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Albert Heijn was president of Albert Heijn (today's Ahold NV), the major Dutch retailer from 1962 to 1989. He took the initiative to establish EAN in 1977.

In 1976 he established EAN Nederland. From 1977 to 1988, he was president of EAN International and from 1976 to 1988 president of EAN Nederland.

1971

1972

First point of sale scanner
(then known as the "counter"
scanner) introduced by
Mr. Timmerman.

1967

1967

10 October

First laser scanner
introduced by Roger Sapper.

10 October

Bar code for the retail sector
(by future UPC) produced by
Mr. McIndoe and Mr. Jones
(Britain).

10 October

GEF, leisured two of five
symbol created by Dr. David
Alcock (Ontario).
Looking at EAN International’s 20 years, its rapid expansion is obviously one of major achievements. An expansion in terms of user companies but also of the increased applicability of the EAN-standards, the number of sectors where EAN-standards are being applied and the geographical expansion. It still strikes me that a relatively small initiative of a few European Numbering Organisations in 1977, has turned into an almost global organisation today. Together with its counterpart for the US and Canada, UCC, the EAN/UCC network is supported and managed by companies from all continents.

An important aspect of this success is that right from the start in 1977, CEOs within companies, just like their IT professionals, have supported the views of EAN. As a result of this, companies became truly committed to the implementation of EAN standards in their business processes.

Both retailers and manufacturers work together within EAN. They improve the efficiency and effectiveness of their business operations with the use of the EAN-standards. This willingness to co-operate on such a large scale is truly unique. It demonstrates the strength of the EAN-system and provides a solid basis for even further growth.

New developments within Information Technology (IT) and new business concepts, such as Electronic Commerce (EC) and Efficient Consumer Response (ECR), enhance the need for open, global and multi-industry standards. The main focus shifts from supply chain management to demand side driven operations. EAN, being a user driven organisation, is capable of meeting these changing business needs. Moreover, the EAN organisation has always been a non political and non commercial platform where user companies focus on common interests only. The EAN system is an important tool which enables them to improve their results. This way EAN assists its users in keeping pace with the future.

My sincere congratulations to all EAN affiliated companies and staff world wide!
A system of identification and communication for products and services based on internationally accepted and business led standards.
More about EAN International

EAN - The Association

EAN International is a user driven numbering association, based in Brussels, which manages a system of identification and communication for products and services based on internationally accepted and business led standards. It has 29 member Numbering Organisations to date, in 85 countries, and enjoys a collaboration agreement with UCC which administers the same system for the USA and Canada. In total over 600,000 companies and organisations world-wide have adopted the EAN/UCC standards.

EAN - The Secretariat

The EAN International General Secretariat helps the Numbering Organisations to achieve a high quality of service to the users of EAN standards by working to achieve harmonised standards, producing comprehensive and easily accessible documentation and manuals describing the standards, ensuring an adequate information and training to the Numbering Organisations on new and existing standards and applications, thus striving for the unique international system which will accommodate all of its users' requirements.

EAN - The System

The EAN system is a language that crosses all normal language barriers at the speed of high tech communication equipment. It is a key giving access to the business world, facilitating national and international communication between various trading partners. It is formed by multi-sectorial standards for the unique and unambiguous identification of products, services and locations, data carriers allowing the automatic processing of items, and electronic messages that complement logistic and supply information exchange between trading partners, in a cost effective and efficient manner.

EAN - The Scope

The multi-sectorial aspect of the EAN standards means that any company in any sector, wherever it is located, can use the standards. EAN numbers carry no 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 this data on machine readable form and standard formats for encoding and transmitting business transactions are the key elements of the communication language that EAN provides.

EAN - The Users

When the EAN coding system was introduced in the late 70's, the EAN bar-code was particularly intended to facilitate the check-out operations in grocery stores, and mainly used in retail. Nowadays, it's almost impossible to imagine consumer products without a bar-code; and scanning has become an essential part of all logistics operations. Today the EAN system is recognised by the majority of sectors of trade and industry as the only one to provide generally applicable, multi-sectorial, fully international standards. For despite its origin, the EAN system's specific characteristics are not exclusively for the identification of goods, and is no longer isolated as a solution for retailers. It is recognised as a truly multi-sectorial, multi-sectorial instrument for optimising the supply chain.

EAN - The Benefits

EAN International offers companies various means to improve their business efficiency and productivity. The application of the different EAN standards results in significant improvements in logistic operations, reduction of paperwork costs, shorter order and delivery lead times, increased accuracy and better management of the whole supply chain. Enormous cost savings are realised daily by user companies who have adopted the EAN 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 Future

Since the mid 1980s substantial emphasis has been given to understanding the dynamics and managing the complexity of the Supply Chain, in an attempt to improve customer service whilst minimising the cost of doing business. The net effect has been to focus on reducing the volumes of inventory in the chain at any one time, whilst simultaneously improving the responsiveness of that chain. During this same period advances in technology to support these new methods of working have also grown. The key to future business growth will come through the integration of these developments companies world-wide need to adopt an effective communication system and a common language for trading.

1976

December 10

1977

February 3

Name: European Article Numbering Association (EAN)
Numbering for the European Union

EU officially registered with: Albert Heijn, de Callemon and
Ettore Bucchi of General
Secretarv, Founding members

Launched.

Austria, Belgium, Denmark, Finland, France, Germany, Italy, Netherlands,
Norway, Sweden, Switzerland and the United Kingdom
1978

SPAIN

EAN members extend beyond Europe with the joining of JAPAN

March 1978

First meeting of the Numbering and Symbolisation for Despatch Units working group.

1979

AUSTRALIA
1997 marks the 20th anniversary of EAN. Over the last two decades EAN has established itself as a recognised leader in the field of “identification”. Today, together with the Uniform Code Council (UCC), EAN’s sister organisation in the USA and Canada, over 600,000 companies in 113 countries have chosen the EAN/UCC standards to meet their identification, codification and communication needs. The size of our user base is an indication of the global drive for harmonised standards and seamless communications.

The elimination of inter-industry communication barriers is a phenomenon of the Information age in which the UCC/EAN system plays a key “catalyst” role. Today, borderless trade is a necessary consideration for the growth and survival of large companies. In tomorrow’s world it will become the modus operandi of large and small companies. Evidence for this fact comes from the Information Services industry, which is projected to grow outside the USA from US $1 trillion to US $2 trillion in the coming years. A significant proportion of this growth will come from an increase in electronic communications, which will have an impact on the way people buy and distribute goods and services. Already, electronic commerce is changing the way organisations do business. The Internet is expected to handle more than $7bn on-line shopping transactions annually by the year 2000. Most administrative processes are now done electronically and warehousing and inventory management are becoming increasingly so. More and more companies want to do business as if all their operations resided at the same location. This is an enormous transition and businesses are being re-shapped and re-organised to face this reality. Increasing competitive pressures are forcing companies to eliminate all inefficiencies in the value added chain, hence the importance of open standards.

The EAN/UCC system plays a key role in the world of tomorrow. The more organisations use the EAN/UCC system throughout the value chain, and across industry sectors, the more efficient we become in serving the interests of consumers. In collaboration with our users, UCC/EAN International and the EAN Numbering Organisations have initiated a number of processes to ensure that they are able to meet this increasing need to integrate logistics and information. EAN International will release in July 1997, the updated version of EANCOM with 42 messages (there were only 27 messages in the 1994 version). This version of EANCOM includes for the first time messages which help to facilitate financial operations. Application guidelines to ease the use of these messages have also been developed.

In the Efficient Consumer Response (ECR) initiative, the removal of inter company barriers is leading to a better response to consumer needs. Here, EAN continues to play a key role as a provider of a neutral platform for inter-company communications as well as providing the tools to make ECR happen.
EAN is best placed to meet the long term numbering needs of the industry, irrespective of the sectors they come from.
In the health care sector, EAN, in collaboration with key industry players, has invested time and resources to improve administration, logistic and supply processes that will invariably help the final consumer, the patient.

In transport, increasing environmental pressures have led to the need for companies to make greater use of re-usable transport containers. To track and trace these, while maintaining an integrated logistics information flow between manufacturers, their clients, transporters and receivers, EAN in collaboration with transport organisations, has put together solutions that can be used by the whole sector.

The drive to take the guesswork out of logistics and supply is making businesses focus more on everyday matters and the development of new applications to resolve these. One such issue deals with Customer Specific Articles.

Here EAN has established an integrated model which helps users identify and communicate information on non-standard products such as furniture, building material and industrial product parts. A recently completed numbering capacity study undertaken with UCC indicates that EAN is best placed to meet the long-term numbering needs of industry, irrespective of the sectors they come from.

None of the above would have been possible without the active participation of our users and the EAN Numbering Organisations all around the world which have initiated or provided the valuable input and support to these improvement projects.

The EAN Numbering Organisations. In direct contact with our users, are the first to recognise, anticipate and communicate members' needs. This bottom-up information flow constitutes the first step in the complex process of formulating viable solutions that can be used world-wide.

Throughout the 20 years of our existence, we have relied on the feedback of our users to continuously fine-tune our proficiency to find effective solutions for their needs.

In line with the drive of industry to create a border-less trading environment, as we indicated in our last annual report, EAN organisations are re-configuring themselves to respond to this changing environment.

Here, ideas between organisations get swapped around without effort. Sharing becomes the norm and organisations communicate rapidly and make things happen. Cultural variety coupled with a common objective of simplifying the logistics and supply process is a source of stability for EAN, which along with its rich experience should act as a springboard to serve better the future needs of its members.
Today, EANCOM provides comprehensive EDI standard guidelines for a large number of trade, transport and financial transactions.
The objective pursued by the founders of the European Article Numbering Association in 1977 was to provide businesses with a single solution for identifying and symbol-marking consumer items. The **EAN-13 number format** and **bar code** symbol was designed to be fully compatible with the UPC formally introduced in the US in 1972. It also provided a migration path for systems already present in two major European countries. The **EAN-8 number and bar code** were introduced to facilitate the marking of very small items. Right from the start, it was clearly established that EAN numbers would identify items and not provide any classifying information regarding the product itself, its price or its origin.

In 1980, the specific requirements of the books and serial publications industries were addressed. A standard was developed to enable the incorporation of the pre-existing **ISBN and ISSN** identification systems into the EAN-13 format. The **two and five digit add-ons** symbols were designed to enable the automatic data capture of information supplementing the identification number of a book or serial.

The EAN system introduced in Europe and quickly adopted by Japan and many countries from the five continents was implemented by a growing number of manufacturers. As the number of consumer products marked at source reached a critical mass, retailers started implementing scanning systems at point of sale and requested suppliers who had not done so already, to mark their products with EAN, thus creating a snowball effect.

In the early 1980’s, EAN users requested that standards be set for numbering and symbol-marking items traded between manufacturers, distributors and retailers. The **EAN specifications for numbering and symbol marking despatch units** were released in 1984. This standard set the rules for Identifying groupings of items packed into standard containers such as cartons. The **Interleaved two of five (ITF)** symbology was endorsed for printing symbols directly on poor quality substrate such as cardboard. A numbering structure comprising **14 digits** was developed. It enabled to easily build unique identification numbers for containers comprising series of identical items. Users could choose between the numbering format and the appropriate symbology for marking despatch units. The experience acquired since then demonstrated that standards offering multiple options to users were difficult to understand and could lead to conflicts in implementations.

In 1987, EAN's General Assembly decided that consideration should be given to provide users with an international standard for EDI. At this date, several numbering organisations had developed and made available national EDI standards to their member companies. It did not take long to agree that the EDIFACT standards developed under the auspices of a United Nations Working Party were paving the road of a universal computer to computer communication language. EAN decided to provide implementation guides of **UN/EDIFACT** messages and to call this new standard EANCOM.

Today, **EANCOM** provides comprehensive EDI standard guidelines for a large number of trades, transport and financial transactions.

