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The mission of EAN International and the Numbering Organisations, is to take a leading role in establishing a global multi-industry system of identification and communication for products and services based on internationally accepted and business led standards. The objective is to improve the efficiency of integrated logistics while contributing added value to partners involved, as well as to consumers.
EAN International is a voluntary, non-profit-making association, tailored to the needs of its users. It was founded in 1977 as a result of an initiative by European manufacturers and distributors, and has since expanded to cover the world. The organisation has a decentralised structure, with membership based on the Numbering Organisations in individual countries.

The prime objective of EAN International and its member Numbering Organisations is to manage a worldwide numbering system which allows the unique and non-ambiguous identification of products, services, utilities, transport units and locations.

EAN International was originally involved primarily with the numbering of products and setting standards for bar coding by manufacturers, enabling retailers to adopt point-of-sale scanning and to save significant amounts of money. By then extending the use of bar code standards on products to monitor manufacturing, inventory and shipping processes, manufacturers cut costs even further.

Automatic identification and scanning is not just the domain of the multi-nationals, or of the food retail sector. EAN International is a global tool for Improving Business Efficiency, whatever the nature of the sector concerned.

The Association now encompasses 66 Numbering Organisations in 72 countries. In countries where no Numbering Organisation exists, EAN encourages and assists the setting up of such a body. To aid manufacturers in non-member countries who wish to bar code products for export, EAN allocates them company prefixes on a direct basis. To date EAN manufacturer numbers have been allocated in 31 non-member countries.

In an increasingly international trading environment, it is essential to establish an effective communication system, integrating all the trading partners through the whole supply chain - including raw material suppliers, manufacturers, wholesalers, distributors, retailers and final consumers. In response to the needs of a growing number of industries, EAN International has two important roles to play: it works in partnership with international business to produce rapid solutions for their logistical needs; and it bridges the gap between users of the standards and the constantly developing international environment.

In response to the needs of a growing number of industries, EAN International has established important standards:

- a way of identifying products, services and locations, providing a common language for worldwide trade.

- a standard format for trade transactions communicated from computer to computer.

Thanks to its participation in various international economic bodies such as the United Nations, CEN and AIM, EAN's influence is spreading - not just geographically, but also in the business world - as it continues to develop global, multi-sector standards.

It is also reinforcing the close links with its USA counterpart UCC, succeeding in building the strong mutual trust and cooperation between them.

In order to fulfil its function effectively, EAN needs to be efficient - which is the main reason why it deliberately avoids unnecessary centralisation.

By operating on a country-by-country basis, EAN maintains closer links with users, creating mutual understanding.
As the world's economy begins to recover and trade develops anew, companies are once again under pressure to perform better and operate more efficiently. As a result, the need for an effective communication system is greater than ever before.

The world is opening up politically and economically: NAFTA now includes Mexico; Mercosur covers Brazil, Argentina, Uruguay and Paraguay; and the European Union has expanded to include Austria, Finland and Sweden. The integration of the Central and East European countries is increasing in importance.

Business no longer tends to be national or regional, but has become totally international, with many industries and retailers now operating on a worldwide scale.

Anyone with experience of international trade will agree that as soon as a business expands beyond country borders, a critical problem becomes the lack of standards in many fields, such as pallet labelling, food and drug regulations, product identification, communication standards and so on. As trade boundaries disappear and further horizons are reached, it becomes obvious that compatibility is essential.

This only proves that users must have worldwide standards, creating a need for coordination. International standards are essential to facilitate trade and achieve high levels of inter-operability among user trading companies. International standardisation is increasingly acknowledged for its importance in improving global trade and technology transfer.

And this is where the EAN system comes in: it brings industries closer together worldwide and reflects the needs of all in improving the efficiency of information communication.

Although EAN's geographical scope does not cover North America, the standards released by EAN are truly global. The Association liaises actively with its counterpart UCC, which takes care of US and Canadian users through the joint EAN/UCC International Data and Applications Standards Committee, and is represented at the UCC Symbol Technical Advisory Committee. In the same way, UCC is permanently represented in EAN's CSC, as from 1994, in the field of EDI.

Despite its origin as the identification system for goods, the technical merits of EAN have been recognised outside the traditional food and retail user groups. The market place is changing, and every business faces new technologies and competitors. EAN International, together with its members, is working to respond to these changes, by moving to extend the application of the EAN system to cover overall product supply.

It is vital that this trend continues in the future. EAN International has an outstanding opportunity; it is heading for a global solution which, thanks to modern technology, will cross all normal language barriers at the speed of light making an invaluable contribution to international communication.

Getting so many trade and industry sectors to agree on a uniform international coding and communication system has never been done before - it is unique. We have to cherish this stable and balanced set of rules.
At the beginning of last year, EAN welcomed the Bolivian, Paraguayan and Slovak Numbering Organisations into its Association. Later in 1994, Numbering Organisations from Latvia, Lithuania, Rumania and the former Yugoslavian Republic of Macedonia also joined. And since the end of the year Algeria, Mauritius and Ukraine have also established their own EAN numbering organisations.

Today more than 285,000 companies benefit from using EAN standards - an increase of 21.02% over 1993. Adding to that the 138,000 companies under the care of UCC, this signifies that over 423,000 companies all over the world are using the same system, which means great opportunities to benefit from modern information technology in trade and industry.

To achieve EAN's mission and ensure the efficiency of its vast network, three key objectives have been identified in the organisation's Operational Plan, updated annually.

- To improve the service to existing users, who have invested time and money in building up the system. This includes striving towards worldwide acceptance of EAN's standards, and protecting its system against misuse and infringement.

A major opportunity for achieving this is the participation in ECR (Efficient Consumer Response) projects. This business concept, which focuses on exploiting opportunities for cost reduction within the supply chain through alliances and co-operation between trading partners, is reaching for the optimum in quality service to users.

EAN and the fully compatible UCC system in the USA are providing the tools which will enable suppliers and distributors to remove unnecessary costs from their supply chains, thus providing the best possible value to their customers.

- To promote EAN standards in new industry sectors, helping them to find solutions for their logistical problems. Thanks to demands from users, the system is spreading across industries and sectors, becoming the recognised standard in areas as diverse as health care, textiles, transport and packaging. The standards can even be applied to specialist functions such as the invoicing of metered services such as gas, electricity and telephone.

- To achieve a high quality organisation in terms of efficiency, speed of response, accuracy and other advantages associated with giving value for money to users.

The reinforcement of the international secretariat will enable EAN to work towards more uniformity in the implementation of standards at a national level.

The aim is that EAN will assist its members to respond more effectively to user needs by acting as an axis, assimilating all requests, questions and data through its Numbering Organisations, taking into account the views and needs of many users across different sectors.

EAN is striving for a common goal - to develop and expand its system across the world, and to obtain one international system which accommodates all of its users' requirements.

EAN must remain the best in what it does and implement a system that benefits its customers as effectively as possible. The whole association belongs to its members - the users.
The maintenance and development of standards provided by EAN International is performed by two technical committees - the Technical Systems Committee (TSC) and the Communication Systems Committee (CSC).

The TSC is responsible for the standards linked to Automatic Data Capture technologies. This includes the definition of data contents and the representation of data so that it can be captured by automatic equipment. The CSC handles the standards linked to Electronic Data Interchange, i.e. the transfer of structured data between computer applications with little human intervention.

The TSC and CSC membership is mainly composed of experts employed by EAN Numbering Organisations. Both committees have the authority to launch project teams to study particular issues in greater detail. Project teams have specific mandates and are managed by their parent body. They are open to Numbering Organisations and to user companies.

A total of six project teams were active in 1994 and most of them will continue throughout 1995. The areas addressed by them included: EAN labels; re-writing the EAN Vade Mecum (handbook); drawing up guidelines for handling Customer Specified Articles; a user profile for Metered Services Invoicing; EDI messages in the transport area - and recently, EDI messages for the finance sector. The experts taking part in the technical committees and project teams do so on a voluntary basis, and grateful thanks go to them on behalf of the global EAN user community for their dedicated work.

Some of the major developments achieved by the technical committees during 1994 are highlighted below:

**New rule for the EAN location code.**

Many EAN Numbering Organisations have been involved in providing EDI standards to their members for the last 20 years. The need to identify the sender, recipient and other parties involved in electronic transactions led to the development of the EAN location code.

Unfortunately, the international application of these systems was not regarded as being very important and various different rules for calculating the location code check digit schemes were adopted. As the number of international EDI applications was growing, user companies indicated clearly that it was desirable to harmonise these rules and to aim for the same standard definition. This issue was addressed in 1993 and resulted in a decision in 1994 to specify a single rule for the calculation of the EAN location check digit. An implementation plan for the new rule has been drawn up, with a target completion date of 31 December 1996.

At the same time a new standard definition, as well as a user guide explaining how to allocate and make use of the location code, has been developed. A standard for the representation of an EAN location code identifying a physical location has also been released.

**Returnable assets identification**

A standard way to identify returnable assets was released in 1994. This enables the identification either of a type of container and/or, optionally, of any individual container.

For some businesses, the containers in which goods are packed represent important capital, because of the value of the container itself and/or because of the number of containers being used. More and more companies therefore wish to track their containers in.
order to control their movements and usage more effectively. The new EAN standard will enable users to streamline the management of returnable assets.

**Bar coding within the transport sector**
A great deal of work was also carried out within the transport sector. The EAN label project team and the TSC completed the bar code label first released in November 1992 with information relevant to carriers, which will enable the tracing of unit loads and packages throughout the supply chain, complemented by the electronic exchange of the relevant information.

Another project team, reporting to the CSC, has also been aiming to provide a complete set of EDI transport messages, required to monitor the physical flow of goods in the supply chain. This work will continue in 1995.

**New EANCOM manual**
In March 1994, a new complete version of the EANCOM manual was released. The 12 messages documented in the January 1992 manual were upgraded to the latest UN/EDIFACT directory, bringing EAN EDI users into line with standards used by other communities. Seven additional messages were added to the manual, in response to users looking for additional functionalities.

Besides maintaining and developing EAN specifications, the technical committees are also responsible for ensuring that Numbering Organisations and users know how to make the most efficient use of the standards. With this in mind, EAN International released two user-oriented documents in 1994 - 'An introduction to the serial shipping container code' and 'An introduction to EDI'. Both have been widely circulated and were well received.

The main aim of the technical developments in EAN is not to maximise the number of standards available, but to answer to business requirements. The challenge for EAN and the Numbering Organisations remains the same: to advise and assist users to implement the technologies available today in the most efficient way.
EAN International is organised in a decentralised structure to provide the most efficient service to its members. The main bodies are:

**THE GENERAL ASSEMBLY**
The Annual General Assembly of EAN was held in Mexico on 6 May 1994. Mr. J.A.N. Van Dijk, Vice-Chairman of Sara Lee/D.E. NV (Netherlands) and Mr. J. Berry (Tradecraft, U.K.) were unanimously elected President and Vice-President of EAN.

Messrs Tan Jin Soon, B.C. Engberg, K. Asano and J.M. Bonmati were re-elected as members of the Management Board for a term of three years. Mr. T. Hussein (Casino, France) was elected in replacement of Mr. G. Petit (Promodes, France).

The applications for membership of EAN-MAC, EAN Latvia and EAN Lithuania were unanimously accepted. The decision on the applications of EAN Rumania and EAN Algeria were delegated to the Management Board.

The General Assembly unanimously approved the Licence Contract and Code of Practice for Numbering Organizations, taking into consideration the amendments suggested by the Management Board.

