of EDI and EAN 128, for ordering changes in delivery, invoicing and control of returns.



Olbrachtova 3  
14600 PRAHA 1

Tel : 42.2.612.11.91  
Fax : 42.2.643.24.12



## DENMARK



Svanemollevej 41  
2900 HELLERUP

Tel : 45.39.40.44.66  
Fax : 45.39.40.44.00

## ECUADOR



Av. Naciones Unidas 1084 y Av.  
Amazonas  
Edif. Banco la Previsora  
Torre B, 2° Piso, Of 209  
QUITO

Tel : 593.2.46.04.74  
Fax : 593.2.46.04.87

### EDI

DVA launched the first release of the HANCOM standard in November 1990. At the end of 1993 there were 280 users.

The development of EDI is progressed by committees whose members represent user companies (or potential user companies). The main areas where EDI is found in Denmark are transport, finance, health care, insurance, construction, industry, customs, and trade.

### Future projects

- \* Production and development of the EAN label concept. Specification of a number of users' profiles for EAN 128 coding and use of the EAN label.
- \* Use of EDI in the Danish Health Care sector including EAN location codes.
- \* Use of EDI in the supply sector (water, gas, electricity, etc).

## ECUATORIANA DE CODIGO DE PRODUCTO - ECOP

President : Luiz Alberto SAENZ

Company : SUPERMAXI

Chief Executive : Fausto REYES

Executive Staff : Jorge BAJANA - Technical Assistant  
Lida JARAMILLO - Assistant  
Ana CALISPA - Assistant

Newsletter : BOLETIN ECOP, 6/year

### Membership

At the end of 1993, ECOP had 630 members, an increase of 268,4 % over last year. A total of 440 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

- \* Food and general products turned to article numbering and implementation of bar code symbol (Seminars).
- \* Transport and system distribution showed interest for Dun 14 coding and symbology. With international experts, we trained more than 1000 technical people about EAN barcoding, printing of EAN symbols, ITF, Applications. During 1993 we assigned about 16.000 EAN codes.

### New applications

Some companies are starting to use EAN/UCC 128 Code in their system distribution.

### Future projects

- \* A product number database will be created as service to retail sector.
- \* Standardisation and coding of pallets.
- \* Barcoding seminars on national level and Seminars for printers. Seminars on UCC/EAN 128 Application Identifiers and its use in the industry.
- \* Symbol testing service for improvement of printing quality.
- \* Pharmaceutical article numbering.
- \* Adoption of EAN standards as National Standards.
- \* Continue to promote the spread of EAN numbering and barcoding applications in new sectors such as the pharmaceutical industry.
- \* Locate poor symbols and advise manufacturers for their improvement.

## **ESTONIAN CHAMBER OF COMMERCE AND INDUSTRY - EAN ESTONIA**

President : Hans JOHANNES  
Company : EESTI TAARA Ltd.  
Chief Executive : Raivo Rits - Executive Secretary

### **Membership**

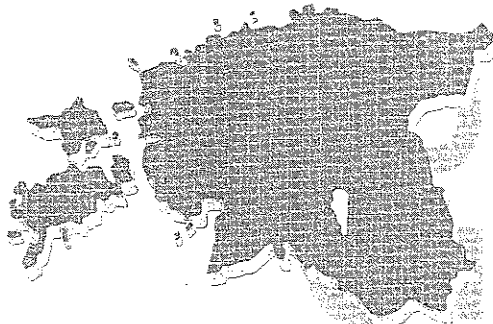
At the end of 1993, EAN ESTONIA, who joined EAN International during the year, had 60 members.

### **Leading new member companies**

- \* KALEV Ltd., leader in the sector of Chocolate.
- \* LIVIKO Distilleries, also leader in its sector of Alcoholic drinks.
- \* MASEKO Ltd, one of the biggest exporters in the sector of canned fish products.

### **Future projects**

- \* Bar code seminar in April.
- \* EAN Information list for users.



17 Toom-Kooli Street  
EE0106 TALLINN

Tel : 372.2.44.34.82  
Fax : 372.2.44.36.56

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

President : Jon DIDRICHSEN  
Company : Oy TRANS-MERI AB  
Chief Executive : Sven-Gustaf LINDROOS  
Newsletter : EAN-INFO, 2-3/year

### **Membership**

CCC of Finland has no individual members, but 12 user organisations. A total of 2.195 manufacturer numbers have been allocated to date.

### **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 1993 there were 300 users exchanging 8 trade messages.

### **Future projects**

- \* Sales Data : Together with A. C. Nielsen data will be collected from 250 stores.
- \* The implementation of EAN-128 in several sectors will be one of the main objectives of our organisation.
- \* Add-on code marking on returnable beverage containers : together with Sweden we are going to test the add-on code on returnables. The deposit administration wants to check the number and type of cans to avoid misuse of the system.

## **FINLAND**



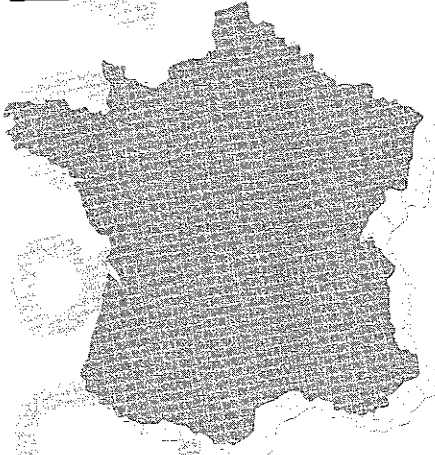
Fabianinatu 14 B  
P.O. Box 1000  
00101 HELSINKI

Tel : 358.0.65.01.33  
Fax : 358.0.65.03.03



# FRANCE

## GENCOD SARL



13 Bd Lefebvre  
75015 PARIS

Tel : 33.1.53.68.05.60  
Fax : 33.1.45.31.09.50

President : Bernard SUZANNE  
President : Philippe LEMOINE  
Company : GALERIES LAFAYETTE  
Chief Executive : Thérèse ANGUE  
Executive Staff : Joël DE CLOSMADÉUC - External Relations  
Bernard SION - Project Manager  
Pierre GEORGET - Technical Manager  
Newsletter : GENCOD Information, 4/year

### Membership

At the end of 1993, GENCOD had 15,450 members, an increase of 0,6 % over last year.

### Expansion of EAN in different sectors

Whilst the Paris Hospital and the Perfume industry are interested in EDI and EANCOM, Barcodes were used for Electric cable reels, Barcodes and EDI for Domestic Electrical Appliances. The Transport sector and Paper industry turned to EDI.

### New applications

Product number and Serial number on electronic components with EAN AI's but in Code 16 K.

### EDI

GENCOD began developing the EDI GENCOD language in 1974. Today the GENCOD language includes 25 messages covering a variety of trade functions. At the end of 1993 there were 1750 users.

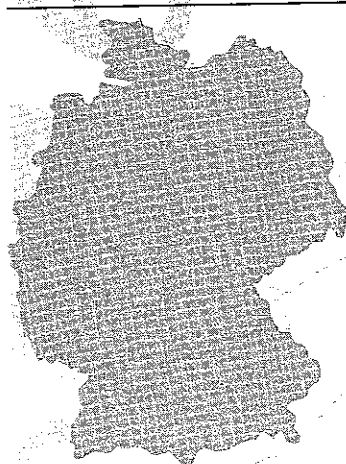
In addition the EANCOM standard is used primarily for international EDI with some limited use for national EDI. At the end of 1993 there were 100 users.

### Future projects

Development of EDI and in particular the use of ALLEGRO in all sectors of activity.

# GERMANY

## CENTRALE FÜR COÖRGANISATION - CCG



Spichernstrasse 55  
50672 KÖLN

Tel : 49.221.5749.02  
Fax : 49.221.5749.159

President : Günter LERCH  
Company : GTS - GOLDEN TEAM SPORT, c/o Kaufring  
Chief Executive : Karlheinz HAGEN - Director  
Executive Staff : Günter WAGENER - Division Manager "Data services"  
Karl SCHULTE - Division Manager "Systems Development" secretary NDWK  
Newsletter : COORGANISATION, 4/year

### Membership

At the end of 1993 with an increase of 22,5 % over last year, CCG had 31,866 members. 14,571 numbers were allocated to manufacturers and 17.295 to distributors. All numbers are also used as location codes.

### Expansion of EAN in different sectors

In transport, the use of location coding and EAN 128 has developed, whereas for sanitary goods, the use of Article Numbering, EAN 128 and EDI has increased. For furniture, an growth in Article Numbering and EDI was noted, while Article Numbering evolved in the press sector.

### Leading new member companies

- \* SPIEGEL-VERLAG, EAN, press, leading position.
- \* AXEL SPRINGER, EAN, press, leading position.
- \* SCHIEDER-MÖBEL, EAN-EDI, furniture, leader in its sector.

### EDI

CCG launched the SEDAS Data Service (SDS) with the Invoicing standard in 1977 followed by the Orders message 1983. In 1991 some 230,000 purchase orders/despatch advices for 4,800,000 items were exchanged. Today the SEDAS standards includes 9 trade messages.

Additionally, 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 over 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 optimization and market data communication.

At the end of 1993 there were 783 SEDAS, SINFOS and MADAKOM users.

CCG with the support from the CEC TEDIS program launched a SEDAS/EANCOM migration project in early 1993. At the end of 1993 there were 80 users.

## HELLENIC CENTER OF ARTICLE NUMBERING S.A. - HELL C.A.N.

# GREECE

President : I. VAKIRTZIS  
Company : CONTROLGRAPH  
Chief Executive : Fouli DIMOU GEORAKOPOULOS  
Executive Staff : S. MOSCHOU - Director  
M. YAKOUMAKIS - Administrative Executive  
G. DIMITRAKOPOULOS - Technical Executive  
Newsletter : Information Notes, 3/year

### Membership

At the end of 1993, HELLCAN had 1,154 members, an increase of 34,3 % over last year. A total of 1,154 manufacturer numbers have been allocated to date.

### EDI

A cross sectoral EDI awareness centre (EDIGRAC) has been recently established with funding from the EC Commission TEDIS project. HELLCAN (EANCOM Greece) and EDITEX Greece have established close links for promotion and development of EDI in Greece.

### Future projects

Seminars addressed to various industrial sectors will remain the main activity of HELLCAN, since general and specific information about the EAN coding system and its advantages is still deemed imperative.

Researches regarding the quality of printed symbols, as well as seminars addressed to printers etc., will continue to be of first priority among HELLCAN's activities through 1994. As far as EDI is concerned, since awareness is very low, one of HELLCAN's primary objectives during 1994 is to promote EDI and EANCOM among its members, as well as among other interested parties in cooperation with the Greek EDI Awareness Centre (EDIGRAC). The creation of a National Product Database of barcoded products is also included among our future projects for 1994.



5 Aghiou Dimitriou Squ. &  
2 Diom. Kyriakou Str.  
145 62 KIFISSIA, ATHENS

Tel : 30.1.8017.224  
Fax : 30.1.8019.156

## HONG KONG ARTICLE NUMBERING ASSOCIATION - HKANA

# HONG KONG

Chairman : William GRIMSEY  
Company : PARK'N SHOP Ltd  
Vice Chairman : Alastair McKENDRICK  
Company : WELLCOME Co. Ltd.  
Chief Executive : Anna LIN  
Newsletter : HKANA NEWS, Quarterly

### Membership

At the end of 1993, HKANA had 1,158 members, an increase of 26,4 % over last year. 6 companies are using location codes and a total of 1,134 manufacturer numbers and 483 location codes have been allocated to date.

