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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.
WHAT IS EAN

The EAN system consists of: a set of standards to identify in a unique and unambiguous manner articles, services and locations; technological tools (data carriers) that allow the automatic processing or reading of the identified items; and a set of standard electronic messages that complement logistic and supply information exchange between trading partners. In a cost effective and efficient manner (Electronic Data Interchange (EDI)) benefits arise, when large amounts of data are exchanged quickly and reliably, enabling the automation of data entry and processing activities.

Since its foundation in 1977, EAN has grown steadily across the world to become an indispensable element in the logistic activities of large and small companies. Nowadays, all communication relating to logistic processes across the supply chain in an evergrowing range of industrial sectors, uses the EAN system to ensure that information on a product and service is available, whenever needed. What makes the system unique, is the fact that it is clearly understood by all parties irrespective of nationality and language. Ambiguity and confusion are eliminated. A product or a service marked and communicated through the EAN system, is identified by any other organisation precisely as determined by the originator. This has become possible because the users of the system, have agreed to a common set of standards, technical specifications and an accepted code of behaviour.

The components that make up the EAN system have been designed with the active participation of users, making simplicity of use a key feature. As a result, an increasing number of users, from a wide range of sectors such as construction, defence, grocery, healthcare, pharmaceutical and telecommunications, have boosted the total number of user companies to over 500,000 (including USA & Canada).

The EAN system is administered through a de-centralised and voluntary network of organisations. Currently there are 73 EAN organisations in 79 countries of the world. This represents over a six-fold increase since a small group of companies from 12 European countries established EAN to develop a Uniform Product Code (U.P.C.) compatible system. This is the equivalent to the EAN system administered by the Uniform Code Council (UCC) for the United States of America and Canada.

In countries where EAN organisations do not yet exist, the EAN International Secretariat processes directly applications by companies that need to use the system.

To ensure complete harmony in the use of standards, UCC and EAN co-operate at all technical levels. The recent establishment of a Global Policy Committee ensures that for users there appears to be one system, the UCC/EAN system, that meets all their identification, codification and communication needs, irrespective of their geographical location.
EAN International will celebrate its 20 years of operation in 1997. Over these years, EAN International has played an increasingly important role in the efforts of industry to move closer to borderless trade. Concurrently, EAN has been witnessing the shift of influence across the supply chain towards the consumer. Nowadays, the consumer has not only got a choice in what to buy, but also how to buy.

The increasing choice of purchasing opportunities, is making accountability an important issue for companies. The ability of an organisation to trace its product from raw materials to consumption is not only a sign of good management practice, but also of the responsible attitude it takes towards society. This is more so true in an era where companies have the ability to shift the place of manufacture or distribution according to consumption patterns and optimal economic considerations. The EAN system helps companies achieve this. At the same time, it allows consumers to carry out their purchasing wishes in a manner that suits them most. The unambiguous identification of a product, service or location through the EAN system eliminates possibilities of error.

In view of a shrinking world, where geography loses its importance and the increased responsibility to provide transparency to users, EAN International and its sister organisation, the Uniform Code Council, have established a Global Policy Committee (GPC). Through GPC users can be assured of good management of the UCC/EAN system, in terms of system integrity, capacity management and standards development.

EAN has engaged in a variety of projects to
Improve the efficiency of its users' operations which in turn are passed on to the consumer either in kind or in terms of better quality of service. In the Efficient Consumer Response (ECR) movement, EAN has been an active participant since its launch in 1995 in Europe. Here, EAN provides the electronic data interchange (EDI) expertise through its EANCOM messages for the efficient replenishment (ER) part of the ECR project. Efficient replenishment aims at optimising the flow of supplies to retail outlets. The important contribution of EAN towards the ECR movement was highlighted in the first ECR Europe conference that took place during early 1996 and was attended by over 1200 delegates.

In Australia the opening of the EANWORKS supply chain model, allows visitors to understand better the issues involved in logistics and the benefits of the EAN system.

In healthcare EAN is working with healthcare associations, manufacturers, distributors and providers of healthcare to provide a "best practice" approach in their logistic and distribution processes.

Similar projects in packaging, transport and other sectors are being pursued for the benefit of users, wherever they are situated on the supply chain. As the demands on the EAN system increase, EAN Numbering Organisations need to become more accessible and forge even closer with users in order to better anticipate their needs, as well as to excel in the cost and value of the services they provide.
MISSION STATEMENT ELABORATION

EAN provides global standards

EAN/UCC standards are maintained by committees and project teams composed of experts coming from many different countries and sectors. A permanent issue for these working parties is to provide solutions which may be used anywhere in the world.

Although EAN's geographical scope does not cover USA and Canada, the EAN/UCC standards are truly global. Both EAN and UCC are committed to collaborate and cooperate very closely. A cross participation at the highest level in the decision making bodies of both organisations has been established since the early days. At the technical level, EAN is represented in the UCC Symbol Technical Advisory Committee (STAC) and contributes to various project teams launched by STAC. In the field of EDI, UCC is formally represented at EAN's Communication Systems Committee which maintains and further develops the EANCOM standard. The Joint UCC/EAN International Data and Application Standards Committee, IDASC, enjoys a parity representation of EAN and UCC representatives and is administered by the EAN secretariat. IDASC is responsible for ensuring a consistent and technically sound development of the EAN/UCC system.

EAN/UCC standards are open and multi-sectoral

In Automatic Data Capture and Electronic Data Interchange applications, openness means that user companies can rely safely on the rules laid down in a set of standards. They are assured that if they follow the rules, the bar codes they apply on goods and the messages they communicate electronically will be understood and processed accurately by their trading partners without having to devise bilateral agreements or to rely on sectorial conventions. All EAN/UCC standards have been developed on the basis of this fundamental principle of openness. Enormous cost savings are realised daily by user companies who have adopted the EAN/UCC system, because they apply the same solution for communicating with all their trading partners, while remaining entirely free to run their internal applications at their own discretion.

The multi-sectoral aspect of the EAN/UCC standards means that any company in any sector, wherever it is located, can make use of the standards. The only condition is to endorse the basic principles on which the system is built. One of the most important principles is the non-significant identification of items (trade units, logistic units, locations). EAN numbers do not carry information about the items they identify. They are just unique keys to fixed or variable information which is stored in computer files and may be communicated using standard formats. Identification numbers and related data, standard bar codes for representing these data in machine readable form and standard formats for encoding and transmitting business transactions are the key elements of the communication language that EAN provides. It is available to any company, in any industry, anywhere in the world.
THE CONTRIBUTION OF EACH ARM OF THE ORGANISATION IN ACHIEVING ITS MISSION

The General Assembly

The General Assembly determines EAN's objectives, strategies and operational plan. All the Numbering Organisations are represented in this body.

In its annual meeting during 1995 the General Assembly considered the following:

The applications for membership of EAN Republica Dominicana, EAN India, EAN Sri Lanka, EAN-BIH (Bosnia-Herzegovina), EAN Moldova and EAN Vietnam were unanimously accepted. The application of EAN Iran was considered in October 1995 and approved in January 1996.

The formation of a joint UCC/EAN 'Policy Committee' to ensure the total transparency of the UCC/EAN system for users.

The General Assembly approved the operational plan and budget of 1995-1996 focusing on: the improvement of the quality of information flow within the EAN community; safeguarding the integrity of the EAN system; and the expansion of the use of the EAN standards in targeted sectors. The work plans of the TSC and CSC were also approved.

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.

The Management Board met three times in 1995 and approved the following:

- The establishment of a Global Policy Committee that has the objective of examining global strategic issues and make recommendations to the UCC and EAN Boards.
- The agreement with the United Nations Drug Control Programme (UNDCP) (please refer to the secretariat activities section).
- The commissioning of a UCC/EAN "need for numbering capacity" study, to establish a clear projection of UCC/EAN identification number needs for the next 5, 10 and 15 years.
- The commissioning of a study on the use of UCC/EAN-128 at Point of Sale (POS). This will specifically look at the demand for using UCC/EAN-128 at POS, costs and benefits to retailers and their suppliers and the elaboration of a possible technical solution.

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 once in 1995 and advised on the following:

- The enhancement of Inter-EAN communications by providing EAN case applications library and making better use of available technologies.
The EAN Operational Plan with respect to Healthcare, Location Numbers, Product and Location Number Directories, Efficient Consumer Response and various issues related to Electronic Data Interchange and Automatic Data Capture.

Regional Numbering Organisations Manager Meetings (RNOMM)

RNOMM meetings consider issues related to EAN members that are of regional concern. The following RNOMM meetings took place: Eastern and Central Europe; Western Europe (1996); Asia-Pacific; Central and South-America.

International Data and Application Standards Committee (IDASC)

The purpose of (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. IDASC is responsible to the EAN Management Board and to the UPC Advisory Committee and Board of Governors.

During 1995 the IDASC considered the following:

- Development of a UCC/EAN model for Customer Specific / Made-to-order articles.
- Issues related to the EAN and UCC bar coded transport label standards.
- Development of a joint policy for Automatic Data Capture (ADC) technologies standardisation at ISO (International Standards Organisation) level.
- A strategy in regards to Radio Frequency Identification (RFID) and 2-D (two dimensional) symbologies.
- Proposals for new Application Identifiers.

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.

The TSC addressed the following in 1995:

- Development of specifications for numbering and bar coding Customer Specific Articles.
- Re-writing of the EAN General Specifications.
- Detailed consideration of requests for application identifiers.
- Maintenance of the EAN label standard for logistic units.
- Study of alternative solutions for coding variable measure retail items.
- Follow-up of the work done by CEN on bar coding.
- Development of a new international recommendation regarding the allocation of numbers to user companies.
The Communication Systems Committee

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

The CSC met four times in 1995 and considered the following items:

- Monitoring and definition of EAN's positions on UN/EDIFACT developments. Following-up of projects sponsored by the European Commission: Core European Implementation Guidelines (CEIG) and EDI Registration Authorities (EDIRA)

- Monitoring of the work performed by two projects teams in the fields of Transport and Finance

- Development of a technical brochure "Introduction to EANCOM in Trade and Transport" Establishment and maintenance of liaisons with User's organisations in the publishing, healthcare and textile industries

- Handling of 173 requests for changes to the EANCOM standard

- Monitoring of the EDI related developments of the European Efficient Consumer Response (ECR Europe) project Reviewing of the proposals from the Customer Specific Articles project team and its implications on the EANCOM standard.

The activities of the EAN International secretariat during 1995

The EAN Secretariat worked towards the following developments:

The United Nations Drug Control Programme (UNDCP), a United Nations body, and EAN International signed an agreement governing the application of the EAN system by the UNDCP. The UNDCP will use the EAN system for the generic identification of narcotic substances in drugs control operations, for monitoring and controlling the movement of these substances world-wide between nations. The agreement foresees the possibility of identifying the drug registration authorities world-wide through the EAN system.

EUCOMED, The European Confederation of Medical Devices Associations, an organisation representing the interests of 1800 manufacturers and distributors operating in the European Economic Area (EEA), recommended that medical device manufacturers migrate to the UCC/EAN-128 system.

EMEDI, the European Medical EDI group, a user's association aiming at the awareness and developments of EDI in the health care sector, has agreed to let EAN International assume the work on technical developments related to the publication of health care oriented EDI guidelines for logistic processes.

Major organisations in healthcare (EUROHCS, EMEDI, AIM Europe, EUCOMED, EHI/B, HIBCC, UCC, EAHM, Individual hospitals, major suppliers and distributors) and EAN
International are working together to propose a logistic and supply a “Best Practice” model that will enable healthcare providers to implement these and integrate ADC and EDI technologies for optimal results.

EHIIBC and EAN International have agreed to a letter of agreement that will enable the healthcare sector to adopt one standard in identification and codification of pharmaceutical and medical products. EHIIBC and EAN will formulate proposals in close co-operation with HIBCC and UCC to avoid duplicate solutions and integrate coding systems.