The annual report 1993 and the operational plan and budget 1994-1995 including the work plans of the TSC and CSC were unanimously approved by the General Assembly.

New numbering organisations in Slovakia, Bolivia, Paraguay and Mauritius were admitted through a written General Assembly procedure.

**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**

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<th>Messrs</th>
<th>J.A.N. Van Dijk, Chairman</th>
<th>Sara Lee, Netherlands</th>
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<td>Messrs</td>
<td>J. Berry, Vice-Chairman</td>
<td>Tradecraft, U.K.</td>
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<td>Messrs</td>
<td>K. Asano</td>
<td>DCC, Japan</td>
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<td>Messrs</td>
<td>J.M. Bonmati</td>
<td>AECOC, Spain</td>
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<td>Messrs</td>
<td>L. Cañas</td>
<td>CADAM, Argentina</td>
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<td>Messrs</td>
<td>M.F. Dawson</td>
<td>Foodstuffs Ltd, New Zealand</td>
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<td>Messrs</td>
<td>B.C. Engberg</td>
<td>Unilever, Germany</td>
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<td>Messrs</td>
<td>R. Fahlín</td>
<td>ICA Handlarnas AB, Sweden</td>
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<td>Messrs</td>
<td>T. Hussein</td>
<td>Casino, France</td>
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<td>Messrs</td>
<td>J. Mahieu</td>
<td>Tabacofina, Belgium</td>
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<td>Messrs</td>
<td>J. Olsen</td>
<td>EAN Danmark</td>
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<td>Mrs.</td>
<td>L. Sanchez de la Vega</td>
<td>AMECOP, Mexico</td>
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<td>Messrs</td>
<td>B. Smith</td>
<td>EAN Australia</td>
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<td>Messrs</td>
<td>A. Szőke</td>
<td>Dunapack Ltd, Hungary</td>
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<td>J.S. Tan</td>
<td>SMA, Singapore</td>
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The Management Board met three times in 1994 - in Brussels on 18 February, in Mexico on 5 May and in Amsterdam on 31 October.

- The Board agreed that EAN should sign the Memorandum of Understanding between EDI Registration Authorities and be involved in the EDI Registration Steering Committee.
- The Board approved a new procedure for development of international EAN agreements, standards and application rules.
- The Board decided that up-to-date status reports on the work plans be presented at each Board meeting.
- A licence contract and Code of Practice were agreed and submitted to the approval of the General Assembly.
- The Board noted open issues which occurred between EAN/UCC and the International Standard Book Numbering agency and agreed that ISBN’s scope should be restricted to books.
- The Board approved a number of technical specifications submitted by the technical committees.
- The Board approved the membership of EAN Rumania and EAN Algeria.
NUMBERING ORGANISATIONS MANAGER MEETING (NOMM)
The Numbering Organisations Manager Meeting is an advisory body to the Management Board. Its role is also to inform and train the managers and executives of Numbering Organisations about all specifications and projects of EAN.
The NOMM met in Brussels on 17 February 1994.

REGIONAL NUMBERING ORGANISATIONS MANAGER MEETINGS (NOMM)
The Regional NOMM for Europe met in Brussels on 16 February 1994.
The Regional NOMM for Asia-Pacific met in Beijing on 13 April 1994.
The Regional NOMM for Central and South-America met in Bogota on 8-9 September 1994.

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
Mrs M. Palazzolo
Messrs B. Passad
R.M. Pearcey
J. Schade
R. Schubnel
GENCOD, France
AECOC, Spain
ANA UK
EAN Australia
EAN Sverige
SAANA, South-Africa
CCG, Germany
EAN (Schweiz)

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 UNEDIFACT. 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
S. Cronbach
R. Florez
P. Franzmair
P. Georget
M. Koenis
F. Meier
E. Nielsen
A. Sanchez
K. Schulte
G. Wellemans
ANA UK
ICA, Colombia
EAN Austria
GENCOD, France
EAN Nederland
Nestlé, Switzerland
EAN Denmark
AECOC, Spain
CCG, Germany
ICODIF, Belgium

INTERNATIONAL DATA AND APPLICATION STANDARDS COMMITTEE (IDASC)
The purpose of the International Data and Application Standards Committee (IDASC) is to ensure a consistent and technically sound development of the EAN/UCC system. Input to the IDASC is provided by the established EAN and UCC development committees. The IDASC is responsible to the EAN Management Board and to the UPC Advisory Committee and Board of Governors.
IDASC met twice in 1994: 3-4 March in Tampa (USA) and 14-15 July in Fürgen (Switzerland).

Members of the IDASC:
Messrs H. Barthel
T. Brady
D. Epley
J. Harms
H.P. Juckett
A.T. Osborne
R.S. Schubnel
R. van Lenne
EAN International
UCC
Kraft General Foods
EDS
UCC
ANA UK
EAN (Schweiz)
EAN International

THE GENERAL SECRETARIAT is located in Brussels, Belgium.
1994 was one of the most exciting years in the development of EANCOM with the third release of the manual in March 1994 containing 19 messages and for the first time included a message from the transport sector, the Transport Instruction.

The results of the survey are encouraging and show a continued increase along expected lines in the use of EANCOM. In the 1993 survey we reported usage figures of EANCOM of 2889 which by the end of 1994 had risen to 4017, an increase of 39%. An increase of 73% is forecasted for 1995.

A significant factor in the increase (and future increases) of the usage of EANCOM has been the migration projects from national standards to EANCOM undertaken in several European countries. Today migration projects are active in Austria, Belgium, France, Germany, The Netherlands, Spain, Sweden, and the United Kingdom. In addition, six Numbering Organizations, Central America, Indonesia, Malaysia, Poland, Slovenia and Venezuela have launched, or plan to launch EANCOM projects in their countries.

In Asia the use of EANCOM is growing rapidly and is expected to be the region of greatest growth in the near future. Within the Asian EDIFACT Board Purchasing Work group nine countries have either adopted, or committed to adopt, EANCOM for their trade message requirements. The countries are China, Hong Kong, Japan, Korea, Malaysia, Philippines, Singapore, Thailand and Taiwan.

A major activity currently under way in North America under the auspices of the Uniform Code Council, the sister organisation to EAN International covering the United States and Canada, is the development of guidelines on the use of EANCOM in North America and requests for change to EANCOM to facilitate North American business practice. These developments are warmly welcomed by EAN International and should allow companies based in or trading with North America to use EANCOM either nationally or internationally depending on requirements.

An example of the scope of EANCOM as a worldwide EDIFACT subset is the fact that EANCOM is currently available in 16 languages, Chinese, Danish, English, French, German, Greek, Hungarian, Icelandic, Japanese, Korean, Norwegian, Polish, Portuguese, Serbian, Spanish, and Swedish. The availability of an international standard in native languages has proven to be a major instrument in the promotion and development of EANCOM worldwide.

1995 promises to be another busy year for the development of EANCOM with the release of a new EANCOM Codes Set and an additional eight messages new to EANCOM including another two from the transport sector, the Transport Status message (IFTSTA) and the Cargo/Goods Handling and Movement message (HANMOV).
SYNOPSIS OF ACTIVITY OF MEMBER NUMBERING ORGANISATIONS DURING 1994
EAN ALGERIA

President: Mr. Mohamed BOUKHEDDAR
Company: CACOE
Chief Executive: Mohamed CHIKOUCHE - Director

Membership
EAN ALGERIA joined EAN International at the end of 1994, and has only just begun to operate.

ARGENTINA

CODIGO

President: Federico BRAUN
Company: S.A. IMP. Y EXP. DE LA PATAGONIA
Chief Executive: Enrique Carlos VITALE
Executive Staff: Ariel ESCOREDO - Administrativo Jefe
Pedro OROZ - Contador
Leonardo FERRARO - Administrativo/Técnico
Publication: CODIGO, Bi-monthly.

Membership
At the end of 1994, CODIGO had registered 6,350 members, an increase of 39.65% over the previous year. A total of 6,280 manufacturer numbers and 27 location codes had been allocated.

Expansion of EAN in new sectors
The expansion of EAN was mainly in the pharmaceutical, (during 1994 all pharmaceutical products were coded) and textile sectors. Concerning the textile sector, CODIGO has begun an important campaign to incorporate a larger number of manufacturers. The membership to CODIGO of two big supermarket chains, distributors of textile products, greatly benefited the incorporation of this industry.

Leading new member companies
During 1994, CODIGO incorporated a total of 1,868 manufacturers. 70% of these are from the food sector, the remaining percentage covers cleaning, bazaar, plastic, etc... In the same period, several chains of supermarkets became members, the most important of these being Carrefour, who already has 9 hypermarkets in Argentina and is planning to open a further two. The affiliation of these supermarket chains has generated that of an important number of non traditional enterprises from the consumer goods sector (Household electric appliances, Hardware, textile, etc).

Future projects
CODIGO will be aiming at
- further developing new messages for their EDI service, S.E.A..
- implementing a BBS to enable their members to consult their database.
- improving their educational program for their members.
ACTIVITIES

EDI
In April 1994 CODIGO started up a project called Servicio EANCOM De Argentina (SEA) to promote the use of the EANCOM standard for national and international EDI. There are today 23 users of EANCOM in Argentina.

Also of interest to CODIGO are the EDIFACT messages in the financial sector where work is currently being undertaken with the banks in Argentina to provide a national implementation guideline of the payment order message.

EAN AUSTRALIA

President: John ALWAY
Company: KIWI BRANDS
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
Publication: EAN AUSTRALIA News, Bi-annual

Membership
At the end of 1994, EAN AUSTRALIA had 7,063 members, a 15.64% increase over last year. A total of 10,000 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
Work continues with the steel industry as the majority of the large steel manufacturers are implementing EAN-128's and A.I.'s. Cooperation is also active with the telecommunications, cabling and transport industries, a number of companies are already implementing EAN.

Leading new member companies
- VICTORIAN ELECTRICITY SUPPLY, Utility, EAN-13 and EAN-128 with A.I.'s.
- CSR, Timber, EAN-13 and EAN-128 with A.I.'s.
- Australian Electrical and Electronic Manufacturer, ASSOG Ltd (Electronic & Cabling), EAN-13 and EAN-128 with A.I.'s.

Future projects
EAN AUSTRALIA will concentrate on
- their EAN WORKS project.
- extending Electronic access of product catalogue.
- expanding the product catalogue to other industries.

EDI
EAN AUSTRALIA is involved in an EDI project with Electronic Commerce Australia (ECA). At the end of 1994 there were approximately 6000 EDI users of the ANSIX12 and EDIFACT standards. Current estimates indicate that there will be approximately 8000 by the end of 1995.

ECA coordinates multiple working parties studying EDI implementation issues for many industries. Today the following industries are involved: accounting/finance, agribusiness, automotive, banking, chemical, construction, communications, government, hardware, life insurance, local government, medical, packaging, pharmaceutical, retail, steel, applications developers, transport and travel tourism and leisure.
EAN AUSTRIA

President: Hans ROHREGGER
Company: RAFFEISEN 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
Publication: EAN-Info, 3 per year

Membership
At the end of 1994, EAN AUSTRIA had 3,683 members, a 17.86% increase over last year. A total of 5,805 manufacturer numbers had been allocated.

Leading new member companies
- BML-BILLA-Company: the project to connect about 700 outlets via ECODEX with the central warehouse is now completed. The warehouse project of BML with EAN-128 is still under construction and is expected to start in July 1995.
- ADA, producer of furniture, Article Numbering & EDI.
- KIKA, retailer for furniture.
- Besides Publisher joining, there is also a remarkable amount of Record suppliers becoming members.
- HOTEL IMPERIAL, Vienna, proclaimed the best hotel worldwide is under EAN contract.
- Sony Austria.
- Gulf oil International Ltd.