### Expansion of EAN in different sectors

Article numbering has rapidly developed in the Food and Grocery sector along with some progress in EDI and Location coding. It is also growing in the General Merchandise sector. Initial contacts have been taken with the Health & Pharmaceutical sector for Article Numbering.



Unit B 23/F United Centre  
95 Queensway  
HONG KONG

Tel : 852.861.28.19  
Fax : 852.861.24.23

### Leading new member companies

- \* LI & FUNG Retailing (convenience stores using Article Numbering, EDI and location codes) operate numerous businesses which include 84 convenience chain stores.
- \* EMBRY (H.K.) Ltd (Apparel manufacturer & retailer using Article numbering) operates 40 retail counters and 250 wholesale outlets and plans to use article numbering in both Hong Kong and China.
- \* FORDLEY & LEE Co. (Apparel distributor using Article numbering) has already implemented article numbering in its inventory system. It also plans to use scandata for reordering.

### EDI

1993 saw the start of the EANCOM Retail EDI project in Hong Kong when 6 users of EANCOM were registered.

The technical committee of the HKANA is currently responsible for all EDI developments within the HKANA structure.

### Future projects

- \* Expand the use of article numbering & scanning to non-food industries, such as apparel, general merchandise, pharmaceutical, thereby increasing the rate of source marking.
- \* Encourage & support the use of EDI in retail and distribution industry by adopting the international EDIFACT/EANCOM messages.
- \* Promote the AI Standard and EAN-128 symbology for logistics management.
- \* Promote the EAN Location Code Standard and its application in EDI.
- \* Establish a reference library to make EAN Standards & applications available to industry.

## HUNGARY



c/o Hungarian Association of  
Packaging and Material Handling  
Rigo u.3  
1085 BUDAPEST

Tel : 36.1.113.7034  
Fax : 36.1.133.8170

## HUNGARIAN CHAMBER OF COMMERCE, EAN BUREAU - HCC

President : I. DEBRECZENY  
Company : DUNAPACK Ltd  
Chief Executive : G. VISZKEI  
Executive Staff : Judit SZIRMAYNE KOVACS - Executive Officer  
Erika SZEBENI - Executive Assistant

### Membership

At the end of 1993, HCC had 1,210 members, an increase of 31 % over last year. A total of 1,210 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

In the Health sector, Logistical applications of the EAN standards are being developed.

### Future projects

HCC will continue to promote the benefits of article numbering standards throughout the supply chain. Campaigns will be launched on location coding, EANCOM and the use of EAN/UCC 128. In support of this, seminars and the participation to SCAN HUNGARY Exhibition are planned. HCC will play an active role in the bar coding committee of the Hungarian Standards Office. The translated version of "an introduction to EDI" will be published and promoted. A cooperation agreement is in preparation with the newly founded AIM Hungary.

## EAN ICELAND

President : Vilhjalmur EGILSSON  
Company : ICELAND CHAMBER OF COMMERCE  
Chief Executive : Oskar B. HAUKSSON  
Executive Staff : Soffia VERNHARDSDOTTIR - Financial Manager  
Bjarki Mar KARLSSON - Sales Data Collection  
Ingibjorg SAEMUNSDOTTIR - Information

### Membership

At the end of 1993, EAN ICELAND had 345 members, an increase of 19,4 % over last year. A total of 30 location codes have been allocated to date.

### Expansion of EAN in different sectors

In the Health service a development of the use of EDI and Location coding was noted, and in the Transport sector, the use of location coding and EAN 128 progressed.

### New applications

Further use of EAN-128 in export of frozen fish products where the Application Identifiers are used in pallet labelling. Equally for EAN 128, an expansion in the Dairy and Warehousing Industries.

### 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 1993 there were 30 users.

### Future projects

- \* Promotion of the EAN standards in the Icelandic Health Service.
- \* Promotion of location coding in the Transport sector.
- \* Promotion and assistance in implementing EAN-128 in various sectors.

## ICELAND



ICETEC  
Keldnaholt  
112 REYKJAVIK  
Tel : 354.1.687.000  
Fax : 354.1.687.409

## EAN INDONESIA

President : Kusudiarso HADINOTO  
Company : WIRE & CABLE ASSOCIATION  
Chief Executive : Suharnoko HARBANI  
Executive Staff : Ibnu UTOMO - Executive Secretary  
Mochammad RIVAIE - Administration  
Lilies AISYAH - Communication Services  
Newsletter : Berita BAR COD, Bi-Annual

### Membership

At the end of 1993, EAN INDONESIA, who joined EAN International during the year, had 26 members.

### Expansion of EAN in different sectors

Bar Coding and its applications are being studied by the Pharmaceutical and Banking industries.

### Leading new member companies

- \* UNILEVER, NESTLE (Food specialities), SUBA INDAH (Hero Group), International companies dealing in food and personal goods.
- \* STERLING, TREBOR, Confectionary.
- \* WELLA COSMETICS, JOHNSON AND JOHNSON, Cosmetics.

### Future projects

- \* Create working groups to promote EAN coding and EDI System application.
- \* Develop internal coding application for commercial stores.
- \* Promote the use of EDI/EANCOM.

## INDONESIA



c/o YASAYAN CODEX UNIVERSALIS  
JL. R.P. Suroso No 26  
10350 JAKARTA

Tel : 62.21.325.608  
Fax : 62.21.310.3357

# IRELAND



**IRISH BUSINESS AND EMPLOYERS CONFEDERATION**  
Confederation House  
Kildare street  
DUBLIN 2

Tel : 353.1.677.98.01  
Fax : 353.1.677.78.23

## ARTICLE NUMBER ASSOCIATION OF IRELAND

President : Pat MORONEY  
Company : POWER SUPERMARKETS Ltd  
Chief Executive : Tommy McCABE  
Executive Staff : Toni HENNESSY - Assistant Secretary  
Brendan KERNAN - EDI Consultant to ANAI  
Rosemary O'NEILL - Accounts Executive  
Newsletter : ANAI News, 3/year

### Membership

At the end of 1993, ANAI had 1,141 members, an increase of 7,6 % over last year. A total of 1,084 manufacturer numbers and 135 location codes have been allocated to date.

### Expansion of EAN in different sectors

There has been an increase in Article Numbering and EDI in the Health care and Pharmaceutical sectors, and DIY/Hardware Sector.

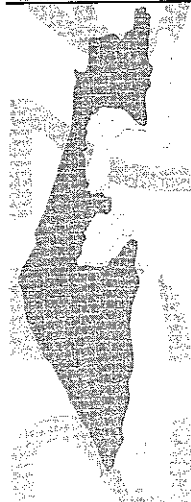
### EDI

The ANAI launched EANCOM for both national and international EDI in 1989. Today there are 135 EANCOM users.

### Future projects

- \* Market Research - In-Store basket survey to measure the pricing efficiency of scanning versus non-scanning stores.
- \* Seminar on EDI in the retail sector.
- \* Workshop on products in the non-food sectors, i.e. Garden Centres and hardware.
- \* Development of Health Care/Pharmaceutical Sector through workshops to encourage an increase in the use of the EAN Numbering System.

# ISRAEL



Industry House  
29 Hamered Street  
TEL-AVIV 61500

Tel : 972.3.519.88.57  
Fax : 972.3.662.026

## ISRAEL CODING ASSOCIATION - ICA

President : J. Gelbard  
Company : KO-OP  
Chief Executive : Amnon NADEL - Director  
Executive Staff : Sigal BLAT

### Membership

At the end of 1993, ICA had 1,506 members, an increase of 15,1 % over last year. A total of 2,531 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

Article Numbering and EDI have expanded in the Food, Textile and Pharmaceutical sectors

### EDI

ICA began their EDI activities by defining a unique business process between manufacturers and retailers over the last one and a half years.

The ICA EDI committee comprises of equal representations from both the retail and manufacture sectors. In addition to this ICA maintains close links with the Standards Institute of Israel and the Food/Textile/Pharma Manufacturers Association on EDI matters.

### Future projects

In 1994,

- \* EDI PROJECT : we intend to carry out a pilot between a retailer and a manufacturer.
- \* DESPATCH UNIT : today, the manufacturers do not implement Despatch Unit Coding, but there is a need to use this feature. We intend to increase the awareness on this subject.
- \* STATISTIC DATA : we plan to build up a system which will be able to get sales data from the retailers and work over the details.

## ISTITUTO NAZIONALE PER LA DIFFUSIONE DELLA CODIFICA DEI PRODOTTI - INDICOD

President : Luigi BORDONI  
Company : CENTROMARCA  
Chief Executive : Roberto BUCANEVE  
Executive Staff : Andrea BOI - New Projects Development Manager

### Membership

At the end of 1993, INDICOD had 15,347 members, an increase of 8,5 % over last year. A total of 15,178 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

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

- \* Consumer & Durable goods for Article numbering, EDI, Logistical applications and location coding.
- \* Transport for Location coding.

### EDI

INDICOD launched the EDI\*COMM EANCOM project in the beginning of 1991. At the end of 1993 there were 70-100 users.

### Future projects

- \* Information to members : a newsletter will be published by June 1994.
- \* 6 conventions on EAN systems and applications will be held on the occasion of national fairs.
- \* Training : a programme of technical seminars throughout the country is underway and will be fully developed. The implementation of a new training course based on computer will be evaluated.

## DISTRIBUTION CODE CENTER - D.C.C.-JAPAN

President : Shinzou AOKI  
Company : THE DISTRIBUTION SYSTEMS RESEARCH INSTITUTE  
Chief Executive : Kyosuke ASANO - Executive Director  
Executive Staff : Kozo ONO - General Manager  
Makoto SATOH - General Manager  
Hitomi SEKIKAWA - Chief Researcher  
Newsletter : DCC News, Bimonthly, SCAN News (for Overseas), Semi-annual

### Membership

At the end of 1993, DCC-Japan had 71,643 members, an increase of 4,8 % over last year. A total of +/- 74,000 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

An expansion in the use of EAN Standards has emerged in these sectors :  
Hospital (medical apparatus) ordering, inventory control for article numbering,  
Fishing apparatus, industry ordering, inventory for POS.

### New applications

Physical distribution : Apparel sector, Inspection of dispatching, Inventory, EDI (dispatching advice) etc..

### Leading new member companies

Lots of companies concerning with fishing apparatus and medical apparatus.

### EDI

In June 1993 DCC established a study committee to research all matters regarding EDI in Japan. This committee contains representatives from trade associations in Japan which represent the DCC membership and is currently actively promoting EDI standardization. This committee has recently decided to support and promote EANCOM/EDIFACT in the Japanese distribution sectors.