Efficient Consumer Response (ECR): ECR is a strategy focusing on efficiency in the total supply chain. The ultimate goal of ECR is the creation of a responsive consumer driven system which maximizes opportunities for cost reduction within the supply chain through trading partner alliances and co-operation. The project is promoted by AIM (European Association of Industries of Branded Products), CIES (The Foods Business Forum), EAN International and EuroCommerce (representing Retailers and Wholesalers). The project collaborators include major manufacturers and retailers.

EAN International is providing the EDI expertise to the project particularly related to the correct use of the EANCOM messages.

EDIFIEUR, is the Pan-European user group responsible for promoting the use of EDI in the book industry.

EDIFIEUR and EAN International have worked closely with EDIFIEUR for three years, offering support and advice towards the publication of EANCOM compliant guidelines of selected messages for use in the book industry.

During the large scale medical training exercises of NATO, “Broken Body 95”, the UCC/EAN-128 system was used at the Emergency Hospital of the University Hospital - Utrecht. The exercise simulated the readiness of the medical facilities of participating countries to receive and treat injured soldiers. In the American field hospital of Grafen Wuhrner, near the German Czech border, the Dutch wounded soldiers received a wrist band with an UCC/EAN-128 bar-code that used the Application Identifier 801B. The hospital through the UCC/EAN-128 system and the new hospital information system “ABC”, had its own patient reception and treatment processes automated. This allowed the fast admittance and treatment of large number of soldiers, without any error.

Packaging: EAN International in collaboration with manufacturers and their suppliers of packaging material, launched a project to help integrate the supply chain by encouraging the use of the same standards. As information regarding the handling and storing of goods is common to both parties, it is beneficial to use common identification systems to facilitate intercompany communications. Several pilot projects are in progress and the results will be published for the benefit of all parties.

Databank of application cases: EAN International has started a project to include EAN application cases in a databank that will be available on the Internet to member organisations. This will help the implementation of the EAN system by making use of the experience of others.
REGIONAL DEVELOPMENTS AND UNIQUE APPLICATIONS OF THE EAN SYSTEM

Agricultural: In association with EAN Nederland, the NAKG (the Netherlands General Inspection Service for Vegetable and Flower Seeds) developed EDI messages, that automate the process of requesting tests (germinative power - percentage of seed to germinate) and reporting results in regards to the production of market gardening seeds. Coupled with the use of UCC/EAN-128 for crop lot and site identification, the project helped improve the administrative processes for seed producers by eliminating manual paperwork. Up to 1000 hours per annum are claimed to have been saved.

Building & Construction: CRB (Centrale für Bau rationalisierung), an umbrella organisation for the building and construction sector in Switzerland, amongst other functions maintains databanks with relevant information for the sector. These include data on building standards, calculation sheets for quantity surveyors, ecological information and so forth. Although a high volume of information was exchanged between CRB and construction companies on a daily basis, little was done to automate this process. EAN Switzerland introduced to CRB the concept of EAN Location Numbers and EANCOM messages. These were integrated into the network of CRB and have resulted into considerable savings in administration time and resources. Similar projects are underway in other parts of the world.

EANWORKS: In 1995 EAN Australia opened EANWORKS, a model built to show the Australian industry the savings and efficiencies available from introducing three key enabling technologies which support management of the supply chain, from raw materials to the consumer. The model includes full-size replicas of a factory, warehouse or distribution centre and retail outlet. Over 4000 visitors from all over the world have already visited this permanent educational display.

Endangered species: The sale and trapping in the wild of the Dragon Fish or Arowana, an endangered species, is prohibited in Singapore, while the sale of the second generation and beyond is allowed in certain circumstances. Rainbow Aquarium Pte Ltd, a company registered by the Convention on International Trade in Endangered Species (CITES) breeds and exports three commercial varieties of the endangered Dragon fish. The EAN organisation In Singapore, SANC, together with Rainbow Aquarium Pte Ltd, devised a tagging and certification procedure which documents the parentage of the fish from the founder stock to the first and second generations. The system uses a combination of EAN-13 and UCC/EAN-128 to uniquely identify each fish.

Finance: Chile and Argentina, have pioneered the use of the EAN system in financial transactions. EAN Location Numbers and EANCOM messages are used to exchange financial data and handle social security payments. Building on this experience, the Communications Systems Committee of EAN International will develop Finance Messages that will be included in the next version of EANCOM.
**Fishing Industry:** This project was conducted by the Urk Fish Auction (The Netherlands) in collaboration with EAN Nederland, Urk fishing cutters, Radio Scheveningen, Unisource Business Networks and Rozendaal Interchange Systems. EANCOM messages are transmitted from Urk fishing cutters to the Urk auction via the Immarsat-C satellite. In addition, the market identifies cutters according to the EAN system. The fish is identified by type, size and quality and given a unique EAN article number. The data is converted into EANCOM messages and beamed to the fish auction. This allows the auction to know what fish will be landed, when, where, in what quantity and in turn market demand information is passed on to the fishermen. This information is also used by transport companies to arrange haulage and other businesses according to needs.

**Money:** The EAN system is being used in Denmark for the delivery and collection of cash. Every month seventy tons of money of different denominations are delivered to 350 supermarkets owned by Coop (the biggest retailer in Denmark) by Dansktitring (a security transporter). To improve this operation, coins and bank notes are given generic EAN-13 identification numbers by EAN Denmark. Similarly, companies involved in these operations have EAN Location Numbers. Through the use of EANCOM messages, supermarkets request from Dansktitring their daily need of cash (all denominations). Dansktitring not only delivers the cash but also collects it from the supermarkets and deposits it in banks. Through the use of EAN, the lengthy administrative process of identifying the denominations and locations have been reduced to a minimum. Other retailers are now following suit.

**Railways:** TRANZ RAIL, a private company operating the railway system in New Zealand, wanted an international method of uniquely identifying and tracing freight. In collaboration with EAN New Zealand, it implemented the UCC/EAN-128 system to accomplish this task. Through the use of the Serial Shipping Container Code, an attribute of the UCC/EAN-128 system, TRANZ RAIL tracks and traces all packages. During the next stage of the project, other attributes of the packages, such as weight and dimensions, will also be codified to assist with rolling inventory planning, billing and consignment note numbers. A request is also being considered for the unique identification of hazardous goods.

**Telephone bills:** The EAN organisation in Costa Rica, ACCC, and the national telephone company, through UCC/EAN-128 have speeded up the administration process related to payments. The telephone company identifies its customers, their invoice number and amount due, using UCC/EAN-128 application identifiers. When customers present their bills for payment in banks or other institutions, the bar-code on the bill gets scanned and the telephone company’s database gets automatically updated on the transaction.
SUPPORT FROM EAN INTERNATIONAL
How to contact the EAN International office:
Electronic Mail: ean@mail.interpac.be
Fax: 32-2-227 10 21
Tel : 32-2-227 10 20

Who to contact at EAN International:
Reinhold van Lennep - Secretary General - for strategic and intra-organisational issues.
Henri Barthel - Technical Director - for all technical issues related to standards, Automatic Data Capture (ADC) and Electronic Data Interchange (EDI).
Luis Bello - Technical Executive EDI - for the support of EANCOM messages (EDI).
Erika Bochereau - Personal Assistant to the Secretary General and Office Manager.
David Buckley - Technical Executive ADC - for identification and codification issues.
Laurence David - Technical Executive - for EAN applications databank and bar-code issues.
Joëlle De Greef - to obtain direct EAN Numbers (for manufacturers in countries where EAN organisations do not yet exist).
George Merguerian - Projects Director - for the application of the EAN system in new sectors and external communications.
Gerry Owens - Technical Executive - for all EDI technical issues, including EANCOM and EDIFACT support.
Patricia Rogival - for financial, accounting and personnel related issues.
Jacky Wait - for publications, publication orders, “EAN-Info” Newsletter, promotional material, conferences and seminars.
Monica Walsh - Administration Manager - for legal issues and new EAN Organisation applications.

The following publications are available from the Secretariat:
- EAN General Specifications Manual
- EANCOM Manuals
- EAN Applications in the Health Care Sector
- Vital in Communications: EAN Location Numbers
- EAN organisation and system description (leaflets)
- Global Solution (brochure)
- Introduction to Electronic Data Interchange (EDI)
- Introduction to the Serial Shipping Container Code (SSCC)
- Introduction to EANCOM in Trade and Transport
- EDI in the EAN community (annual survey)
- The Annual Report

The following information is available on the internet at:
WWW: http://www.ean.be/ean

What is EAN International
EAN around the World
EAN identification for retail/ trade items
EAN Application Identifier and the UCC/EAN-128 Symbology
Numbering and bar-coding of logistic units
EAN Location Numbers: a key concept in communication
EANCOM, an International standard for EDI communication
Members of the Management Board

Messrs

J.A.N. Van Dijk, Chairman
J. Berry, Vice-Chairman
K. Asony
J.M. Bonmati
L. Cañas (till May 95)
M.F. Dawson
B.C. Engberg
R. Fachlin
M.J. Ferreira e Silva (as of May 95)
T. Husseini
J. Manieu
J. Olsen
L. Sanchez de la Vega
B. Smith
A. Söke
J.S. Tan
R. van Lennep (Secretary General)
H.P. Juckett, Observer

Mrs

Messrs

Sara Lee, Netherlands
TradeCraft, U.K.
DCC, Japan
AECOC, Spain
CADAM, Argentina
Foodstuffs Ltd., New Zealand
Unilever, Germany
ICA Handlarnes AB, Sweden
Grupo Empresario, Brasil
Casino, France
Tabacófila, Belgium
EAN Denmark
AMECOP, Mexico
EAN Australia
Dundapack Ltd., Hungary
SMA, Singapore
EAN International
UCC

Members of IDASC:

Messrs

H. Barthel
T. Brady
D. Epley
J. Harms
H.P. Juckett
A.T. Osborne
R.S. Schubenee
R. van Lennep

Members of the TSC:

Mr

H. Barthel, Chairman
T. Amigé
G. Bard
A.T. Osborne
M. Polazzolo
B. Passad
R.M. Pearcey
J. Schade
R. Schubenee

Mrs

Messrs

GENCOD - EAN France
AECOC, Spain
ANA UK
EAN Australia
EAN Denmark
SAANA, South-Africa
CCG, Germany
EAN Switzerland

Members of the CSC:

Messrs

H. Barthel, Chairman
J.H. Arrigo (as of July 95)
S. Cronbach
C. De Jonge (as of July 95)
R. Florez
P. Franzmair (till June 95)
R. Georgeet
M. Koens
F. Meier (till June 95)
J. Muenz
E. Nielsen
A. Sanchez
K. Schulte
G. Wellemans

Nestlé
ANA UK
Levi's Strauss
ICA, Colombia
EAN Austria
GENCOD - EAN France
EAN Nederland
Nestlé
UCC
EAN Danmark
AECOC, Spain
CCG, Germany
ICODIF, Belgium
Synopsis of activity of Member Numbering Organisations during 1995
EAN ALGERIA
02 Rue des Frères
Zlata
El Mouradia
ALGER
Tel: 213.2.59.14.36
Fax: 213.2.59.22.41

President: Mr. A. MEFTAH
Company: S.S.I.
Chief Executive: Mohamed CHIKOUCHE - Manager

Membership
At the end of 1995, EAN ALGERIA, who has just started to operate had 30 members.

Expansion of EAN
The development of the EAN system was mainly in the pharmaceutical, car, textile and construction material sectors.