Future projects
- Catalogue for location Code.
- Catalogue for Article data.
- Introduction of EAN in the health sector.

EDI
EAN AUSTRIA started the SEDAS EDI project in 1977. At the end of 1994 there were over 1,600 users with 2,000 expected by the end of 1995. The main message exchanged is the SEDAS Orders.

In 1992 the EANCOM ECODEX service was launched for both national and international EDI. At the end of 1994 there were 70 users with 120 expected by the end of 1995.

EAN AUSTRIA are currently involved in a project with CCG of Germany to migrate the users of SINFOS to the EANCOM Price/Sales Catalogue message.
Activities

Membership
At the end of 1994, ICODIF had 2,524 members, a 4.77% increase over last year. A total of 2,624 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
The medical sector and the transport sector are increasingly adopting the EAN standard, both coding and EDI. Hospitals are coding their product supplies down to the unit dose of pharmaceutical products. EANCOM is well accepted as the standard for EDI Communication. Many new companies in the music sector joined ICODIF. In future, the ‘Top hits’ charts will be obtained by scanning EAN bar codes.

Leading new member companies
- SBT/DANZAS, Transport and Warehousing, use of EAN pallet label at the goods reception and in warehouse operations.
- CAPSUGEL, Medical, use of EAN label (Product and customer information).

Future projects
- CODING: Further promote implementation of the AI standard. Provide proper information and education in this respect. Promote EAN standards (and EDI as well) in the framework of Efficient Consumer Response and Business Process Re-engineering.
- EDI: Launch a large EDI awareness campaign, involving the general managers of the companies in collaboration with the media in this domain. Support the migration from ICOM, the national EDI standard, to the international EANCOM standard. ICOM users will also continue to receive support. Guide users in the migration from EANCOM 1992 to EANCOM 1994. Further development and maintenance of EANCOM user profiles. Continue the development of the national project “national EAN location code file”.
- PUBLICATIONS: Start publication of sectoral brochures, i.e. application and advantages of EAN standards, coding and EDI in a given sector.

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 1994 there were 176 users with 100 expected by the end of 1995.

ICODIF is currently carrying out a very successful project called BELCOM, part funded by the TEDIS project of EU Commission, to migrate its ICOM users to EANCOM. Proof of the success of this project is the fact that the usage of EANCOM rose in 1994 to 150 users of EANCOM with 300 expected by the end of 1995.

The main message exchanged is the Purchase Order and applications occur in non-retail environments such as the health sector, the transport sector, the packaging industry and in the supply of raw materials.

EAN Bolivia

President: Rolando PRADO SAAVEDRA
Company: Cerveceria Santa Cruz S.A.
Chief Executive: Oscar ORTIZ ANTELO
Executive Staff: Daniel VELASCO OYOLA - Technical Advisor
Susana GONZALEZ SUAREZ - Secretary
Activities

Membership
At the end of 1994, EAN BOLIVIA, who joined EAN International during the year, had 36 members and a total of 378 manufacturer numbers had been allocated.

Future projects
- To work with the Pharmaceutical sector.
- To plan the introduction of EDI in Bolivia.

EAN Brazil

President: Essio BARBONE Jr
Company: NESTLE
Chief Executive: Luiz FERNANDO C. DE NOVAES
Executive Staff: Marcelo HENRIQUE AZEVEDO - Technical Manager
Simone SILVA LOPES - Marketing Manager
Luiz FELIPE HAIDER - Controller
Publication: A.C. AUTOMAÇÃO COMERCIAL, monthly

Membership
At the end of 1994, EAN BRAZIL had 7,194 members, an increase of 109% over last year. A total of 4,490 manufacturer numbers had been allocated.

Leading new member companies
- JOHNSON & JOHNSTON Produtos Profissionais Ltda, Hospital Suppliers, Use of UCC/EAN-128 in batch identification, validity, etc. DUN 14.
- PETROBRAS DISTRIBUIDORA SA, petrochemical product distribution, Identification of fixed assets, technical materials, with UCC/EAN-128.
- TELEBRAS, Telecommunications, fixed assets identification with UCC/EAN-128 plus technical materials.

Future projects
- National database of codified products.
- Scanning stores database.
- Second CONGRESS EAN BRAZIL '96, theme: "EAN and MERCOSUL" (the regional common market).

EDI
In August 1993 EAN Brazil launched their EANCOM project. At the end of 1994 there were 30 EANCOM users with 150 expected by the end of 1995. To date EAN Brazil has published only nine of the EANCOM messages but plans to include all EANCOM messages by the end of 1995.

The development and promotion of EANCOM is handled by a committee containing representatives of 70 of the top companies in Brazil.

In 1994 EAN Brazil presented seminars to its membership on the subjects of EDI Project Management and Implementation which were attended by approximately 250 people.
President: Bojidar BOJINOV
Chief Executive: Anna PETKOVA - Technical Executive

Membership
At the end of 1994, BCCI had 165 members, an increase of 120% over last year.

Chief Executive: Maritza DE TOLEDO
Executive Staff: Monica ROSALES - Secretary

The ICCC has a branch in Costa Rica, El Salvador and Guatemala. By next year they expect to have another in Nicaragua.

Membership
At the end of 1994, ICCC had 700 members, an increase of 40% over last year. Depco-El Salvador has 150 members, and ACCC (Costa-Rica) has 560. A total of 2,441 manufacturer numbers had been allocated.

Future projects
- ICCC are working toward implementing bar codes in distribution units as they already have about a 90% rate of source bar coded groceries in Supermarkets. They also plan to begin a pilot EDI test among a couple of retailers and a few major suppliers.
- ICCC want to better penetrate the textile sector with bar coding, as they still have a very low source coding.
- Seminars and information on bar coding need to be increased and constitute a major goal.

EDI
ICCC plans in 1995 to launch a pilot EANCOM project between a retailer and its major suppliers.
DEPCO

President: Oscar ANDIANTER QUENTIN
Chief Executive: Carlos RECABARREN MEDEROS
Executive Staff: Jorge GONZALEZ MORANDE
   Cristian BARRIGA SOTTA - EDI Executive
   Andres AGUILERA L. - EDI Executive
   Manuel Jose ARIAS W. - Chief of Staff
   Gerardo VILLAROEL G. - Computer Assistant
Publication: BARRAS, Quarterly - INFOEDI, Monthly

Membership
At the end of 1994, DEPCO had 2,503 members, an increase of 54.51 % over last year. A total of 2,441 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
DEPCO are developing special projects on EDI for Customs/Transport/Pensions/Health insurance and some other sectors as Government agencies, for whom they need to allocate location codes.

Leading new member companies
- PROVIDA S.A., Pensions, EANCOM and Location codes.
- CCNI, Shipping carrier, EANCOM and Location codes.
- BANCO DE CREDITO INVERSIONES, Bank, EANCOM and Location codes.

Future projects
- The implementation of EAN standards within departments stores.
- EDI Developments in insurance companies and the construction sector.
- EAN Codes within construction sector (materials, devices, etc.).

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 there were a total of 130 users over the two projects with 500 expected by the end of 1995.

Today DEPCO has EDI projects in the area's of health, finance, pensions, transport, customs, treasury, insurance and taxation.
Leading new member companies
- HU TAT, Shanghai N° 1 department store Co. Ltd, using EAN system at their POS.
- SHENZHEN VAN-GUARD, Super Department Co. Ltd, using EAN system at their POS.
- SCITE PLAZA Beijing, using EAN system at their POS.

Future projects
- Increase the membership by 5,500 numbers.
- Promote the EAN system in the retail industry by helping with the setting up of 150 scanning stores in 1995.
- Strengthen the management and provide better service to the members in order to improve the quality of the printed bar code symbol.
- Promote the EAN system in the pharmaceutical industry.
- Introduce EDI in business, popularise EANCOM, establish PMDG, the EDI software developing group, electronics & computer group, take steps to set up an EDI experimental station.

I.A.C. COLOMBIA

President: Juan Luis BUSTAMANTE
Company: CADENALCO
Chief Executive: Rafael FLOREZ BARAJAS
Executive Staff: German MERINO - Technical Subdirector
Yara MONTANA - EDI/Logistics Subdirector
Marcelo QUIROZ - Marketing Subdirector
Publication: Codigo 770, 6 times a year

Membership
At the end of 1994, IAC had 3,816 members, an increase of 202.86 % over last year. A total of 3,670 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
Transport, Finance, Health care, Specialty goods, Wholesale.

Leading new member companies
- AMERICAN HOME CENTER - ARCESA, Do it yourself, Point of sale, Warehouse Management.

Future projects
- Alliances with important members of the organisation to promote implementation of EAN-128 and EDI standards.
- Development of new users in different sectors such as health care, leather, courier.
- Promote the use of bar code on despatch units.
- Development of an EDI project about external trade and customs.
- Development of an EDI project with social security entities.

EDI
At the end of 1994 there were 20 users with 100 expected by the end of 1995.

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). The EDI committee is representative of retailers, manufacturers and service suppliers.

In 1994 IAC began work promoting EDI in the health care and financial sectors. A major activity completed in 1994 was the EDIBEROAMERICA conference, the first of its kind in Colombia, which was attended by approximately 250 people.
CROATIA

CRO-EAN

President: Boris GOBEC
Company: KRAS, Zagreb
Chief Executive: Ana KNEZEVIC
Executive Staff: Mira RADIC - Secretary
Snjezana BREZOVIC - Officer

Membership
At the end of 1994, CRO-EAN had 325 members, an increase of 60.10% over last year. A total of 325 manufacturer numbers had been allocated.

Future projects
The emphasis will be on the organisation of seminars regarding EAN Standards, emphasising EAN-128.

CUBA

CAMARA DE COMERCIO DE LA REPUBLICA DE CUBA

President: Carlos MARTINEZ SALSAMENDI
Company: Chamber of Commerce
EAN Desk Officer: Mariela Blanco GARCIA
Executive Staff: Marta CAMACHO - General Secretary

Leading new member companies
- CORPORACION CIMEX, Distribution, using the EAN-13 application.
- TROPICOLA S.A., Manufacturing, using the EAN-13 application.
- UNETA, Manufacturing, using the EAN-13 application.

Future projects
- The Camara de Comercio de la Republica de CUBA has just begun working this system and their main project is to develop and computerise it.
- Experience exchange with other international organisations.
- Training for the members working on EAN matters in Cuba.
- Conferences and seminars for all the Cuban Companies about EAN applications.

CZECH REPUBLIC

EAN CZECH

President: Jaroslav CAMPLIK
Company: COKOLADOVNY, j.s.c.
Chief Executive: Jaroslav MARTINIC
Executive Staff: Jana VANOVA - Commercial Manager
Pavla CIHLAROVA - Technical Manager
Jirina DVORAKOVA - Economic Manager
Hana NERADOVA - Assistant
Publication: INFO, twice a year
Membership
At the end of 1994, EAN Czech had 1,424 members, an increase of 43.98% over last year. A total of 1,420 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
EAN Article Numbering has prospered in the Pharmaceutical, Petrol stations, Books sector.

Leading new member companies
- COKOLADOVNY j.s.c., Distribution, is using EAN Article Numbering for distribution.
- PRONTO PLUS, Trade, EAN used in distribution and retail.
- MSB LOGISTIK, Logistic, Logistic applications.

Future projects
- Labelling - despatch units.
- EANCOM - Seminars.
- Symboling - quality.