# ITALY



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20122 MILANO

Tel : 39.2.76.02.19.65  
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# JAPAN



The 3rd TOC - Bldg 7-23-1  
Nishi-Gotanda, Shinagawa-Ku  
TOKYO #141

Tel : 81.3.3494.4029  
Fax : 81.3.3494.4080

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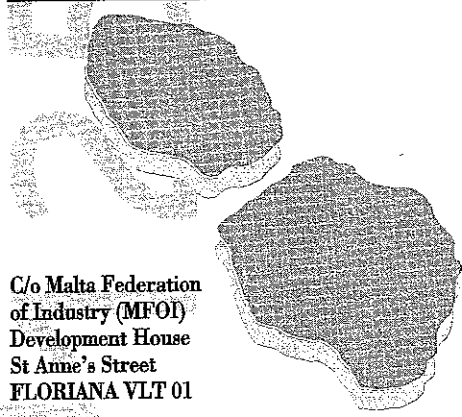
**MALAYSIA**



c/o FEDERATION  
OF MALAYSIAN MANUFACTURERS  
17th Floor, Wisma Sime Darby  
Jalan Raja Laut  
50350 KUALA LUMPUR

Tel : 60.3.293.12.44  
Fax : 60.3.293.26.81

**MALTA**



C/o Malta Federation  
of Industry (MFOI)  
Development House  
St Anne's Street  
FLORIANA VLT 01

Tel : 356.222.074  
Fax : 356.240.702

**Future projects**

- \* Research, Development of the POS System and Promotion of popularization of the POS System.
- \* Registration and Administration of the EAN/JAN (Japanese Article Number) Code and Research of applications on utilizing the EAN/JAN Code.
- \* Research on utilisation of the POS (Scanning) Data and the Data Base.
- \* Research of the on-line ordering and receiving systems (EDI).
- \* Research and Development of various kinds of card systems.
- \* Research, Development and Promotion of the Shopping mall POS System.
- \* Research of the information systemization of wholesalers.
- \* Research and Promotion of the unified business form.
- \* Registration and Administration of the supplier code.
- \* Research of systemization of overseas distribution industries and exchanging information with overseas numbering organisations.

**MALAYSIAN ARTICLE NUMBERING COUNCIL - MANC**

Chairman : Paul LOW  
Company : MALAYSIA SHEET GLASS BERHAD  
Chief Executive : Keok Yin TAN  
Executive Staff : Soo Keun AU - Country MANAGER  
Kim Haur LOH - MPN Executive  
Newsletter : MPN Newsletter, quarterly

**Membership**

At the end of 1993, MANC had 505 members, an increase of 46 % over last year. A total of 500 manufacturer numbers have been allocated to date.

**Expansion of EAN in different sectors**

Article Numbering has developed in the Retail and Manufacturing sectors.

**New applications**

The Malaysian government has set up a Malaysian EDIFACT Committee to coordinate the development of EDI in the country. MANC/FMM sits on one of the working groups on purchasing and has managed to convince them to adopt EANCOM for the distribution sector.

**Future projects**

MANC/FMM is working with the Malaysian Ministry of Domestic Trade and Consumer Affairs to accelerate the use of the EAN System. Proposals have been made to the Malaysian government for a reduction of taxes and duties on scanning and related equipment to encourage retailers to adopt scanning. Retailers will still be approached to adopt scanning at the point-of-sales and for backroom operations. For the manufacturing sector, the focus will be on the applications of EAN in the receipt and use of raw materials, production, inventory control and monitoring of sales.

**MALTA ARTICLE NUMBERING ASSOCIATION - MANA**

President : Mario CUTAJAR  
Chief Executive : Joanna GERA

**Membership**

At the end of 1993, MANA, who joined EAN International during the year, had 30 members. A total of 26 manufacturer numbers have been allocated to date.

**Future projects**

- \* Promoting the use of EAN numbering and barcoding applications especially in the distribution sector.
- \* Promoting the use of EDI and advising how the developments could be implemented in Maltese industry.
- \* Identifying other sectors which could be potential barcode users and marketing our services to increase awareness.
- \* Distributing promotional/information leaflets on EAN standards and application to all members.

**ASSOCIATION MEXICANA DEL CODIGO DE PRODUCTO AC - AMECOP**

President : Henry DAVIS  
 Company : Corporativo CIFRA, S.A.  
 Chief Executive : Lourdes SANCHEZ DE LA VEGA  
 Executive Staff : Antonio SALTO TOLOSA - Industrial and Technological Manager  
 Gabriela SANCHEZ - Public Relations Manager  
 Gilberto CASTRO - Administrative Manager  
 Maria Elena GARCIA - Systems Manager  
 Newsletter : Revista AMECOP, Bimensual

**Membership**

At the end of 1993 AMECOP had 6,636 members, an increase of 38 % over last year. A total of 5,725 manufacturer numbers have been allocated to date.

**Expansion of EAN in different sectors**

Article Numbering and Logistical Applications have grown in the Health and Hospital areas.

**Leading new member companies**

- \* PEMEX, a company dealing in oil, apply the EAN standards to their Warehouse inventory control.
- \* TELEVISA, first Media company in Mexico and Latin America is now using the EAN Product code.
- \* IMSS, active in the Health security for Hospitals, depends largely on the government and covers 80 % of the Mexican Health Secretariat. EAN Product Code.

**EDI**

AMECOP in Mexico will be starting EDI pilots using the ANSI X-12 standards in 1994. It is estimated that by the end of the year that there will be 5-10 users.

**Future projects**

- \* Implement the EAN/UCC 128 serial shipping container code in ECR pilot test.
- \* Implement ECR pilot test.
- \* Generate the EDI project implementation in the retail and industrial companies.
- \* Develop and promote more technical support products like video cassettes, magazines, guidelines, etc.
- \* Pallet committee.

**EAN MAROC**

President : Mustapha DOGHMI  
 Company : C.M.C.  
 Chief Executive : Jamal HAMDOUCH  
 Executive Staff : Aouad MOHAMED - Manager  
 Khadija IDEDDIR - Asst Manager, Secretary

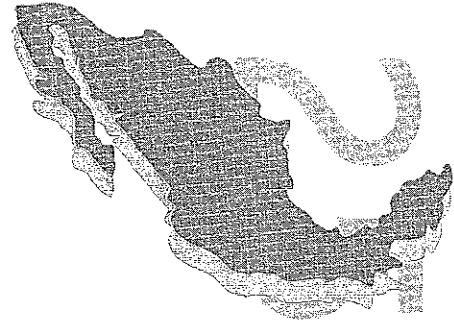
**Membership**

At the end of 1993, EAN MAROC, who joined EAN International during the year, had 40 members.

**Expansion of EAN in different sectors**

The use of EAN standards and their applications have expanded in the following areas : Chemicals, Pharmacies, Textile and Clothing exporter's, Manufacturers, Distributors.

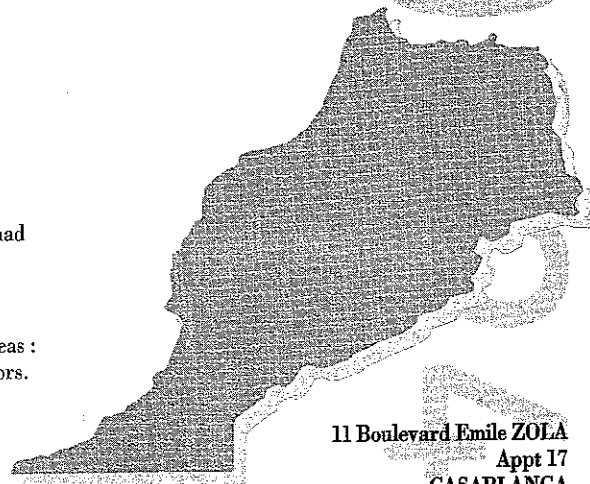
**MEXICO**



Av. Horacio 1855-6° piso  
 Col. Chapultepec Morales  
 11570 MEXICO, D.F.

Tel : 52.5.395.20.44  
 Fax : 52.5.395.20.38

**MOROCCO**



11 Boulevard Emile ZOLA  
 Appt 17  
 CASABLANCA

Tel : 212.2.50.00.00  
 Fax : 212.2.50.18.61



# NETHERLANDS

Tournairestraat 3  
1065 KK AMSTERDAM

Tel : 31.20.511.38.20  
Fax : 31.20.511.38.30

## STICHTING UNIFORME ARTIKEL CODERING - UACEAN NETHERLANDS

President : I.J. VOS  
Company : SCHUITTEMA NV  
Chief Executive : J. Peter GIETELINK  
Executive Staff : Hein GORTER DE VRIES - Deputy Manager  
Piet J. MUNSTERMAN - Secretary/Market Development Manager  
Maarten L. KOENS - Manager EDI  
Guido J. DONKERSLOOT - Manager EAN Code System  
Newsletter : UAC Perspectief, Nieuwsbericht UAC TRANSCOM, 6/year

### Membership

At the end of 1993, STICHTING UAC had 2,666 members, an increase of 14,2 % over last year. A total of 2,832 manufacturer numbers and 590 location codes have been allocated to date.

### Expansion of EAN in different sectors

- \* General Merchandise - introduction of EDI according to EANCOM.
- \* Health Care - introduction EAN 128 (patient registration) and EANCOM.
- \* Transport - introduction EAN SSCC and Pallet label.
- \* Banking - Co-operation regarding financial messages.
- \* Electro technical and Sanitary sector - introduction of EAN and EDI.

### New applications

- \* AI standard for returnable containers on bread crates and flower/plant crates.
- \* EAN 128 in a hospital environment.
- \* EAN Pallet label in industrial environment.
- \* EANCOM Sales Data Report for automatic replenishment of warehouses in the food sector.

### Leading new member companies

- \* PTT Telecom, Electro-technical sector, main client of electro-technical products in the Netherlands using EANCOM.
- \* SIEMENS, Electro-technical sector, main supplier of electro-technical products using EANCOM/EAN.
- \* SELLERS & SELLERS, General Merchandise sector, general organisation of Vroom & Dreesman, they use EANCOM to exchange data for their Direct Store Delivery.

### EDI

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.

In 1991 a project was launched to migrate the TRANSCOM trade messages to EANCOM. To date 8 messages have been migrated with approximately 1000 users of EANCOM TRANSCOM at the end of 1993.

### Future projects

- \* Migration to EANCOM.
- \* Implementation of EAN 128 and pallet label.
- \* Procedures regarding the exchange of EAN-codes and article data.
- \* Sectorial projects, Food, Do-it-Yourself, Electro-technical and Sanitary Sector.
- \* Supply Chain Management (ECR and QR).

## NEW ZEALAND PRODUCT NUMBER ASSOCIATION LTD.

President : Charles PETERSON  
Company : CHARLES S. PETERSON GROUP Ltd.  
Chief Executive : Barry HOUSTON  
Executive Staff : Bernice DAWSON - Technical Officer  
Pauline BODDINGTON - Executive Officer  
Newsletter : NZPNA News, 3/year

### Membership

At the end of 1993, NZPNA had 2,685 members, an increase of 4,5 % over last year. There are 2,474 manufacturer currently registered with NZPNA.

### Expansion of EAN in different sectors

Various sectors have experienced the growth of the EAN Standards i.e. Article numbering, logistics, EDI and POS, amongst which Timber, Aluminium, Shoe, Meat and Electrical Cabling.

### New applications

The timber, electrical cabling and possibly the shoe industry would be very keen to use EAN-128. NZPNA already have a woollen garment manufacturer and a men's clothing manufacturer using EAN-128.

### Leading new member companies

- \* BLUE BIRD FOODS, Food sector company uses EAN-128 for paperless warehousing. At present the system is "in-house" and operates between raw material suppliers and the manufacturer.
- \* ALLIANCE MEAT, EAN 128 to identify meat cuts, meat industry. They are installing automatic data capture systems using a full EAN-128 application and supplying to a market in Canada.
- \* CARTER HOLT HARVEY, uses EAN-128 for processed timber, this timber company initiated a timber industry group which involved timber suppliers, sawmillers, timber processors, wholesalers and retailers.