A fundamental principle of EAN is to identify items with a non-significant number and to recommend that information related to the items be stored in computer files and exchanged between companies in a supply chain using standard EDI messages. In reality, there is sometimes a need to provide information related to an item on the item itself, in a format which can be captured automatically. These requirements were addressed by EAN and led to the development of a standard first published in 1989 and called “Supplementary encodings”. The bar code symbologies already endorsed by EAN, EAN/UPC and ITF, did not provide the flexibility required for representing data which had variable formats.
After extensive testing and research, EAN and UCC endorsed the Code 128 symbology which was invented and made publicly available in 1981. Through an agreement with the inventor and the association of automatic equipment manufacturers, a special feature of the Code 128 symbology was assigned to the exclusive use of EAN and UCC. The UCC/EAN-128 symbology was born and reserved to the encodation of data prefixed by Application Identifiers. Today, standard Application Identifiers and related data are available to users for many supply chain applications and beyond. Application Identifiers and UCC/EAN-128 are available to represent not only attribute information, but also identification numbers of trade items, logistic units, locations, assets and service relations.

In response to user demand for labelling transport units which need to be tracked and traced, EAN developed a standard label format, using Application Identifiers and the UCC/EAN-128 symbology. The standard EAN label is widely used today to facilitate and streamline the shipping, transporting and receiving operations.

Global harmonisation

Although EAN and UCC have remained independent organisations, a close collaboration always existed at technical level. In 1993, this collaboration was formalised by the creation of the Joint International Data and Application Standards Committee (IDASC). This committee is responsible to the EAN and UCC Boards and its objective is to ensure a consistent and technically sound development of the UCC/EAN system. Corrective actions have been taken to eliminate all divergences which existed between the EAN and UCC standards. IDASC took the initiative to monitor closely the global developments and launched new joint projects. One of these projects has the objective to draft a manual providing the technical description of the UCC/EAN system, it was initiated in 1996 and will be completed in 1997.

UCC has provided EDI standards to its users since the early 1980’s. These are based on the ANSI/X.12 standards widely used in North America. In 1994, UCC endorsed EANCOM as the recommended EDI standard to be used by North-American companies when communicating electronically with trading partners internationally. A close collaboration has been established in the EDI area, to make sure that business requirements from North-American users are met by the EANCOM standard.

Links with formal standard setting bodies

In 1989, the Committee for Standardisation in Europe, CEN, organised an open workshop at the request of the European Commission. The objective was to propose that formal standards be made available for bar coding, applications. A CEN Technical Committee on bar coding was launched in September 1990. Today, nearly twenty CEN standards have been delivered by this committee and published by the national standards bodies of the 18 countries members of CEN. EAN participated actively in this work from the beginning and made sure that all features of the EAN system were incorporated into the CEN standards.

A similar initiative was taken at international level in 1990. The Joint Technical Committee between the International Standards Organisation (ISO) and the International Electrotechnical Commission (IEC) set up a committee with the objective to deliver ISO standards related to Automatic Data Capture. EAN and UCC are closely involved in these proceedings. The secretariat of the new committee was assigned
At the end of 1995, the ISO Technical Committee on Packaging requested that an ISO standard be developed for bar coded label applications. Again, EAN got involved in this initiative which resulted in the release of a Committee Draft standard at the end of 1996. The draft remains to be approved but there is no doubt that it will make full provision for the EAN numbering, bar coding and label layout standards.

Future developments

In the future, developments will focus on three main areas: application guidelines, emerging technologies and specific projects.

The essential building blocks required by users to optimise their operations and to streamline the flow of information in the supply chain are available. Application guidelines are necessary to help implementing the tools. Sector specific guidelines will be developed to help users in a particular sector understand how and where the EAN tools should be applied. Work has already been done and material released for the health care industry, for example. Similar activities are necessary for other sectors like packaging, transport, construction, textile or public procurement. Application guidelines do not alter the basic standards. They should be looked at as useful documentation explaining how to benefit from the EAN system in a language which is familiar to the users of a particular sector.

Technology is evolving fast. Two-dimensional bar codes and Radio-Frequency Identification offer new opportunities but also create challenges for users. Detailed research is required to map the possibilities offered by the new technologies to the best business practices users may adopt in the supply chain. Regarding electronic communications, the information highways and the Internet will impact dramatically the way trade is being conducted. EAN will have to address these opportunities, and establish recommended practices to guide users towards the new technologies.

Specific projects related to the optimisation of information flows in the supply chain are being launched and more will be developed in the future. Electronic catalogues of information related to products and to locations, aiming at master data alignment between companies, are being set up in several countries. A need exists to co-ordinate these projects in order to provide international compatibility in the formats of data stored and to enable eventually universal access to the information. This project, like many others, will be monitored by project teams and ad-hoc working parties. The organisational structure of EAN need to be flexible enough to address the requirements when they occur and to respond fast and efficiently to the demands.

Education, today's and tomorrow's challenge

A comprehensive and powerful set of standards is available from EAN today. The system which started twenty years ago with a single application, the identification and marking of consumer items, has expanded enormously. Education programs are required to make sure that all Numbering Organisations acquire the right level of knowledge and are able to transfer it to the member companies. Some excellent initiatives have already been taken to address education in a consistent way. More time and resources will be allocated to education in the forthcoming years.
A responsive, consumer driven system which maximises opportunities for cost reduction within the supply chain through trading partner alliances and co-operation.
Projects and other activities of EAN International

Consumer Electronics:
The European consumer electronics industry, comprised of suppliers, wholesalers and retailers, in its revised version of EDICE (EDI in consumer electronics) user guidelines for electronic trading, has fully adopted EANCOM. During 1997 this concept will be extended to the service and repair side of the industry. Software developers are already showing great interest in the sector, as there is now a single European-wide solution via EANCOM.

Customer Specific Articles:
To help organisations resolve communication & identification issues related to made-to-order articles, a project team composed of EAN International and EAN N.O. members developed two draft guidelines “EANCOM Customer Specific Articles” User Profile and “Customer Specific Articles section for the General EAN Specifications”.

Electronic Catalogue (for product and location information):
In order to harmonise “Electronic Catalogue Project” activities within EAN, a project has been formed with the following objectives: to share information on existing and planned catalogue projects within EAN NOS; to discuss a long term, global perspective of the users requirements for product and location electronic catalogues; and to establish an international recommendation in the area.

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 maximises 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 has continued in providing the EDI expertise to the project in the use of EANCOM messages in three areas: Efficient Replenishment, where the target is to improve transport and distribution centres; use of EDI, where data alignment, a guideline for evaluating the services of VAN’s and EDI trial on the Internet are the objectives; and Unit Loads, where the objective is to create efficiencies in packages used for logistics and distribution in addition to their correct identification.

A user guide on Efficient Replenishment and EDI, consisting of 11 brochures documenting the key aspects of ECR was published by ECR Europe in 1996. The brochures fitted into an attractive binder bearing the seals of the 6 participating organisations. In addition to this, EAN International has prepared a promotional leaflet to inform interested parties of the areas of its involvement in the project.

Electronic data interchange:
EAN International released this year the updated version of EANCOM with 42 messages (versus 27 messages in the 1994 version) to facilitate trade and transport operations of companies. This version also includes for the first time messages for finance operations.

Financial EDI:
The Financial EDI project team was created to produce EANCOM messages for use by EAN member companies with their banks. In addition to producing EANCOM message guidelines for this sector, the project team is in the process of creating a document titled ‘An Introduction to EANCOM in Trade and Finance’ which aims to introduce the subject of financial EDI, particularly stressing the issues which are new to EANCOM, to existing and potential EANCOM users. The EANCOM financial messages and the introduction document will be published in July 1997.

Health care:
EAN International in collaboration with EAN Numbering Organisations, health care sector associations and companies, continues to play a
The objective is to improve administration, logistic and supply processes of health care providing institutions and companies.
key role in co-ordinating the Health care Collaboration Project (HCAP). The objective of HCAP is to improve administration, logistic and supply processes of health care providing institutions and companies operating in the sector. A publication "Improving the business potential - An International guide for identifying and bar coding health care products for manufacturers and distributors" was issued in collaboration with the European Confederation of Medical Devices (EUCOMED), the international association representing manufacturers and suppliers of automatic data capture products and services (AIM Europe), the European Hospitals and Clinics Supply (EUROHCS - an European Commission Initiative in Electronic Commerce) and UCC. To date 8000 copies of this publication have been distributed to interested parties. Another document destined for health care providing institutions is being prepared in broad collaboration with the sector.

The European Medical EDI group (EMEDI), a user's association aiming at the awareness and developments of EDI in the health care sector, has delegated to EAN the development of application guidelines for logistic processes in health care. A multi-partite team is currently working to create the application guidelines for EANCOM messages which will be published by the third quarter of 1997.

Packaging:
The EAN Label - Packaging project team met during the year to discuss the various pilot activities where EAN is being implemented in the sector. The project team agreed on a broad concept for a forthcoming promotional publication, where the pilot activities will be illustrated with recommendations on how to implement EAN. This document will be published during the second half of 1997.

Publishing industry/Book sector:
As a result of collaborative discussions with representatives of the book sector over the past two years, a new contract has been drawn up between the International ISBN and ISMN Agencies, EAN and UCC. The purpose of the new contract, which replaces an earlier agreement between EAN and ISBN, is to clarify the scope of the use of the ISBN and ISMN numbering schemes with EAN/UCC standards and to provide a framework for strengthening co-operation between EAN/UCC and the book sector.

The European Confederation of Medical Devices Associations (EUCOMED):
The newly elected Director General of EUCOMED, Mr. Michael C. Baker, and former Chairman Dr. J. Nafe met with the EAN secretariat and agreed to further strengthen the collaboration between the two organisations. EUCOMED is an active participant and contributor to the HCAP project.

The United Nations - ESCAP:
EAN International participated in the creation of a Training Course Pack "EDI and UN/EDIFACT - a Technical Overview" by the United Nations "Economic and Social Commission for Asia and the Pacific (UN/ESCAP)". EAN set up a training module on EAN and EANCOM that was integrated in this course. The targeted users of this course are system analysts, analyst programmers and other technical staff involved in the actual implementation of an EDI system in Asia.

Trade & Transport:
In collaboration with major transport organisation and EAN NGOs, EAN International published the document "An Introduction to EANCOM in Trade and Transport". The objective here is to help transport and other organisations easily understand how they can effectively use EANCOM messages. It complements the EANCOM manual by way of additional notes, examples, data flow models, and a less technical approach to the subject.
Single Face to Industry is expected to save the government over a billion dollars in administration costs and is planned to be completed by the turn of the century. EAN Sweden has been given the task for specifying and mapping the business transactions into EANCOM.
Books and magazines

The daily delivery of newspapers and magazines to "press" wholesalers and the return of periodicals represent a huge logistic and administration expense to wholesalers and retailers. The movement of magazines and periodicals is usually accompanied by an avalanche of administrative papers such as despatch advice, return instructions, credit notes, invoices etc. Until recently this information was keyed in manually into the databases of retailers. To counter this expense, Billa, the largest Austrian retailer, has automated this process through EANCOM. By using the EANCOM messages, Billa and the "press" wholesalers have achieved significant savings. In addition, the following benefits have been realised: only a one-time entry of data; reduced transaction time; reduced out-of-stock situations; quicker reaction to back orders; and better quality customer service as employees are freed from administrative burdens.

More on books...

In the Netherlands, publishers store their books in the logistics centre of Centraal Boekhuis (literally translates to Central Bookhouse). This is a logistics service supplier that acts as an intermediary between the booksellers/retailers and the wholesalers. Typically, a large retailer transacts with over 100 publishers per week. In order to become more responsive to customers' needs, three wholesalers from the UK and Central Boekhuis set up a Wholesaler Service which has automated these trade transactions through EANCOM. EANCOM messages are used for orders, despatch, invoicing and transportation instructions. In addition, the EANCOM Inventory Report message has automated the information exchange on the availability and prices of products from wholesalers for Centraal Boekhuis.

Government

The Swedish public sector has chosen EAN's entire toolkit - article numbers, location numbers, SSCC and EANCOM - as the basis for its electronic commerce project. The project titled 'Single Face to Industry' is expected to save the government over a billion dollars in administration costs is expected to be completed by the turn of the century. EAN Sweden has been given the task for specifying and mapping the business transactions into EANCOM.