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

Membership
At the end of 1994, EAN CYPRUS had 579 members, an increase of 28.66% over last year. A total of 472 manufacturer numbers had been allocated.

President: Frits RASMUSSEN
Company: KIMS A/S
Chief Executive: John OLSEN
Executive Staff: Erland NIELSEN - EDI Development Executive
Arne RASK - EAN Technical Executive
Publication: EAN-NYT - NYT, 3-4 per year
HANCOMMENTAREN, 4-6 per year

Membership
At the end of 1994, EAN DANMARK had 3,123 members, an increase of 22.86% over last year. A total of 3,593 manufacturer numbers had been allocated.
Expansion of EAN in new sectors
- Electric articles including white and brown goods.
- Metered supply.
- D.I.Y.

Future projects
- Introduction of the EAN label concept.
- Marking of returnables.
- Introducing the EAN tools to the transport sector (UCC/EAN-128 & EDI).
- Introducing the EAN tools to Health care and pharmaceuticals (EAN-13, UCC/EAN-128 & EDI/EMEDI).
- Investigate the possibilities for the use of EAN tools within public procure-
ment.

EDI
In mid-1994 EAN Danmark completed the migration of its EANCOM manual
HANCOM to the latest version of EANCOM published in March 1994. At the
end of 1994 there were 400 users of HANCOM registered with 500 expected
by the end of 1995.

The development of EDI is progressed by committees whose members represent
user companies or potential user companies. EAN Danmark actively participate
within the Danish EDI Council and cooperate with EDI initiatives in several other
sectors including, construction, transport, finance, health care, insurance, indus-
try, customs, trade and public procurement.

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ECUADOR

ECOP

President: Luis Alberto SAENZ
Company: SUPERMAXI
Chief Executive: Fausto REYES
Executive Staff: Jorge BAJANA - Technical Assistant
Anita CALISPA - Assistant
Publication: BOLETIN ECOP, 6 per year

Membership
At the end of 1994, ECOP had 1,010 members, an increase of 60.32% over
last year. A total of 620 manufacturer numbers had been allocated by end
1994.

Future projects
- Promote the application of the EAN bar coding system within the industry,
mainly the implementation of EAN-128 in several industrial sectors and its
distribution system.
- We will also continue:
  The symbol testing service for improvement of printing quality.
The adoption of EAN standards as National Standards.
Pharmaceutical article numbering.
EAN ESTONIA

President: Viljar VESKIVALU
Company: Confederation of Estonian Industry
Chief Executive: Raivo Rits - Executive Secretary

Membership
At the end of 1994, EAN ESTONIA, had 105 members, an increase of 75% over last year. A total of 49 manufacturer numbers had been allocated.

Leading new member companies
- SAILE Ltd, Bakery products.
- TALLINK Dairy, Dairy products.
- JART Ltd, Chemical products (paints).

Future projects
- Translating and publishing both “An Introduction to EDI” and “An Introduction to the Serial Shipping Container Code”.

THE CENTRAL CHAMBER OF COMMERCE OF FINLAND

President: Jon DIDRICHSEN
Company: Oy TRANS-MERI AB
Chief Executive: Sven-Gustaf LINDROOS
Executive Staff: Eeva Niininen - Secretary
Publication: EAN-INFO, 1-3 per year

Membership
CCC of Finland has no individual members, but 11 user organisations. A total of 2,641 manufacturer numbers had been allocated.

Future projects
- Market Data: Continuing the Market Data work started last year together with A.C. Nielsen Finland OY. Data is now collected from 250 stores, but should be expanded to 400 stores.
- EAN-128: The application is implemented in several fields, pallet label, returnable assets.

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.

Recently CCC withdrew from its leading role in this work and now participates through the Finnish Data Communications Association (FDCA). FDCA promotes the development and use of EDI through its participation in the EDIFACT message development groups in Europe and its association with other international standards bodies such as ISO.

At the end of 1994 there were 700 users exchanging messages with 800 expected by the end of 1995. In addition EANCOM is used for international EDI.
GENCOD

President: Bernard SUZANNE
President: Philippe LEMOINE
Company: GALERIES LAFAYETTE
Chief Executive: Thérèse ANGUE
Executive Staff: Joël DE CLOSMADEUC - External Relations
                  Bernard SION - Project Manager
                  Pierre GEORGET - Technical Manager
Publication: GENCOD Information, 6 per year

Membership
At the end of 1994, GENCOD had 16,300 members, an increase of 5.5% over last year.

Expansion of EAN in new sectors
This year, 3 major chains of caterers have decided to use EAN standards.

Future projects
GENCOD is encouraging the use of EANCOM standards through a project which will facilitate the use of a translator.

EDI
GENCOD began developing the EDI GENCOD language in 1974. Today the GENCOD language covers a variety of trade functions. At the end of 1994 there were 2,000 users with 3,000 expected by the end of 1995.

The use of EANCOM in France has shown steady growth in 1994 with 300 users registered and 500 estimated before the end of 1995. Of particular interest is the fact that there are ten users of the first EANCOM transport sector message, IFTMIN.

CCG

President: Burkhard C. ENGBERG
Company: DEUTSCHE UNILEVER GMBH
Chief Executives: Karlheinz HAGEN - Director, Horst FÖRSTER - Director
Executive Staff: Günter WAGENER - Division Manager “Data services”
                  Karl SCHULTE - Division Manager “Systems Development”
                  Secretary NDWK
Publication: COORGANISATION, 4 per year

Membership
At the end of 1994 with an increase of 28.66% over last year, CCG had 41,000 members.

Expansion of EAN in new sectors
In the transport sector there is a great need for EAN solutions, whereas for sanitary goods, the use of Article Numbering and EDI continues to increase. For furniture, a growth in Article Numbering and EDI was noted, while Article Numbering evolved in the press and textile sector.

Leading new member companies
- BOSS, Textile, leading position, EAN, EAN-128.
- INTERFUNK, consumer electronic, leading position, EAN location number, EDI.
- BÜRO AKTUELL, office equipment, leading position, EAN location number, EDI.
Future projects
Promotion of EAN standards and EAN-128 implementations.
Promotion of new international locations numbers.
Tri-national congress to promote EDI/EANCOM implementations.
The Madakom article sales data service will provide information of over 250,000
items and sales data collected from over 200 outlets.
The SINFOS article data interchange database growth will be a main issue in
1995. Article information is collected and administered as a prerequisite for
scanning, EDI, DPR calculations, space optimisation. Clients from the consumer
goods industry will use the information for marketing strategy.

EDI
CCG launched the SEDAS Data Service (SDS) with the invoicing standard in
1977 followed by the Orders message 1983. Additionally, the MADAKOM article
sales data service was launched in 1988. The SINFOS article data interchange
standard was launched in 1990.

CCG with the support from the EU Commission TEDIS program launched a
SEDAS/EANCOM migration project in early 1993. At the end of 1994 there
were 120 users with 200 expected by the end of 1995.

A major activity of CCG is the promotion of EDI and EANCOM in the German
market by means of explanatory brochures, SEDAS to EANCOM migration con-
version tables, the translation of EANCOM into German, and the organisation
of four seminars per year.

President: I. VAKIRTZIS
Company: CONTROLGRAPH
Chief Executive: Foulis DIMOULIO GEORGAKOPOULOS
Executive Staff: S. MOSCHOU - Director
M. YAKOUMAKIS - Administrative Executive
G. DIMITRAKOPoulos - Technical Executive
Publication: Grammes, 3 per year

Membership
At the end of 1994 HELLCAN had 1,356 members, an increase of 17.50 % over
last year. A total of 1,411 manufacturer numbers had been allocated.

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 1995.
As far as EDI is concerned, since awareness is very low, HELLCAN will continue
to provide general and specific information not only to its member companies,
but also to other interested parties (e.g. Chambers of Commerce, Institutions,
etc...).

EDI
HELLCAN have actively promoted awareness of and the use of EANCOM not
only to its members but also to other interested sectors. Currently a project to
translate EANCOM 1994 into Greek is well advanced and is expected to lead to
increased interest when completed.
President: Alastair McKENDRICK  
Company: WELLCOME Co Ltd  
Chief Executive: Anna LIN  
Executive Staff: Debbie NG - Technical Services Manager  
K. K. SUEN - EDI Manager  
Publication: HKANA NEWS, Quarterly

Membership  
At the end of 1994, HKANA had 1,352 members, an increase of 16.75% over last year. A total of 1,624 manufacturer numbers had been allocated.

Leading new member companies  
- GOLDLION (FE) Ltd, Major marketing, distribution and manufacturing company of men's apparel and accessories, with more than 1,000 clients/outlets throughout the region. Major EAN application lies in bar coding as the company is currently exploring opportunities in the European market.  
- The EXPRESS NEWS Ltd, a leading Chinese newspaper and magazine publisher for almost 32 years with particular strength on finance/business section. Major EAN application is to adopt the article numbering system for the sale of the company's newspapers and magazines into the local supermarkets and chain stores. The company will also make use of the system to monitor the actual sales in the stores.  
- D & S DISTRIBUTION, Wholesaler and Distributor of leather goods. Main EAN application is to implement the bar coding system in warehouse to facilitate inventory control as well as POS scanning in retail consignment counters.

Future projects  
- Launch the HKANA EDI Service, based on EANCOM Standard, to the retail, distribution and manufacturing industries in Hong Kong.  
- Investigate the implementation of Supply Chain Management in the textile and clothing industry.  
- Investigate the integration of EAN system in total quality management.  
- Promote the AI Standard and EAN-128 symbology for logistics management.  
- Promote the EAN Location Code Standard and its application in EDI.

EDI  
April 1995 will see the official launch of HKANA EDI Service where subsets of the seven EANCOM messages will be made available to members. In addition the complete version of EANCOM is also available to members or interested parties on request.

By the end of 1994 six companies were using EANCOM (in trials) in Hong Kong with the number expected to rise rapidly to between 100 and 200 in 1995.
Activities

Membership
At the end of 1994, HPMA had 1,411 members, an increase of 16.61% over last year. A total of 1,411 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
EAN coding has been introduced in office supplies. Related shops have been equipped with scanners.

Future projects
- Promote the EAN location code standard and its use in food and non-food industries and services.
- Encourage the establishment of pilot projects in EDI based on EANCOM.
- Promote the EAN label and AI standards.
- Establish standardised softwares e.g. for product catalogues.
- Establish a software for educational purposes.
- Increase activity in the health sector.

EAN Iceland

President: Vilhjalmur EGILSSON
Company: ICELAND CHAMBER OF COMMERCE
Chief Executive: Oskar B. HAUSSON
Executive Staff: Soffia VERNHARDSDOTTIR - Financial Manager
              Ingibjorg M. BERGMANN - Information Manager

Membership
At the end of 1994, EAN ICELAND had 387 members, an increase of 12.17% over last year. A total of 387 manufacturer numbers been allocated.

Expansion of EAN in new sectors
EAN Iceland have been working closely with the health sector resulting in a proposed agreement with the Icelandic health authorities in using EAN location codes to identify all functions of health service, doctors, pharmaceuticals, etc.

Future projects
- General assembly 1995.
- Health service project.
- Project in the Icelandic fishing industry.
- Project for the Dairy industry.

EDI
EAN Iceland launched the ISEDI EANCOM project in mid-1991 for both national and international EDI. As a result of cooperation between EAN Iceland and ICEPRO, EANCOM is today the national EDI standard for Iceland. EAN Iceland also maintains close links with the EDI association in the promotion of EDI across all sectors of Icelandic industry.