ASOCIACION CIVIL ARGENTINA DE CODIFICACION DE PRODUCTOS COMERCIALES - CODIGO
Viamonte 340 - Piso 1st
(C.P.1053)
BUENOS AIRES
Tel: 54.1.313.17.19
Fax: 54.1.313.17.65
E-Mail: capcomer@starnet.net.ar

President: Federico BRAUN
Company: S.A. IMP. Y EXP. DE LA PATAGONIA
Chief Executive: Enrique Carlos VITALE
Executive Staff:
Ariel ESCOREDO - Jefe de Codificacion Leonardo FERRARO - Jefe Dto. SEA (Servicio EANCOM Argentina) Pedro OROZ - Jefe de Contaduria

Publication: CODIGO, 6/year

Membership
At the end of 1995, CODIGO had 8,649 members, a 36.20% increase over last year. A total of 8,574 manufacturer numbers and 32 location codes had been allocated.

Key achievements
In April 1995, the ECR Executive Committee was created, formed by the Presidents of the most consequential companies in the industry and commerce sectors. The pilot stage will start in March 1996 when the logistics chain stage of analysis is completed.

Expansion of EAN
With the opening of some big hypermarkets, CODIGO reported that a wide range of products which are non-traditional mass consumption products was now being coded. Many industries such as textile, shoe and spare parts, household and hardware companies, etc have started coding their products.

EDI
The project Servicio EANCOM De Argentina (SEA) reports a growth of 65% over 1994. This figure is expected to rise to 140 by the end of 1996. In July 1995 CODIGO commenced a second project called 'Financial EDI', studying the messages necessary to facilitate EDI payments.

EAN AUSTRALIA
Locked Bag 10
Oakleigh
VICTORIA 3166
Tel: 61.3.9569.9755
Fax: 61.3.9569.1525
E-Mail: bsmith@cpraean.geis.com

President: John ALWAY
Company: KIWI BRANDS
Chief Executive: Brian SMITH
Executive Staff:
Maria PALAZZOLI - Executive Manager
Graham McALPINE - Industry Liaison Manager
Duncan GOLDSMITH - Member Liaison Manager
Marcella BLACKER - Administration Manager
Drew HAYES - Information Systems Manager
Jillian PITTS - Communications Marketing Manager
Sue SCHMID - Technical Manager

Publication: EAN AUSTRALIA News, 2/year

Membership
At the end of 1995, EAN Australia had 8,039 members, a 13.82% increase over last year. A total of 10,500 manufacturer numbers and 750 location codes had been allocated.
Key achievements
EANWORKS Model, the supply chain model exhibition has attracted over 4,000 visitors in its first year. The retail industry working party jointly with the Australian Supermarket Institute and the Grocery Manufacturer’s of Australia has issued guidelines for the marking of batch numbers and use by dates on all outer with AI’s and EAN 128 Barcodes, as well as transport specification standards. The EAN Australia product catalogue database can now be electronically accessed by members.

Expansion of EAN
The EAN Standards are being used in transport, utilities, and by the Fire Brigade, and Government.

EDI
EAN Australia is currently involved in the DOMEDI EDI project with Electronic Commerce Australia (ECA) which aims to provide Australian implementation guidelines for the main EDIFACT transport messages. Where they exist EANCOM implementation guidelines have been used as the basis for the DOMEDI message guidelines.

EAN AUSTRIA GESELLSCHAFT FÜR KOOPERATIVE LOGISTIK GMBH
Mayerhofgasse 1/15
1040 WIEN
Tel: 43.1.505.86.01
Fax: 43.1.505.86.01.22
E-Mail: office@ean.co.at

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, 4/year

Membership
At the end of 1995, EAN AUSTRIA had 3,791 members, a 2.93% increase over last year. A total of 6,280 manufacturer numbers had been allocated.

Key achievements
EAN AUSTRIA worked with Billa, Austria’s largest retailer, to fully automate its distribution warehouse near Vienna, by implementing EAN standards.

Expansion of EAN
EAN AUSTRIA continuously promotes EANCOM in Austria as well as in the neighbouring countries thanks to close business relations between companies in Austria and abroad. It promotes and enforces the use of EAN in the health care sector. One hospital will start with EDI in 1996 with consumer goods. It has also been supporting the use of UCC/EAN-128 standard, set into practice by several companies for purposes like variable weight items and pallet labelling.

EDI
EAN Austria started the SEDAS EDI project in 1977. At the closing of 1995 there were over 2,000 users of SEDAS with approximately 2,100 expected by the end of 1996. In 1992 the EANCOM ECODEX service was launched for both national and international EDI. At the end of 1995 there were 100 users, an increase of 43% on 1994, with 150 expected by the end of 1996.

ASBL I CODIF VZW
Rue Royale 29
1000 BRUXELLES
Tel: 32.2.217.45.24
Fax: 32.2.217.43.47

President: Henri GUTMAN
Company: GIB Group
Chief Executive: Etienne BOONET - General Manager
Executive Staff:
Dominique VERTOOST - Director
Bart SMET - EDI Manager
Publication: I CODIF Bulletin, 4/year
Membership
At the end of 1995, ICODIF had 2,843 members, a 12.64% increase over last year. A total of 2,960 manufacturer numbers had been allocated.

Key achievements
During 1995, ICODIF established the basis for a "national EAN location number catalogue" in conjunction with EURO DB, a database company. The catalogue will be accessed on-line. Apart from the EAN number, other information will be available such as full address, VAT number, sector of activity, financial information, etc.

Expansion of EAN
Apart from membership from traditional sectors, several public authorities and providers of public utilities joined ICODIF: ELECTRABEL - the national postal authorities - the custom authorities - communes (precincts)

EDI
In 1995 the EANCOM ORDERS user profile for national exchanges within the Belgian retail sector was created. In addition to this ICODIF also provided the EDI secretariat to the National Federation for the Construction Industry (FeMa) who have chosen EANCOM as the basis for all of their trade and transport related EDI.

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**EAN BOLIVIA**

Suarez de Figueroa n° 127
Casilla 180
SANTA CRUZ DE LA SIERRA

Tel: 591.3.33.45.55
Fax: 591.3.34.23.53

**President:** Rolando PRADO SAAVEDRA
**Company:** Cerveceria Santa Cruz S.A.
**Chief Executive:** Oscar Miguel ORTIZ ANTELO
**Executive Staff:** Luis FOIANINI HARASIC - Executive

**Publication:** Automatizacion Comercial, 2/year

**Membership**
At the end of 1995, EAN BOLIVIA had 63 members, a 75% increase over last year. A total of 63 manufacturer numbers had been allocated.

**Key achievements**
A total of over 600 product codes have been assigned, and the use of DUN-14 codes for shipping boxes increased.

**Expansion of EAN**
The EAN system is now being used to transmit the database of codified products to supermarkets. Bar code technology is now increasingly applied in non-grocery stores.

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**EAN BIH**
- Chamber of Economy of Bosnia and Herzegovina

Mis Irbina 13
71000 Sarajevo

Tel: 387 71 663 370
Fax: 387 71 663 633

**Chief Executive:** Seadeta CERIC

**Membership**
At the end of 1995, EAN-BIH, who has just started to operate had 35 members.

**Key achievements**
In its first year, EAN-BIH concentrated on the onset of its organisation, and planning the promotion of the EAN bar coding system, training for members, seminars for companies, translation and printing of EAN manuals, and implementation of new applications.
Membership  At the end of 1995, EAN BRASIL had 13,535 members, a 96.62% increase over last year. A total of 14,107 manufacturer numbers had been allocated.

Key achievements  During the year, EAN BRASIL formed an ECR committee with many supply chain associations, started the certification process (ISO 9000), promoted and was present at 93 trade shows, several congresses and a conference where 8,069 persons attended. It proceeded to the technological updating of its organisation, improving services, and reformulated the monthly magazine.

Expansion of EAN  EAN BRASIL advocated the use of the EAN system with the Telecommunications Authorities (EAN/UCC 128), hospitals and health care, haulage, pulp & paper & cellulose sectors.

EDI  In February 1995 the G.EDI transportation EDI project was launched with 10 pilot users registered by the end of the 1995 and 25 expected by the end of 1996. EAN BRASIL presented, as part of its training program, three seminars to its membership on the subjects of EDI Project Management, EDI Project Implementation, and EDI in Transportation.

Membership  At the end of 1995, BCCI had 214 members, a 29.7% increase over last year. A total of 214 manufacturer numbers had been allocated.

Expansion of EAN  During the year, BCCI - EAN Bureau enforced and promoted the use of the EAN system for pharmaceutical products, building materials and garments.
CENTRAL AMERICA

INSTITUTO CENTROAMERICANO DE CODIFICACION COMERCIAL - ICCC

Ruta 6, 9-21 Zona 4
Edificio Camara de Industria Nivel 10
GUATEMALA

Tel: 502.2.341.327
Fax: 502.2.326.658
E-Mail: Guatemala: iccctole@guate.net
- El Salvador: diesco@iol.rasca.cr

Central America includes Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua & Panama.

President: Sergio CAPON BRENES
Company: Impresora Delta, S.A.
Chief Executive: Maritza HIDALGO DE TOLEDO
Executive Staff: Monica ROSALES ROCA - Assistant Manager

The ICCC has a branch in Costa Rica, El Salvador and Guatemala.

Publication: INFOTECH (El Salvador), 4/year - CODIGO 744 (Costa Rica), 5/year

Membership
At the end of 1995, ICCC had 2,242 members (Guatemala: 852, Costa Rica: 840, El Salvador: 550) a 59.01% increase over last year. A total of 2,115 manufacturer numbers had been allocated.

Expansion of EAN
ICCC Guatemala is planning to implement bar coding in department stores. El Salvador is developing the bar coding in the pharmaceutical sector and department stores. Both are providing a consulting service to companies using bar code technology.

EAN CHILE

Vecinal 140 - Las Condes
Casilla 2412-10
SANTIAGO

Tel: 56.2.231.30.24
Fax: 56.2.233.35.16
E-Mail: jgonzam@ibm.net

EAN Chile includes Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua & Panama.

President: Oscar ANDWANTER QUENTIN
Company: Hipermercados Jumbo
Chief Executive: Jorge GONZALEZ MORANDE
Executive Staff:
- Cristian BARRIGA SOTTO - EDI Executive
- Andres SALINAS D. - EDI Project Manager
- Patricio CASTRO L. - Project Manager
- Manuel José ARIAS W. - Technical Manager
- Gerardo VILLAROEL G. - Informatic and Computer Assistant

Publication: BARRAS: 6/year

Membership
At the end of 1995, EAN CHILE had 3,065 members, a 22.45% increase over last year. A total of 2,995 manufacturer numbers and 998 location numbers had been allocated.

Key achievements
During the year, the organisation changed its name from DEPCO to EAN Chile, to consolidate its relationship with EAN International. It has been working with a group of leading companies (distributors and suppliers) and correlating with adviser companies.

Expansion of EAN
EAN Chile has introduced the EAN/UPC bar code for pharmaceutical products, surgical products and general products in the health care/private hospital sector. It has developed the EAN/UCC 128 for public service invoices (electricity, public gas, telephone, etc) Insurance policies and others. launched the bar code system at CODELCO Chile (principal copper exporter), promoted the DUN-14 in the supermarkets channel and department stores, and established the EAN/UCC Pallet label in the pallet fruit export.

EDI
DEPCO launched the EDI*Chile (Customs and Finance) and EANCOM Chile (Trade) projects in late 1993 for both national and international EDI. At the end of 1995 there was a total of 130 users in the two projects with 200 expected by the end of 1996.
President: JIAO Yunqi
Company: ANCC
Chief Executive: KANG Shuguo
Executive Staff:
HU Jiachang - Vice Director of ANCC
ZHAO Nan - Vice Director of ANCC & Director of Management Dept.
ZHANG Chenghai - Director of Technical Department
WU Haitian - Director of Verification Department

Publication: Bar Code & Information System, 4/year

Membership
At the end of 1995, ANCC had 20,294 members, an increase of 38.13% over last year. A total of 20,294 manufacturer numbers had been allocated.