Health care

The Official Swedish Standardisation Body for Health care (HSS) published a report recommending that all health care articles be given an article identity and bar code according to EAN/UCC standards, EAN-13 or EAN/UCC-128. This report was co-ordinated with the HSS Working Group on EDIFACT and the official Swedish project team for Electronic Trade for the Public Sector. The report was also circulated to the European health care products manufacturers associations EUROMED, COCIR and EUROCOM VI.

Music

Britten's Music is an unusual retailer of printed music and musical instruments. The 'unusuality' of Britten's is that the retailer sells the music made to order. For example, a customer may ask for the violin part of the Shostakovich Oboe Concerto. These particular products which are provided by a wide range of specialist suppliers, are not source marked and have an extremely low stock rotation. To ensure profitability under these circumstances has required Britten's Music to rationalise its logistics, inventory and supply operations. Rather than change price labels on large numbers of slow moving stock, the store relies on EAN article numbers (on non source marked items) and bar codes to make price changes. The use of bar codes enables an automatic update of stock control records and an automatic order generation. The benefits include reduced labour costs, better stock control, better customer service and improved sales forecast. Britten's Music is now looking to further improve its operations by using EDI and a price look up table in the system.
Telebras Brazil has adopted UCC/EAN-128 for its transmission and communication equipment and will extend this to suppliers of telecommunications infrastructure material.
Narcotic Drugs

The Swiss Federal Government has adopted EAN for the control of the narcotic drugs flow. The new decree states that any possession or movement of drugs or psychotropic substances in Switzerland will have to be substantiated by official documents of authorisation, which will be checked by scanning the goods in question. In order to monitor and control the flow of drugs, the Swiss Federal Government has defined and published various listings using EAN Article and Location Numbers.

Shoes

The Association of Danish Shoe Suppliers, and a group representing Scandinavian shoe manufacturers, wholesalers, retailers and purchasing associations have set up a data communications standard based on EANCOM. This has now been accepted by the European Commission as a basis for a European standard, thanks to the efforts of EAN Denmark, the Danish EDI Council, the joint body of the European Shoe Industry (CEC), the European Shoe Dealer's Association (CEDDED) and the Association of Danish Shoe Suppliers. The European Commission will support the translation of the standards and their implementation in the EU.

Telecommunications

Telebrás, which gathers 38 telecommunications operators all over Brazil, has successfully adopted UCC/EAN-128 for its transmission and communication equipment. The project involves 240 suppliers to date and will be extended to suppliers of telecommunications infrastructure material.

The Post Office

The South African Post Office is currently using a sophisticated "Trace & Trace" system to improve efficiency and reclaim lost market share in the parcel delivery market. The system relies on UCC/EAN-128 bar codes, which are used on all items except standard mail. Over 6,000 scanning devices are expected to be in operation when the system is fully implemented.
EAN management bodies ensure that the user's perspective is totally reflected in the formulation of standards.
THE GENERAL ASSEMBLY

The Numbering Organisations are directly represented within EAN International by the General Assembly which meets once a year during the month of May. The General Assembly has the final power of decision on key issues such as the approval of the annual Operational Plan and budget, changes to the Statutes, election of officers and the admittance of new members.

The 1996 EAN General Assembly was held in Lisbon on 10 May and took the following decisions:

The audited accounts for the period 1994-95, the 1996 Annual Report and the draft 1996-97 Operational Plan and Budget were approved.

Mr J. van Dijk, and Mr J. Berry were re-elected as EAN President and Vice-President and Mr G. Ruiu and Mr P. Herzelbach were elected onto the EAN Management Board.

Five new Numbering Organisations were admitted as members of EAN International namely EAN Armenia, EAN Egypt, EAN Georgia, EAN Kazakhstan and EAN Lebanon. EAN Iran had become a member in January 1995, following a postal ballot of the members.

The members voted to amend Article 10 of the EAN Statutes allowing the President and Vice-President to become ex-officio members of the General Assembly and approved a general policy statement reiterating EAN International's apolitical and neutral stance in the world.

The role and responsibilities of the joint EAN/UCC Global Policy Committee (GPC) and the "Global Policy Principles Guiding UCC/EAN Standards" were approved as well as a proposal for the global management of UCC/EAN number allocations.

THE MANAGEMENT BOARD

The Management Board is the executive organ of EAN International and is responsible for implementing the Operational Plan and managing the budget.

The members are senior executives from manufacturing, distribution and the Numbering Organisations. The EAN President and Vice-President act as Chairman and Vice-Chairman of the Board.

The current members are:

J. van Dijk, Sara Lee/DE
K. Asano, DCC, Japan, until May '96 (deceased)
J. Berry, Traidcraft Ltd, U.K.
J. M. Bonnait, AECC, Spain
M. F. Davson, Foodstuffs (N.Z.) Ltd., New Zealand, until May '96
B. C. Engberg, Unilever, Germany
R. Faulin, ICA Handelsbolaget, Sweden
M. J. Ferriere a Silva, Braspag, Brazil
R. Herzelbach, Peek 'n Pay, South Africa, from May '96
T. Hussein, Carrefour, France
J. J. Mahieu, Tabacocif, Belgium
J. Olsen, EAN Danmark
G. Ruiu, Bonzi, Italy, from May '96
B. Smith, EAN Australia
A. Szőke, Dunapack Ltd, Hungary, until May '96
J. S. Tan, SAMA, Singapore
L. Sanchez de la Vega, AMECOR
R. van Lenten, EAN International, ex-officio member
H. Juckett, UCC, U.S.A., Observer, until December '96 (deceased)

The Management Board met on three occasions during 1996 and took the following decisions:

The Board approved a set of "Global Policy Principles Guiding EAN/UCC Standards". The objective of these principles is to ensure a global compatibility of EAN/UCC standards and consistent implementation of the core EAN/UCC technologies worldwide.

It endorsed the launching of three joint EAN/UCC projects called TechCore (technical description of the EAN/UCC system), AppCore (business model) and TransCore (transport model). It was agreed that these projects were important in order to achieve a global agreement on the EAN/UCC technical specifications and the use of the system in businesses.

With UCC, it endorsed a proposal for the global management of UCC/EAN numbers and commissioned a study to determine the demand for EAN/UCC numbers on a global basis over the next 5-15 years.

The Board approved new EAN Guidelines for Customer Specific Articles (made-to-order articles) and five new Application Identifiers: Kilograms per square metre; Net volume US ounces; trade; Ship for - EAN location number; Customer part number and Country of Origin of the product.

Lastly, it issued a policy paper on the use of two-dimensional bar codes and Radio Frequency Identification (RFID) which stressed the need for EAN International to monitor all new technologies and to clearly understand user requirements.
NUMBERING ORGANISATION MANAGERS MEETING (NOMM)

The Numbering Organisation Managers Meeting (NOMM) is an advisory body to the Management Board as well as acting as forum for discussion and the exchange of experiences between the Numbering Organisations. The NOMM meets in plenary form usually once a year in the month of February.

The NOMM met in February 1996 and made the following recommendations:

EAN International should continue to support the Efficient Consumer Response Initiative in Europe (ECR Europe) and support national ECR projects. The Secretariat of EAN International should act as focal point for the exchange of information about ECR initiatives worldwide.

The EAN Operational Plan for 1996-97 should continue to focus on improving communications within the EAN community and training support for the Numbering Organisations.

REGIONAL NOMM (RNOMM)

Regional Numbering Organisation Manager Meetings (RNOMMs) address local and regional issues and are organised whenever there is a need. The following RNOMMs were held during 1996:

- Western Europe RNOMM, 13 February in Brussels.
- Asean-Pacific RNOMM, 21 March in Bangkok.
- Iberoamerican RNOMM, 22-23 July, in Caracas.
- Eastern and Central Europe RNOMM, 25 September in Munich.

TSC

The Technical Systems Committee is a permanent body responsible to the Management Board. Its main objective is to provide for a central base of knowledge guaranteeing competent consideration of all technical matters concerning EAN and its applications in order to ensure continuity in EAN system thinking.

The current members are:

H. Barthel, Chairman, EAN International,
G. Izard, AECOC, Spain
A.T. Osborne, ANA UK, United Kingdom
B. Passad, EAN Sverige, Sweden
R.M. Pearcey, SAAN, South Africa
J. Schade, CCG, Germany
R. Schubeler, EAN (Switzerland), Switzerland
T. Brady, (for UCC, UCC, U.S.A.
T. Angué, Gencod-EAN France, France
M. Palazzolo, EAN Australia, Australia

The TSC addressed the following in 1996:

- Monitoring of the work performed by the CEN and ISO technical committees related to Automatic Data Capture.
- Detailed review of matters addressed by IDASC.
- International study on the requirements for alternative solutions for numbering and symbol-marking and variable measure retail items.
- Re-writing of the EAN General Specifications in liaison with the work undertaken jointly with UCC by the Tec-Core project team.
- Monitoring the work performed by a project team for identifying and symbol-marking Customer Specific Articles.
- Setting up of a project team mandated to analyse the effect of "Light Margin Indicators" on symbol scan rates.

CSC

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 principles of EAN coding.

The current members are:

H. Barthel, Chairman, EAN International
J. L. Antiao, Nestec Ltd., Switzerland
C. De Jonge, LSvS Straus Europe, Switzerland
H. Estrela, CODIPOR, Portugal
R. Florez Barajas, IAC, Colombia
P. Georgot, Gencod-EAN France, France
D. Kolu, Syntegra, United Kingdom
M. Koen, EAN Nederland, Netherlands
J. Muensch, UCC, U.S.A.
E. Nielsen, EAN Denmark, Denmark
A. Sanchez, AECOC, Spain
K. Schulte, CCG, Germany

1996

January

- 3 joint EAN/UCG projects approved: Inter-CORE (technical description of EAN/UCG systems, App-Core, BusNet, mod.), and Tec-CORE (transport mod.)

March

- EAN demonstrates UCC member of ISO/TC 89/ASC-12/ISO-12084
- Barcode scanning systems
The CSC addressed the following in 1996:

• Monitoring and defining of EAN’s position on UN/EDIFACT developments.
• Monitoring the work performed by project teams on transport and finance which resulted into new guidelines of EDI messages and the release of a booklet “Introduction to EANCOM in Trade and Transport”.
• Setting up of a project team responsible for developing application guidelines for EANCOM in the health care sector.
• Development of a user profile explaining how to use EANCOM with Customer Specific Articles.
• Setting up of a project team mandated to develop guidelines for EANCOM in the shoe industry.
• Review and resolution on EANCOM change requests addressed by users and Numbering Organisations.
• Migration of the 28 messages available in EANCOM 1994 to the EDIFACT D.95.A directory.
• Development and final approval of 14 additional messages to be incorporated into EANCOM in 1997.

IDASC

The International Data and Application Standards Committee (IDASC) is a permanent body responsible to the EAN Management Board and to the UCC Advisory Committee and Board of Governors. The purpose of IDASC is to ensure a consistent and technically sound development of the EAN/UCC system.

Input to IDASC is provided by the established EAN and UCC development committees.

The current members are:

H. Barthel, EAN International
T. Brady, UCC, U.S.A.
D. Epley, UCC, U.S.A.
R. von Lomper, EAN International
A. Osborne, ANA UK, United Kingdom
P. Schubert, EAN (Switzerland), Switzerland
J. Harms, AT&T, U.S.A.

H. Jukett, UCC, U.S.A., until December 96, (deceased)

IDASC addressed the following in 1996:

• Monitoring the developments occurring at ISO level regarding the standardisation of Automatic Data Capture technologies.
• Setting up three project teams: Tec-Core mandated to provide a comprehensive technical description of the UCC/EAN system; App-Core mandated to develop a model to show businesses how to benefit from the UCC/EAN system; Trans-Core requested to develop an information model specifying the requirements of transport.
• Reviewing and establishing of formal recommendations for new Application Identifiers.
• Monitoring the Global Capacity Study undertaken by a consultant at the request of the EAN and UCC Boards.
• Reviewing existing technical divergences between EAN and UCC and establishing plans to resolve them.