At the end of 1994 there were 40 users of EANCOM with 70 expected by the end of 1995.
EAN INDONESIA

President: Kusudiarsa HADINOTO
Company: INDONESIA ELECTRIC CABLE MANUFACTURER'S ASSOCIATION
Chief Executive: Suharnoko HARBANI
Executive Staff: Ibnu UTOMO - Executive Secretary
Mochammad RIVAIE - Administration
Lilies AISYAH - Communication Services
Publication: Berita BAR CODE, Bi-Annual

Membership
At the end of 1994, EAN INDONESIA had 46 members, an increase of 76.92 %
over last year. A total of 46 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
Pharmaceutical, Garments, Electronics, Post and Telecommunication and Book
publishing.

Leading new member companies
- JOHNSON & JOHNSON, Consumer & personal goods, EAN-13, ITF-14, EAN-
  128.
- GUDANG GARAM, Cigarette, EAN-13, ITF-14, EAN-128.
- SUBA INDAH, PT, Retail, distribution, EAN-13, EAN-8.

Future projects
- Create working groups to promote EAN-EDI System application.
- Develop internal coding application for commercial stores.
- Seminars & workshops on scanner and related equipment.
- Enhancement of services to members and prospective members.
- Set up a comprehensive seminar, workshop, demo shop for training purposes.

EDI
In 1994 EAN Indonesia started a project to promote EDI awareness among its
member companies. This was carried out through the creation of a working
group to specifically address the retailing, wholesale, distribution and transport
sectors, via the publication of bulletins and manuals detailing all aspects of EDI
and EANCOM.

IRELAND

President: Pat MORONEY
Company: POWER SUPERMARKETS Ltd
Chief Executive: Tommy MCCABE
Executive Staff: Tony HENNESSY - Assistant Secretary
Brendan KERNAN - EDI Consultant to ANAI
Rosemary O'NEILL - Accounts Executive
Barbara LYONS-BARRETT - Administration
Publication: ANAI News, 3 per year

Membership
At the end of 1994, ANAI had 1,278 members, an increase of 12 % over last
year. A total of 229 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
The main objectives is on the expansion of EDI in retail grocers and other areas.
The development will focus at improving EANCOM penetration and message
usage. Areas targeted are health care and freight forwarding/transport sectors.
Leading new member company
BRAUN IRELAND, Electrical appliances.

EDI
The ANAI launched EANCOM for both national and international EDI in 1989. Today there are 190 EANCOM users with this number expected to increase to 250 by the end of 1995.

President: J. GELLBARD
Company: KO-OP
Chief Executive: Sigal BLATT
Executive Staff: Paz ECKSTIEEN

Membership
At the end of 1994, ICA had 1,738 members, an increase of 15.41% over last year. A total of 2,892 manufacturer numbers had been allocated.

Future projects
- EDI project: during 1995, ICA intend to carry out a pilot between a retailer and a manufacturer.
- Despatch unit: There is a need to use this feature in the industry. In 1995 we intend to implement ITF-14.

EDI
ICA began their EDI activities by defining the business processes between manufacturers and retailers over the last one and a half years. The ICACOM national guidelines of EANCOM were launched in 1994 and pilot testing is expected to begin shortly.

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.

President: Luigi BORDONI
Company: CENTROMARCA
Chief Executive: Roberto BUCANEVE
Executive Staff: Andrea BOI - New Projects Development Manager
Enrico Baraggioni - Technical Executive
Publication: TENDENZE, 6 per year

Membership
At the end of 1994, INDICOD had 17,245 members, an increase of 12.37% over last year. A total of 17,155 manufacturer numbers had been allocated.
Future projects
- 6 conventions on EAN systems and applications will be held on the occasion of national fairs.
- Training: 10 Technical seminars will be held throughout the country.

EDI
INDICOD launched the EDICOMM EANCOM project in the beginning of 1991. At the end of 1994 there were 100 users with 200 expected by the end of 1995. The main objectives of the project are twofold, the promotion of the EANCOM concept, and EANCOM education/training.

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 SATO - General Manager
Seiichi SAIJIT - Assistant General Manager
Hitomi SEKIKAWA - Chief Researcher
Publication: DCC News (in Japanese) - Bimonthly, SCAN News JAPAN (in English) - annual

Membership
At the end of 1994, DCC-Japan had 76,609 members, an increase of 6.93% over last year. A total of 76,613 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
An expansion in the use of EAN Standards has emerged in the Printing machines, sports, fishing tackle and textile sectors.

Future projects
- Use of personal computer and Bar Code.
- Guidelines for EAN-128.

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. To date various specific EDI standards have been developed by DCC for use by its member companies. This committee has recently decided to support and promote EANCOM/EDIFACT in the Japanese distribution sectors.

EAN LATVIA

President: Ivars KALVISHKIS
Company: LAIMA Join Stock Company
Chief Executive: Liene SHAURINA - Secretary General

Membership
At the end of 1994, EAN LATVIA, who joined EAN International during the year, had 40 members.
Leading new member companies
- LAIMA, Leader in the sector of manufacture of Chocolate.
- LATVIJAS BALZAMS, Alcoholic drinks.

Future projects
- Improve the service for members.
- Symbol testing service for improvement of printing quality.
- Issuing of EAN LATVIA Publication.
- Bar coding seminars on national level and seminars for printers.
- Seminars and the participation to SCAN BALTICS 95 exhibition are planned.

President: Vincas BABILIUS
Company: SKAITEKS
Chief Executive: Vytautas JUSKAITIS - Executive Secretary

Membership
At the end of 1994, EAN LITHUANIA, who joined EAN International during the year, had 32 members.

Leading new member companies
- LIETUVISKAS MIDUS Ltd, Leader in the sector of alcoholic drinks.
- KLAIPEDOS MAISTAS Ltd, One of the biggest exporters in the sector of canned goods.
- VOLTO Ltd, Soft drinks.

Future Projects
- To prepare National Standard: Bar code font for mechanical character recognition.
- Bar coding seminars on national level for retailers.
- Work in joint program with EDI LITHUANIA.

President: Snezana IVANOVSKA
Company: AD PIVARA
Chief Executive: Aco SPASOVSKI
Executive Staff: Danica PETROVIC - Coordinator
Danica FIDANOVSKA - Independent Official

Membership
At the end of 1994, EAN MAC, who joined EAN International during the year, had 56 members.

Future projects
- Work on the expansion of EAN in new sectors of activities.
- Implementation of new applications.
- Hold seminars and conferences for the vocational training of the staff.
MALAYSIA

MANC

Chairman: Paul LOW
Company: MALAYSIAN SHEET GLASS BERHAD
Chief Executive: Keok Yin TAN
Executive Staff: Soo Keun AU - Country MANAGER
Chris WOO - Administrative Assistant
Sharon LAW - Secretary
Publication: MPN Newsletter, quarterly

Membership
At the end of 1994, MANC had 726 members, an increase of 43.76% over last year. A total of 765 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
At the moment the majority of EAN users are still from the grocery and retail industry. There has been interest expressed by the Public Works Department (Stores Division) and the Ministry of Health (Planning and Development Division) to use bar codes for inventory control. MANC is following up on this matter to facilitate their usage of the bar code system.

Future projects
- Development of a product catalogue which would assist retailers in their implementation of scanning.
- Work towards getting the EAN system endorsed as the national standard product numbering and bar coding system in the country.
- Wider promotion of EAN-128 especially among manufacturers and non-retail.
- Encourage other retailers, especially the non-food, to implement EAN bar codes and scanning.

EDI
EDI activity in Malaysia has increased in 1994 at the planning and promotion level. MANC sits on the Malaysian EDI Purchasing Work Group which is responsible for the development of EDI messages for retail, distribution, and manufacturing sectors. Currently the Malaysian EDI Committee is considering the adoption of EANCOM as the national standard for the retail and distribution sector.

MALTA

MANA

President: Godwin C. MICALLEF
Chief Executive: John SCICLUNA
Publication: MANA Newsletter, three times a year.

Membership
At the end of 1994, MANA had registered 59 members, an increase of 96.67% over the previous year. A total of 55 manufacturer numbers had been allocated.

Future projects
MANA will be aiming to increase their promotional activities by:
- promoting the use of EAN Numbering and bar coding applications especially in the distribution sector.
- promoting the use of EDI and advising how its developments can be implemented in the Maltese industry.
- Identifying other sectors where bar coding can be implemented and marketing their services to increase awareness.
- Distributing promotional/information leaflets on EAN standards and applications to all members.
EAN MAURITIUS

President: Antoine HAREL
Company: HAREL MALLAC & Co Ltd
Chief Executive: Jean-Claude MONTOCCHIO, Secretary General
Executive Staff: Faeeza IBRAHIMSAH, Assistant

Membership
EAN MAURITIUS joined EAN International at the end of 1994, and has only just begun to operate.

AMECOP

President: Daniel SERVITJE MONTULL
Company: Grupo Industrial BIMBO
Chief Executive: Lourdes SANCHEZ DE LA VEGA
Executive Staff: Antonio SALTO TOLOSA - Industrial and Technological Manager
Gabriela SANCHEZ - Public Relations Manager
Rosa M. LUMSDEN - Manager Member Services
Gilberto CASTRO - Finance and Admin. Manager
Publication: Revista AMECOP, Bi-monthly

Membership
At the end of 1994 AMECOP had 8,355 members, an increase of 25.9% over last year. A total of 7,318 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
AMECOP is looking at other sectors such as hardware, office products, oil & gas industry.

Leading new member companies
- XEROX Mexicana - Technological suppliers, automation systems, printers.
- GENERAL MOTORS - Automotive manufacturer, automotive after market.
- BECTON DICKINSON - Pharmaceutical manufacturer.
- SQUARE D MEXICO - Electrical supplier.
- BAXTER MEXICO - Pharmaceutical manufacturer.

Future projects
- EDI implementation: a major campaign is planned to promote the implementation of EDI. Plans are in place for the pharmaceutical industry (both retail and manufacturing sectors), and several major retail chains have EDI projects planned for 1995. AMECOP expects to have about 300 companies using EDI by the end of 1995.
- Promotion of UCC/EAN-128.
- An ECR pilot program is fully implemented and we expect to publish results the 2nd quarter of ’95.
- QR Initiative: joint project with ANTAD, two major retailers will start QR programs this year. As part of this initiative, AMECOP expects an increase in members from the textile industry.
- Promotion of AMECOP’s services advising of what the association has to offer.
- Six EDI seminars are planned.
AC T I V I T I E S

EDI
AMECOP in Mexico started an EDI project using the ANSI X-12 standards in 1994 which by the end of the year had 50 users. Forecasts for 1995 indicate that this figure will rise to 200.

Two committees in AMECOP control and promote the use of EDI in Mexico, the technical committee which is made up of hardware and software suppliers, and the user committee which is made up of companies from the retail and industrial sectors. AMECOP maintains close links with UCC.

MOROCCO

EAN MAROC

President: Driss FILAL
Company: COFARMA Holding
Chief Executive: Jamal HAMDOUCH
Executive Staff: MOHAMED AOUAD - Executive Manager
Myriam SAKANE - Secretary

Membership
At the end of 1994, EAN MAROC, had 55 members, an increase of 37.5% over last year. A total of 43 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
Article Numbering has expanded in the non-food areas such as cosmetics, textile and chemicals.

Future projects
- Distribution of promotional and information leaflets on EAN standards and Bar code technology.
- Creation of working groups to promote EAN applications.
- Introduction of the EAN Numbering and bar coding system in new sectors such as: pharmaceutical industry, fruit and vegetable export, etc...
- Promotion of the use of EAN-128.
- Improving the quality of printed symbols.