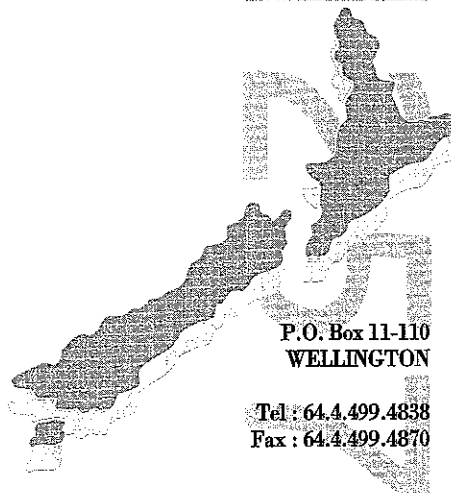
### EDI

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 1993 there were two user hub companies with about 60 trading partners.

### Future projects

- \* Form an electronic trading working group to co-ordinate industry and inter-industry electronic trading activities.
- \* Establish working parties for the shoe, aluminium (and other metals) and electrical cabling industries to develop EAN solutions using EAN 128.
- \* Liaise with retail and manufacturer trading associations to conduct chief executive officer discussion groups to promote the EAN Identification System.
- \* Hold meetings with banks to encourage them to participate with retailers and manufacturers to develop electronic funds transfer using EDI.

# NEW ZEALAND



P.O. Box 11-110  
WELLINGTON

Tel : 64.4.499.4838  
Fax : 64.4.499.4870

693108949

# NORWAY

## EAN NORGE



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0580 OSLO

Tel : 47.22.65.10.00  
Fax : 47.22.64.39.52

Chairman of the Board : Edvart AAMODT  
Company : JOH. JOHANNSSON  
Chief Executive : Evelyn JOHANSEN  
Executive Staff : Toril BARKHOLM - Accountant  
Berit M. ANDERSEN - Secretary  
Randi HAFTORN - Technical Executive  
Newsletter : EAN NYTT, 2-3/year

### Membership

EAN NORGE has no individual members. In all, 5 organisations are represented. At the end of 1993 a total of 2,413 manufacturer numbers and 8,621 location codes have been allocated to date.

### Expansion of EAN in different sectors

An expansion in the use of EAN standards and applications has been noted in all sectors.

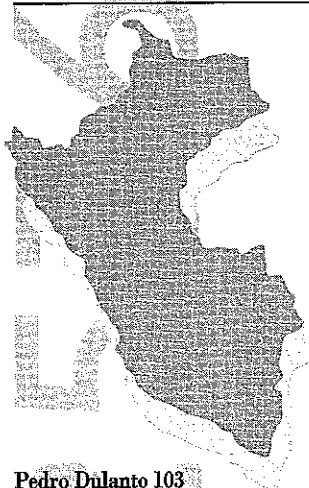
### EDI

Since 1985 NVF has been the responsible body for the maintenance of the STANDARD RECORDS currently including 10 trade messages. At the end of 1993 there were 2100 users.

At the end of 1991, NVF launched an EANCOM project. By the end of 1993 there were 53 users.

# PERU

## ASOCIACION PERUANA DE CODIGOS - APC



Pedro Dulanto 103  
BARRANCO - LIMA 04

Tel : 51.14.44.52.93  
Fax : 51.14.45.70.08

President : Erasmo WONG LU  
Company : E. WONG S.A.  
Chief Executive : Alberto SPARROW ROBLES  
Executive Staff : Mary WONG SUEHIRO - Technical Manager  
Newsletter : APC - INFORMATIVO, Trimestrial

### Membership

At the end of 1993, APC had 275 members, an increase of 35,5 % over last year.

### Expansion of EAN in different sectors

- \* Retail-Distribution : more than 15 supermarket chains have implemented scanning in their stores.
- \* Books and Magazine publications : use of EAN Codes with ISBN.

### New applications

Coupon coding : Development of the national standards of the EAN Application.

### Future projects

- \* Our first priority during the coming year is to strengthen the EAN Standard codification for Consumer units, increase our membership and develop new services.
- \* The Second International Bar Code Forum will be organised for member and non-member companies in order to promote the bar code technology and advantages.
- \* Creation of EDI-EANCOM Committee.
- \* A symbol checking service will be made available to our members by March 1994.

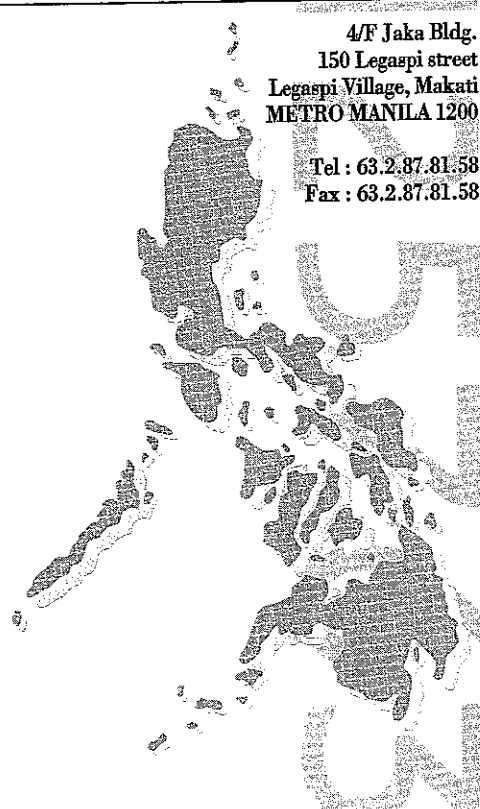
## PHILIPPINE ARTICLE NUMBERING COUNCIL - PANC

## PHILIPPINES

President : José A. ALBERT  
Company : PHIL. ASSOCIATION OF SUPERMARKETS Inc. PASI  
Chief Executive : José A. ALBERT  
Executive Staff : MitoS TATLONGHARI - Secretary  
MA. Cristina RILLO - Treasurer  
Diosdado ROJO - Clerk  
Socrates SOBREINTO - Messenger

4/F Jaka Bldg.  
150 Legaspi street  
Legaspi Village, Makati  
METRO MANILA 1200

Tel : 63.2.87.81.58  
Fax : 63.2.87.81.58



### Membership

At the end of 1993, PANC, who joined EAN International during the year, had 123 members. A total of 123 manufacturer numbers have been allocated to date.

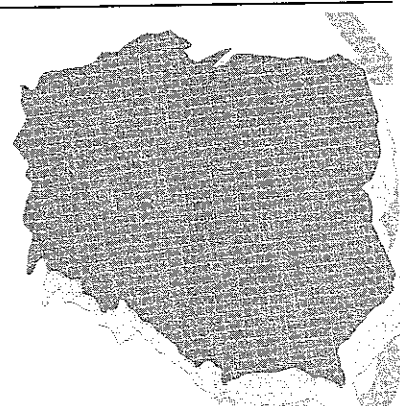
### Future projects

PANC will continue its work promoting EAN. During the third quarter, PANC will begin work on the promotion and education of EAN/UCC 128. The first fully scanned stores will be on line before the end of the first semester of this year. PANC is finalizing a Code of Practice for Retailers. The document should be ready for release before the end of March. A Consumer Education Program regarding scanning will be launched. PANC will be releasing its Operating Manual this year.

## BAR CODING CENTRE OF POLAND

## POLAND

President : Grzegorz SZYSZKA  
Company : INSTITUTE OF WAREHOUSE MANAGEMENT  
Chief Executive : Krzysztof PUCIATYCKI - Director  
Executive Staff : Elzbieta HALAS - Deputy Manager  
Anna CHODOROWSKA - Marketing Manager  
Ewa IWICKA - EAN Code system Manager



### Membership

At the end of 1993, BCC of Poland had 1,110 members, an increase of 117,2 % over last year. A total of 1,111 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

The Health industry is starting to use Article Numbering for medicines, etc. And in the Distribution sector, location codes are being applied.

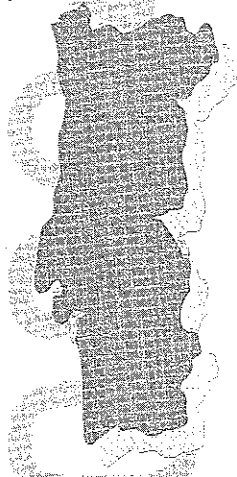
### Future projects

- \* Elaboration of a comprehensive specifications manual and a guide for using EAN codes.
- \* Promotional campaign on the withdrawal of ITF-6 bar code and its substitution by AI 01.
- \* Start editing a newsletter, as part of the quarterly "LOGISTICS" - edited and distributed by the Institute of Warehouse Management.

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61-755 POZNAN

Tel : 48.61.523.794  
Fax : 48.61.526.376

# PORTUGAL



Rua Professor Fernando da  
Fonsica 16  
1600 LISBOA

Tel : 351.1.758.62.72  
Fax : 351.1.758.95.08

## ASSOCIAÇÃO PORTUGUESA DE IDENTIFICAÇÃO E CODIFICAÇÃO DE PRODUCTOS - CODIPOR

President : António ROQUETTE CAMPELLO  
Company : NESTLÉ Portugal S.A.  
Chief Executive : Maria-Luiza CARREIRA  
Executive Staff : Marc DEFRETIN - EDI Manager  
Humberto ESTRELA - BAR CODE Manager  
Newsletter : CODINFORMA 4/year - 1994

### Membership

At the end of 1993, CODIPOR had 2,339 members, an increase of 15,1 % over last year. A total of 29 location codes have been allocated to date.

### 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 there were 10 users.

### Future projects

CODIPOR, during 1994 will undertake to :

- \* Organise 29 seminars on bar code; 15 seminars on EDI/EANCOM; workshops on bar codes and EDI/EANCOM.
- \* Publish standards, EAN-128 (translation), EAN Pallet label (Translation), EAN specifications manual (update), others, sectorial EDI User's guide, Newsletter "CODINFORMA" 4/year, new brochures.
- \* Conclude EDI messages database.

# RUSSIAN FEDERATION



P.O. Box 10  
117415 MOSCOW

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## AUTOMATIC IDENTIFICATION ASSOCIATION UNISCAN

President : Viatcheslav I. TELEGUIN  
Chief Executive : George NASONOV - Deputy General Director  
Executive Staff : Alexandre LEANDROV - Technical Manager  
Galina ZAITZEVSKEYA - Financial Manager  
Vladimir SHOFINOV - Administrative Manager  
Helena SHISHOVA - Administrative Assistant  
Newsletter : Uniscan News, Bi-annual

### Membership

At the end of 1993, UNISCAN had 283 members, an increase of 88,7 % over last year. A total of 260 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

- \* PHARMACEUTICAL PRODUCTS (Standards would be adopted in 1994) - Article Numbering.
- \* INDUSTRIAL APPLICATION (Draft standards for metallurgy companies are under consideration now) - Article Numbering.

### Future projects

- \* Adopt UCC/EAN-128 AI standard as a national standard.
- \* Encourage the use of EAN standards in pharmaceutical sector.
- \* Develop standards specifications for the steel industry.

## SINGAPORE ARTICLE NUMBER COUNCIL - SANC

President : Robert CHUA  
Company : ACE DAKIN (S) Pte Ltd  
Chief Executive : Jin Soon TAN  
Executive Staff : Janice KWOK - Executive Secretary  
Rosyati MOHD SAID - Administrative Assistant  
Jenna LIM - Clerical Assistant  
Newsletter : SANC News, Quarterly

### Membership

At the end of 1993, SANC had 915 members, an increase of 19,8 % over last year. A total of 915 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

SANC is actively promoting the EAN Product Numbering System for the identification of health care products as well as for newspapers, stationery and garments. SANC is encouraging the use of EDI in the health care sector, and of EANCOM.