The year was marked by the sad loss of two very valuable collaborators

Kyosuke Asano, DCC, Japan

and

Hal Jukett, UCC, U.S.A.
The EAN Secretariat summarised

EAN International,
145 rue Royale,
B-1000 Brussels, Belgium.
Telephone: 32-2-227 1020
Fax: 32-2-227 1021
Electronic Mail: info@ean.be
WWW: http://ean.be

For assistance, please contact:

Secretary General, Reinhold van Lennep
(E-mail: vnlennonp@ean.be) - for strategic and
intra-organisational issues.

Technical Department

Technical Director, Henri Barthel
(dír. tel. 227 1023, E-mail: barthel@ean.be) - for all
technical issues related to standards, Automatic
Data Capture (ADC) and Electronic Data
Interchange (EDI).

Technical Manager EDI, Gerry Owens
(dír. tel. 227 1027, E-mail: gowens@ean.be) - for all
ED technical issues, including EANCOM and EDIFACT
support.

Technical Executive EDI, Luis Bello
(dír. tel. 227 1028, E-mail: lbello@ean.be) - for the
support of EANCOM messages (EDI).

Technical Executive ADC, David Buckley
(dír. tel. 227 1029, E-mail: buckley@ean.be) - for identification and codification issues.

Market Development Department

Market Development Manager, George Mercurian
(dír. tel. 227 1024, E-mail: gem@ean.be) - for the
application of the EAN system in new sectors and
external communications related to projects.

Communications Department

Communications Manager, Paolo Finocchiaro
(dír. tel. 227 1037, E-mail: finocchiaro@ean.be) - for
internal and external communications to enhance
the visibility of EAN and its activities via publications,
lobbying and press relations.

Technical Communications Assistant, Laurence David
(dír. tel. 227 1030, E-mail: lldavid@ean.be) - for
information library, internet, Intranet, database of
Numbering Organisation projects and technical
help desk.

Communications Co-ordinator, Jacky Wait
(dír. tel. 227 1033, E-mail: jacky@ean.be) - for
production of publications, publication orders, "EAN-
Info" Newsletter, promotional material, conferences
and seminars.

Administration

Administration Manager, Monica Walsh
(dír. tel. 227 1035, E-mail: Walsh@ean.be) - for legal
issues and new EAN Organisation applications.

Office Manager and Assistant to the Secretary
General, Erika Bohevecu
(dír. tel. 227 1026, E-mail: erika@ean.be) - for all issues
related to the Secretary General.

Office secretary, Mélanie Capenter
(dír. tel. 227 1020, E-mail: melanie@ean.be) - for
direct numbers, meetings and hotel bookings.

Accounts Administrator, Patricia Rogival
(dír. tel. 227 1034, E-mail: patricia@ean.be) - for
financial, accounting and personnel related issues.

EAN International publications available at present:

• EAN General Specifications Manual
• EANCOM Manuals
• Introduction to Electronic Data Interchange
• Introduction to the Serial Shipping Container Code
• Introduction to EANCOM in Trade and Transport
• EDI in the EAN Community
• EAN Information Leaflets
• EAN The Global Solution
• Annual Report
• Vital in Communications: EAN Location Numbers
• Improving the business potential - An international
guide for identifying and bar coding health care
products for manufacturers and distributors"
SYNOPSIS

OF ACTIVITIES OF MEMBER NUMBERING ORGANISATIONS

DURING 1996
ALGERIA

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

ARGENTINA

President: Federico BRAUN
Company: S.A. IMPY EXP.DE LA PATAGONIA
Chief Executive: Enrique Carlos VITALE
Executive Staff: Ariel ESCOREDO - Manager Bar Coding
Marcelo ALONSO - Manager EDI - SEA
Pedro OROZ - Accountant
Publication: CODIGO, 6/year.

Members: 10,540
Increase: 21.66%
Manufacturer numbers: 10,645
Location numbers: 72

Expansion of EAN
A lot of new companies registered due to the high activity in the hypermarket sector.

Key achievements
The national ECR project was launched and received a good reception in the business community. CODIGO is looking to the ECR project as the most important Bar-Code and EDI "sales agent" over the last few years, and believes that the ECR culture will continue to develop in the near future.

EDI
On the 18th of April 1994 CODIGO started up a project called "Servicio EANCOM de Argentina (SEA)" to promote the use of the EANCOM standard for national and International EDI. The success of the project can be seen by the fact that today there are 72 EANCOM users in Argentina, a growth of 65.5% on the figures for 1996. This figure is expected to rise to 150 by the end of 1997.

ARMENIA

President: G. MEHRABIAN
Company: SARM
Chief Executive: Pap ASLANIAN
Executive Staff: Arustamian ALIDA - Accountant General
Vardanian SHUSHAN - Secretary

Members: 10
Manufacturer numbers: 10

Expansion of EAN
The expansion of the EAN system was mainly in the food sector. EAN ARMENIA has started taking steps to expand this to non-food industries, especially in the chemical, electronic and textile sectors.
AUSTRALIA

Chairman: Lawrence WILSON
Executive Director: Brian SMITH
Executive Staff: Maria PALAZZOLO - Executive Manager
Graham McALPINE - General Manager
Publication: EAN AUSTRALIA News, 2/year

Members: 9,121
Increase: 13.82%
Manufacturer numbers: 14,640
Location numbers: 600

Expansion of EAN
Use of the EAN system by Government was confirmed, including both Location numbers and item numbers and bar codes. The Department of Defence will be a major user. A substantial increase in EAN use in the health care sector (pharmacies, hospitals and government) is also under way.

Key achievements
EAN Australia launched a mobile EANWORKS supply chain model, mounted in a semi-trailer, to service a more widespread audience, supplementing the original EANWORKS model opened in Melbourne over two years ago. More than 6000 people have now visited the two models. Last year EANet - the retail product catalogue and support services - was named as the official catalogue for use by the grocery industry, to be available on-line. The catalogue now includes product images.

EDI
In 1996 EAN Australia identified EANCOM as one of their main projects for 1997. EAN Australia will work with other EDI working groups in order to promote the use of the EANCOM for industry in Australia. EAN Australia plans to promote the usage of EDI/EANCOM via the EAN Australia news Letter, Web page, etc. during 1997.

AUSTRIA

President: Odo WERNER
Company: Öster., Nestlé
Chief Executive: Eva Maria BURIAN-BRAUNSTORFER
Executive Staff: Peter FRANZMAIR - Official in charge
Erlich VLOK - Official in charge
Reinhard SEKA - Official in charge
Barbara EBERSTALLER-WENDELIN
Publication: EAN-Info, 4/year

Members: 3,505
Increase: 3.61%
Manufacturer numbers: 6,597
Location numbers: 105

Expansion of EAN
The EDI-EANCOM is in the starting phase in the health care sector and that the ECR-Austria-Initiative had a very good start and is being carried through.

Key achievements
An EDI pilot trial was conducted in Stockerau hospital, and the ECR-Austria-Initiative is an on-going opportunity in which EAN Austria is fully involved.

EDI
In 1996 EAN Austria developed the ECODEX EDI service, operated by IBM at a time when there were no other well-developed EDI services in Austria. In 1992 the EANCOM ECODEX service was launched for both national and International EDI. At the end of 1996 there were 180 users, an increase of 80% on 1995, with 900 users expected by the end of 1997. In 1997 EAN Austria started the SEDAS EDI project with the invoice message and expanded it in 1995 with the addition of the SEDAS Orders message. At the end of 1996 there were over 2100 users of SEDAS in Austria with approximately 2200 expected by the end of 1997.
BELGIUM & LUXEMBOURG

President: Jacques MAHIEU
Company: Tabacofina Vander Elst
Chief Executive: Etienne BOONET - General Manager
Executive Staff: Dominique VERTROOST - Director
Bart SMET - EDI Manager
Publication: ICODIF Bulletin, 4/year

Members: 3,143
Increase: 10,56%
Manufacturer numbers: 3,300
Location numbers: 1,000,000

Expansion of EAN
The construction trade and industry and the textile (mainly carpet) industry are interested in starting up EAN projects, with the guidance and support of ICODIF. An increasing number of Belgian hospitals are interested in adopting the EAN standards.

Key achievements
In the course of 1996, the "National Location Number file" project was tested with success. At the end of the year, ICODIF/EAN BELGIUM & LUXEMBOURG started a campaign to promote the system with a great number of users. Since November 2, 1996, all Belgian newspapers carry the EAN bar code symbol.

EDI
Belgium/Luxembourg launched the ICOM standard in 1986 with the Purchase Order message. Other messages were developed in the subsequent years and the standard today includes definitions of 12 trade and transport messages. In 1994 ICODIF commenced the BELCOM project, which was part funded by the TEDIS project of EU Commission, to migrate its ICOM users to EANCOM. Proof of the success of this project is the fact that in 1996 the usage of EANCOM rose to 440 users (an increase of 76% from 1995) with 560 users expected by the end of 1997. In comparison, the figures for ICOM usage dropped from 176 in 1994 to 50 by the end of 1996.

BOLIVIA

President: Rolando PRADO SAAVEDRA
Company: Cerveceria Santa Cruz S.A.
Chief Executive: Oscar Miguel ORTIZ ANTELO
Executive Staff: Luis FOIANINI HARASC - Executive
Publication: Automatizacion Comercial, 2/year

Members: 90
Increase: 42.86%
Manufacturer numbers: 90

Expansion of EAN
EAN Bar Codes are now being included on payment slips in Bolivia.

Key achievements
EAN BOLIVIA report a 50% increase in the number of bar coded items, and an expansion of their products database with imported products.

BOSNIA-HERZEGOVINA

Chief Executive: Seadesta CERIC
BRAZIL

President: Roberto DEETECCO
Company: MERCADORAMA
Chief Executive: Luiz FERNANDO C. DE NOVAES
Executive Staff: Marcelo Henrique DE AZEVEDO - Technical Manager
Andre VOLPONI CONDE - Communications Manager
Carminella Miranda BORST - Events Manager
Simonara DE MARTINO - Member Relations Manager
Luiz FELIPE HAIDER - Controller
Publication: A.C. AUTOMAÇÃO COMERCIAL; 12/year

Members: 20,500
Increase: 51.46%
Manufacturer numbers: 21,063

Expansion of EAN
EAN BRASIL have established first contacts with Petrobras, the state oil company of Brazil, for the use EAN/UCC 128 in maintenance and repair materials. They have also been contacted by the Brazilian Government to see if EANCOM could help the modernisation of federal administration. Contacts with the Automotive industry are increasing for the use of EAN/UCC 128 in the assembly of trucks and materials planning.

Key achievements
EAN BRASIL obtained the ISO 9000 Certification on "Managing and Importing EAN System in Brazil: Numbering Structures, Bar Codes and Electronic Business Messages". They also contributed to an EAN Health care application in a hospital (BCC-Brazilian Institute for Cancer Control), firstly dealing with Patient Admission Process, Materials Management Process, External Communications Process. Also to be considered is their agreement with the Brazilian Federation of Banks to use EANCOM in all financial messages (inter-banks and client-banks).

EDI
In August 1993 EAN Brasil launched their EANCOM project which focused on the areas of manufacturing and distribution in the retail sector. At the end of 1996 there were 500 EANCOM users an increase of 350% on 1995 with 650 expected by the end of 1997. In March 1994 the EDI Pharma project was launched in the area of pharmaceutical distribution which by the end of 1996 had 450 users with 550 expected by the end of 1997. In February 1995 the EEDI transportation EDI project was launched with 10 pilot users registered by the end of the 1995 and with a total of 60 users at the end of 1996. In order to test the usage of EANCOM in foreign trade, CODITO (Argentina) and EAN Brasil in 1996 set up an international EDI pilot to test the reliability of International EDI in that region.

BULGARIA

President: Bojidar BOJINOV
Chief Executive: Anna PETKOVA
Chief of Staff: Christo V. SODEV
Publication: BCCI EAN Bureau Bulletin, 4/year

Members: 293
Increase: 36.92%
Manufacturer numbers: 293

BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY (BCCI) - EAN BUREAU
42, P. Partchevich Str.
1000 SOFIA

Tel: 359 2 87 26 31
Fax: 359 2 87 32 09
E-mail: bcci@bis.bg
CENTRAL AMERICA
Costa Rica, El Salvador, Guatemala,
Honduras, Nicaragua & Panama.