NETHERLANDS

EAN NEDERLAND

President: I.J. VOS
Company: SCHUITEMA NV
Chief Executive: J. Peter GELELINK
Executive Staff: Henk GORTER DE VRIES - Deputy Executive Manager
Piet J. MUNSTERMAN - Secretary/Market Development Manager
Maarten L. KOENS - Manager EDI
Guido J. DONKERSLOOT - Manager EAN Code System
Marianne VAN DER HEIDE - Manager Communications

Publication: EAN NL magazine, 4 per year
Membership
At the end of 1994, EAN NEDERLAND had over 3,000 members, an increase of +/− 12% over last year. A total of +/− 2,900 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
Biggest growth: General merchandise, Audio/Video, Fashion and agriculture.

Leading new member companies
- LEOLUX (furniture sector), EAN and EDI for customer specific products.
- UTRECHT UNIVERSITY HOSPITAL, Use of EAN-128 for the identification of patients, locations and medical treatments.
- NEBIC/Association GB, Identification of AutoCAD blocks by an EAN-code.

EDI
In 1991 a project was launched to migrate the TRANSCOM trade messages to EANCOM. This project has been extremely successful and in 1994 there were 1,200 users of EANCOM registered with 1,400 forecasted by the end of 1995.

A major activity currently being undertaken by EAN Nederland is the provision of user group profiles of EANCOM messages which provide specific notes on the use of EANCOM messages in specific environments. This activity, while being a major task for EAN Nederland, adds considerable value to the end user.

President: Charles PETERSON
Company: CHARLES S. PETERSON GROUP Ltd.
Chief Executive: Barry HOUSTON
Executive Staff: Pauline BODDINGTON - Manager Systems & Administration
Alan CARLSEN - Business Support Manager
Owen DANCE - Technical Services Manager
Publication: EANZ News, 3 per year

Membership
At the end of 1994, EAN New Zealand had 2,913 members, an increase of 8.49% over last year. There are 2,913 manufacturers currently registered with EAN New Zealand.

Expansion of EAN in new sectors
Virtually all the new industry sectors are using the EAN-128 standards. The industries want applications which provide them with more information on the package or item and want a system which ties in with their MRP system used in the production process.

Leading new member companies
- COMALCO CARTER HOLT HARVEY, aluminium, using EAN-128 to identify products and EANCOM for the EDI Network.
- OLEX CABLES and MIM CABLES and PDC, electrical cable and appliances. OLEX CABLES and MM cables manufacture cables from domestic to heavy industrial and mains transmission. They have used EAN-128 to identify all products. PDC has used EAN-128 on their despatch units.
- CARTER HOLT HARVEY and TASMAN LUMBER, timber, use EAN-128 on timber packs. They have included A.I.'s to uniquely identify each pack and to include the total length of the timber in each pack plus the volume in the pack.
Future projects
- Help members use the EAN system as the infrastructure to develop E.C.R.
- Explore ways of assisting with the use of the EAN system in the health industry in New Zealand.
- Continue to work with the transport industry in New Zealand to ensure the EAN system is used throughout all sectors of that industry.

EDI
EAN New Zealand, through its involvement with the Electronic Commerce Australia (ECA) actively promotes the use of EDI in New Zealand though a campaign of EDI, and particularly EANCOM awareness.

EAN NORGE

Chairman of the Board: Bjorn NYMOEN
Company: VESTFOLD BUTIKKDATA AS
Chief Executive: Evelyn JOHANSEN
Executive Staff: Toril BARKHOLM - Accountant
     Berit M. ANDERSEN - Secretary
     Randi HAFTORN - Technical Executive
Publication: EAN NYTT, 2-3 per year

Membership
EAN NORGE has no individual members. In all, 5 organisations are represented. At the end of 1994 a total of 2,638 manufacturer numbers had been allocated.

New sectors
- Music.
- Textile.
- Ironware.

EDI
Since 1985 EAN Norge has been the responsible body for the maintenance of the STANDARD RECORDS EDI project which currently includes 10 trade messages. At the end of 1994 there were 2,106 users with 2,110 expected by the end of 1995. This standard is no longer maintained and it is hoped that all of its current users will have migrated to EANCOM within the next two to four years.

In November 1991 EAN Norge launched an EANCOM project called Norsk EANCOM. By the end of 1994 there were 64 users with a similar number expected by the end of 1995. The main messages used are the Purchase Order, the Price/Sales Catalogue and the Invoice.

EAN PARAGUAY

President: José Antonio BERGUES
Company: TUBOBAR
Chief Executive: Hugo Alberto MIGNACO

Membership
At the end of 1994, EAN PARAGUAY, who joined EAN International during the year, had 16 members.

Future projects
- Promotion of the installation of Scanners in Supermarkets.
- Participation in Congresses and exhibitions in all the country.
- Creation of work group with the Industrial Pharmaceutical Association.
Activities

APC

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

Membership
At the end of 1993, APC had 672 members, an increase of 144.36% over last year.

Future projects
- In this year APC will continue to strengthen of EAN standard for consumer units and begin the promotion of EAN codes in other sectors: Textile, Pharmaceutical, etc...
- Improve new services to memberships, increasing communication with new publications.
- Trigger the development and promotion of the despatch units code.
- Establish an automatic and integrated system for their print quality checking service.
- Develop and promote more technical support products like specialized manuals, brochures and video cassettes.
- Develop and generate the EDI project implementation in the retail companies.

PANC

President: José A. ALBERT
Company: PHIL. ASSOCIATION OF SUPERMARKETS Inc. PASI
Chief Executive: José A. ALBERT
Executive Staff: Ma. Teresita D. AGUIRRE - Secretary
Socrates SOBREINTO - Messenger

Membership
At the end of 1994, PANC, had 400 members, an increase of 225.20% over last year. A total of 400 manufacturer numbers had been allocated.

Leading new member companies
amongst others:
- Retailers like UNIWISE Group of Companies, SHOEMART Group of Companies, METRO GAIANSO, ...
- Manufacturers like UNILEVER, COCA COLA Bottlers Philippines Inc., SAN MIGUEL Foods Inc., IBM Philippines, ...

Expansion of EAN in new sectors
- Pharmaceuticals: PANC are presently coordinating with both the Pharmaceutical & Health care Association of the Philippines (PHAP) and Mercury Drugstore, one of the biggest drugstores in the country. Mercury drugstore is planning start scanning this year and will require its suppliers to start putting bar codes on their products.
- Packaging: Introduction of DUN & EAN-128 requires meeting with the different printers & packaging manufacturers to lay down the foundation of applying the numbers.

Future projects
PANC will continue its work promoting EAN/UCC 128.
EAN POLAND

President: Grzegorz SZYSZKA
Company: INSTITUTE OF LOGISTICS AND WAREHOUSE MANAGEMENT
Chief Executive: Krzysztof PUCIATYCKI
Executive Staff: Elżbieta HALAS - Deputy Manager
Anna KOSMACZ-CHODOROWSKA - Marketing Manager
Ewa WICKA - EAN Code system Manager
Publication: Logistics, quarterly

Membership
At the end of 1994, EAN POLAND had 2,282 members, an increase of 105.58% over last year. A total of 2,285 manufacturer numbers had been allocated.

Future projects
- Elaboration of a national system of in store codes.
- Organising seminars for: distributors “EAN bar codes in trade”, for cosmetic and pharmaceutical industries as well as for grocery sector.

EDI
In 1994 EAN Poland carried out research on the possibilities of implementing EDI in Poland. The results of the research showed that currently the main obstacles to its development are a lack of information, the costs of implementation, and the fact that Polish fiscal law does not accept electronic invoices.

As a result of the research EAN Poland is trying to establish a group to apply for changes to the laws concerning the use of EDI invoicing. In addition to this an extensive awareness campaign is also planned where publications explaining the concepts of EDI and training courses will be available. A translation of EAN-COM into Polish is also currently being finalised.

PORTUGAL

President: António ROQUETTE CAMPELLO
Company: NESTLE Portugal S.A.
Chief Executive: Maria-Luiza CARREIRA
Executive Staff: Marc DEFRETIN - EDI Manager
Humberto ESTRELA - BAR CODE Manager
Publication: CODIFORMA 4 per year - 1994

Membership
At the end of 1994, CODIPOR had 2,643 members, an increase of 13% over last year. A total of 2,619 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
Textile, Ceramics, Luncheon Vouchers.

Future projects
- Publish the coupon code guidelines manual.
- In-store scanning tests.
- Organise 27 seminars on bar code and 16 seminars on EDI/EA NCOM.
- Promote bar code symbol testing service.
- Translate and publish “An Introduction to EDI”.
- Translate and publish “An Introduction to the Serial Shipping Container Code”.
- Seminars on EAN-128.
- Implement a product catalogue database.
- Check digit calculation software.
- Folders on bar code and EDI/EA NCOM.
In 1990, CODIPOR launched its EANCOM project for both national and international EDI. By the end of 1994 there were 20 users with the number expected to rise to 40 by the end of 1995.

The EDI committee of CODIPOR contains representatives of retailers, manufacturers, VAN suppliers, and an electricity supply company. The committee reviews all EANCOM standards, promotes the use of EDI in Portugal, and publishes an EDI user guide.

President & Chief Executive: Marcela IOSEP
Company: GENICOD S.R.L.
Executive staff: Eugenia MARTINOV - Secretary of the council of Administration
Ciprian IOSEP - Technical Manager
Flornn GHEORGHITU - Chief Accountant

Membership
At the end of 1994, EAN ROMANIA, who joined EAN International during the year, had 36 members.

Leading new member companies
- APULUM S.A., Porcelain manufacturing, EAN used in distribution.
- COLGATE PALMOLIVE RUMANIA S.R.L., Cosmetics, distribution.
- STAR FOODS RUMANIA S.R.L., Food, Inventory reports.

Future projects
- SIDITER - Informatic distributed system used as informal support together with the 41 county Chambers of Commerce regarding the EAN matters.
- LAW - initiative together with the Romanian Chamber of Commerce and Industry and the Ministry of Finance for introducing POS systems with scanning within mass retailing.
- Economic TV programs on EAN and EANCOM matters. Presentation of ROM-COD the communication language based on product description. This project consists of the creation of a set of short TV films aiming at informing on EAN and EANCOM.

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

Membership
At the end of 1994, UNSCAN had 470 members, an increase of 66.07% over last year. A total of 470 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
An expansion in the use of EAN standards and applications has been noted in food, chemical, pharmaceutical and packaging industries.

Leading new member companies
- Moscow Milk and margarine production factory, Food industry, Article numbering.
- CRACKER Moscow Factory, Food industry, Article Numbering.
- VOSTOK, Chistopolsky watch factory, Article Numbering.

Future projects
- Implementation of basic training programmes on article numbering and EDI.
- Promotion of the EAN-128 and pallet label standards.
- SCAN Russia’ 95 Exhibition in cooperation with AIM Russia.

SANC

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

Membership
At the end of 1994, SANC had 962 members, an increase of 5.1% over last year. A total of 962 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
- SANC succeeded in coding the live Arowana (Dragon Fish) with EAN-128. They plan to extend this to better supervise export of other live tropical fish.

New applications
- SANC will be further promoting EAN for ethical pharmaceutical products.
- SANC continues to discuss with the steel sector and the gas cylinder sector for applications of the EAN system.