Key achievements
ANCC propagated the significance of bar code application to various social circles, and corrected misunderstandings related to the bar code prefix and effectively protected the rights and interests of its members. It actively expanded the use of the system in retail and established it in over 500 scanning stores, and worked towards raising the quality of printed symbols of bar codes.
ANCC established the UCC/EAN-128 Application Identifier as national standard, translated and published EANCOM 94 and held two seminars for EDI & EANCOM and several international technical exchanges. They also started to formulate a national standard for EAN location codes.

EDI
In 1994 ANCC began its involvement in EDI by translating the EANCOM 1994 manual into Chinese. In October 1995 two EANCOM seminars were held as a means of educating and generally raising the EDI awareness levels. In 1996 pilot projects in the Shenzhen and Guangdong provinces are planned using EANCOM.

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

President: Jorge REYES
Company: CARULLA & Cia
Chief Executive: Rafael FLOREZ BARAJAS
Executive Staff:
German MERINO - Bar code Subdirector
Yara MONTANA - EDI & Logistics Subdirector
Marcelo QUIROZ - Marketing Subdirector

Publication: Codigo 770, 6/year

Membership
At the end of 1995, I.A.C. had 5,545 members, a 45.31% increase over last year. A total of 5,457 manufacturer numbers had been allocated.

Key achievements
During the year, I.A.C. has increased the use of bar codes on despatch units and developed important projects using EAN/UCC 128.

Expansion of EAN
I.A.C. has furthered its expansion of the EAN system in the transport, finance, health care, speciality goods and wholesale sectors.

EDI
I.A.C. organises, on a monthly basis, a basic training session to introduce companies to the concept of EDI, and a more detailed session three times per year to explain technical issues. In addition, training on specific EDI topics is arranged following requests from any interested parties. I.A.C. offers direct support to its members EDI projects in order to ensure the correct and full use of the EAN numbering and EANCOM standards.
CROATIAN CHAMBER OF ECONOMY, CRO-EAN

President: Klara KARIVAN
Company: VECER URED, Zagreb
Chief Executive: Dubravka AUNEDI
Publication: EAN-info, 10/year

Membership
At the end of 1995, CRO-EAN had 521 members, a 60.31% increase over last year. A total of 521 manufacturer numbers had been allocated.

Expansion of EAN
CRO-EAN have checked film master suppliers and printing-houses skills and are preparing to provide additional training where necessary. They have also been discussing solutions for coding of variable measure retail units, and plan to organise a series of bar coding lectures especially aimed at assisting the more recent members.

CAMARA DE COMERCIO DE LA REPUBLICA DE CUBA

President: Carlos MARTINEZ SALSAMENDI
Company: Chamber of Commerce
Executive Staff:
Marta CAMACHO FUNDORA - General Secretary
Ileana VALMANA MONTEVES - Director Information & Informatics
Lelisnis LOPEZ AMADO - EAN Desk Officer
Publication: Noticias, 12/year

Membership
At the end of 1995, the EAN Cuba Bureau had 83 members, a 22.05% increase over last year.

Key achievements
During the year, EAN Cuba Bureau strengthened its relations with firms providing equipment and supplies required for the introduction and application of EAN system. It developed training, seminars and conferences on EAN applications and increased the membership of Cuban production and trading companies, mainly in the food sector.

Expansion of EAN
EAN Cuba Bureau reports an increase in the number of members coming from the medical sector.

EAN - CYPRUS

President: Phanos EPIPHANIOU
Company: PHANOS N. EPIPHANIOU Ltd.
Chief Executive: Marios TSIAKKIS
Executive Staff:
Androulla XENOPHONTOS - Executive Secretary
Publication: Periodic circulars, no standard frequency

Membership
At the end of 1995, EAN CYPRUS had 721 members, a 24.52% increase over last year. A total of 721 manufacturer numbers have been allocated.

Expansion of EAN
During 1995, EAN CYPRUS continued to work towards the expansion of the EAN system within the traditional sectors of industry-manufacturing, retail and wholesale trading. New Product items added during 1995 were primarily gift items and stationery.
EAN CZECH REPUBLIC
NA PANKRÁCI 30
14000 PRAHA 4
Tel: 42.2.61001145
Fax: 42.2.61001147

President: Jaroslav CAMPLÍK
Company: COKOLÁDOVNY j.s.c.
Chief Executive: Jaroslav MARTINÍČ
Executive Staff:
Jana VÁNOVÁ - Commercial Manager
Pavla CIHLÁROVÁ - Technical Manager
Jiřina DVORÁKOVÁ - Economic Manager
Hana NERADOVÁ - Assistant
Publication: INFO EAN CR, 2/year

Membership
At the end of 1995, EAN CZECH Republic had 1,847 members, a 29.71% increase over last year. A total of 1,845 manufacturer numbers had been allocated.

Key achievements
EAN CZECH has enforced standardisation and the application of CEN standards.

Expansion of EAN
EAN CZECH advocated and implemented the use of the EAN standards for coupons, in the pharmaceutical and distribution sectors and the steel industry. It has also enforced the correct use of EAN locations numbers.

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EAN DANMARK
Aldersrogade 6
2100 København
Tel: 45.39.27 85 27
Fax: 45.39 27 85 10

President: Frits RASMUSSEN
Company: KIMS A/S
Chief Executive: John OLSEN - Managing Director
Executive Staff:
Erland NIELSEN - Development Executive
Kurt ANDREASEN - EAN CONSULTANT
Karen OLORENSHAW - EAN Consultant
Publication: NYT FRA EAN-DANMARK, 4/year

Membership
At the end of 1995, EAN DANMARK had 3,402 members, an 8.93% increase over last year. A total of 3,905 manufacturer numbers had been allocated.

Key achievements
In 1995, EAN DANMARK was preparing its new organisation covering all aspects of the EAN System and which started from 1st January 1996.

Expansion of EAN
The EAN System was introduced and established in the shoe (production-wholesale-retail) and plumbing sectors and both the plastic and electric industry have decided to "Go EAN".

EDI
EAN Danmark actively participates within the Danish EDI Council and cooperates with EDI initiatives in several other sectors including, construction, transport, finance, health care, insurance, industry, customs, trade and public procurement. EAN Denmark is actively involved in several IT/EDI political groups which are supported by the Danish Ministry of Research, the Danish EDI Council, and several sector specific initiatives.
Ecuadoriana De Codigo De Producto - ECOP

President: Luiz Alberto SAENZ
Company: SUPERMAXI
Chief Executive: Fausto REYES
Executive Staff:
- Jorge BAJANA - Technical Assistant
- Nancy CALAHORRANO - Designer
- Mariana CAICEO - Assistant

Publication: BOLETIN ECOP, 4/year

Membership
At the end of 1995, ECOP had 1,229 members, a 21.68% increase over last year. A total of 739 manufacturer numbers had been allocated.

Key achievements
During 1995, ECOP aimed to raise bar code printing quality in Ecuador.

Expansion of EAN
ECOP continued introducing and promoting the use of the EAN system for pharmaceutical products in laboratories, for distributors of medicines and drugstores. It forecasts a wide application of the EAN/UCC 128 code in the industrial and distribution sectors.

Estonian Chamber of Commerce and Industry - EAN ESTONIA

President: Viljar VESKIVALI
Company: Confederation of Estonian Industry
Chief Executive: Raivo Rits - Executive Secretary
Executive Staff: Hille HARJAK - Secretary

Membership
At the end of 1995, EAN ESTONIA had 153 members, a 45.71% increase over last year. A total of 153 manufacturer numbers had been allocated.

Expansion of EAN
EAN ESTONIA has increased the use of the EAN system in the non-food areas such as publishing of books and reproduction of sound recording.
THE CENTRAL CHAMBER OF COMMERCE OF FINLAND (EAN FINLAND)

Aleksanterinkatu 17
P.O. Box 1000
00101 HELSINKI

Tel: 358.0.69.69.69
Fax: 358.0.65.03.03
E-Mail: svengustaf.lindroos@wtc.fi

President: Jon DIDRICHSEN
Company: Oy TRANS-MERI AB
Chief Executive: Sven-Gustaf LINDROOS
Executive Staff: Eeva Nllinen - Secretary

Publication: EAN-INFO, 2/year

Membership
EAN Finland has no individual members, but 11 user organisations. A total of 3,008 manufacturer numbers had been allocated by end 1995.

Key achievements
EAN FINLAND concentrated this year on the implementation of application identifiers in different sectors, and the implementation of the EAN-label. It also was engaged in a market data project with A.C. Nielsen.

Expansion of EAN
During the year, various new sectors began using the EAN system in Finland, amongst others: heating, plumbing and air-conditioning, electricity, health care, metal industry, and returnable assets in different sectors.

EDI
CCC participates in the Finnish Data Communications Association (FDCA). FDCA promotes the development and use of EDI and EANCOM in Finland 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 1995 there were 750 users exchanging messages with 800 expected by the end of 1996.

GENCOD EAN FRANCE

13 Bd Lefebvre
75015 PARIS

Tel: 33.1.53.68.05.60
Fax: 33.1.48.28.16.81

President: Philippe LEMOINE - Jacques de PASTORS
Company: GALERIES LAFAYETTE - GENFA
Chief Executive: Thérèse ANGUE
Executive Staff:
Joël DE CLOSMADEUC - External Relations
Bernard SION - Project Manager
Pierre GEORGET - Technical Manager

Publication: GENCOD Information, 6/year

Membership
At the end of 1995, GENCOD had 18,200 members, a 11.66% increase over last year. A total of 35,000 manufacturer numbers had been allocated.

Key achievements
During the year, GENCOD worked on the setting up of working parties and writing of EANCOM Guidelines and user profiles for furniture and domestic appliances and building materials. They also brought out new manuals: Guide to EAN Bar-coding and Guide to paperless invoice and conceived a Video with Coca Cola France on the EAN 128 label.

Expansion of EAN
The main expansion of the EAN system was recorded in furniture, catering and in the packaging industry.

EDI
In 1974 GENCOD began developing the EDI GENCOD language which covers a variety of trade functions, and had approximately 3500 users registered at the end of 1995. The use of EANCOM in France has shown steady growth in 1995 with 500 users registered, an increase of 67% on 1994, and 1,300 estimated before the end of 1996.
President: Burkhard C. ENGBERG
Company: DEUTSCHE UNILEVER GMBH
Chief Executives: Karthierz HAGEN - Director, Horst FÖRSTER - Director
Executive Staff:
Günter WAGENER - Division Manager ID Systems
Karl SCHULTIE - Division Manager EDI
Rudolf BEHRENS - Division Manager Logistics

Publication: COORGANISATION, 4/year

Membership
At the end of 1995, CCG had 56,063 members, a 36.74% increase over last year. All members are location number owners. A total of 18,663 manufacturer numbers had been allocated.

Key achievements
During the year, CCG focused mainly on ECR and EDI, and also worked on establishing an Article Numbering Database and a Location Number Database.

Expansion of EAN
During 1995, the use of Location Numbering and EAN 128 increased continuously in the transport sector. The use of Article Numbering and EDI improved again in the textile and press sectors, for furniture, and sanitary goods. First step were taken towards the health care sector.

EDI
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 conversion tables, the translation of EANCOM into German, and the organisation of four seminars per year. At the end of 1995 there were 430 users of SEDAS, 266 users of SINFOS and 260 users of MADAKOM with 450, 360 and 275 users respectively expected by the end of 1996. CCG with the support from the EU Commission TEDIS program launched a SEDAS/EANCOM migration project in early 1993. At the end of 1995 there were 230 users with 350 expected by the end of 1996.

President: I. VAKIRTZIS
Company: CONTROLGRAPH
Chief Executive: Founi DIMOU GEORGAKOPOULOS
Executive Staff:
Sofia MOSCHOU - Director
Miranda YAKOUMAS - Administrative Executive
George DIMITRAKOPOULOS - Technical Executive

Publication: Grammes, 3/year

Membership
At the end of 1995, Helcan had 1,564 members, a 15.34% increase over last year. A total of 1,700 manufacturer numbers had been allocated.