President: Carlos IMBERTON
Company: C. IMBERTON
Chief Executive: Guatemala: Maritza HIDALGO DE TOLEDO
Chief Executive: El Salvador: José Ricardo ALAS
Chief Executive: Honduras: Guillermo MATUTY
Chief Executive: Nicaragua: Marcelo LACAYO
Chief Executive: Costa Rica: Guillermo VARELA
Chief Executive: Panama: Fernando DUARTE
Publication: INFOTECH (El Salvador), 4/year - CODIGO 744 (Costa Rica), 5/year -BAR CODE TECHNICAL BROCHURES (Guatemala) 10/year.

Increase: 28.96%
Manufacturer numbers: 2561
Location numbers: 2

Expansion of EAN
in Central America the EAN system has been spread to several sectors: Customs (GU), Pharmaceutical Products (GU), Health (GU+NI), Government (PA), Department Stores (ES), Health Care (ES), Social Security (ES).

Key achievements
ICC has increased contacts mainly with the industries and Supermarkets, Health and Hardware sectors.

EDI
Costa Rica: ICC started an EDI project in Costa Rica in October 1996. By the end of 1996 there were already 17 users involved in the project, two supermarket chains, four distribution companies, and eleven manufacturers. By the end of 1997 ICC Costa Rica expects to have at least 50 members in the project.
El Salvador: In 1996 ICC El Salvador started an EANCOM project called Commercial EDI which by the end of the year had 12 users with 36 users expected by the end of 1997.
Guatemala: ICC Guatemala started an EDI project called Commercial EDI in January 1996 which had by the end of 1996 six users. In Guatemala there is an EDI committee which includes the leading EDI parties in the country (manufacturers, retailers and EDI service suppliers). EDI training is provided to ICC members and other interested parties.

CHILE

President: Oscar ANDWANDTER QUENTIN
Company: Cámara Nacional de Comercio
Chief Executive: Jorge GONZALEZ MORANDE
Executive Staff: Cristian BARRIGA SOITTA - EDI Executive
Domingo TENEOS TANG - EDI Project Manager
Manuel José ARIAS WÜRSLIN - Technical Manager
Patricio CASTRO LARRAIN - Project Manager
Pilar VELASCO C. - Communications Marketing Manager
Gerardo VILLARROEL GONZALEZ - Information Systems Manager
Publication: BARRAS: 6/year

Members: 3,517
Increase: 14.76%
Manufacturer numbers: 3,369
Location numbers: 86
Key achievements
EAN CHILE has supported the introduction of the “intelligent card” which will develop new styles of commercial relations.

EDI
EAN Chile 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 1996 there was a total of 130 users in the two projects with 200 expected by the end of 1997.

CHINA

President: JIAO Yunqi
Company: ANCC
Chief Executive: ZHANG Nan
Executive Staff: HU Jiazheng - Vice Director of ANCC & Director of Technical Dept.
ZHANG Chenghai - Director of Promotion Dept.
LI Min - Director of Management Dept.
WU Holian - Director of Verification Dept.
Publication: Bar Code & Information System, 6/year

Members: 27,122
Increase: 33.66%
Manufacturer numbers: 27,122

Key achievements
ANCC completed the essential research on EDI and Location Numbers, and established the allocation method of Location Numbers. They also finished the preparation of the pilot project for the allocation of Location Numbers in Shenzhen and Dalian which are typical cities of China. They attended the JTC1/SC31 conference on behalf of China and are now preparing to set up the China secretariat of JTC1/SC31. “Bar code for ISSN in China standard series number” and “Bar Code in despatch unit” were prepared and have been applied as national standard.

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. By the end of 1997 it is expected that there will be 50 users of EANCOM in China.

COLOMBIA

President: Susana LOPEZ
Company: COLGATE PALMOLIVE
Chief Executive: Rafael FLOREZ BARAJAS
Executive Staff: German MERINO - Commercial/Industrial Manager
Yara MONTANA - Services Sector Manager
Bernardo ALBA - Information Systems Manager
Marcelo QUIROZ - Marketing Director
Publication: Codigo 770, 4/year

Members: 6,459
Increase: 16.48%
Manufacturer numbers: 6,354
Location numbers: ?

Expansion of EAN
In the health care sector, I.A.C. is involved in projects such as inventory control, blood bag identification and developing with the laboratories bar code and EDI applications. For social security they have developed a recommendation for the medical services users identification. Additionally they are promulgating the use of the EAN standard in social security companies and the department of health for the identification of the generic pharmaceutical products and general medical procedures.
Key achievements
New affiliations from sectors other than the traditional ones created new and important projects within IAC, Colombia. The government recognised the EDIFACT/EDICOM INVOICE message as the only way to send electronic invoices. IAC is leading an ECR project, which defined the best practices in Colombia.

EDI
IAC launched its EANCOM project in January 1991 for both national and international EDI with pilot tests which were completed in 1992. At the end of 1996 there were 180 users, an increase of 157% from 1995, with 300 expected by the end of 1997. Implementation of EDI was an important area in Colombia in 1996, with work groups created to study the six messages fundamental to the ECR concept. Following an intensive effort by IAC in 1996 the government of Colombia passed a law legalising the use of the EDIFACT invoice.

CROATIA

President: Bozica HORVAT-VLASIC
Company: KOESTLIN d.d. Bjelovar
Chief Executive: Klara KARIVAN - Executive Director
Nino PAPLER - Staff Associate
Damir CURIC - Staff Associate
Publication: CRO-EAN News, 12/year

Members: 853
Increase: 63.72%
Manufacturer numbers: 853

Expansion of EAN
Most of CRO-EAN’s members are only beginning to implement the EAN System. Others, more advanced, are beginning to apply the EAN Label and EAN ITF 14 for transport units.

Key achievements
CRO-EAN organised a meeting with manufacturers and traders to initiate a national solution for the coding of variable trade units resulting in the CRO-SCAN standard in use as of January 1, 1997.

CUBA

President: Carlos MARTINEZ SALSAMENDI
Company: Chamber of Commerce
Chief Executive: Marfa CAMACHO FUNDORA - General Secretary
Executive Staff: Ilenea VALMANA MONTAVES - Director EAN Projects
Lelans LOPEZ AMADO - EAN Desk Officer
Publication: CUBA FOREIGN TRADE, 6/year

Members: 116
Increase: 39.76%
Manufacturer numbers: 116

Key achievements
During 1996, the Camara de Comercio developed their training and seminars, and their relations with the retail industry. They also actively promoted EDI.
CYPRIUS

President: Vassilis ROLOGIS
Company: ROLOGIS Ltd.
Chief Executive: Marinos TSIAKKIS - Secretary
Executive Staff: Androulla XENOPHONTOS - Executive Secretary
Publication: Circulars, no standard frequency

Members: 747
Increase: 3.61%
Manufacturer numbers: 747

Expansion of EAN
The expansion of the EAN system continued in the manufacturing and retail-wholesale trade.

CZECH REPUBLIC

President: Jaroslav CAMPLIK
Company: COKOLADOVNY j.s.c.
Chief Executive: Jaroslav MARTINIC
Executive Staff: Jana VANOVA - Commercial Manager
Vladimir SKULTEV - Information Manager
Publication: INFO EAN CR, 2/year

Members: 2,416
Increase: 30.81%
Manufacturer numbers: 2,450
Location numbers: 9

Expansion of EAN
EAN CZECH Republic have increased the use of Location Numbering for distribution.

EDI
EAN Czech will start an EANCOM electronic ordering project in March 1997, which is expected to have 20 users by the end of the year.

DENMARK

President: Frits RASMUSSEN
Company: KIMS A/S
Chief Executive: John OLSEN - Managing Director
Executive Staff: Erlend NIELSEN - Development Executive
Kurt ANDREASEN - EAN Consultant
Karen OLORENHAW - EAN Consultant
Arne JENSEN - EAN Consultant
Publication: PÅ STRENGEN, 4/year

Members: 3,660
Increase: 7.58%
Manufacturer numbers: 4,303
Location numbers: 599

EAN INTERNATIONAL ANNUAL REPORT 35
Key achievements
EAN DANMARK participated actively in the national EDI action plan published by the Ministry of Research and Information Technology stating the use of EANCOM/HANCOM in the public sector including EAN Location number for use by all Danish public authorities.

EDI
In mid-1994 EAN Danmark completed the migration of its EDI manual HANCOM to EANCOM. At the end of 1996 there were 602 registered users of EANCOM/HANCOM (an increase of 20% on 1995) with 750 expected by the end of 1996. While the bulk of EANCOM/HANCOM users in Denmark are from the retail and distribution sector, last year EANCOM/HANCOM was adopted by other sectors in Denmark such as the Public procurement, health care and footwear.

DOMINICAN REPUBLIC

President: Federico VELAZQUEZ MILLER
Company: CENTRO CUESTA NACIONAL
Chief Executive: Erika SCHEIDIG
Executive Staff: Carmen D. SUAREZ - Technical Manager
Nelly DE GONGORA - Administrative Assistant

Members: 276
Increase: 224.71%
Manufacturer numbers: 276

Expansion of EAN
During 1996, various new sectors began using the EAN system, among others: textile, publishing, construction. Also, the shoe sector has started coding its products.

Key achievements
In July 1996, with the collaboration of IAC Colombia, a seminar on Despatch Units was conducted, increasing the use of bar codes. The EAN system was promoted with the support of groceries and retail stores. To enhance its services to members companies, EAN REPUBLICA DOMINICANA started conducting technical workshops twice every month.

EDI
EAN Dominican Republic has started to promote an EDI/EANCOM project in several sectors (retail, finance, public procurement and customs) in the country.

ECUADOR

President: Luis Alberto SÁENZ Miño
Company: SUPERMAI
Chief Executive: Fausto REYES
Executive Staff: Jorge BAJANA - Technical Assistant
E. MUNOZ - Manager Assistant
Publication: BOLETIN ECOP 3/year

Members: 1,486
Increase: 20.91%
Manufacturer numbers: 843

Expansion of EAN
For the last Presidential election in Ecuador an EAN-13 bar code was printed on each voting slip to ensure major control and secure this event; this also meant that there was no fraud. Last Christmas a Supermarket chain used EAN-13 to identify each Christmas Voucher (money tokens) which people received from their employers.
Key achievements
ECOP worked actively for National Standardisation of pallets and pallet label and established a Database with more than 40 000 products codified, their manufacturers, addresses, etc.

EGYPT

Secretary General: Hassan EL KALLA
Executive: Aya NASSAR - Executive Manager
Publication: EAN-EGYPT News - 6/year

Members: 24
Manufacturer numbers: 24

Expansion of EAN
EAN EGYPT is a new organisation but has already started on the use of the EAN system in the Health care sector.

ESTONIA

President: Viliar VESKIVALI
Company: Confederation of Estonian Industry
Executive Director: Taivo ITS
Executive Staff: Hille HARJAK - Executive Officer

Members: 245
Increase: 60.13%
Manufacturer numbers: 245

Expansion of EAN
During 1966, the expansion of the EAN system was mainly in the food and chemical sectors.

FINLAND

President: Harri MOENIKKOENEN
Company: INTRADE PARTNERS Oy
Chief Executive: Sven-Gustaf LINDROOS
Executive Staff: Eeva Niininen - Secretary
Publication: EAN-INFO, 2/year

Members: EAN Finland has no individual members, but 11 user organisations.
Manufacturer numbers: 3,343
Increase: 11.14%

Expansion of EAN
The EAN system is now being applied in the heating, plumbing and air-conditioning sectors, as well as by the electricity and metal industries.
Key achievements
Implementation of application identifiers in different sectors, implementation of the EAN-Label guidelines for despatch units and returnable assets.

EDI
At the end of 1996 there were 800 users exchanging EDIFACT messages in Finland with an additional 100 expected by the end of 1997. In addition to the use of EDIFACT for national exchanges, EANCOM is also used for international EDI. The Finnish Data Communication Association (FDCA) as the national co-ordination body is responsible for the promotion and co-organisation of EDI and EDIFACT in Finland. The primary objective of FDCA is the participation in the development work carried out by national and international bodies in the field, the support of EDI activities, and the promotion and awareness of EDI.