Leading new member companies
- SINGAPORE PRESS HOLDINGS Ltd. This company controls all main press medias and publications in Singapore. They applied EAN coding on a total of 10 Newspapers and 6 leading magazines in Singapore.
- ESSO SINGAPORE Pte Ltd. Petrol stations alongside which minimarts are being operated. They have a software which can monitor the petrol dispensed to cars as well as scan the merchandise purchased by the customers. The Esso minimarts at petrol stations have been selected as a model by SANC for their small retailers to emulate.
- THOMSON CONSUMER ELECTRONICS MARKETING ASIA. SANC is working closely with them to source code their products for Singapore and export.
- PAN PACIFIC PUBLICATIONS (S) Pte Ltd. This company has strengthened SANC’s efforts to penetrate the book sector with the application of the EAN system.
Future projects
- EAN for the pharmaceutical sector.
- Expand EAN for the other tropical live fish for export.
- Promote EAN for steel sector.

EDI
The Singapore Government has established five EDI Committees: 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 major activity undertaken by SANC in 1994 was the promotion of EANCOM throughout Asia in the Asian EDIFACT Board Purchasing work group. In addition to this SANC also promotes the use of EANCOM in Singapore through a series of seminars and individual meeting with potential users.

EAN SLOVAKIA

President: Julius SIMKO
Company: STATE MATERIAL RESERVES
Chief Executive: Miroslav STAFFEN
Executive Staff: Anna HERKELOVA - Commercial Manager
Viera GOCALOVA - Economic Manager
Adriana ILOVSKA - Assistant

Membership
At the end of 1994, EAN SLOVAKIA, who joined EAN International during the year, had 401 members. This represents an increase of 117.93% over last year. A total of 398 manufacturer numbers had been allocated.

Future projects
- Publication of new manual of Numbering and Symbol marking for EAN users.
- The EDI group will be established.
- Seminar on EAN numbering and EDI in the retail and transport sectors.

SANA

President: Cvetana RUAVEC
Company: FRUCTAL
Chief Executive: Franc KOGOVSEK
Executive Staff: Lili BAHORIC
Publication: EAN SLOVENIA, every 4 months

Membership
At the end of 1994, SANA had 1,185 members, an increase of 106,80% over last year. A total of 1,140 Manufacturer numbers had been allocated.

Expansion of EAN in new sectors
Health care authorities, pharmaceuticals.
ACTIVITIES

Future projects
- Establishing contacts with experts in logistics to define the real needs.
- Establishing working groups for logistics in trade, logistics in manufacturing and EANCOM.
- Presentation of EAN system as an integral system for logistics.
- Activities to underline the mutual interest of all members in the supply chain and to protect the integrity of the system.
- Establishing the EANCOM Facilitating Centre in the premises of SANA.

EDI
In January 1995 SANA founded an EDI Facilitating Center in its offices with the cooperation of IBM Slovenia and the University of Maribor (laboratory of EDI). The center aims to promote EANCOM in Slovenia and it is hoped that at least 20 users will be active by the end of 1995. The main areas of interest in Slovenia are the General Merchandise, Finance and Insurance sectors.

SAANA

Chairman: S.U.M. MARTINENGO
Company: SHOPRITE CHECKERS
Chief Executive: R. M. PEARCEY
Publication: SAANA Newsletter, Quarterly

Membership
At the end of 1994, SAANA had 4,239 members, an increase of 12.47% over last year. A total of 4,144 manufacturer numbers had been allocated.

Leading new member companies
- The Department of Health for the National Health Service is using EAN Location Codes for EDI.
- TELKOM S.A., the National Telecommunications Authority is using not only the EAN Location Code for Telkom EDI VAN MailBox identification of Depot Locations, but also the EAN Numbers for Products sold through Telkom Service Outlets.

Expansion of EAN in new sectors
SAANA is working closely with both major paper mills (SAPPI & MONDI) to develop national and eventually international coding & symbol marking.

Future projects
Developing the National Standard for the paper industry.

EDI
At the end of 1988 SAANA launched the SAANA EDI Standards using SAANA formats and the EDIFACT syntax. At the end of 1994 there were approximately 150 users with 250 expected by the end of 1995. EANCOM has officially been adopted for international EDI.
EAN KOREA

President: Kim SANG HA
Company: KOREAN CHAMBER OF COMMERCE AND INDUSTRY
Chief Executive: Jai-Ho HYUN
Executive Staff: Tong-Joon PARK - General Manager
Publication: KAN News, Quarterly

Membership
At the end of 1994, KANC had 2,450 members, an increase of 54.77% over last year. A total of 2,403 manufacturer numbers had been allocated.

Leading new member companies
- LOTTE DEPARTMENT STORE, retailer, the largest store in Korea started EDI trading with its suppliers who number around 40.
- DACOM CORPORATION, one of the largest VAN supplier, began the EDI service covering 87 manufacturers and retailers. They adopted the EANCOM as EDI message standard.

Future projects
- Expand EAN into non-food industries, especially apparel and pharmaceutical.
- Provide KAN Product database to users through the VAN and EDI networks.
- Carry out Scan Data Service on a test basis in the Seoul metropolitan area.
- Allocate EAN Location codes to our members.
- Develop 3 EDI standard messages.
- Publish UCC/EAN-128 leaflets aimed at expanding its use.

EDI
In March 1993 KANC launched a project EANCOM - Korea 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 Korean EDIFACT Committee for examination and approval.

At the end of 1994 107 users of EANCOM Korea were reported with 300 estimated by the end of 1995.

AECOC

President: Federico RIERA - MARSA
Chief Executive: Jose Maria BONMATI
Executive Staff: Gabriel IZARD - Technical Director
Alexandro SANCHEZ COLL - AECOM Manager
Rafael MIQUEL - Marketing Director
M. HERNANDEZ DE LORENZO - Administrative Manager
Publication: CODIGO.84 - Bi-Monthly,
AECOC.Info - Monthly,
AECOC.FARMA - Quarterly

Membership
At the end of 1994, after “cleaning-up” their members file, AECOC had 9,407 members, an increase of 7.83% over last year. Their total manufacturer numbers now stands at 9,255.
Leading new member companies
- INDO, Optical Industry use the EAN bar codes on warehouse and distribution flows.
- KELLOGS, Foods, Use bar codes on warehouse control.
- FRIGO, Frozen Foods (ice creams) use EAN labels on logistic flows.

Future projects
- Sports goods. Source marked items be scanned in warehouse environment and point of sale applications.
- Textile: Pilot experience between some retailers and producers to use in the depth EAN tools (Bar coding & EDI).
- EDI on Hospital environment between suppliers and hospitals.
- EDI on transport companies and financial relations.
- ECR users among different fields: Logistics, EDI, Bar coding.

EDI
AECOC has launched an EANCOM project addressing the trade, transport, and finance sectors under the name of AECOM and an additional project covering the health sector under the EANCOM name.

Since 1991 AECOC has participated in the EU Commission TEDIS Concorde Project interconnecting the AECOM service with the ALLEGRO service in France.

In January 1994 the project EDIFAR was established in AECOC to promote and develop the use of EANCOM in the Spanish pharmaceutical sector by means of specific implementation guidelines.

EAN SVERIGE

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

Membership
At the end of 1994, after "cleaning-up" their member file, EAN Sverige had 4,063 active members, an increase of 9.99% over last year. A total of 4,063 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
The fastest growing new sectors are white goods (washing machines, refrigerators, etc.) and brown goods (radio, televisions, etc ...)

New applications of the EAN standards
- STOCKHOLM ENERGI AB, power supplier, EDI, EANCOM metered services invoice towards major customers.
- HOME ELECTRONICS, Joint project including Manufacturers and Distributors, EAN article identification, POS, EDI.

Future projects
Continued expansion in core activities. Expansion of EANCOM in the public sector, the use of REQUITE and QUOTES for public procurement will be introduced. EAN Sweden supports the national ECR project.
EDIF
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 1994 there were an estimated 700 users with in excess of 1000 expected by the end of 1995. The national standard DAKOM which EAN Sweden also support will not be maintained after June 1996.

EAN Sweden has actively promoted the use of EANCOM in many industry led EDI projects. User profiles of EANCOM detailing specific requirements for different sectors have led to a positive acceptance of EANCOM in the health care, white goods, brown goods, and office supplies industries.

EAN (SCHWEIZ)

President: Dr Gerhard METZ
Company: COOP SCHWEIZ
Chief Executive: Robert SCHUBENEL
Executive Staff: Paul GERBER - Head of dept. EANCOM
                Michael BEHOUNEK - Head of dept. EANSYS
Publication: Bulletin, quarterly

Membership
At the end of 1994, EAN (SCHWEIZ) had 1,720 members, an increase of 9.76% over last year. A total of 1,828 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
- EAN (Schweiz) is trying to gain a deeper penetration of the EAN system in the health sector, in involving social security and health insurance companies.
- Promising contacts to major forwarding agents will bring first implementation of the EAN system in the transporting sector.

Leading new member companies
- AERZTEKASSE, central invoicing and accounting service for medical practitioners. Introducing EANCOM between this central invoicing and accounting service and the health insurance companies.
- BRECHTBUHL AG, Transport, this important road transporting company has joined EAN (Schweiz) for implementing EANCOM and use the EAN system for tracking and tracing purposes.

Future projects
- In 1995, EAN (Schweiz) will start the pilot phase of a central database containing EAN article information and location numbers.
- Together with the Swiss PTT, they will establish a concept for automated routing of parcels based on EAN-128.
- First contacts will be established with the federal railways to adopt a similar system.

EDI
EAN Suisse launched the EANCOM eANder project in 1990. The name of the project was changed to EANCOM-CH because EANCOM has been adopted for both national and international EDI. At the end of 1994 there were 150 users with 200 expected by the end of 1995.
President: P. C. CHANG  
Chief Executive: Lin HUI  
Executive Staff: HUI Jung Sheng -  
   Director of Promotion & Marketing Division  
HUNG Shih Feng - DP. Center Manager  
Ray WU - Manager of Data Base Department  
Jason CHANG -  
   Project Manager of Promotion & Marketing Division  

Publication: CAN News, every two months

Membership  
At the end of 1994, CAN had 4,644 members, an increase of 27.23% over last year. A total of 4,644 manufacturer numbers had been allocated.

Expansion of EAN in new sectors  
- To promote the automation of dispensaries, and assist in developing POS system softwares. CAN also helped Shang Hai Union Dispensary Co. Ltd. to implement a scanning system in 1994.  
- CAN and Taiwan Pharmaceutical Industry Association jointly held six seminars for bar code application in pharmaceutical products.  
- CAN held a bar code discussion and three seminars in the field of educational materials together with Taiwan Regional Association of Educational Materials Industries.

Leading new companies  
- TA TUNG Co., Manufacturer/Wholesaler/retailer, Article Numbering, is a leading company in Taiwan electrical appliances. They implement and develop EAN codes in the electronic sector. This should encourage other electrical appliance companies to adopt EAN coding.  
- KUO YUAN YE Foods Co., Ltd, Manufacturer/retailer, Article Numbering, is a very famous foods company in Taiwan. They adopt EAN source marking in order to develop their wholesale and export business.  
- CYANAMID TAIWAN Co., Manufacturer/Wholesaler, Article Numbering, is a pharmaceutical products manufacturer and wholesaler.

Future projects  
- The Commercial Automation of Department of Commerce, Ministry of Economic affairs that will focus on supporting the retailers to implement EAN standards.  
- About the project of EDI, CAN has developed national guidelines of EANCOM D93A format.  
- Another project is about data base, focus on the product of article numbering.