Expansion of EAN
The new sectors of activity in which the EAN system has expanded include the Hellenic Duty Free Shops and the Greek Air Force Supermarkets used only by Air Force Units & personnel for their supplies (consumer goods).

EDI
In 1993 a cross sectorial EDI awareness centre (EDIGRAC) was established with funding from the EU Commission TEDIS program. HELLCAN have actively promoted awareness of and the use of EANCOM not only to its members but also to other interested sectors. At the end of 1995 there were estimated to be 60 users of EANCOM in Greece.
HONG KONG ARTICLE NUMBERING ASSOCIATION - HKANA

23/F Unit B United Centre 95 Queensway HONG KONG

Tel: 852.2.861.2819 Fax: 852.2.861.2423 E-Mail: hkanedl@ibm.net

President: Russell STUCKI
Company: Park’N Shop Ltd
Chief Executive: Anna LIN
Executive Staff:
Debbie NG - Technical Services Manager
K. K. SUEN - EDI Manager

Publication: HKANA NEWS, 4/year

Membership
At the end of 1995, HKANA had 1,502 members, a 11.09% increase over last year. A total of 1,949 manufacturer numbers had been allocated.

Key achievements
During the year, HKANA launched its industry’s EDI Service - EZ*TRADE which enables retailers, manufacturers and distributors to conduct electronic trading with their local and international trading partners using EANCOM standards, and also inaugurated the low cost EDI start-up software - 'TRENDS' to enable SME companies to implement EDI in a cost-effective manner. 'TRENDS' also incorporates computer-based-training (CBT) module to allow self-learning by the users.

EDI
In May 1995 HKANA launched their EDI Service, EZ*Trade. By the end of 1995 there were 31 companies using EANCOM in Hong Kong with the number expected to rise rapidly to 200 by the end of 1996. The HKANA EDI Service aims to provide a complete package to potential and existing users which includes high quality, good value network services and help desk, a range of good value end user software, a single contact point for queries concerning international trade, and training and advice.

HUNGARIAN ASSOCIATION OF PACKAGING AND MATERIALS HANDLING - HPMA

Rigo u.3 1085 BUDAPEST

Tel: 36.1.113.7034 Fax: 36.1.133.8170

President: Istvan DEBRECZENY
Company: DUNAPACK Ltd
Chief Executive: George VISZKEI
Executive Staff:
Judit SZIRMAYNE KOVACS - Executive Officer
Endréné SZEHENI - Executive Assistant

Publication: EAN HIREK, 4/year

Membership
At the end of 1995, HAPM had 1,740 members, a 28.70% increase over last year. A total of 1,740 manufacturer numbers had been allocated.

Key achievements
In 1995, HAPM released its newsletter EAN Hirek, as well as the new revised manual including EANCOM. It also extended symbol testing service.

Expansion of EAN
The medical sector pushed by the social security is increasingly adopting EAN coding. A big expansion was noted in the book sector, and large retail chains decided the full implementation of EAN scanning.
EAN ICELAND

ICETEC
Keldnaholt
IS - 112 REYKJAVIK
Tel: 354.587.00.00
Fax: 354.587.01.09
E-Mail: oskarbh@fti.is

President: Vithjalmur EGILSSON
Company: ICELAND CHAMBER OF COMMERCE
Chief Executive: Oskar B. HAUSSON
Executive Staff:
Soffia VERNHARDSSDOTIR - Financial Manager
Bjorn JOHANNsson - Market Data Service
Ingibjorg M. BERGMANN - Information Manager

Publication: Vidiskiptavakinn - 3-4/year

Membership
At the end of 1995, EAN Iceland had 438 members, a 13.18% increase over last year. A total of 458 manufacturer numbers had been allocated.

Key achievements
During the year, EAN Iceland concluded an agreement with the Icelandic Health Authorities, and also hosted the EAN International General Assembly.

Expansion of EAN
The Icelandic health authorities have endorsed the use of EAN location codes in the public health service. Packaging companies have decided to use EAN-128 for the marking of pallets.

EDI
As a result of co-operation 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. One of the major activities undertaken by EAN Iceland in 1995 was the promotion of EDI through articles in trade magazines, and training/information seminars. At the end of 1995 there were 60 users of EANCOM with 120 expected by the end of 1996.

EAN INDIA

C/o Indian Institute of Packaging
E-2, MIDC, Andheri (E)
BOMBAY 400093
Tel: 91 22 821 9803
Fax: 91 22 8375302

President: U.S. BHATIA
Company: M.O.C. Govt. of Indi
Chief Executive: P.V. NARAYANAN (honorary)
Executive Staff:
A.A. JOSHI - Jt. Director (honorary)
P. PRABHAKARAN - Dy Director (honorary)
N.C. SAH - Dy Director (honorary)

Membership
At the end of 1995, EAN INDIA, who joined EAN International during the year, had 14 members.

Key achievements
During its first year, EAN INDIA, having set up its organisation, held 3 workshops on Bar Coding in Delhi, Bangalore and Bombay.

EAN INDONESIA

c/o CODEX
UNIVERSALIS FOUNDATION
JL. R.P. Suroso No 26
10350 JAKARTA
Tel: 62.21.325.800
Fax: 62.21.310.3357

President: Kusudiarso HADINOTO
Company: INDONESIA ELECTRIC CABLE MANUFACTURER
Chief Executive: Suharnoko HARIMAN
Executive Staff:
Ibnu UTOMO - Executive Secretary
Mohammad RIEVAI - Administration
Lries AJIYAH - Communication Services

Publication: Berita BAR CODE, BI-Annual

Membership
At the end of 1995, EAN INDONESIA had 99 members, a 115.22% increase over last year. A total of 99 manufacturer numbers had been allocated.
Key achievements
EAN INDONESIA organised comprehensive seminars/conferences on bar code, enhanced its service to members and prospective members, and created working groups to promote the EAN system. Translation and publishing "Introduction to EDI", and "Introduction to Bar Code" was also completed.

Expansion of EAN

EDI
In 1995 EAN Indonesia continued its work in promoting EDI awareness among its member companies. This was carried out through the creation of a working group to specifically address the retailing, wholesaling, distribution and transport sectors, via the publication of bulletins and manuals detailing all aspects of EDI and EAN-COM. In May 1995 EAN Indonesia organised the first EDI conference in Indonesia which was attended by approximately 100 people.

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EAN IRAN

C/o Institute for Trade Studies and Research
ITSR Building
240 North Kargar St.
TEHRAN

Tel: 98.21.920.781
Fax: 98.21.927.236

President: Mohammad NAHAVANDIAN
Chief Executive: Mr Seyyed Ali REZA CHERAGHI
Executive Staff: Dr Ramin SALEHKHOG - Legal Advisor

Membership
EAN IRAN joined EAN International early 1996.

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ARTICLE NUMBER ASSOCIATION OF IRELAND - ANAI

IRISH BUSINESS AND EMPLOYERS CONFEDERATION
Confederation House
84/86 Lower Baggot street
DUBLIN 2

Tel: 353.1.6051534
Fax: 353.1.6601717

President: Pat MORONEY
Company: POWER SUPERMARKETS Ltd
Chief Executive: Tommy McCABE
Executive Staff:
Brendan KERNAN - Technical Specialist
Maeve McBRIEDE - Secretariat
Jennifer McSHANE - Secretariat

Publication: ANAI News, 3/year

Membership
At the end of 1995, ANAI had 1,425 members, a 11.50% increase over last year. A total of 1,357 manufacturer numbers had been allocated.

Key achievements

Expansion of EAN
During the year, the targeted industries for the promotion of EAN Numbering systems were Health Care and Forecourt retail in particular.
EDI
At the end of 1995 there were 200 EANCOM users in Ireland with this number expected to increase to 250 by the end of 1996. The emphasis for the EDI committee in 1996 will be a consolidation of EDI usage in Ireland through an increase in the number of messages used in the retail sector. Of particular interest to the committee is the development of a data model of the commercial cycle and also the expansion of the use of the EANCOM messages into the health, transport, and finance sectors where they relate to the retail sector.

President: D. FRANKLIN
Company: SUGAT 1967 Ltd.
Chief Executive: Sigal BLAIS
Executive Staff: Paz ECKSTIEN

Membership
At the end of 1995, ICA had 2,164 members, a 24.51% increase over last year. A total of 3,564 manufacturer numbers had been allocated.
Key achievements
EDI Project: Since May 1995, a pilot is being conducted for the implementation of EDI in Israel.

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 commenced in 1995. The ICA EDI committee comprises equal representations from both the retail and manufacture sectors.

President: Luigi BORDONI
Company: CENTROMARCA
Chief Executive: Roberto BUCANEVE
Executive Staff:
Andrea BOI - New Projects Development Manager
Enrico BARAGGIONI - Technical Executive
Publication: TENDENZE, 5/year

Membership
At the end of 1995, INDICOD had 17,510 members, a 1.54% increase over last year. A total of 16,900 manufacturer numbers (active) had been allocated.
Key achievements
During the year, INDICOD concentrated on the relation industry-distribution and encompassed education and training initiatives. It also provided vital support to ECR Italia in the developments of its supply chain and EDI projects.
Expansion of EAN
The sectors targeted were transport and health care. With the rapid expansion of the ECR projects, the EAN pallet label is gaining importance.
EDI
INDICOD launched the EDICOMM EANCOM project in the beginning of 1991. At the end of 1995 there were 150 users with 240 expected by the end of 1996. The main objectives of the project are twofold, the promotion of the EANCOM concept, and EANCOM education/training.
Membership
At the end of 1995, had 81,993 members, a 7.02% increase over last year. A total of 81,993 manufacturer numbers had been allocated.

Key achievements
D.C.C. JAPAN further developed its product catalogue: JIFCS (POS code master), improved its RDS (Scan data service) and continued promoting the ITF code.

Expansion of EAN
During the year, the EAN system was extended in the textile, DIY, houseware goods and related fishing goods sectors.

EDI
In June 1993 DCC established a study committee to research all matters related to EDI in Japan, it consist of representatives from trade associations in Japan representing the DCC membership and is currently actively promoting EDI standardisation. In April 1996 the DCC EANCOM Development Project was launched. By the end of 1995 there were 10 users from the distribution sector using the EANCOM Invoice and Purchase Orders messages with 40 expected by the end of 1996.
ASSOCIATION
OF LITHUANIAN
CHAMBERS OF
COMMERCE
AND INDUSTRY
- EAN LITHUANIA

V. Kudirkos 18
2600 VILNIUS

Tel: 370.2.61.45.32
Fax: 370.2.22.26.21
E-Mail: lipra@post.omnitel.net

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

Membership
At the end of 1995, EAN LITHUANIA had 108 members, a 237.5% increase over last year. A total of 103 manufacturer numbers had been allocated.

Expansion of EAN
During the year, EAN LITHUANIA contributed to the EAN system, and article numbering in particular, expanding in the non-food areas such as textile and chemicals.

ECONOMIC
CHAMBER OF
MACEDONIA
- EAN MAC

Dimitrije Cupovski 13
R.O. Box 324
91000 SKOPJE

Tel: 389.91.11.80.88
Fax: 389.91.11.62.10

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

Membership
At the end of 1995, EAN MAC had 95 members, a 66.67% increase over last year.

Expansion of EAN
During the year, EAN MAC encouraged the implementation of the EAN system in the retail trade especially using new scanning technology and also in the production, wholesalers and health care sectors.

MALAYSIAN
ARTICLE
NUMBERING
COUNCIL
- MANC

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

Tel: 60.3.293.12.44
Fax: 60.3.293.26.81

Chairman: Paul LOW
Company: MALAYSIAN SHEET GLASS BERHAD
Chief Executive: Keok Yin TAN
Executive Staff:
Soo Keun AU - Country MANAGER
Rozilawati HASSAN - Executive
Sharon LAW - Senior Secretary
Penny ONG - Secretary

Publication: MPN Newsletter, 4/year

Membership
At the end of 1995, MANC had 840 members, a 15.7% increase over last year. A total of 915 manufacturer numbers had been allocated.