FRANCE

President: Philippe LEMOINE - Jacques de PASTORS
Company: GALERIES LAFAYETTE - GENFA
Chief Executive: Thérèse ANGUIE
Executive Staff: Joël DE CLOISMADEUC - External Relations
Bernard SION - Project Manager
Pierre GEORGET - Technical Manager
Publication: GENCOD Information, 6/year

Members: 21,292
Increase: 16.99%
Manufacturer numbers: 36,900
Location numbers: 9,200

Expansion of EAN
A working group on EDI for finance messages between banks and companies has completed one step of its work. The first experiment of EDIFACT messages for finance, linking the commercial flow of information and the financial flow of information can start.

Key achievements
The GENCOD-EDFRAINE Technical board confirmed that beginning in 1997, variable-length company numbers will be allocated. A guide of Integrated EDI for BCR was published. A study of how the Internet will affect EDI has started.

EDI
The use of EANCOM in France has shown strong growth in 1996 with 3000 users registered, an increase of 500 % on 1995, and 5000 estimated for 1997. The main messages used are the ORDERS, DESADV, INVOIC and ORDRSP messages. In 1974 GENCOD began developing the GENCOD EDI language. The GENCOD language, which covers a variety of trade functions, had approximately 4000 users registered at the end of 1996.

GEORGIA

President: Irakli BAIDASHVILI
Company: GEORGIAN CCI
Chief Executive: Telmuraz KVERNADZE

Members: 29
Manufacturer numbers: 29
President : Günter LERCH
Company : GTS GOLDEN TEAM SPORT GmbH
Chief Executive : Karthheiz HAGEN - Director, Erich HAGEL - Director
Executive Staff : Jürgen SCHADE - Division Manager ID Systems
Karl SCHULTE - Division Manager EDI
Rudolf BEHRENS - Division Manager Logistics
Günter WAGENER - Public relations and Consultation
Publication: COORGANISATION, 4/year

Members : 72,929
Increase : 30.08%
Manufacturer numbers : 29,538
Location numbers : 72,929

Expansion of EAN
During 1996 the use of EAN and EAN 128 increased continuously in all sectors, especially in transport, furniture and packaging. Acceptance of EAN standards grew significantly in the health care sector.

Key achievements
In 1996 the use of Location Numbering increased rapidly. The establishment of an Article Numbering Database as well as a Location Numbering Database progressed. CCG succeeded in creating awareness of the fact that EAN standards are enabling technologies under the ECR umbrella.

EDI
At the end of 1996 there were 450 users of SEDAS, 275 users of SINPOS and 273 users of MADAKOM (all national standards) with 480,360 and 290 users respectively expected by the end of 1997. CCG with the support from the EU Commission TEDIS program launched a SEDAS/EANCOM migration project in early 1995. At the end of 1996 there were 700 users of EANCOM an increase of 204% on 1995 and with 1000 users expected by the end of 1997. The main messages exchanged are the Purchase Orders and Invoice. It is planned to migrate from the SEDAS Invoice within the next 3 to 5 years.

GREECE

President & Managing Director : Fouli DIMOU GEORGAKOPOULOS
Company : HELL C.A.N. SA
Chief Executive : Sofia MOSCHOU - Vice President
Executive Staff : Miranda YAKOUMAKI - External Relations & Administration Mgr.
George DIMITRAKOUPOULOS - New Projects & Technical Mgr.
Stratos NIKELIS - Information Systems Executive
Sophia STAMATIDIS - Member Services Executive
Publication: Grammes, 3/year

Members : 1,869
Increase : 19.86%
Manufacturer numbers : 2,070
Location numbers : 1

Expansion of EAN
The main area of expansion of the EAN system was in the health care sector from where HELCAN had 27 new members (pharmaceutical companies, medical suppliers). One of them is the Hellenic Industry of Hospital Supplies, a subsidiary of the Hellenic National Drug Organisation.

Key achievements
Promotion of the use of the EAN system in the Health care sector by organising presentations and lobbying mainly with public authorities (Ministry of Health, Insurance Organisations, Ministry of Commerce, etc.).
In 1993 a cross-sectoral EDI awareness centre (EDIGRAC) was established with funding from the EU Commission TEOIS program. HELLCAN have actively promoted awareness of EDI in general and the use of EANCOM not only to its members but also to other interested sectors. At the end of 1996 there were approximately 80 users of EANCOM in Greece.

**HONG KONG**

**President**: Russell STUCKI  
**Company**: Park’N Shop Ltd  
**Chief Executive**: Anna LIN  
**Executive Staff**: Paul CHU - Industry Support Manager - Bar coding  
K.K. SUEN - Industry Support Manager - EDI  
**Publication**: HKANA NEWS, 4/year

**Members**: 1,785  
**Increase**: 18.84%  
**Manufacturer numbers**: 2,383  
**Location numbers**: 72

**Expansion of EAN**

The Hong Kong Hospital Authority, the largest hospital group responsible for all government hospitals, has declared its commitment to adopt EANCOM standards for EDI procurement with its pharmaceutical suppliers.

**Key achievements**

HKANA initiated a Supply Chain Management Project which led to the development of a Roadmap for Hong Kong’s consumer goods industry, a video, a series of information brochures as well as three training courses. In order to facilitate the development of Supply Chain Management, HKANA also supported the formation of a SCM Board together with working committees that work on infrastructure standardisation issues in order to improve efficiency and cost savings for the industry.

**EDI**

On the 6th of May 1995 HKANA launched their EDI Service, EZ*Trade. By the end of 1996 there were 175 companies using EANCOM in Hong Kong (an increase of 464% on 1995), with the number expected to rise rapidly to 400 by the end of 1997. Under the HKANA EDI Users Committee, a message development sub-committee has been established to review and define user profiles of the EANCOM messages to suit the business practices of Hong Kong. In 1995 HKANA released national EANCOM user profiles of the Purchase Order, Purchase Order Response, Purchase Order Change, Invoice, Despatch Advice, Remittance Advice, and Price/Price Catalogue messages. EZ*Trade is a simple, inexpensive, one stop network solution which allows users to connect with local and international trading partners.

**HUNGARY**

**President**: István DEBRECZENY  
**Company**: DUNAPACK Ltd  
**Chief Executive**: George VIZSERI  
**Executive Staff**: Judit SZIRMAYNE KOVACS - Executive Officer  
Endréné SZEBEKI - Executive Assistant  
**Publication**: EAN HIREK, 4/year

**Members**: 1,960  
**Increase**: 12.64%  
**Manufacturer numbers**: 1,960  
**Location numbers**: 12

**Key achievements**

HAPM/H conducted several pilot trials for MATAV/GS REDnet service and EAN Location coding and EANCOM standards. They also prepared a national product catalogue project and have reported an expansion of the EAN system in the health care sector.
ICELAND

President: Víðiðóttur EGILSSON
Company: ICELAND CHAMBER OF COMMERCE
Chief Executive: Ingi Thor HERMANNSSON
Executive Staff: Soffia VERNHARDSDÓTTIR - Financial Manager
Björn JÖHANNSSON - Market Data Service
Publication: Vidís/þotavakinn - 3-4/year

Members: 525
Increase: 19.86%
Manufacturer numbers: 510
Location numbers: 208

Expansion of EAN
During 1996, the use of the EAN system increased continuously in all sectors, especially in the fish and meat industry. Acceptance of EAN standards grew significantly in the health care sector.

EDI
EAN Iceland launched the 'SEDI EANCOM' project in mid-1991 for both national and international 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.

INDIA

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

Members: 49
Increase: 250%
Manufacturer numbers: 49

Key achievements
To spread the awareness of the EAN system, EAN INDIA conducted a seminar on Bar Coding in Calcutta and covered the subject of EDI at the International Conference on Packaging for Globalisation held in Bombay.

INDONESIA

President: Kusudiarto HADINOTO
Company: INDONESIA ELECTRIC CABLE MANUFACTURE ASSOCIATION
Chief Executive: Suwarnoko HARBANI
Executive Staff: Isnud UTOMO - Executive Secretary
Mohammad RIAWE - Administration
ROSMIN - Communication Services
Publication: BAR CODE Bulletin, 2/year

Members: 378
Increase: 281.82%
Manufacturer numbers: 378
Location numbers: 198
Expansion of EAN
EAN INDONESIA has prepared a Professional Program in Logistics Management, a regular 15 day course will include Product Identification Technology and EANCOM/EDI, starting early 1997.

Key achievements
The sharp increase in membership is due to extensive nation-wide campaigns through various media and government support.

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 EANCOM.

IRAN

President: Mohammad NAHAVANDIAN
Company: Institute for Trade Studies and Research/Iran Chamber of Commerce, Industries and Mines
Chief Executive: Seyed Ali REZA CHERAGHI
Executive Staff: Ramin SALEHKHOO - Legal Advisor
Abdolhossein NEIRAMI - Technical Advisor
Naser KOOHGILANI - Technical Assistant
Publication: NEMAD (Symbol), 12/year

Members: 640
Manufacturer numbers: 640

IRELAND

President: Patrick MORONEY
Company: POWER SUPERMARKETS Ltd
Chief Executive: Thomas McCABE
Executive Staff: Brendan KERNAN - Technical Specialist
Maieve McBRIDE - Secretariat
Jennifer McSHANE - Secretariat
Publication: EAN Ireland News, 3/year

Members: 1,450
Increase: 8.56%
Manufacturer numbers: 1,476
Location numbers: 260

Expansion of EAN
The EAN system grew in the Health care sector. Scanning was introduced in high street pharmacies, into tourist sales and information outlets, and EAN article numbering is now used in the arts and crafts manufacturing sector.
Key achievements
The Association changed its name to EAN Ireland. They re-crafted all literature/brochures and re-designed their newsletter. They also developed an Electronic Commerce users database, and successfully conducted workshops on Traded Unit Numbering and Electronic Commerce trends and future issues. The implications for scanning and barcoding in the Retail and Grocery sector for the introduction of the Euro, the single European currency, were highlighted by participation in EURO WEEK during the Irish Presidency of the EU. 10,000 posters were drawn up by EAN Ireland and distributed to the retail sector and other institutions.

EDI
EAN Ireland launched its EANCOM project for both national and international EDI in 1989. At the end of 1996 there were 220 EANCOM users in Ireland with this number expected to increase to 260 by the end of 1997. The main messages exchanged are the invoice, the Tax Control, and the Price/Sales Catalogue messages. At present, the work of EAN Ireland in retail is focused on devising a long term outlook and implementation strategy for Electronic Commerce based on EAN systems.

ISRAEL
President: D. FRANKLIN
Company: SUGAT 1967 Ltd.
Chief Executive: Sigal BLATT

Members: 2,602
Increase: 20.34%
Manufacturer numbers: 4,228

Key achievements
EAN ISRAEL conducted a pilot EDI Project for the implementation of EDI in Israel. They also did a survey about the implementation of despatch units including advantages for manufacturers, disadvantages, EAN-128, Dun-14, etc.

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

Members: 19,029
Increase: 8.68%
Manufacturer numbers: 19,029

Expansion of EAN
INDICOD continued the enhancement of EAN in the transport and health care sectors. The application of the EAN pallet label had a significant increase thanks to the continuous expansion of the ECR projects.

Key achievements
INDICOD continued concentrating on the relation Industry-distribution and proposing education and training seminars. INDICOD also maintained its contribution to the development of EAN Italia supply chains and EDI projects.