EDI  
CAN launched the TTEDIS project in late 1991 to develop national and international guidelines of EANCOM. 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 1994 there were 60 users of EANCOM with 120 expected by the end of 1995.
President: Chokchai AKSARANAN  
Company: CHAROEN POKPHAND GROUP  
Chief Executive: Pitchya VAJARODAYA  
Executive Staff: Julawit LAYANGKURN - Technician  
Rungtiwa KLAKHANG - Customer Service  
Publication: 4 per year

**Membership**  
At the end of 1994, TANC had 800 members, an increase of 151.57% over last year. A total of 780 manufacturer numbers had been allocated by end 1994.

**Future projects**  
Recruit the supermarket suppliers which are more than 2,000. Educate the public more about EAN in the upcountry area.

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**TUNICODE**

President: Hamra GRIRA  
Company: MAGASIN GENERAL  
Chief Executive: Neji CHAABANE  
Executive Staff: Chadia KHEMISSI - Secretariat  
Kamel BEN M'NA - Responsible Communications  
Moncef BEN GUEIDA - Service Suivi

**Membership**  
At the end of 1994, TUNICODE had a total of 350 members, an increase of 45.83% over last year. A total of 350 manufacturer numbers had been allocated.

**Leading Companies**
- CENTRE NATIONAL DE TRANSFUSION SANGUINE, Public Sector, use EAN-13 and EAN-8 to classify blood by group and specify blood components and characteristics.  
- SIPHAT, Pharmaceutical products, medicines, all products are codified with EAN-13.

**Expansion of EAN in new sectors**  
Bar codes have been used for the CNTS, domestic electrical appliances. Initial contacts have been taken with the health and pharmaceutical sector for article numbering.

**Future projects**
- Implement projects to interest all economic sectors during the coming year.  
- Develop standard messages for the distribution sector and for manufacturing.  
- Organise seminars in the major cities, discussions will be held with laboratories in the various sectors and provision of more messages.  
- Research regarding the quality of printed symbols as well as seminars addressed to printers during this year.
Activities

Turkey

UCCET

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

Membership
At the end of 1994, UCCET had 1,494 members, an increase of 8.80 % over last year. A total of 1,494 manufacturer numbers had been allocated.

Leading new member companies
- VAKKO, Textile and ready made clothing, Article Numbering
- BEGEDIK A.S., Department store, EAN-13 used for its own products such as flour, sugar, cereals, etc. In store numbering is used for products not using EAN-13.
- IGROS A.S., Chain of supermarkets, EAN-13 and in-store numbering.

Future projects
The recently formed Technical and Consultancy Committee will decide about sounder and more effective EAN application in Turkey, namely expansion and promotion of the use of bar code throughout the country by local Chambers of Trade and Industry, how to solve problems encountered in EAN applications. The major future prospects of UCCET are to conduct preliminary studies to see whether EAN-128 is applicable in Turkey, and to further standardise the 29 pre-digit system for weighted products.

Ukraine

EAN Ukraine

President: George DZIS
Chief Executive: Igor SLIPETS - General Director

Membership
EAN UKRAINE only joined EAN International at the end of 1994, and has only just begun to operate.
Chairman: John WHEELER
Company: BRITISH SHOE CORPORATION Ltd
Chief Executive: Andrew OSBORNE
Management Staff: Stephen CRONBACH - Operations Manager
Kian TAVAKKOLI - Administration Manager
Graham AVORY - External Relations Manager
Publication: ANA News, Quarterly - EDI News, 3 times a year.

Membership
At the end of 1994, ANA UK had 11,255 members, an increase of 8.80% over last year. A total of 12,520 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
ANA is actively increasing the introduction of EAN in the health care, packaging and transport sectors. Over 90% of major packaging suppliers have joined and enthusiasm is being expressed by a number of the major healthcare companies spurred on by the implementation on January 1 of the European Medical Device Directive on mandatory traceability.

Future projects
- Preparation of brochure jointly with the Association of British healthcare industries to promote EAN Options within the health care industries Bar Code standards.
- Seminars are planned to promote EAN in the health care industry; Quality, for which a brochure is planned; EAN-128.
- Target sectors will be textiles, electrical components and EDI in utilities.

EDI
The ANA started developing the TRADACOMS standard on the basis of the TDI syntax in 1982. Today TRADACOMS messages cover a wide variety of trade functions. At the end of 1994 there were estimated to be 12,000 users with 15,000 expected by the end of 1995.

At the end of 1994 the usage of UK EDIFACT trade messages was estimated at 450 users with 750 users expected at the end of 1995. The figures for EANCOM indicate that there are currently 100 users with 400 expected by the end of 1995.

The ANA is currently involved in a TEDIS project of the EU Commission which aims to provide the business methodology required to ensure that existing TRADACOMS users can adopt EANCOM with confidence.

President: Juan Angel MOSCA
Company: Mosca Hermanos S.A.
Chief Executive: Jorge Perez BLANCO - Executive Director
Executive Staff: Juan Carlos VAZQUEZ - Technical Officer
Gustavo ISRAEL - Executive Administrator
Publication: Codigos Uruguayos, Quarterly

Membership
At the end of 1994, CUNA had 336 members, an increase of 42.37% over last year. A total of 328 manufacturer numbers had been allocated.
Expansion of EAN in new sectors
A good level of codification in the pharmaceutical area has been reached, not only with multinational laboratories but also with national industry, encouraged by the national laboratories association.

Future projects
C.U.N.A. is currently working on the setting up of a new organization that will be called "EAN URUGUAY". Potential users of different areas will join the organization, expanding EAN standards into other sectors such as primary suppliers, financial institutions and government bodies, also enhancing development of EDI in Uruguay.

EAN VENEZUELA

President: Luis FINOL
Company: CASA PARTIS
Chief Executive: José Luis MEJIA N.
Executive Staff: Milagros De GONZALEZ - Assistant to the President
                      Luis E. BELLO - EDI Manager
                      Ariadna FLORES - Technical Manager
Publication: EAN-Notas, Quarterly

Membership
At the end of 1994, EAN VENEZUELA had 494 members, an increase of 63% over last year. A total of 447 manufacturer numbers had been allocated.

Expansion of EAN in new Sectors
EAN Venezuela is beginning to identify pharmaceutical products with the most important laboratories. The biggest pharmaceutical retailer joined the association to work with EDI and bar coding. Another sector that just became a member of EAN VENEZUELA is that of finance with the addition of one of the biggest banks in the country “Banco Mercantil”.

Leading Companies
- POLAR, Brewery and Foodstuffs, joined EAN VENEZUELA this year and use EAN applications mainly for product identification and inventory control.
- TELARES PAULO GRANDE, Textile, also use the EAN standards for product identification and inventory control.
- FARMATODO, Pharmaceutical, were more interested with the EDI side of the EAN standards.
- Banco Mercantil, finance, one of the leading financial companies in the country will use EAN standards for EDI.

Future projects
- Textile codification
- EAN-128 for pharmaceuticals
- Expansion of EDI
- Variable weight products

EDI
In August 1994 an EDI project was started by EAN VENEZUELA. To date 10 companies representing interests from the trade and financial sectors are participating in the project.

The messages of interest to the project are the Party Information (PARTIN), the Price/Sales Catalogue (PRICAT), the Purchase Order (ORDERS), and the Extended Payment Order (PAYEXT). A pilot program is planned for 1995 and 20 users are expected by the end of the year.
President of the Assembly: Vladimir POPOVIC
Company: YUNICO, Beograd
President of the Board: Josip Dr STANTIC
Company: AGROS, Subotica
Chief Executive: Bozidar MITIC - Secretary
Executive Staff: Svetislav JOVANOVIC - Business Organiser
Branisava MITIC - Researcher
Publication: YANA - INFO, quarterly

Membership
At the end of 1994, YANA had a total of 758 members, an increase of 32.29% over last year. A total of 769 manufacturer numbers had been allocated.

Expansion of EAN in new sectors
There has been an increase in Article Numbering in the Pharmaceutical industry, drugstores and bookshops.

Leading new member companies
- MIHAIO PUPIN INSTITUTE, Beograd - Information Technologies. Mihailo PUPIN Institute makes some EDI activities in the Yugoslav EAN community specially in the following fields:
  - Promotion and awareness (case studies, articles, etc),
  - Education, training and seminars,
  - Maintenance of the standard,
  - Message development,
  - Pilot projects with some companies (specially in the branch of general merchandise, food production and trading).
- INSTITUTE FOR TEXTBOOKS AND TEACHING AIDS, Beograd - Publishing. In its bookshops and central warehouse the institute has introduced EPOS terminals for the identification of books and other teaching aids on the basis of EAN symbols.

Future projects
- Organising seminars about article numbering and symbol marking.
- An expansion of marking and scanning in different sectors.
- Publishing the "UCC/EAN APPLICATION IDENTIFIER STANDARD" manual in Serbian language.
- Promotion and implementing location coding in various sectors.
- Development of 5 EANCOM messages in 1995.

EDI
In 1994 YANA started an EANCOM trial which at the end of the year had 4 users. An increase to between 5-10 is expected by the end of 1995. One of the main activities undertaken by YANA in 1994 was the translation of six of the EANCOM messages and various other EANCOM promotional brochures.

YANA was instrumental in establishing the Yugoslavia EDI Association which in conjunction with the Yugoslav National Bank intends to study the technical and legal issues concerning the use of EDI in Yugoslavia.
The tables on the next pages show an overview per Numbering Organisation of the number of member companies, the total numbers allocated and the total number of scanning stores.

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

This year we are pleased to have the opportunity to present you with truly worldwide figures as UCC have agreed to let us reproduce some of their results.
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<th>NUMBER OF MEMBER COMPANIES</th>
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**TOTAL Europe** 118,944 118,944 118,944 118,944

**TOTAL Africa** 119,940 119,940 119,940 119,940

**TOTAL Asia Pacific** 119,940 119,940 119,940 119,940

**TOTAL Americas** 119,940 119,940 119,940 119,940

**TOTAL Americas** 119,940 119,940 119,940 119,940

**TOTAL World** 119,940 119,940 119,940 119,940

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(1) The members of the Scandinavian countries are organisations only.
(2) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras.
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(1) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras.
# SUMMARY TABLE - EDI IN THE EAN COMMUNITY, 1994

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<td>200</td>
<td>ECOM</td>
<td>ECOM</td>
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<td>300</td>
</tr>
<tr>
<td>Sweden (FAN Sweden)</td>
<td>EANSI X 12 EDIFACT</td>
<td>200</td>
<td>EANCOM</td>
<td>EANCOM</td>
<td>500</td>
<td>500</td>
</tr>
<tr>
<td>Switzerland (FAN Switzerland)</td>
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<td>200</td>
<td>EANCOM</td>
<td>EANCOM</td>
<td>100</td>
<td>150</td>
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<tr>
<td>China (Taipan)</td>
<td>EANSI X 12 EDIFACT</td>
<td>200</td>
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<td>EANCOM</td>
<td>500</td>
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<tr>
<td>United Kingdom (ANA)</td>
<td>UK TRADCOM</td>
<td>12000</td>
<td>TRADCOM</td>
<td>TRADCOM</td>
<td>1500</td>
<td>1700</td>
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<tr>
<td>Venezuela (FAN Venezuela)</td>
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<td>EANCOM</td>
<td>EANCOM</td>
<td>100</td>
<td>500</td>
</tr>
<tr>
<td>Yugoslavia (YANA)</td>
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<td>200</td>
<td>EANCOM</td>
<td>EANCOM</td>
<td>500</td>
<td>500</td>
</tr>
</tbody>
</table>

**TOTAL NUMBER OF USERS:** 24569  24665  30172  40177  6985

*Notes: Where number of users has been specified as a range, the mid-point value has been used.*
[*) America except Canada & U.S.A.