Expansion of EAN
The recording (music) industry asked its members, who are manufacturers and distributors of music tapes, to implement EAN bar codes for the purpose of tracking top hits in the country.

EDI
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.
ARTICLE NUMBERING ASSOCIATION - MANA

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

Tel: 356.222.074
Fax: 356.240.702
E-Mail: john-scicluna@iol.com
compuserve.com

Chairman: Vincent FARRUGIA
Chief Executive: John SCI CLUNA
Mariella CASSAR - Executive

Publication: MANA Newsletter, 3/year.

Membership
At the end of 1995, MANA had 83 members, a 40.68% increase over last year. A total of 70 manufacturer numbers had been allocated.

Key achievements
During the year, MANA increased its promotional activities by encouraging the use of EAN numbering and bar coding applications and distributing promotional/information leaflets on EAN standards and applications to all members.

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EAN MAURITIUS

3 Royal Street
PORT-LOUIS

Tel: 230.208.3301
Fax: 230.208.0076
E-Mail: mupor1cc@ibnet.com

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

Membership
At the end of 1995, EAN MAURITIUS, who joined EAN International late 1994, had 112 members. A total of 104 manufacturer numbers had been allocated.

Expansion of EAN
As the bar coding system is new in Mauritius, most manufacturers apply EAN bar codes on their products only. Apart from the manufacturing sector, there is no major development in other sectors in the country.

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AMECOP, A.C.

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

Tel: 52.5.395.20.44
Fax: 52.5.395.20.38
E-Mail: amecop@aol.com

President: Daniel SERVITJE
Company: Grupo Industrial BIMBO
Chief Executive: Licuentes SANCHEZ DE LA VEGA
Executive Staff:
Antonio SALTO TOLOSA - Technology Manager
Gabriela SANCHEZ ARCOS - Public Relations Manager
Rosi M. LUMSDEN - Manager Member Services
Gilberto CASTRO ALARCON - Finance and Admin. Manager

Publication: Revista AMECOP, 6/year

Membership
At the end of 1995, AMECOP had 9,826 members, a 17.61% increase over last year. A total of 10,038 manufacturer numbers had been allocated.

Key achievements
Identicom '95. Several EDI seminars were held during the year, each having more than 200 attendees.

Expansion of EAN
Government sector is expanding use of product identification. Other areas include phone services, oil and gas industry. Use of EDI is growing in the mass merchandising/department store area, as well as in the banking industry.
EDI
In Mexico AMECOP started an EDI project using the ANSI X-12 standards in 1994 which by the end of 1995 had approximately 450 users. Forecasts for 1996 indicate that this figure will rise to 500. Two committees in AMECOP control and promote the use of EDI in Mexico, the technical committee composed of hardware and software suppliers, and the user committee with companies from the retail and industrial sectors. AMECOP maintains close links with the Uniform Code Council (UCC). There are about 600 companies using EDI in Mexico.

**EAN MOLDOVA**
63 KogalniciheanuStz.
277014 Kishinev
Tel: 373.2.44.32.53
Fax: 373.2.44.01.19

**President:** Eugen STASHKOV  
**Company:** State agency on Industrial Property Protection  
**Chief Executive:** Galina BYRISANU - General Director  
**Executive Staff:**  
Alexandr BARTSALKIN - Technical Manager  
Elena MADAN - Financial Manager

**Publication:** EAN MOLDOVA News, 2/year

**Membership**
At the end of 1995, EAN MOLDOVA, who joined EAN International during the year, had 34 members. A total of 39 manufacturer numbers had been allocated.

**Expansion of EAN**
The expansion of the EAN system was mainly in the food sector. EAN MOLDOVA has started to take steps to expand this into non-food industries, especially in the apparel and pharmaceutical sectors.

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**EAN MAROC**
11 Boulevard  
Emile ZOLA  
Appt 17  
20300 CASABLANCA
Tel: 212.2.44.73.50  
Fax: 212.2.44.73.31

**President:** Driss FILAL  
**Company:** COFARMA Holding  
**Chief Executive:** Jamal HAMDOUCH  
**Executive Staff:**  
Mohamed AOUD - Executive Manager  
Wafaä ENNASR - Secretary

**Membership**
At the end of 1995, EAN MAROC had 69 members, a 25.45% increase over last year. A total of 60 manufacturer numbers had been allocated.

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**EAN NEDERLAND**
Toumliastraat 3  
Postbox 90445  
1006 KK  
AMSTERDAM
Tel: 31.20.511.38.20  
Fax: 31.20.511.38.30

**President:** I.J. VOS  
**Company:** SCHUITEMA NV  
**Chief Executive:** J. Peter GIELTINK  
**Executive Staff:**  
Hein 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  
Hans HOOGVELD - Mgr Membership Admin & Internal Organisation

**Publications:** Scanner, 4/year; EAN Support 3/year; EDI Support, 3/year

**Membership**
At the end of 1995, EAN NEDERLAND had 3,348 members, a 11.60% increase over last year. A total of 2,890 manufacturer numbers had been allocated.
Expansion of EAN

In 1995 new sectors implemented the EAN system with the support and guidance of EAN Nederland, the PRICAT message was introduced in the electrotechnical and sanitary sector, and a common interest for EDI/EANCOM was achieved in the non-food retail (fashion excluded). The EAN standards were used in an original and innovative way for the EDI-VIS project at the Urk Fish Auction. Urk fishing cutters give fish a unique EAN code according to type, size and quality and transmit EANCOM messages to the auction by satellite.

Key achievements

In the transport sector shippers and logistic service providers work together in an EAN project to use the transport message IFTMIN and IFTSTA, the SSCC and the EAN transport label. In the health care sector TELG/LEDI (logistic EDI in health care) agreed to cooperate with EAN NEDERLAND in the field of user profiles.

EDI

In 1991 a project was launched to migrate the TRANSCOM trade messages to EANCOM. This project has been extremely successful and in 1995 the users of EANCOM were numbered at 1,500 with 1,800 forecasted by the end of 1996. EAN NEDERLAND is currently undertaking to provide user group profiles of EANCOM messages which provide specific notes on the use of EANCOM messages in specific environments.

EAN NEW ZEALAND

35-37 Victoria Str.
PO. Box 11-110
WELLINGTON

Tel: 64.4.499.4838
Fax: 64.4.499.4870

President: Charles S. PETERSON
Company: CSP International Ltd.
Chief Executive: Barry HOUSTON
Executive Staff:
Pauline BODDINGTON - Manager Systems & Administration
Alan CARLSEN - Business Support Manager
Owen DANCE - Technical Services Manager

Membership

At the end of 1995, EAN NEW ZEALAND had 3,138 current financial members (excluding cancelled members), a 7.72% increase over last year. A total of 3,188 manufacturer numbers (active only) had been allocated.

Key achievements

A consumer and despatch unit measuring and weighing prototype system (incorporating bar code specification) was established. New Zealand Railways (Tranz Rail) adopted the SSCC as the basis for their track and trace system. The member 'product type' classifications were re-categorised in accordance with Australia and New Zealand. EAN NEW ZEALAND facilitated the agreement by the major supermarket chains to use EAN 128 on despatch units, specifically product identification, use-by-date and batch number.

Expansion of EAN

Pharmaceutical manufacturers and hospitals want to use the EAN system to identify ethical drugs. Freight transporters want to identify freight using the EAN system to enable automatic data capture. Users want couriers to use the EAN system for identifying parcels.

EDI

EAN New Zealand, through its involvement with the Electronic Commerce Australia, ECA, actively promotes the use of EDI in New Zealand. EAN New Zealand has a particular campaign of EDI, and particularly EANCOM awareness.
EAN NORGE
Spireavlen 6
0580 OSLO
Tel: 47.22.65.10.00
Fax: 47.22.65.56.21
E-Mail: berit.meidel-andersen@ean-norge.telemark.no
Chairman of the Board: Bjørn NYMOEN
Company: NORGESGRUPPEN
Chief Executive: Evelyn JOHANSEN to 04/10, Gunnar SUNDE from 05/10
Executive Staff:
    Maud SRIJEDNES - Accountant
    Berit M. ANDERSEN - Secretary
    Randi HAFTORN - EDI Executive
Publication: EAN NYTT, 2-3/year
Membership
EAN NORGE has no individual members, but 5 user organisations. A total of 2,928 manufacturer numbers had been allocated by end 1995.
Expansion of EAN
EAN NORGE encouraged the implementation of the EAN system in the fish, sport, timber & wood industries.
EDI
Since 1985 EAN Norge has been the responsible body for the maintenance of the STANDARD RECORDS EDI project. At the end of 1995 there were 2111 users. As this standard is no longer maintained 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 based on the 1992 version of EANCOM. By the end of 1995 there were 64 users.

EAN PARAGUAY
Antequera 611
1er piso
ASUNCION
Tel: 595.21.44.2108
Fax: 595.21.44.5490
President: José Antonio BERGUES
Company: TUBOPAR S.A.
Chief Executive: Hugo Alberto MIGNACO
Executive Staff:
    Andrea DAUMAS - Gerente Tecnica
    Wilma ESPINOLA - Secretaria
Membership
At the end of 1995, EAN PARAGUAY had 66 members, a 312.5% increase over last year. A total of 66 manufacturer numbers had been allocated.
Expansion of EAN
In 1995, the EAN system was further developed in the food industry.

ASOCIACION PERUANA DE CODIGOS - APC
AV. Javier PRADO OESTE
2150 SAN ISIDRO
LIMA
Tel: 51.1.2211000
Fax: 51.1.4400270
President: Erasmo WONG LU
Company: E. WONG S.A.
Chief Executive: Alberto SPARROW ROBLES
Executive Staff: Mary WONG SUEHIRO - Technical Manager
Publication: BOLETIN INFORMATIVO, 4/year
Membership
At the end of 1995, APC had 821 members, a 22.17% increase over last year. A total of 821 manufacturer numbers had been allocated.
Key achievements
During the year, APC strengthened the use of EAN standards in the consumer units sector, and began a quality control process of bar codes directly in retail stores to increase the quality of printed bar codes. It developed new technical support products: "Technical guide for bar code print" and "EAN System: users guide" among others, and organised seminars in Logistics, distribution and quality of printed bar codes.
Expansion of EAN
There has been growing interest for the use of EAN standards, and especially EAN/UCC 128, in the textile sector, for internal control.

EDI
In August 1995 Asociacion Peruana De Codigos launched its EANCOM project EDI Peru. By the end of 1995 there were already 2 companies using EANCOM with the figure expected to rise to 20 by the end of 1996.

PHILIPPINE ARTICLE NUMBERING COUNCIL - PANC

President: José A. ALBERT
Company: PHIL. ASSOCIATION OF SUPERMARKETS Inc. PASI
Chief Executive: Mitos A. TAILONGHARI
Executive Staff:
Teresita D. AGUIRRE - Secretary
Camillo M. TORRES - Messenger/Controller
Leonardo S. SIDENA - Messenger/Controller

Publication: PNC Reporter, 4/year

Membership
At the end of 1995, PANC had 543 members, a 35.75% increase over last year. A total of 543 manufacturer numbers had been allocated.

Key achievements
During the year, PANC introduced the DUN-14 System and released a guideline manual. It also introduced EDI. PANC is a member of Phil. EDI Committee (PEC) and chairs the Purchasing Work Group. Their newsletter PANC Reporter was released.

Expansion of EAN
The EAN system is now being used in the greeting cards & recording industries. The format to be used for both the greeting cards (GC) and recording industries (RI) was finalised after series of meetings, dialogues and seminars conducted separately & jointly among GC and RI industries, the retailers & specialty stores, and the vendors (equipment & software suppliers).