### New applications

SANC is working with industry leaders in central warehousing to promote EAN-13 and EAN 128.

### Leading new member companies

- \* SINGAPORE POST Pte Ltd uses the EAN product numbering system for airmail letters and stamps in packages. This organisation is the Postal Authority of Singapore.
- \* NTUC Fairprice Co-operative Ltd., one of the largest Supermarket Group in Singapore with more than 40 supermarket branches and using POS Scanning and EDI, joined SANC on 28 May 1987. By 1993, all NTUC Fairprice supermarket outlets have been fully installed with POS scanning equipment. In 1993, SANC also worked with this company to conduct trials on EANCOM Purchase Order.
- \* WELLCOME Singapore Pte Ltd. SANC worked very closely with this company to spearhead the coding of pharmaceutical products distributed in Singapore. This company is a leader in pharmaceutical field.

### EDI

The Singapore Government has established separate EDI Committees. Five committees have been established to date: EDI for consumer goods, EDI for medical products, EDI for manufacturing of electronic components, Tradenet, and Lawnet.

SANC chairs the EDI for consumer goods committee and has recommended the use of EANCOM. A trial project was launched in early 1993 in which 26 users took part.

### Future projects

SANC is focussing on the Health care sector, working with 9 hospitals in Singapore to promote EAN system for product identification to harmonise the current drug registration number and also to promote EANCOM for pharmaceutical products.

## SLOVENIAN ARTICLE NUMBERING ASSOCIATION - SANA

President : Rudi CORN  
Chief Executive : Franc KOGOVSEK

### Membership

At the end of 1993, SANA had 573 members, an increase of 149,1 % over last year.

### Future projects

- \* Change to EAN Slovenia - legally independent subject, new statutes.
- \* Put together a short form description of the EAN data structures + symbolologies
- \* Complete the "User Manual" adopting Swiss User Manual approach.
- \* Apply National system for drug identification.
- \* Work in Joint program with EDI Slovenia.

## SINGAPORE



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SINGAPORE 0923

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Fax : 65.338.33.58

## SLOVENIA

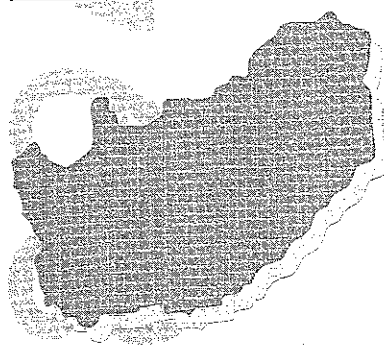


Dimiceva 9  
61000 LJUBLJANA

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Fax : 386.61.218.380

# SOUTH AFRICA

## SOUTH AFRICAN NUMBERING ASSOCIATION - SAANA



P.O. Box 41417  
CRAIGHALL 2024  
JOHANNESBURG

Tel : 27.11.447.61.10  
Fax : 27.11.447.41.59

Chairman : C.D.G. HURST  
Company : PICK 'N PAY  
Chief Executive : R. M. PEARCEY  
Newsletter : SAANA Newsletter, Quarterly

### Membership

At the end of 1993, SAANA had 3,769 members, an increase of 18,9 % over last year. A total of 3,674 manufacturer numbers and 3,674 location codes have been allocated to date.

### Expansion of EAN in different sectors

An increase in EAN Barcoding and the use of EDI has taken place in the Pharmaceutical, Chemical, Packaging and Paper industries.

### EDI

At the end of 1988 SAANA launched the SAANA EDI Standards currently including 11 trade messages. At the end of 1993 there were approximately 70 users. The principal messages used are the Order and the Pricing Confirmation. EANCOM has officially been adopted for international EDI.

### Future projects

Top priority has been given to having gateways provided between major VAN's at no additional cost to users.

# SOUTH KOREA

## KOREA ARTICLE NUMBERING CENTER - KANC



Room 1111, Textile Center B/D  
944-31 Daechi-3dong, Kangnam-ku  
SEOUL

Tel : 822.528.5454  
Fax : 822.528.5450

President : Sang-Pil CHA  
Chief Executive : Jai-Ho HYUN  
Executive Staff : Tong-Joon PARK - General Manager  
Newsletter : KAN News, Quarterly

### Membership

At the end of 1993, KANC had 1,583 Members, an increase of 99,1 % over last year. A total of 1,527 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

KANC has noted a growth in the use of EAN Article Numbering in the Health and Drinks industries.

### Leading new member companies

- \* SAMSUNG Co. Ltd, Manufacturer/wholesaler using Article Numbering, is one of the largest general trading companies in Korea and its membership is expected to have a great impact on the possible joining of other companies.
- \* ANGEL MUSICAL INSTRUMENTS Co. Ltd, Makers of musical instruments and users of Article Numbering, is the first company that is allocated an EAN number as a maker of musical instruments. Its membership will promote registrations from other musical instrument makers.

### EDI

In March 1993 KANC launched a project KANCOM to develop national guidelines for the use of EANCOM. KANC's EDI Committee has been designing draft messages for the distribution sector using EANCOM as the basis and submits these to the Korea EDIFACT Committee for examination and approval. A number of messages designed and tested by the Korea EDIFACT Committee are in use for import/export licences.

## Future projects

KANC intend to strengthen promotional activities with other organisations concerned to secure unregistered companies. Additionally, they will redouble their efforts to spread EAN-128 standards in order to enhance the efficiency of logistics of member companies. In this connection, major future projects will be as follows :

- Development of 5 EDI standard messages.
- Improvement in KAN Code filing system.
- Implementation of Scan-data service on a test basis.
- Publication of EAN-128 manual.
- Publication of location code manual.
- Seminars on EAN code twice a week.

## ASOCIACION ESPANOLA DE CODIFICATION - AECOC

President : Federico RIERA - MARSÀ  
Chief Executive : Jose Maria BONMATI PEREZ  
Executive Staff : Gabriel IZARD GRANADOS - Technical Director  
Alejandro SANCHEZ COLL - AECOM Manager  
Rafael MIQUEL CARRASCO - Marketing Director  
M. HERNANDEZ DE LORENZO - Administrative Manager  
Newsletter : CODIGO - 84/Bi-Monthly

## Membership

At the end of 1993, AECOC had 8,724 members, an increase of 4 % over last year. A total of 10,616 manufacturer numbers have been allocated to date.

## Expansion of EAN in different sectors, New applications

The optical industry has started using EAN Codification, the stationary sector is increasing the EAN Barcode use and Electronic material business is beginning to develop the EDI application. Initiation to spread POS software for small specific retail shop has been noted. The use of EAN Codification for electrical counter registers, electric pole, etc is also successful as is solution finding in barcode identifications for warehouses.

## Leading new member companies

- \* CAIXA D'ESTALVIS I PENSIONS DE BARCELONA, a Spanish savings bank, leader in its sector, uses EAN-128 code in order to charge the notes into the account.
- \* PRENSA ESPANOLA, leader in the newspapers and magazines editions, has adopted EAN codes for its products.
- \* TELEVISION ESPANOLA S.A., is a state Spanish TV which uses barcodes for its internal video cassettes classification and for the commercialisation of its products.

## EDI

AECOC launched the AECOM standard at the end of 1988 and the EDI service in March 1991. The AECOM standard currently includes 13 trade messages. At the end of 1993 there were 340 users.

Since 1991 AECOC has participated in the CEC TEDIS Concorde Project interconnecting the AECOM service with the ALLEGRO service in France. EANCOM is used for international EDI. At the end of 1993 there were 3 users.

## Future projects

- \* DIY starts this year. A codification Committee is going to be formed with representatives of manufacturer and distributor sectors, in order to develop the codification in this sector.
- \* Promotion of the use of EAN-128 for application in factories and warehouses distribution environment.
- \* Develop a multi-sectorial EDI project for transports (logistic service providers) bank (Financial EDI) ETC ...
- \* Set up a system for tracking non 100% EAN readable symbols found on the market.

SPAIN



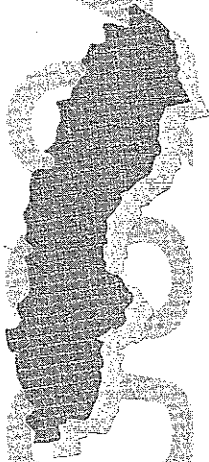
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# SWEDEN

**EAN SWEDEN**



Klarabergsviadukten 90  
S-106 13 STOCKHOLM

Tel : 46.86.98.30.40  
Fax : 46.86.98.30.49

President : Nils Eric NÄSLUND  
Company : DLF  
Chief Executive : Björn PASSAD - Managing Director  
Executive Staff : Bengt FRIGGEBO - Executive Manager  
Kristina FAGERLIN - Executive Officer  
Newsletter : EAN-NYTT, Bi-annual

### Membership

At the end of 1993, EAN Sweden had 3,694 members, an increase of 31,4 % over last year. A total of 3,894 manufacturer numbers and 10,218 location codes have been allocated to date.

### Expansion of EAN in different sectors

The Health industry is using EANCOM and EAN Location codes, and the Construction sector is using EANCOM in full, EAN Article numbering and EAN Location code.

### New applications

A wider use of EAN article numbers with EAN Symbols in pricelists to be scanned when ordering, particularly for Books by Publishers and for Radio/TV by Manufacturers.

### Leading new member companies

The new applications below are not performed by members but developed by EAN Sweden.  
\* A.C. Nielsen and GfK, Collecting POS salesdata in the food sector for a nationwide/ weekly/per chain statistically relevant information using EDI (EANCOM). Quicker, more frequent, more reliable market data. It is a key activity now in full scale operation.  
\* Skanska, EANCOM, Construction, because it is a leading company in its sector and makes EAN "the industry standard".

### EDI

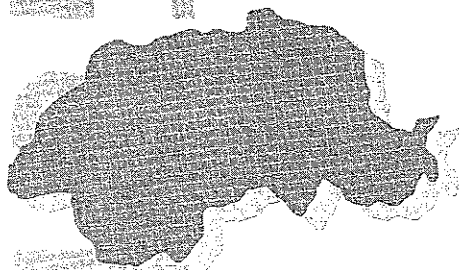
EAN Sweden launched the EANCOM EDIT (EDI Trade) project in 1991. EANCOM has been adopted for both national and international EDI. At the end of 1993 there were 150 users.

### Future projects

Implementation of EANCOM version 3. Working in a not widely spoken language like Swedish to translate a new version and have it revised by an EDI-committee, prepared and checked for printing is a major effort. In addition EAN SWEDEN will distribute, promote and educate in the new version. EDI is at present a fast growing application which makes the introduction of the new version that more important, also EANCOM attracts industries and the public sector which means more interest for EAN article numbering and EAN-128 outside our core-members. This means that EAN SWEDEN will continue to do what they always have done, caring for new members but at an increased tempo.

# SWITZERLAND AND LIECHTENSTEIN

**EAN - SWITZERLAND**



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CH - 4053 BASEL

Tel : 41.61.361.38.38  
Fax : 41.61.361.39.97

President : Hans Thuli  
Company : COOP SCHWEIZ  
Chief Executive : Robert SCHUBENEL  
Executive Staff : Paul GERBER - Manager EANCOM  
Newsletter : Bulletin, 2/year; Express-Bulletin 3/year

### Membership

At the end of 1993, EAN SWITZERLAND had 1,567 members, an increase of 10,7 % over last year. A total of 1,665 manufacturer numbers and 3 location codes with a capacity of 100.000 and 2 single EAN-13 location codes have been allocated to date.