EDI
INDICOD launched the EDICOMM EANCOM project in the beginning of 1991. At the end of 1996 there were 300 users (an increase of 100% on 1995) with 400 users expected by the end of 1997. The main objectives of the project are to increase the promotion of the EANCOM concept, and EANCOM education/training.
• • • JAPAN

President: Shinzou AOKI
Company: THE DISTRIBUTION SYSTEMS RESEARCH INSTITUTE
DISTRIBUTION CODE CENTER DCC - JAPAN
Chief Executive: Takeshi INOUE - Senior Executive Director
Kozo ONO - Executive Director
Executive Staff: Makoto SATO - Director General
Mitsuo HIKADA - Assistant General Manager
Selichl SATO - Assistant General Manager
Hitomi SEIKAWA - Chief Researcher
Publication: DCC News (Japanese) - 2/month, SCAN News JAPAN (English) - 1/year

Members: 87,600
Increase: 6.84%
Manufacturer numbers: 87,800
Location numbers: 6

Expansion of EAN
Due especially to the increase in the water charges payment, the EAN System was applied in the payment of utilities charges.

Key achievements
DCC JAPAN cooperated with the Chamber of Commerce and industry and with Industrial organizations such as software, fishing goods, Buddhist altar goods, etc to hold seminars on the EAN system.

EDI
Today Japan is one of the most developed EDI countries in the world with proprietary standards being used in different industries, and in some cases different standards being used in different cities for the same industry. Because of this it is difficult to estimate accurately the number of users of national EDI standards in Japan. In June 1993 DCC established a study committee to research all matters related to EDI in Japan. This committee contains representatives from trade associations in Japan representing the DCC membership and is currently actively promoting EDI standardisation. To date various specific EDI standards have been developed by DCC for use by its member companies.

• • • JORDAN

Chief Executive: Mr Fardouk HADIDI - Assistant Director General

• • • KAZAKHSTAN

President: Azaat ABDRAKHMANOV
Company: STANDARDS
Chief Executive: Svetlana MELDIANOVA
Executive Staff: Adbrahman ADILKHANOV - Head of Technical Committee
Arsen ADBRAKHMANOV - Specialist
Kulandia BALDOSOVA - Financial Manager
Members: 16
Increase: 15%

Key achievements
EAN KAZAKHSTAN organised seminars and training courses for new and potential members, to help them provide symbol marking and labelling. Two EAN standards were adopted as National Standards, and four more are being developed.

LATVIA

President: Ivars KALVISHKIS
Company: LAIMA Joint Stock Company
Chief Executive: Liene SHALRINA - Secretary General

Members: 145
Increase: 107.14%
Manufacturer numbers: 149

Expansion of EAN
In Latvia, article numbering has expanded in the non-food areas such as textile, chemicals and printing articles.

Key achievements
EAN LATVIA held several seminars about article numbering throughout the country, translated in Latvian and published "Introduction to SSCC" and some new brochures.

LEBANON

Chief Executive: Robert DABBAS - President
Salah A. RIOUM - Secretary General

Members: 60
Manufacturer numbers: 27

Key achievements
EAN LEBANON have introduced the EAN system in the private Health care sector as an initial step and report adoption of EAN-13 on all Pharmaceutical products. They are approaching the public health care sector as step 2.

LITHUANIA

President: Vytautas JUNEVIČIUS
Company: Stock Company ALITA
Chief Executive: Vytautas JUSKAITIS - Executive Secretary
Publication: Bulletin "EAN LIETUVA"

Members: 263
Increase: 143.53%
Manufacturer numbers: 256

ASSOCIATION OF LITHUANIAN CHAMBERS OF COMMERCE, INDUSTRY & CRAFT - 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
FYR Macedonia

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

Members: 152
Increase: 60%
Manufacturer numbers: 146

Malaysia

Chairman: Paul LOW
Company: MALAYSIAN SHEET GLASS BERHAD
Chief Executive: TAN Keok Yin
Executive Staff: AU Soo Keun - Country MANAGER
Rozita HASSAN - Executive
HAN Mong Ying - Executive
Publication: MPN Newsletter, 4/year

Members: 1,204
Increase: 43.33%
Manufacturer numbers: 1,198

Expansion of EAN
The music industry is now tracking the number of albums (cassettes, CDs) sold by scanning the EAN bar codes on the labels.

EDF
During 1996 MANC concentrated on the implementation of EANCOM following requests from individual members. MANC sits on the Malaysian EDI Purchasing Work Group which is responsible for the development of EDFACT messages for the retail, distribution, and manufacturing sectors. Currently the Malaysian EDI Committee is considering the adoption of EANCOM as the national standard for the retail and distribution sector.

Malta

Chairman: Godwin C. MICALLEF
Company: Menrad Ltd
Chief Executive: John B. SCIULINA
Mariella CASSAR - Executive
Publication: EAN Newsletter, 3/year.

Members: 111
Increase: 33.73%
Manufacturer numbers: 111

Key Achievements
EAN MALTA changed its name (from MANA) has continued to actively recruit members and has worked to establish the standards for variable measure retail and distribution codes.
President: Daniel SERVITJE  
Company: Grupo Industrial BIMBO S.A. de C.V.  
Chief Executive: Lourdes SANCHEZ DE LA VEGA  
Executive Staff: Antonio SALTO TOLOSA - Technical Director  
Gabriela SANCHEZ ARCOÉ - Marketing Director  
Julio César MARTINEZ - Customer Service Director  
Gilberto CASTRO ALARCON - Finance Director  
Publication: AMECOP, 6/year

Members: 11,090  
Increase: 12.86%  
Manufacturer numbers: 11,279  
Location numbers: 30

Expansion of EAN
AMECOP is recognised by most sectors as by the government as the official Mexican EDI Organisation. They have been working with the government in order to identify products from 70,000 government suppliers.

Key achievements
AMECOP are seriously committed to expand their product and Location numbers to different sectors such as government, customs and financial institutions.

EDI
In Mexico, AMECOP started an EDI project using the ANSI X-12 standards in 1994 which by the end of 1996 had approximately 2,500 users. Forecasts for 1997 indicate that this figure will rise to 3,500. Additionally, AMECOP is an active participant of international working committees such as ANSI-X12 and in the Panamerican EDIFACT Board (PAEB). At the moment the Mexican government is working with ANSI-X12 but it is expected to start an EDIFACT project following the request of several companies in Mexico.
MOLDOVA

EAN MOLDOVA
63 Kogalničeanu Stz,
MD-2009 KISHINEV

Tel: 373.2.24.16.69
Fax: 373.2.24.16.69
E-mail: mdecan@eal.md

President: Eugen STASHIKOV
Company: State agency on Industrial Property Protection
Chief Executive: Galina BYRSANU - General Director
Executive Staff: Alexandru BARTSALIN - Technical Manager
Elena MADAN - Financial Manager
Publication: EAN MOLDOVA News, 1/year

Members: 133
Increase: 291.18%
Manufacturer numbers: 133

MOROCCO

EAN MAROC
11 Boulevard Emile ZOLA
Appt 17
20300 CASABLANCA

Tel: 212.2.44.73.50
Fax: 212.2.44.73.31

President: Said MOUDAIF
Company: COFARMA Holding
Chief Executive: Said MOUDAIF
Executive Staff: Mohamed AOUAD - Executive Manager
Wafa ENNASR - Secretary

Members: 105
Increase: 52.17%
Manufacturer numbers: 97

Expansion of EAN
EAN MAROC has introduced the EAN standards in the paper industry and perfumery.
Article Numbering has expanded in the non-food sectors such as cosmetics and chemicals.

NETHERLANDS

EAN NEDERLAND
Tournigeestraat 3
Postbox 90445
1006 KK AMSTERDAM

Tel: 31.20.511.38.20
Fax: 31.20.511.38.30
E-mail: info@eannl.com
Web Site: http://www.eannl.com

President: J.J. VOS
Company: previously SCHUITEMA NV
Chief Executive: J. Peter GIETELINK
Executive Staff: Hein GORTER DE VRIES - Deputy Executive Manager
Maarten L. KOENS - Manager Operations
Beert BLAUSW - Manager EDI
Guido J. DONKERSLOOT - Manager EAN Code System
Marianne VAN DER HEIDE - Manager Communications
Hans HOOGEVELD - Manager Membership Administration & Internal Organisation
Piet J. MUNKSTEMA - Market Development Manager
Publications: Scanner, 4/year, EAN Support 3/year, EDI Support, 3/year

Members: 3,640
Increase: 14.70%
Manufacturer numbers: 3,651
Location numbers: 22,615

EAN INTERNATIONAL ANNUAL REPORT
Expansion of EAN
The bar-coding side of the EAN system is now well accepted in all retail sectors, and
the EANCOM standards are used more and more between retailers and suppliers for
non-food. Vroom & Dreesmann, a major department store, has implemented EDI with
more than 150 of their suppliers.

Key achievements
EAN NEDERLAND has registered an increase in the number of new members from the
packaging sector and major transport and logistic service provider companies. They
also report the growth of the use of EANCOM in the non-food sectors and the
agreement within the electrotechnical installation sector on the use of EAN and
EANCOM.

EDI
EAN Nederland launched the TRANSCOM EDIFACT project with the Purchase Order
in 1988 followed by the Invoice in 1989 on the basis of the EDIFACT directory. In
1991 a project was launched to migrate the TRANSCOM trade messages to EANCOM.
This project has been extremely successful and in 1996 the users of EANCOM were
numbered at 1700 with 1900 forecasted by the end of 1997. A major activity currently
being undertaken by EAN Nederland is the provision of user profiles of EANCOM
messages which provide specific notes on the use of EANCOM messages in specific
environments. This activity, while being a major task for EAN Nederland, adds
considerable value to the end user.

Chairman : Paul DOLHEGUY
Chief Executive : Barry HOUSTON
Executive Staff : Pauline BODDINGTON - Manager Systems & Administration
Alan CARLENI - Business Support Manager
Owen DANCE - Technical Services Manager
Publication : EAN News, 4/year

Members : 3,276
Increase : 4.4%
Manufacturer numbers : 5,410

Expansion of EAN
EAN NEW ZEALAND report that scanning at DIY/Hardware POS is increasing, the
electrical appliance sector is using EAN-128 and Al's for serial numbers, the milk and
dairy products sector is using EAN-128 in the manufacturing process, and major retailers
and the apparel industry in Australia and New Zealand are complying with EAN
Standards.

Key achievements
The EAN System has been accepted in New Zealand for the identification of
pharmaceutical products. EAN NEW ZEALAND also state that amongst several other
technical undertakings, they provided support for the development of trade unit and
logistics unit EAN Labelling projects for the key export sectors - meat, dairy products
and fruit.

EDI
EAN New Zealand is working to ensure that EANCOM is recognised as the International
EDI standard. EAN New Zealand actively promotes the use of EDI in New Zealand
through an EDI awareness campaign focusing particularly on EANCOM.
Norway

Chairman of the Board: Bjorn NYMOEN
Company: NORGESGRUPPEN AS
Chief Executive: Gunnar SUNDEMO
Executive Staff: Knut VALA - Technical Manger
Publication: EAN NYT, 4/year

Members: EAN NORGE has no individual members, but 4 user organisations
Manufacturer numbers: 5,298
Increase: 12.64%
Location numbers: 48,620

Expansion of EAN
EAN NORGE report an increase of the use of EAN13 in the building and construction sector, of the EAN Location Numbers which are distributed to kiosks and institutional household, and almost 100% of the grocery retailers in Norway. EAN/UCC 128 concepts established for the transport sector.

Key achievements
EAN NORGE inform us of the rapid growth of the use of EAN-13, the widespread use of EAN Location Numbers and of EAN/UCC 128 as solution for goods and transport units.

EDI
EAN Norge launched an EANCOM project in November 1991, which had 134 users by the end of 1996, with 364 users expected by the end of 1997. Since 1985 EAN Norge has been the responsible body for the maintenance of the STANDARD RECORDS EDI project. At the end of 1996 there were 2113 users with no increase expected for 1997. As this standard is no longer maintained it is hoped that all of the current users will have migrated to EANCOM within the next two to four years. In addition to the STANDARDS RECORD project EAN Norge also manages the RIGAL EDI project which is used exclusively in a retail environment. At the end of 1996 there were 300 users of RIGAL with 400 expected by the end of 1997. Additionally EAN Norge expect to take a more active role in the promotion of EDI/EANCOM in the public procurement and the health care sectors.