EDI
In 1995 PANC started an EDI project which aimed to guide, stimulate and promote the use of EDI in the Philippines. Within the project five working groups were created to examine the subjects of awareness and education, purchasing, technical assessment, financial EDI, transport EDI, and customs EDI.

EAN POLAND

President: Grzegorz SZYSZKA
Company: INSTITUTE OF LOGISTICS AND WAREHOUSING
Chief Executive: Krzysztof FUGLIAJCKI
Executive Staff:
Elioteta HALAS - Deputy Manager
Anna KOSMACZ-CHODOROWSKA - Public Relation Specialist
Ewa IWICKA - EAN System Specialist

Publication: Logistics, 4/year

Membership
At the end of 1995, EAN POLAND had 3,676 members, a 61.09% increase over last year. A total of 4,269 manufacturer numbers had been allocated.
ASSOCIAÇÃO PORTUGUESA DE IDENTIFICAÇÃO E CODIFICAÇÃO DE PRODUCTOS - CODIPOR

Rua Professor Fernando da Fonseca 16
Escritórios II
1600 LISBOA

Tel: 351.1.757.62.54
Fax: 351.1.757.05.07

**President:** Ernesto BECA MOREIRA
**Company:** Companhia Portuguesa Hipermercados S.A.
**Chief Executive:** Maria-Luiza CARREIRA
**Executive Staff:** Humberto ESTRELA - EDI Manager

**Publication:** CODINFORMA 4/year

**Membership**
At the end of 1995, CODIPOR had 2,981 members, a 12.79% increase over last year. A total of 3,257 manufacturer numbers had been allocated.

**Key achievements**
This year, CODIPOR concentrated on training and publications by organising 22 seminars on bar code, 21 seminars on EDI/EANCOM and a national CODIPOR seminar. It also arranged in store scanning tests. The new EANCOM messages were translated and printed, and the EAN coupon members manual including special guideline user implementation for retail and the study “Pallets in Portugal” were published.

**Expansion of EAN**
The EAN System is now being implemented in the textile, transport, electrical material and building material sectors.

**EDI**
In 1990, CODIPOR launched its EANCOM project for both national and international EDI. By the end of 1995 there were 100 users (an increase of 400% on 1994) with the number expected to rise to 300 by the end of 1996. The EDI committee of CODIPOR contains representatives of retailers, manufacturers, VAN suppliers, and an electricity supply company.

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**EAN ROMANIA**

13 Mexic Str.
1-St Ward
71206 BUCHAREST

Tel: 40.1.212.13.02
Fax: 40.1.212.18.72

**President & Chief Executive:** Marcela IOSEP
**Company:** GENICOD S.R.L
**Executive staff:**
Eugenia MARTINOV - Secretary of the council of Administration
Ciption IOSEP - EDI Manager
Iulian NITESCU - Technical Manager

**Publication:** EAN ROMANIA-INFO, 2/year

**Membership**
At the end of 1995, EAN ROMANIA had 59 members, a 63.89% increase over last year. A total of 55 manufacturer numbers had been allocated.

**Key achievements**
During the year EAN ROMANIA intensified its EDI and EANCOM promotion campaign and became involved in several national committees thus paving the way for intense technical cooperation in 1996.

**Expansion of EAN**
EAN ROMANIA recorded an expansion of the EAN system in publishing, book shops, textiles and the shoe industry.

**EDI**
In January 1996 EAN Romania launched its ROMEANCOM project to promote both the creation of a service company supporting EANCOM and the general development of EDI in Romania. It is forecasted that there will be 10 users of EANCOM in Romania by the end of 1996.
**UNISCAN - EAN RUSSIA**

President: Viatcheslav I. TELEGUIN  
Chief Executive: George NASONOV - Deputy General Director  
Executive Staff:  
Alexandre LEANDROV - Technical Manager  
Galina ZAITSEVSKAYA - Financial Manager  
Helena SHISHOVA - Administrative Assistant

**Publication:** Unscan News, 4/year

**Membership**
At the end of 1995, UNISCAN had 705 members, a 50% increase over last year. A total of 607 manufacturer numbers had been allocated.

**Expansion of EAN**
During the year the EAN System expanded in the textile, ceramics, pharmaceutical, electronics and health care sectors.

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**SINGAPORE ARTICLE NUMBER COUNCIL - SANC**

President: Robert CHUA  
Company: ACE DAKIN (S) Pte Ltd  
Chief Executive: Jin Soon TAN  
Executive Staff:  
Janice KWOK - Executive Secretary  
Rosyati MOHD SAID - Executive  
Jenna LIM - Clerical Assistant  
Joanne KOH - Clerical Assistant

**Publication:** SANC News, 4/year

**Membership**
At the end of 1995, SANC had 997 members, a 3.64% increase over last year. A total of 997 manufacturer numbers had been allocated.

**Key achievements**
During 1995, SANC successfully conducted retail audits on supermarkets in accordance to Singapore guidelines. At the request of EAN member organisations in Asia-Pacific, SANC conducted training workshops for the staff of EAN India, EAN Vietnam, ANCC, MANC, EAN Sri-Lanka and EAN Iran.

**Expansion of EAN**
SANC promoted the use of the EAN system for car park systems, registration of public housing scheme, the health care industry, and introduced the POS scanning system to the Singapore Postal Authority. The EAN system has been expanded to the cosmetic, stationery and publications industries.

**EDI**
EANCOM has been adopted for EDI by manufacturers and 2 supermarket chains. In addition, a pilot project was launched to connect 8 small retailers to manufacturers and importers via EANCOM. Its success in 1995/1996 will be used as a model for other small retailers to implement EANCOM. SANC has been very active promoting EANCOM in Singapore as well as in Asia through the UN/Asia EDIFACT Board’s Asia-Purchasing Joint Working Group (AS-PWG). They adopted EANCOM for EDI in Asia.
EAN SLOVAKIA

President: Anton GOGA
Company: SCHR SR BRATISLAVA
Chief Executive: Miroslav STAFFEN
Executive Staff:
Anna HERKELOVA - Commercial Manager
Viera GOCALOVA - Economic Manager
Peter SIMUN - Technical Assistant

Membership:
At the end of 1995, EAN SLOVAKIA had 839 members, a 109.23% increase over last year. A total of 839 manufacturer numbers had been allocated.

Key achievements:
During the year, EAN SLOVAKIA concentrated on the promotion of the EAN system, and training of its members. It also prepared for the change of its legal entity.

Expansion of EAN:
EAN SLOVAKIA began close co-operation on EDI with the banking sector. One of its establishing members, the Slovak National Clearing Centre, supports the expansion of EDI/EANCOM/EDIFACT in the bank sector.

EDI:
In December 1995 EAN Slovakia launched its EANCOM project 'Electronicka Vymena Udajov'. It is estimated that by the end of 1996 there will be 20 users of EANCOM in Slovakia.

SLOVENIAN ARTICLE NUMBERING ASSOCIATION - SANA

President: Cvetana RUAVEC
Company: FRUCTAL
Chief Executive: Franc KOGOVICEK
Executive Staff: Lili BAHORIC - Assistant Secretary

Membership:
At the end of 1995, SANA had 1,758 members, a 48.35% increase over last year. A total of 1,720 manufacturer numbers had been allocated.

Expansion of EAN:
During the year SANA encouraged the implementation of the EAN-13 Bar-coding for products with variable weight as well as the trade and transport unit bar coding.

EDI:
In January 1995 SANA founded an EDI Facilitating Center in its offices and created an EANCOM project called the Petrol User Group. By the end of 1996 it is estimated that there will be 20 users of EANCOM in Slovenia.

SOUTH AFRICAN NUMBERING ASSOCIATION - SAANA

Chairman: S.U.M. MARTINENGO
Company: SHOPRITE CHECKERS
Chief Executive: R.M. PEARCEY

Membership:
At the end of 1995, SAANA had 4,918 members, a 16.02% increase over last year. A total of 4,818 manufacturer numbers had been allocated.
Key achievements
SAANA assured the expansion of the EAN standards in the horticultural sector
Expansion of EAN
The paper industry and postal authority are reported to be using the EAN system.
EDI
At the end of 1988 SAANA launched the SAANA EDI Standards using SAANA formats and the EDIFACT syntax. At the end of 1995 there were approximately 200 users with 250 expected by the end of 1996. In 1995 SAANA was instrumental in having EANCOM adopted as the South African EDI standard through the South African Bureau of Standards.

President: Kim SANG HA
Company: KOREAN CHAMBER OF COMMERCE AND INDUSTRY
Chief Executive: Jai-Ho HYUN
Executive Staff: Yong-Joon PARK - General Manager
Publication: KAN News, 4/year
Membership
At the end of 1995, EAN KOREA had 3,349 members, a 36.69% increase over last year. A total of 3,287 manufacturer numbers had been allocated.

Key achievements
EAN KOREA began the first test on Scan Data Service in July. 47 stores of 11 major retailers operating POS system joined and supplied their sales data. EAN KOREA provided a KAN product database containing the description of about 40,000 items to user companies, developed 3 EDI messages and published Korean version of EANCOM manual. The UCC/EAN-128 code was adopted as Korean Standard.
EDI
In March 1993 KANC launched the project EANCOM - Korea to develop national guidelines for the use of EANCOM. EAN Korea's EDI Committee has been designing draft messages for the distribution sector using EANCOM as basis and submits these to the Korean EDIFACT Committee for examination and approval. At the end of 1995 there were 398 users of EANCOM in Korea with 700 estimated by the end of 1996.

President: Federico RIERA - MARSA
Chief Executive: Jose Maria BONMATI
Executive Staff:
Gabriel IZARD - Technical Director
Alejandro SANCHEZ COLL - EDI Director
Rafael MIGUEL - Marketing Director
M. HERNANDEZ DE LORENZO - Administrative Manager
Publication: CODIGO 84 - 12/year, AECOC Info - 6/year, AECOC FARMA - 4/year, AECOC EDI - 4/year.
Membership
At the end of 1995, AECOC had 10,293 members, a 9.42% increase over last year. A total of 10,144 manufacturer numbers had been allocated.

Key achievements
During the year, AECOC worked in close collaboration with the health sector companies, and assured permanent assessment and control in all label manufacturing companies.
Expansion of EAN
In 1995 hospital and health care were the most interested sectors in applying the EAN standards (EAN label and EDI). The Spanish DIY sector had in 1995 an important expansion in the number of members and users. The "Agencia Tributaría" (Spanish national tax office) is very interested in using an international standard and incorporating the EAN-128 code to codify its documents.

EDI
AECOC launched the AECOM standard at the end of 1988 and its EDI service in March 1991. The AECOC standard is based on the EDIFACT syntax, message and segment structures. At the end of 1995 there were 653 users. In December 1994 AECOC launched its second EANCOM project, EDI Sanitariso, covering the health sector. At the end of 1995 there were 20 users registered with the number expected to rise to 50 by the end of 1996.

EAN SRI LANKA
C/o the Ceylon Chamber of Commerce
No. 50 Nawam Mawatha
COLOMBO
Tel: 94 1 421 745
Fax: 94 1 449 352

President: Mr A.C. GUNASINGHE
Company: LANKEM CEYLON Ltd.
Chief Executive: C.G. JAYASURIYA
Executive Staff:
Rizvina DE ALWIS - Assistant Secretary
Aynoni WANIGANAYAKE - Assistant Secretary

Membership
At the end of 1995, EAN SRI LANKA, who joined EAN International in December, had 10 members. A total of 10 manufacturer numbers had been allocated.

EAN SWEDEN
Klarabergsviadukten 96
S-106 13 STOCKHOLM
Tel: 46.86.98.30.40
Fax: 46.86.98.30.49

President: Roland FAHLIN
Company: ICA Handlarnas AB
Chief Executive: Björn PASSAD - Managing Director
Executive Staff:
Bengt FRIGGEBÖ - Executive Manager
Kristina FAGERLIN - Executive Officer
Mia LENMAN - Technical Assistant

Membership
At the end of 1995, EAN SWEDEN had 3,865 members, a 4.91% increase over last year. A total of 4,145 manufacturer numbers had been allocated.