### Expansion of EAN in different sectors

EDI, Location coding and EAN standards as logistical applications have developed in the Banking, Post and Telecommunication sectors, whilst the Packaging material industry has increased its use of EAN Standards for item identification and EDI.

## Leading new member companies

- \* SWISS BANK CORPORATION, is the first bank to have joined the EAN Switzerland association and now a member of their board. Other banks have followed this example such as the Union Bank of Switzerland and Credit Suisse to participate in our EANCOM project. Their main interest is for the EAN Location code.
- \* SYNTHES, manufacturer of implants, user of EAN Article Identification, is the first company in Switzerland to have migrated from EHIBC to the EAN System. Amongst others who have followed this example are Protek, Allo-Pro and Stratec.
- \* SCHWEIZ. ISOLA-WERKE, using EAN Article Identification, are manufacturers of cables and wires and opinion leaders within the electrical sector. In 1994 all electrical supplies (cables, switches, etc) will be identified with the EAN system (ca 120.000 articles) and replace a sectorial solution using a generic numbering system.

## EDI

SACV launched the EANCOM nEANder project in 1990. The name of the project has been changed to EANCOM-CH because EANCOM has been adopted for both national and international EDI.

## Future projects

- \* To implement EAN for identification of raw material, packaging material.
- \* Strengthen our presence in the health sector (hospitals).
- \* Introduce EAN in the watch and jewellery sector.
- \* EDI, new partners for transport sector, warehousing companies.
- \* Open the central EAN databases for potential users.

## COMMERCIAL AUTOMATION AND NUMBERING INSTITUTE - CAN

President : P. C. CHANG  
Chief Executive : Lin HUI  
Executive Staff : J. S. HU - Director of promotion department  
Macro HUNG - DP. Center Manager  
Joyue LIN - Systems integration Manager  
James YANG - Systems Application Manager  
Newsletter : CAN News, quarterly

## Membership

At the end of 1993, CAN had 3,650 members, an increase of 35 % over last year. A total of 3,650 manufacturer numbers have been allocated to date.

## Expansion of EAN in different sectors

In the Health care sector, a development in the main application of Article numbering

## Leading new member companies

- \* LIU KUNG Agriculture Foundation Taipei.
- \* All the Farmers Associations in Taiwan.
- \* MAKRO Taiwan Ltd., Article Numbering, wholesaling and retailing. The annual sales of Makro is about NT\$30 billion with 1,500 suppliers.

## EDI

CAN launched the TTEDIS project in late 1991 to develop national guidelines of EANCOM. EANCOM will be developed for national and international EDI. The CAN EDI committee is split into 4 sub-committees handling Chinese version of the standards, legal issues and government policy, promotion and marketing, and planning and operation research. The committees are made up of representatives of all business sectors and some government officials.

At the end of 1993 there were 50 users of EANCOM.

## Future projects

- \* To promote the plan of Commercial Automation of Department of Commerce, Ministry of Economic affairs : A) Article numbering : Focus on DUN and EAN 128  
B) EDI : Focus on the application of networks of EDI to reach the test of message standard.
- \* To promote article numbering, location code, EAN 128 and standard of EDI in health, electrical appliance, stationery, etc ...through committees, activities and training courses.

TAIWAN

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# THAILAND



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BANKOK 10300

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## THAI ARTICLE NUMBERING COUNCIL - TANC

President : Chokchai AKSARANAN  
Company : CHAROEN POKPHAND GROUP  
Chief Executive : Pitchya VAJARODAYA  
Executive Staff : Julawit LAIYANGKURN - Technician  
Rungtiwa KLAKHANG - Customer Service  
Newsletter : 4/year

### Membership

At the end of 1994, TANC had 318 members, an increase of 144,6 % over last year. A total of 318 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

TANC have started developing product source marking.

### Leading new member companies

- \* LEVER BROTHERS (Thailand), Manufacturer and Distributor of consumer products, were the first company to implement the EAN system in Thailand,
- \* TANG HUA SENG, Department store. The chairman of the retailer association announced the need of the EAN symbol source marking from suppliers.

# TUNISIA



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TUNIS 1000

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Fax : 216.1.334.574

## SOCIETE TUNISIENNE DE CODIFICATION - TUNICODE

President : Hamra GRIRA  
Company : MACASIN GENERAL  
Chief Executive : Bagdadi BOUHAJEB  
Executive Staff : Chadia KHEMISSI - Secretariat  
Kamel BEN M'NA - Responsable Communications  
Moncef BEN GUEDIDA - Service Suivi

### Membership

At the end of 1993, TUNICODE had 240 members, an increase of 200 % over last year. A total of 160 manufacturer numbers and 160 location codes have been allocated to date.

### Future projects

We hope to be more active this year. We have forged quite good relations with the Ministry of Economics and the Secretary of State for Commerce in order to organise together public awareness campaigns which should assist us in promoting EAN Standards. We are thinking of organising meetings with the pharmaceutical industry to familiarise them with the codification of medicines with EAN-13 and EAN-8.

## THE UNION OF CHAMBERS OF COMMERCE, INDUSTRY, MARITIME COMMERCE AND COMMODITY EXCHANGES OF TURKEY - UCCE

# TURKEY

President : E. Yalim EREZ  
Company : UCCE  
Chief Executive : Hasan DENIZKURDU  
Executive Staff : Iskender ELVERDI - Deputy Secretary General  
Meftune EMLROGLU - Head of Trade and Industry Dept.  
Tugrul BELEN - Director of Trade and T.I.R. Dept.  
Deniz HASTURK - Expert  
Newsletter : MMNM Haber Bülteni, Quarterly



Atatürk Bulvarı No. 149  
06640 BAKANLIKLAR - ANKARA

Tel : 90.4.424.22.43  
Fax : 90.4.418.32.68

### Membership

At the end of 1993, UCCE had 952 members, an increase of 111 % over last year. A total of 952 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

UCCE deals mainly with Article Numbering which in Turkey is applied to pharmaceutical goods, public sector, textile, food and chemical industries, etc.

### Leading new member companies

- \* KARACA ÖRME SANAYI VE TİCARET A.S., Company in the Textile sector, specialising in knitwear, uses Article Numbering.
- \* TÜRKİYE SEKER ABRIKALARI also using Article Numbering, is a State owned Enterprise in the food sector, holding approximately 95 % of the sugar production in Turkey
- \* BEKO TİCARET A.S., Company in the Electrical Appliances and Spare Parts industry, Specialised in the household equipment equally uses Article Numbering.

### Future projects

In the coming days, UCCE intends to amend its Book of Instructions on Barcode Applications. The amended instructions will become effective on approval by the Board of Directors. Barcode registration and application procedures will be simpler and more time efficient. Besides, it is planned that a technical and a consultant committee be set up to follow up on recent developments in barcode applications. Also, UCCE will be able to follow up more efficiently and effectively their member registrations by installing a more advanced computer system and are planning to publish a quarterly news bulletin in order to inform their members about the latest developments in the EAN System.

## ARTICLE NUMBER ASSOCIATION (UK) LTD

# UNITED KINGDOM

Chairman : F.C. Colin SMITH  
Company : PROCTER & GAMBLE Ltd  
Chief Executive : Andrew OSBORNE  
Management Staff : Stephen CRONBACH - Head of EDI  
Kian TAVAKKOLI - Head of Administration  
Newsletter : ANA News, Quarterly



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LONDON WC2B 6AR

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Fax : 44.71.240.81.49

### Membership

At the end of 1993, ANA UK had 10,345 members, an increase of 6,7 % over last year. A total of 12,100 manufacturer 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 sectors including :

- \* Packaging - Pallet labelling.
- \* Healthcare - Article numbering, location numbering, EDI, Bar codes.
- \* Electronics - EDI, AI.
- \* Utilities - EDI.
- \* Agrochemicals - Article numbering, Bar coding, EDI.
- \* Transport - Pallet labelling, EDI.
- \* Electrical - Article numbering, Bar coding, AI, EDI.
- \* Shoes - Article numbering, Bar coding, EDI.
- \* Jewellery - EDI.

## URUGUAY



Juan Benito Blanco 3299/501  
11.300 MONTEVIDEO

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Fax : 598.2.620.960

## CENTRO URUGUAYO DE NUMERACION DE ARTICULOS - C.U.N.A.

### New applications

- \* Application helping to manage the supply chain : Scanning article numbers for goods receiving at factories and warehouses, Scanning pallet labels at goods receiving points and in distribution, Scanning batch numbers and dates.
- \* Utility billing using EDI

### EDI

The ANA started developing the TRADACOMS standard on the basis of the UNGTDI syntax in 1979. Today TRADACOMS messages cover a wide variety of trade functions. At the end of 1993 there were 8000 users.

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 1993 there were some 700 users.

### Future projects

- \* Promotion of standards supporting supply chain management
- \* Participation in CEN activities
- \* Development of EDI standards to meet the tendering requirements in Government procurement
- \* Coordination of national activities on trade EDI

President : Juan Angel MOSCA  
Company : Mosca Hermanos S.A.  
Chief Executive : Jorge Perez BLANCO - Executive Director  
Executive Staff : Juan Carlos VAZUEZ - Technical Officer  
Gustavo ISRAEL - Executive Director  
Newsletter : Codigo Uruguayos, Quarterly

### Membership

At the end of 1993, CUNA had 236 members, an increase of 280,6 % over last year. A total of 228 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

The development of the use of Article Numbering in the Pharmaceutical sector has been noted.

### Leading new member companies

A significant increase in the level of codification of national products was a consequence of the implementation of scanners in the POS of the subsidiary stores of the SUPERMERCADO TIENDA INGLESA (Henderson & Cia. S.A.) supermarkets. CIBA GEIGY URUGUAYA S.A., Uruguayan branch of the multinational Pharmaceutical industry company is the leader in codification (Article Numbering) of pharmaceutical products.

### Future projects

- \* Publication of the new manual of National Guidelines of Numbering and Symbol marking for consumer and dispatch units.
- \* Work on the expansion of the codification on pharmaceutical sector with EAN System.
- \* Promote the use of UCC/EAN 128
- \* The EDI work group will be operational this year. It's activities will focus on the study and development of EDI in Uruguay. This work will be completed by a policy of diffusion of the system.

## ASOCIACION PARA LA CODIFICACION INTERNACIONAL DE PRODUCTOS DE VENEZUELA - CIP

## VENEZUELA

President : Luis FINOL  
Company : CASA PARIS  
Chief Executive : José Luis MEJIA  
Executive Staff : Milagros DE GONZALES - Assistant to the President  
Luis BELLO - Technical Coordinator  
Newsletter : C.I.P. Informa, Quarterly

### Membership

At the end of 1993, CIP had 303 members, an increase of 99,3 % over last year. A total of 272 manufacturer numbers have been allocated to date.

### Future projects

- \* Creation and development of EDI - Venezuela
- \* Further development of the work on EDI/EANCOM and DPP projects.



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Edif. Omnis - Pzo 8 - Ofic. 82  
Frente al Centro Comercial Bello Campo  
CARACAS

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## YUGOSLAV ARTICLE NUMBERING ASSOCIATION - YANA

## YUGOSLAVIA

President of the Assembly : Vladimir POPOVIC  
Company : YUNICO, Beograd  
President of the Board : Josip Dr STANTIC  
Chief Executive : Bozidar MITIC - Secretary  
Executive Staff : Svetislav JOVANOVIC  
Newsletter : YANA - INFO, quarterly

### Membership

At the end of 1993, YANA had a total of 755 members, an increase of 7,4 % over last year. A total of 758 manufacturer numbers have been allocated to date.