Key achievements
EAN SWEDEN encouraged the introduction of EANCOM in the construction and home electronics sectors and will be helping its expansion within the public sector, which is a major project under Government support.

Expansion of EAN
The use of the EAN system is expanding rapidly due to the interest in the public sector which is a buyer in almost any industry.

EDI
EAN Sweden launched the EANCOM EDIT (EDI Trade) project in 1991 which has been adopted for both national and international EDI. At the end of 1995 there were an estimated 1,500 users. On the 30th of June 1996 the national standard DAKOM, which EAN Sweden also support, will cease to be maintained. This follows an 18 month notification period for all DAKOM users.
EAN (SWITZERLAND)

Güterstrasse 133
CH - 4053 BASEL

Tel: 41.61.366.70.00
Fax: 41.61.366.70.99

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, 4/year

Membership
At the end of 1995, EAN Switzerland had 1,900 members, a 10.47% increase over last year. A total of 2,014 manufacturer numbers had been allocated.

Key achievements
1995 saw the signature of the agreement with UN/INCB, the implementation of national concept for the monitoring of the flow of narcotic substances based on EAN. EAN Switzerland tested the central database containing EAN article information and EAN address information. The Swiss building sector will adapt to this database and EAN identifications.

Expansion of EAN
The existing agreement with Reglementation has been enlarged in order to cover health-insurers, therapists and splitex-services (hospital external services as e.g. home nursing). EAN Location Numbers will be used for invoicing and settlement. The development of central article and address database has attracted new sectors. In 1995, first contacts and membership came from building and construction companies and associations.

EDI
EAN Suisse launched the EANCOM nEANder 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 1995 there were 200 users with 250 expected by the end of 1996.

COMMERCIAL
AUTOMATION
AND
NUMBERING
INSTITUTE
- CAN

4th Floor,
10, Lin-Shen South. Rd.
TAIPEI

Tel: 886.2.393.9145
Fax: 886.2.391.3171

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 Department
Jason CHANG - Project Manager of Promotion & Marketing Division

Publication: CAN News, 4/year

Membership
At the end of 1995, CAN had 5,685 members, a 22.42% increase over last year. A total of 5,685 manufacturer numbers had been allocated.

Key achievements
CAN consulted 10-12 pharmaceutical and stationery goods stores to implement EAN code system, held forty promotional seminars and conferences and published four guide manuals in 1995 for DUN-14 Numbers, UCC/EAN-128 Numbers, pharmaceutical and stationery goods. CAN also consolidated its Product Data Base, and promoted the technique of quality control in bar-code printing.

Expansion of EAN
CAN have promoted the application of the EAN system and store automation management to the manufacturers and retailers of pharmaceutical and stationery goods.
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 which handle the translation of EANCOM into Chinese, 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. 736 users were registered at the end of the year, an increase of 1,127% on the 1994 figure.

THAI ARTICLE NUMBERING COUNCIL - TANC

President: Chokchai AKSARANAN
Company: CHAROEN POKPHAND GROUP
Chief Executive: Phenphan TANTICHOTIKAT
Executive Staff:
Julawit LAYANGKURN - Technician
Rungtiwa KLAXHANG - Customer Service
Publication: 4/year

Membership
At the end of 1995, TANC had 1,157 members, a 44.63% increase over last year. A total of 1,157 manufacturer numbers had been allocated.

Key achievements
During the year, TANC cooperated with a retailer association for bar coding products by Jan 1, 1995 and planned EDI training with 2 VANs. TANC became chairman of PWG for EDI.

Expansion of EAN
The EAN standards started in food and expanded rapidly into other sectors such as stationery and drugs.

SOCIETE TUNISIENNE DE CODIFICATION - TUNICODE

President: Hamda GIRA
Company: MAGASIN GENERAL
Chief Executive: Néji CHAABANE
Executive Staff:
Chadia KHEMISSI - Secretariat
Kamel BEN M’NA - Communications
Moncef BEN GUEDIDA - S/D Commercial
Mourad KSIILA - Information, Accounting
Publication: 4/year

Membership
At the end of 1995, TUNICODE had 545 members, a 55.71% increase over last year. A total of 545 manufacturer numbers had been allocated.

Key achievements
During the year, TUNICODE concentrated on new members.

Expansion of EAN
The accent was on promoting the EAN System in the pharmaceutical, textile, publication, hardware sectors.
THE UNION OF CHAMBERS OF COMMERCE, INDUSTRY, MARITIME COMMERCE AND COMMODITY EXCHANGES OF TURKEY - UCCET

President: Fuat MIRAS
Company: UCCET
Chief Executive: Sefik TOKAT - Secretary General
Executive Staff:
Iskender ELVERDI - Deputy Secretary General
Meftune EMIROGLU - Head of Trade and Industry Dept.
Tugrul BELEN - Director of Trade and T.I.R. Dept.
Fusun SAHIN - Officer

Publication: M.MNM Haber Bülteni, 4/year

Membership
At the end of 1995, UCCET had 2,438 members, a 63.19% increase over last year. A total of 2,438 manufacturer numbers had been allocated.

Key achievements
UCCET simplified bar code registration and application procedures, and gave more importance to the presentation of the bar code system. The EAN prefix 29 for variable weight products is being applied, and UCCET has tried to improve and expand this standard to the whole country.

Expansion of EAN
There has been an increase in the number of the firms using bar codes system, especially in textile and food sector and the majority of the firms in the drug sectors are using bar codes.

ARTICLE NUMBERING ASSOCIATION OF UKRAINE - EAN UKRAINE

President: George DZIS
Company: Union of Economists of Ukraine
Chief Executive:
Igor SULPETS - General Director
Ninel NAVROITSKAIA - Director of Introduction Department
Alexander VOKANOVO - Executive Officer

Publication: EAN-UKRAINE newsletter, 1/year

Membership
At the end of 1995, the year it started operating, EAN UKRAINE had 88 members. A total of 88 manufacturer numbers had been allocated.

Key achievements
EAN Standards were adopted as National Standards in Ukraine for Article Numbering. EAN UKRAINE created working groups to promote the Introduction of the EAN Applications (EAN Numbering System, EANCOM) and the POS systems in Ukraine.

Expansion of EAN
The expansion of EAN was mainly in textile, pharmaceutical, medical devices, chemicals, agriculture and book sectors and the installation of scanners in retail shops. EAN UKRAINE have been working closely with some other sectors as well as Government agencies in using UCC/EAN-128 for logistics management and EAN-COM for EDI.
Expansion of EAN

ANA has actively increased the introduction of EAN in this year's sectors: the health care, transport, textiles and utilities. The introduction of EAN-128 has attracted much interest from many sectors and increased membership from the health care industry in particular.

EDI

In 1995 the ANA completed migration guidelines from TRADACOMS to EANCOM with the support of the TEDIS project of the EU Commission. In addition to this project the ANA are currently investigating the possibility of ceasing the development of UK EDIFACT implementation guidelines and migrating them to EANCOM. At the end of 1995 the usage of UK EDIFACT trade messages was estimated at 300 users with 500 users expected at the end of 1996. The figures for EANCOM indicate that there are currently 200 users with 400 expected by the end of 1996.

Key achievements

C.U.N.A. has been working on the setting up of EAN URUGUAY and promotion of EDI's standards and benefits. Consequently major companies and institutions become aware of the advantages of having an active participation in the development of Electronic commerce in Uruguay.

Expansion of EAN

During 1995, C.U.N.A. did not expand into new sectors of activity, instead it worked on reaffirming the development of covered sectors.
EAN VENEZUELA

Av. Independencia
Edif. Onils - Pso 8 -
Ofic. 82
Frente al Centro
Comercial Bello
Campo
CARACAS 1062

Tel: 58.2.261.83.52
Fax: 58.2.263.01.73

President: Luis FINOL
Company: CASA PARIS
Chief Executive: José Luis MEJIA N.
Executive Staff:
Milagros De GONZALEZ - Assistant to the President
Carlos A. AMAIZ - EDI Manager
Antonio GUARINO - Technical Manager

Publication: EAN, 4/year

Membership
At the end of 1995, EAN VENEZUELA had 803 members, a 62.55% increase over last year. A total of 761 manufacturer numbers had been allocated.

Key achievements
During the year, EAN VENEZUELA introduced EDI, and saw the affiliation of CONINCA, an electrical parts manufacturing company with over 15,000 bar coded products, as well as that of the pharmaceutical sector. The package printers sector began to participate in seminars and courses in order to achieve optimal quality printing of EAN bar codes.

Expansion of EAN
During 1995 EAN VENEZUELA attained expansion in different industries such as; editors, pharmaceuticals, cosmetics, cleaning articles, fabrics, plastic items, general merchandise and others. Cleaning articles and cosmetics showed the highest growth.

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 two work groups of the project. At the end of 1995 there were 13 users of EANCOM registered in Venezuela with 25 expected by the end of 1996. A major aspect of the work of EAN Venezuela is the promotion of EANCOM through the organisation of training seminars and conferences.

EAN VIETNAM

C/o Vietnam Standards Institute
Nghia do
Tu liem
HANOI

Tel: 84.4.361 463
Fax: 84.4.361 771

President: NGUYEN Anh Nhan
Company: South-East Asia Brewery Ltd.
Chief Executive: LE Van Thieu - Secretary General
Executive Staff:
LE Doan Thao - Director of EAN-VN's Central Office
LUU Thi Kim Thanh - Deputy Director of EAN-VN's Central Office
PHAM Ba Cuu - Deputy Director of EAN-VN's Central Office

Publication: EAN-NEWS, 1/year

Membership
At the end of 1995, EAN VIETNAM, who joined EAN International during the year, had 66 members. A total of 61 manufacturer numbers had been allocated.

Key achievements
EAN VIETNAM organised some workshops and training courses, and helped companies to represent bar code on product's labels.
President of the Assembly: Predrag DIMITRIJEVIC
Company: NEVENA, Leskovac
President of the Board: Milovan FILIPOVIC
Company: JUGOTRADE, Beograd
Chief Executive: Bozidar MITIC - Secretary
Executive Staff:
Svetislav JOVANOVIC - Business Organiser
Branislava MITIC - Researcher

Publication: YANA - INFO, quarterly

Membership
At the end of 1995, YANA had 975 members, a 28.63% increase over last year. A total of 987 manufacturer numbers had been allocated.

Key achievements
YANA held seminars in co-operation with Yugoslav and 17 regional chambers of Economy about introduction and use of EAN standards, especially ITF and UCC/EAN 128, and co-operated with the Federal Institution for Standardisation and Yugoslav association for electronic data interchange in field of popularisation and use of EAN, EDI and EANCOM. It translated the UCC/EAN Application Identifier Standard and the EAN Label in Serbian language.

Expansion of EAN
Use of EAN standards has expanded in the furniture industry (Scanning at POS).
The tables on the next pages show an overview per Numbering Organisation of the number of member companies, the sectors of application, the total numbers allocated, the total number of scanning stores and the summary table of EDI projects.

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.
<table>
<thead>
<tr>
<th>NUMBER OF MEMBER COMPANIES</th>
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<td>Cyprus</td>
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<td><strong>PCD</strong></td>
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<td><strong>GRAND TOTAL</strong></td>
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(1) The members of the Scandinavian countries are organisations only.
(2) Central American entity for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras.
(3) Estimate (ASA + Canada).

[Image 0x0 to 599x842]
<table>
<thead>
<tr>
<th>ORGANISATIONS</th>
<th>ALLOCATION OF COMPANY IDENTIFICATION NUMBERS BY MEMBERS</th>
<th>NUMBER OF SCANNING STORES</th>
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(1) Central America refers to Guatemala, B. Salvador, Costa Rica, Panama, Nicaragua, Honduras.
(2) Estimates (USA - Canada)
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