### Expansion of EAN in different sectors

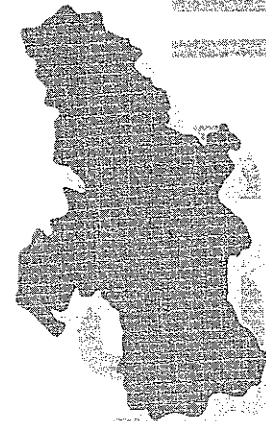
The use of Article Numbering has started in the Health sector.

### Leading new member companies

- \* YUNICO, IT consulting and engineering company, supply equipment for scanning and bar code production. YANA and YUNICO have a very tight cooperation. Representatives of YUNICO are very active participants in YANAS work (members of YANA's bodies, organising EAN workshops, preparing YANA-Info bulletin, etc) YUNICO specialises in bar code consulting and engineering, including software and hardware solutions. It is the main organiser of the YUSCAN '94 conference. The main application of YUNICO is the development of information system based on EAN standards and bar codes. YUNICO is also involved in EAN bar code education and workshops.
- \* LOLA Corporation is an IBM-CIM Computer integrated manufacturing business partner which offers consulting and engineering services, including software and hardware solutions. In 1993 LOLA installed in two major Yugoslav factories EANCOM purchasing and invoicing modules. LOLA education centre has developed executive seminars for promoting EANCOM solutions. IVO LOLA RIBAR is also developing and using EANCOM messages.

### EDI

YANA has recently established an EANCOM trial which will have 20 users by the end of 1994. An EDI working group meets on a quarterly basis to progress the development and promotion of EANCOM. EANCOM will be used for national and international exchanges.



Terazije 23  
BEOGRAD

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# NUMBERING IN THE EAN COMMUNITY

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The tables on the next pages 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 1993 proved once more to be a year of considerable expansion:

\* Bolivia, Paraguay and the Slovak Republic joined the EAN organisation.

\* Over 235,000 member companies worldwide participate in the EAN system.

# ELECTRONIC DATA INTERCHANGE IN THE EAN COMMUNITY

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The tables are a result of our annual questionnaire on EDI an EANCOM. A more detailed report is available at the General Secretariat.

At the end of 1993 of the 56 Numbering Organisation members of EAN International, 30 were actively involved in EDI projects, with an additional 7 Numbering Organisations in the planning stage. There were 18,089 EDI users worldwide, an increase of 26.7 % compared to 1992. In addition to this there were over 2,889 users of the EANCOM standard, an increase of 199%. The use of EANCOM as EDI standard is expected to double again during 1994.

Several new EDI projects were launched in the Czech Republic, Hong Kong, Mexico, Taiwan and Yugoslavia. The majority of these projects have been launched on the basis of EANCOM as the implementation guideline for the international UN/EDIFAC T 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.

## NUMBER OF MEMBER COMPANIES

NUMBERING ORGANIZATION	DISTRIBUTORS										TOT 93	TOT 92	GROWTH %		
	Manufacturers			Wholesalers Retailers										Others	
	Food	Non F.	Oth	TOT	WF	WNF	RMRF	RMRNF	RSS	TOT					
<b>EUROPE</b>															
Austria				2520							361	244	3125	2910	7.4%
Belgium	1112		1050	2162							254		2416	1947	24.1%
Bulgaria	31	35		66	7	2					9		75	19	294.7%
Croatia	72	108		180	6	10	1	3			20	3	203	124	63.7%
Cyprus	285	92		377	33	29	11				73		450	352	27.8%
Czech&Slovak (2)	984	82	50	1116							0	57	1173	821	42.9%
Denmark (1)				** Members = Organizations only									2542	2199	15.6%
Estonia	28	28		56	1	2					3	1	60	0	-
Finland (1)				** Members = Organizations only									2500	1823	37.1%
France				14700							600	150	15450	15360	0.6%
Germany	5947	8624		14571							17295		31866	26020	22.5%
Greece	692	440	8	1140							3	3	1146	859	33.4%
Hungary	1100	90	10	1200							10		1210	923	31.1%
Iceland				0							0		345	289	19.4%
Ireland				881							203	57	1141	1060	7.6%
Israel				0							0		1506	1308	15.1%
Italy				15258							46	43	15347	14145	8.5%
Malta	16	6	4	26	1	1	1	1			4		30	16	87.5%
Netherlands	1175	1226		2401	22	83	18	13	9	145		120	2666	2334	14.2%
Norway (1)				** Members = Organizations only									2413	2200	9.7%
Poland	483	207		690	46	21					67	356	1113	511	117.8%
Portugal				1859							291	189	2339	2032	15.1%
Russia	85	115		200							1	59	260	150	73.3%
Slovenia	89		431	520			17	34			51	2	573	230	149.1%
Spain	5253	2980		8233							333	158	8724	8386	4.0%
Sweden (1)				** Members = Organizations only									3694	2811	31.4%
Switzerland				1112							367	88	1567	1415	10.7%
Turkey	443	331	178	952							0	0	952	471	102.1%
UK				9243								231	10345	9700	6.6%
Yugoslavia	313	396	5	714	5	8	7	6	4	30		7	751	703	6.8%
Total Europe													115982	101118	14.7%
<b>ASIA PACIFIC</b>															
Australia	2048		2932	4980							0	1128	6108	5520	10.7%
China	4245	3933		8178	137	109	9	5			260		8438	3493	141.6%
Hong Kong	388	646	43	1077			5	2	10		17	64	1158	916	26.4%
Indonesia	15	4		19							0	7	26	0	-
Japan				51216							12689	7630	71535	68387	4.6%
Korea	1021	392	99	1512	1	5	9				15	56	1583	795	99.1%
Malaysia	306	151		457	18	20		1	1	40	8	8	505	346	46.0%
New Zealand	901	1406	32	2339	143	20	118	10		296	50	50	2685	2567	4.6%
Philippines	65	38	0	103	1	4	6	0	2	13	7	7	123	0	-
Singapore	530	59		589	250	40	8	2		300	26	26	915	764	19.8%
Taiwan	1175	1244	45	2464	335	359	52			746	440	440	3650	2705	34.9%
Thailand	148	135		283	8	10	7			25		9	317	130	143.8%
Total Asia Pacific													97043	85623	13.3%
<b>AMERICA</b>															
Argentina	3328	888	222	4438	1		34				35	74	4547	3152	44.3%
Brazil	1683	1536		3219	110		20	8			138	87	3444	1657	107.8%
Centr. America (3)	350	100	29	479			5			4	9	12	500	193	159.1%
Chile	830	599	148	1577	1	19		1		22	21	21	1620	1200	35.0%
Colombia	578	168	345	1091	5		8	8	14	35	134	134	1260	457	175.7%
Ecuador	378	157	52	587			3	2		6	37	37	630	171	268.4%
Mexico	2118	3426	181	5725		10	28	10	6	54	86	86	5865	4807	22.0%
Peru	181	70		251			8	1		10	14	14	275	203	35.5%
Uruguay	141	82		223	3	1	1			5	8	8	236	62	280.6%
Venezuela	128	143		271						12	23	23	306	152	101.3%
Total America													18683	12054	55.0%
<b>AFRICA</b>															
Morocco													40	0	-
South Africa				3633	4	4	16	18	19	61	95	95	3789	3252	16.5%
Tunisia	192	36	12	240						0			240	80	200.0%
Total Africa													4069	3332	22.1%
<b>GRAND TOTAL</b>											235777	202127	16.6%		

(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, Honduras.



## ALLOCATION OF COMPANY IDENTIFICATION NUMBERS BY MEMBERS

NUMBERING ORGANISATIONS	TOTAL NUMBERS ALLOCATED		
	1992	1993	Estimate for 1994
<b>EUROPE</b>			
Austria	4998	5334	5500
Belgium&Lux	2028	2416	2800
Bulgaria	19	50	
Croatia	124	181	220
Cyprus	352	445	510
Czech&Slovak Republic	810	1143	1300
Denmark	2199	2542	2800
Estonia		56	80
Finland	1823	2195	2500
France	28500	32400	35800
Germany	26020	14571	15500
Greece	853	1150	1350
Hungary	923	1210	1500
Iceland	318	358	
Ireland	972	1084	1234
Israel	2234	2531	2900
Italy	13370	15178	16300
Malta		26	32
Netherlands	2517	2890	3140
Norway	2201	2413	2600
Poland	511	1111	1600
Portugal	2032	2316	2716
Russia	120	260	400
Slovenia	250	343	300
Spain	8230	10616	
Sweden	2811	3894	4500
Switzerland	1457	1665	1850
Turkey		952	1500
United Kingdom	12577	12100	12900
Yugoslavia	703	728	788
<b>ASIA PACIFIC</b>			
Australia	7074	9985	12000
China	3493	8478	14438
Hong Kong	979	1134	1374
Indonesia		26	150
Japan	72000	74000	78000
Korea	736	1527	2300
Malaysia	369	500	700
New Zealand	2450	2474	2874
Philippines		123	300
Singapore	764	915	1015
Taiwan	2705	3650	4816
Thailand	130	318	600
<b>AMERICA</b>			
Argentina	3122	4438	5638
Brazil	1531	3346	7000
Central America (1)	195	305	400
Chile	1180	1577	2150
Colombia	366	1150	2150
Cuba			
Ecuador	148	440	600
Mexico	4339	5725	7225
Peru	165	235	
Uruguay	58	228	350
Venezuela	127	272	300
<b>AFRICA</b>			
Morocco			
South Africa	3155	3674	4050
Tunisia	80	160	300
<b>TOTAL</b>	<b>224118</b>	<b>246788</b>	<b>268210</b>

(1) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras.

## NUMBER OF SCANNING STORES

NUMBERING ORGANIZATIONS	Mass retailing			Speciality goods			Others			
	TOT	TOT	FS	HHS	TOT	FS	HHS	TOT	FS	HHS
<b>EUROPE</b>										
Austria	3490									
Belgium+Lux	3000									
Bulgaria	6	6	6							
Croatia	4	4								
Cyprus	15	14						1		
Czech&Slovak Rep	300	100	80	20	100	10	90	100		100
Denmark	2000									
Estonia	0									
Finland	2590	2424	2100	324	166	100	66	0		
France	15000	7000			8000					
Germany	12187									
Greece	16	10	4	6	3		3	3		3
Hungary	900	500	70	430	100		100	300	60	240
Iceland	200									
Ireland	203	203								
Israel	455	415			0			40		
Italy	6100	4000			0			2100		
Malta	80									
Netherlands	2400	1900	1850	50	400			100		
Norway	2042	1369			544			129		
Poland	74	49			25			0		
Portugal	4000	2350	2350		300		300	1350		1350
Russia	15	15	7	8	0			0		
Slovenia	180	140			40			0		
Spain	8953	4450	4005	445	4503	901	3602	0		
Sweden	4000									
Switzerland	994	606			388			0		
Turkey	130									
United Kingdom	16142									
Yugoslavia	83	79	20	59	0			4		4
<b>ASIA PACIFIC</b>										
Australia	5013									
China	66	66	26	40						
Hong Kong	833	449	410	39	384	34	350			
Indonesia	19									
Japan	149000	63000	49170	13830	64000	7680	56320	22000	8800	13200
Korea	4471	38	30	8	2550		2550	1833		
Malaysia	16	14			2					
New Zealand	1530	1027	730	297	295	59	236	208	21	187
Singapore	10	10	8	2						
Taiwan	1555	1500	283	1217	55		55			
Thailand	6	6								
<b>AMERICA</b>										
Argentina	420	390	390					30		30
Brazil	227	171	95	76	43	16	27	13	6	7
Central America (1)	60									
Chile	133	87			31			15		
Colombia	21	19			1			1		
Ecuador	20	15	5	10	5		5	0		
Mexico	1800	500	500		1300	260	1040	0		
Peru	20	20								
Uruguay	7	7	7							
Venezuela	85	13			72			0		
<b>AFRICA</b>										
Morocco	6	6								
South Africa	688	342	224	118	299	69	230	47	4	43
Tunisia	10	10	10							
<b>TOTAL</b>	251035									

FS - Fixed Scanners

HHS - Hand Held Scanners

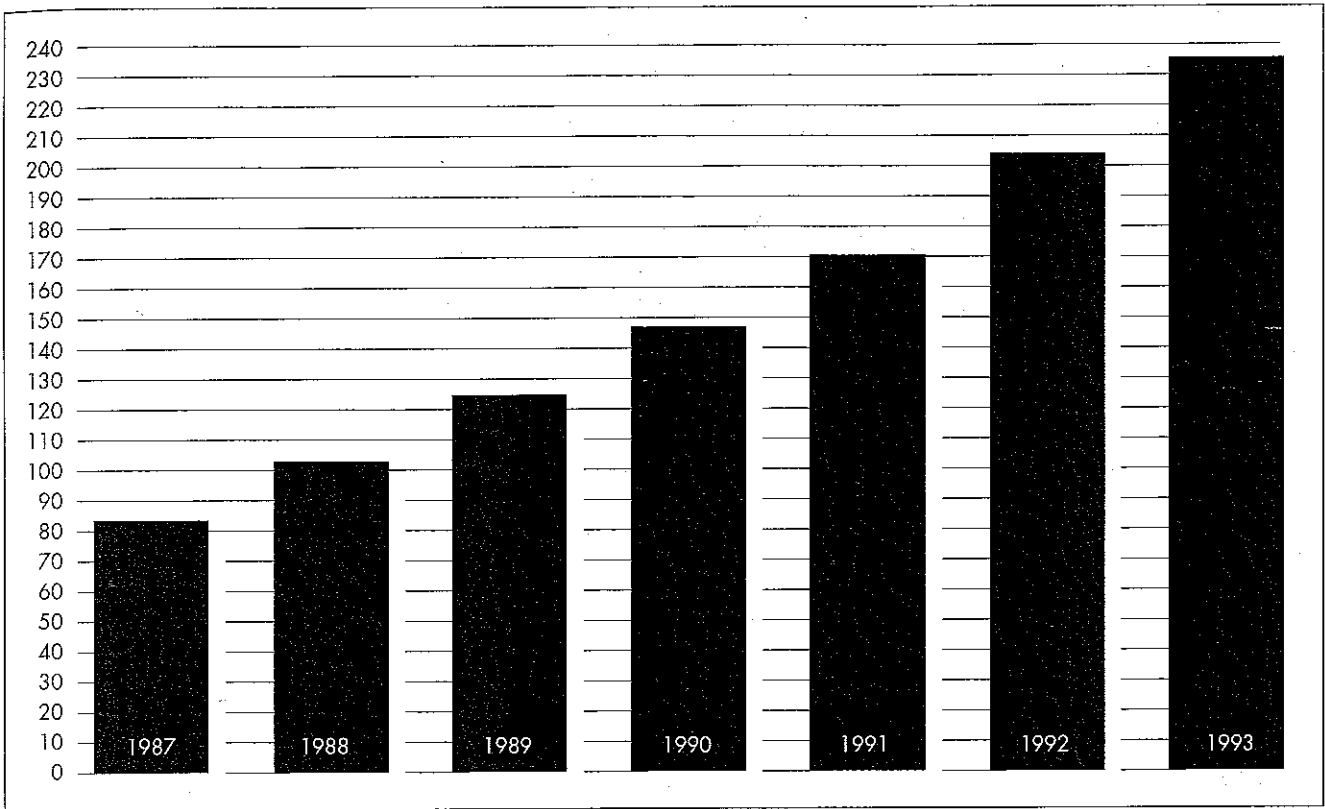
(1) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras.

## EDI IN THE EAN COMMUNITY, 1993

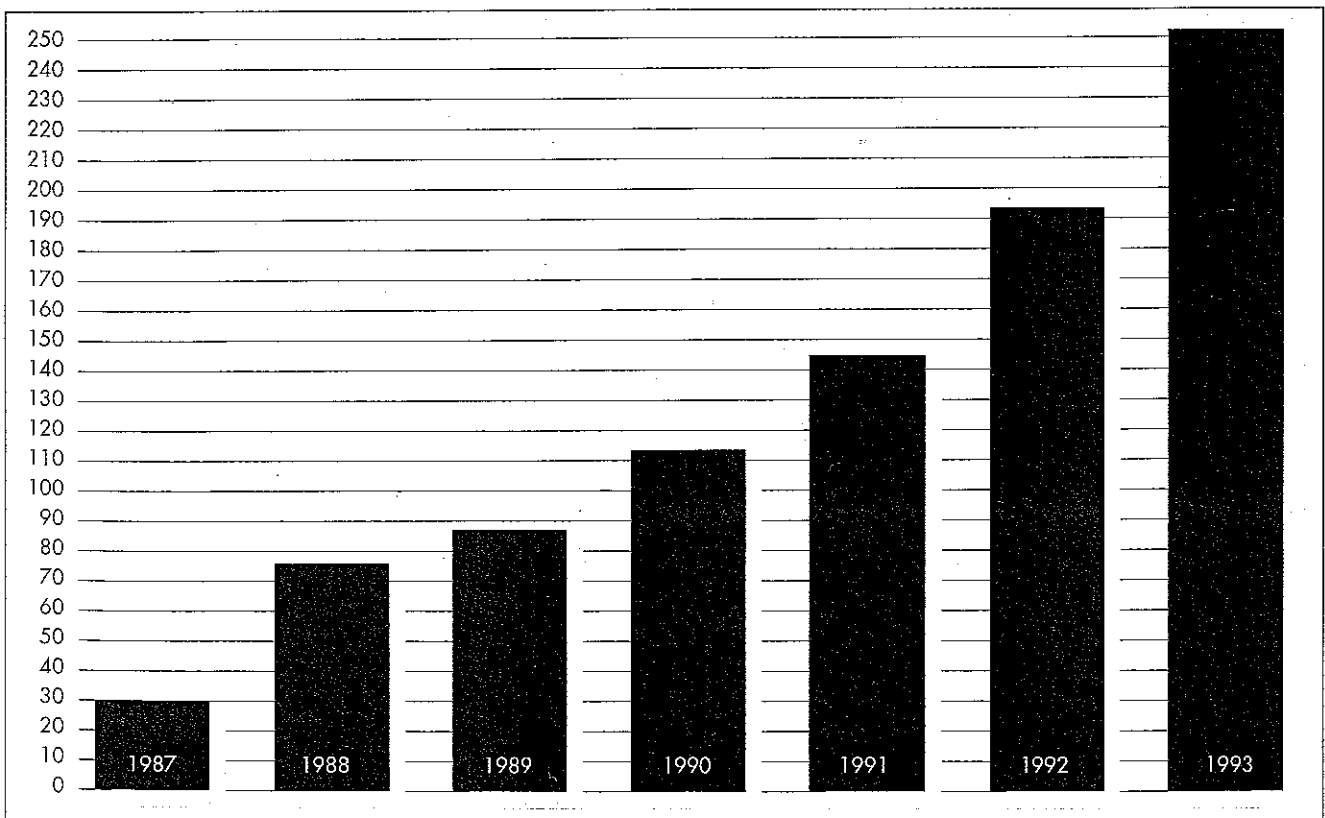
COUNTRY/ NUMBERING ORGANIZATION	NATIONAL EDI STANDARD		VAN's ENDORSED	EANCOM NAME OF PROJECT	EANCOM NO OF USERS AT THE END		
	NAME OF STANDARD	NO OF USERS AT THE END			1993	est. for 1994	
		1993					1994
Argentina (CODIGO)	-	-	SEA - (STARTEL)	EANCOM Argentina	15	115	
Australia (APNA - EDICA)	ANSI X.12 EDIFACT	3000 4000	-	-	-	-	
Austria (EAN Austria)	SEDAS	1000	IBM (Ecodex)	EANCOM Ecodex	30	70	
Belgium/Luxembourg (ICODIF)	ICOM	176	IBM and GEISCO	EANCOM	45	100	
Brazil (ABAC)	-	-	-	EANCOM ABAC	6	40	
Chile (CNC - DEPCO)	EDIFACT - EDI * Chile	-	-	EANCOM Chile	-	150	
Columbia (IAC)	-	-	-	EANCOM	15	50	
Czech Republic (EAN Czech)	-	-	PORS	EANCOM EDIPORS	-	20	
Denmark (DVA)	-	-	-	HANCOM	280	400	
France (GENCOD)	GENCOD Allegro	1750	BULL (Allegro)	ALLEGRO	100	300	
Finland (CCC)	EDIFACT	300	-	-	-	-	
Germany (CCG)	SEDAS, SINFOS, MADAKOM	783	GEIS, IBM, TELEKOM	Migration SEDAS/EANCOM (TEDIS)	80	160	
Hong Kong (HKANA)	-	-	-	EANCOM Retail EDI Project	6	20	
Iceland (EAN Iceland)	-	-	-	EANCOM ISEDI	30	50	
Italy (INDICOD)	-	-	-	EANCOM EDI*COMM	70	100	
Ireland (ANAI)	-	-	-	EANCOM	135	200	
Korea (KANC)	-	-	-	EANCOM KANCOM	-	10	
Mexico	ANSI X.12	-	IBM Supply Tech Sterling S/W GE	-	-	-	
Netherlands (UAC)	Sector Specific Messages	10	-	EANCOM TRANSCOM	1000	1200	
New Zealand (NZPNA)	EDIFACT Subsets	60	-	-	-	-	
Norway (NVP)	Standard Records	2100	-	EANCOM	53	150	
Portugal (CODIPOR)	-	-	-	EANCOM CODICOM	10	30	
Singapore (SANC)	-	-	Singapore Network Services	EANCOM EDI Messages for Consumer Goods	26	50	
South Africa (SAANA)	SAANA EDI standards	70	FIRSTNET TRAFEX	EANCOM (Int.)	-	-	
Spain (AECOC)	AECOM	340	Telefonica Sistemas	EAN Concorde (TEDIS)	3	4	
Sweden (EAN Sweden)	-	-	-	EDIT	150	500	
Switzerland (EAN Suisse)	-	-	IBM and Swisscos	EANCOM-CH	70	150	
Chinese Taiwan (CAN)	-	-	VANLAND	EANCOM TTEDIS	50	120	
United Kingdom (ANA)	TRADACOMS	8000	INS Tradanet (Recommended)	UK EDIFACT Trade Message	700	1200	
Yugoslavia (YANA)	-	-	-	EANCOM Trial Project	-	20	
<b>TOTAL NUMBER OF USERS</b>		18089			2889	5234	

Notes: Where number of users has been specified as a range, the mid-point value has been used to calculate the total number of users.

## EAN MEMBERSHIP



## EAN SCANNING STORES



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