Paraguay

President: José Antonio BERGUES
Company: JUBOPAR S.A.
Chief Executive: Hugo Alberto MIGNACO
Executive Staff: Andrea Marcia ALVAREZ DAUMAS - Technical Manager
Willo Daniel ESPINOLA - Administrative Assistant
Publication: Infotech - 12/year

Members: 237
Increase: 259.09%
Manufacturer numbers: 237
Location numbers: 6,700

Key achievements
Besides a remarkable increase in the number of their members, EAN PARAGUAY inform us of the increment of the number of supermarkets equipped with scanners, of the acceptance in Paraguay of the concept of the Supply Chain by commerce, wholesalers and industry, as well as the use of EAN/UCC 128 for the billing of public services.
**PERU**

President: Erasmo WONG LU  
Company: E. WONG S.A.  
Chief Executive: Alberto SPARROW ROBLES  
Executive Staff: Mary WONG SUEHR - Technical Manager  
Publication: BOLETIN INFORMATIVO, 4/year

Members: 1,108  
Increase: 34.96%  
Manufacturer numbers: 1,108  
Location numbers: 20

Expansion of EAN  
The EAN System is now being used in the recording industries and publications. In addition, APC also worked on reaffirming the development of covered sectors.

**Key achievements**  
In order to raise bar code printing quality in Peru, APC began their first complete verification study in Barcoding with an analysis of the 100% of products of the principal retail companies of the country, called the Exploratory Base Study.

**EDI**  
In August 1995 Asociacion Peruana De Codigos (APC) launched its EANCOM project EDI Peru. By the end of 1999 there were 14 companies using EANCOM with the figure expected to rise to 50 by the end of 1997. APC provides education and training to its members and to other interested parties. In 1996 an EDI working group (manufacturers-retailers) was established to develop and to study EDI subsets and to adapt them to national applications. In 1997 several working groups involving new sectors (transport, finance, government, electronic invoice) will be formed.

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**PHILIPPINES**

President: José A. ALBERT  
Company: PHIL. ASSOCIATION OF SUPERMARKETS Inc. PASI  
Chief Executive: Mitos A. TATONGHARI  
Executive Staff: Teresita D. AGUIRRE - Secretary  
Benneth E. BUENAOSA - Technical Staff  
Cindy J. VALENTINO - Technical Staff  
Rizel S. TUMILAX - Accountant  
Publication: PNC Reporter, 4/year

Members: 731  
Increase: 34.62%  
Manufacturer numbers: 731

**Key achievements**  
PANC have started work on a product catalogue project.

**EDI**  
In 1995 PANC started an EDI project which aimed to guide, stimulate and promote the use of EDI in the Philippines. At the end of 1996 there were 12 users of EANCOM in the Philippines with 30 users expected by the end of 1997. Within the project six working groups were created to examine the subjects of awareness and education, purchasing, technical assessment, financial EDI, transport EDI and customs EDI. As part of its work for 1997 the purchasing work group will identify the priority for the release of national user profiles of the Purchase Order, Purchase Order Change, Purchase Order Response, Invoice, Despatch Advice, and Price/Sales Catalogue messages.
**Poland**

President: Grzegorz Szyszka  
Company: INSTITUTE OF LOGISTICS AND WAREHOUSING  
Chief Executive: Krzysztof Puciatvcki  
Executive Staff: Elżbieta Halas - Deputy Manager  
Anna Kosmacz-Chodorowska - Public Relation Specialist  
Ewa Wiwicka - EAN System Specialist  
Publication: Logistics, 4/year  

Members: 5,750  
Increase: 56.42%  
Manufacturer numbers: 5,750  
Location numbers: 6  

Key achievements:  
EAN POLAND report the application of the EAN system for marking variable measure units, the co-operation in elaborating Electronic Catalogue of EAN marked products, and the establishment of a procedure for monitoring bar code quality on the market.  

EDI  
The main EDI activities of EAN Poland focus on promotion (seminars, brochures and articles). Additionally, it is involved in the creation of an electronic product catalogue, which will be populated and accessed using EANCOM messages.

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**Portugal**

President: Ernesto Beca Moreira  
Company: Companhia Portuguesa Hipermercados S.A.  
Chief Executive: Maria-Luzia Carreiras  
Executive Staff: Humberto Estrela - EDI Manager  
Publication: CODIFORMA 4/year  

Members: 3,359  
Increase: 12.68%  
Manufacturer numbers: 3,343  
Location numbers: 450  

Key achievements:  
CODIPOR started an EDI pilot project with bank sector (evaluation of security issues).  

EDI  
In 1990, CODIPOR launched its EANCOM project for both national and international EDI. By the end of 1996 there were 185 users of EANCOM in Portugal (an increase of 83% on 1995) with the number expected to rise to 450 by the end of 1997. The EDI committee of CODIPOR contains representatives of retailers, manufacturers, VAN suppliers, and an electricity supply company. The committee reviews all EANCOM messages, promotes the use of EDI in Portugal, and publishes an EDI user guide. In 1996 25 training seminars were organised by CODIPOR in an effort to increase the awareness and skills levels of the CODIPOR membership in EDI. During 1996 the EANCOM manual was published in Portuguese and a help desk and support for EDI users was created.
ROMANIA

President & Chief Executive: Ionel IOSEP
Company: GENICOD S.R.L.
Executive staff: Iulian NITESCU - Technical Manager
Lettitia CAZANARU - Secretary of the council of Administration
Karmen ASILESCU - EDI Manager
Publication: EAN ROMANIA-INFO, 2/year

Members: 175
Increase: 56.42%
Manufacturer numbers: 175

Expansion of EAN
EAN ROMANIA is developing a national system based on EAN standards for coding fresh fruit and vegetables.

Key achievements
From the end of 1996, EAN ROMANIA is carrying out the presidency and secretariat of the National Technical Committee for Standardisation of EDI Co-ordinated by the Romanian Institute for Standardisation (IRŠ) - a governmental body and member of CEN.

EDI
In January 1996, EAN Romania launched its ROMEOCOM 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 20 users of EANCOM in Romania by the end of 1997. Currently discussions are taking place with the VAN suppliers in Romania, Romania Telecard Network Services (TNS) and Logic Telecom, concerning the provision of EANCOM support services to the EAN Romania membership.

RUSSIAN FEDERATION

President: Viatcheslav I. TELEGUIN
Chief Executive: George NASONOV - Deputy General Director
Executive Staff: Alexandre LEANDROV - Technical Manager
Galina ZAITZEVSKAYA - Financial Manager
Viatcheslav VASILIEV - Technical Manager
Vladimir KOROSTYLEV - EDI Manager
Helena SHISHOVA - Administrative Assistant
Publication: Uniscan News, 4/year

Members: 1,074
Increase: 46.81%
Manufacturer numbers: 1,072

Expansion of EAN
The sectors targeted were health care and packaging. The EAN system has expanded to building materials, publications and greeting cards.

Key achievements
EAN RUSSIA launched a project for the creation of a Product Catalogue Database which can be accessed electronically.
SINGAPORE

President: Robert CHUA
Company: ACE DAKIN (S) Pte Ltd
Chief Executive: Jin Soon TAN
Executive Staff: Janice KWOK - Executive Secretary
Rosyati MOHD SAID - Technical Services Executive
Pauline LIM - Systems Executive
Joanne KOH - General Clerk
Publication: SANC News, 4/year

Members: 1,091
Increase: 9.43%
Manufacturer numbers: 1,091
Location numbers: 1,468

Expansion of EAN
Following the successful implementation of the first phase of the ShopNet Project, the second phase is planned for 200 small retailers. SANC has successfully implemented EANCOM for small retailers under this project.

Key achievements
To facilitate the EDI transactions amongst retailers, suppliers and manufacturers in the ShopNet project, SANC started developing an Electronic Product Catalogue System. To facilitate their Government’s plan to promote electronic communications in the electronic sector, SANC participated actively in the development of EDI messages for transport based on EANCOM.

EDI
In March 1996 SANC started its EANCOM project, "ShopNet", and had by the end of the year 6 users of EANCOM including two major supermarket chains. This figure is expected to rise to 20 by the end of 1997. In addition to the EANCOM project an EDIFACT project EDIMAN, in the electronics sector, was launched in June 1993. By the end of 1996 there were 120 users in this project with 500 forecasted for the end of 1997. A major activity undertaken by SANC in 1996 was the promotion of EANCOM throughout Asia in the Asian EDIFACT Board Purchasing work group. In addition to this SANC also promotes the use of EANCOM in Singapore through a series of seminars and individual meetings with potential users.

SLOVAKIA

President: Anton GOBA
Company: SSR SR BRATISLAVA
Chief Executive: Miroslav STAFFEN
Executive Staff: Eva KAVCOVA - Executive Manager
Viera GOCALOVA - Financial Manager
Miriam CHRAMOSTOVA - Administrative Assistant
Publication: ZBORNÍK, 1/year

Members: 1,245
Increase: 46.35%
Manufacturer numbers: 1,245
Location numbers: 39

Expansion of EAN
EAN SLOVAKIA had allocated EAN 13 numbers which are used for “food tickets” (lunchen vouchers) and for parking tickets.

Key achievements
EAN SLOVAKIA and the Slovak standardisation body have agreed to translate and introduce to Slovak standardisation system standards of CEN according to the choice of EAN SLOVAKIA.

EDI
In December 1995 EAN Slovakia launched its EANCOM project “Elektronicova Vymena Udalosti” which by the end of 1996 had 4 users with 50 users expected by the end of 1997.
President: Cvetanja RUVACE
Company: FRUCTAL
Chief Executive: Franc KOGOVSKEK
Executive Staff: Lili BAHORIC - Assistant Secretary
Publication: EAN SLOVENIA, 3/year

Members: 2,212
Increase: 25.62%
Manufacturer numbers: 2,209

Expansion of EAN
In Slovenia, medical products are now registered and identified with EAN-13, whilst warehousing and logistics sectors use the SSCE.

Key achievements
SANA reported that the ISO standard on EAN bar coding has been translated and adopted in national standardisation. They have also set to work on ECR with value chain analysis in five Slovenian companies on 15 product categories.

EDI
SANA is actively promoting EANCOM standards mostly by publishing articles in EAN Slovenija newsletter, organising user groups, providing material, counselling members and conducting seminars. In January 1995 SANA founded an EDI Facilitating Centre in its office and created an EANCOM project called the Petrol User Group. By the end of 1996 there were 19 users of EANCOM in Slovenia with 15 users expected by the end of 1997.

Chairman: S.J.M. MARTINENO
Company: SHOPRITE CHECKERS
Chief Executive: R.M. PEARCEY
Executive Staff: D.M. BAILEY - Administration Manager
L.E. VINE - Executive Assistant
Publication: SAANA Newsletter, 4/year

Members: 5,630
Increase: 14.48%
Manufacturer numbers: 5,630

Key achievements
SAANA now provides prospective member companies with the choice of being allocated number banks of one, ten or one hundred thousand numbers. ECR has been included in the terms of reference of the SAANA Technical Working Party.

EDI
At the end of 1988 SAANA launched the SAANA EDI Standards using SAANA formats and the EDIFACT syntax. At the end of 1996 there were approximately 250 users with 300 expected by the end of 1997. The EANCOM manual was released by SAANA in April 1991 to be used for international trade. In 1995 SAANA was instrumental in having EANCOM adopted as the South African EDI standard through the South African Bureau of Standards. Currently SAANA is actively involved in the promotion of SAANA EDI Standards and in the participation in the South African Bureau of Standards EDI.
**SOUTH KOREA**

President: Ho Kim SANG  
Company: KOREA CHAMBER OF COMMERCE AND INDUSTRY  
Chief Executive: Jil-Ho HYUNG  
Executive Staff: Tong-Joon PARK - General Manager  
Publication: KAN News, 4/year  

Members: 4,868  
Increase: 45.36%  
Manufacturer numbers: 4,826  

Expansion of EAN  
During 1996, the use of the EAN system increased in textile and records and disk sectors. The first step was taken to expand the EAN system in the health care sector.

Key achievements  
EAN KOREA published the Korean version of the UCC/EAN 128 manual and conducted surveys on the use of logistics information system, PCS system.

EDI  
In March 1993 KANC launched the project EANCOM - Korea to develop national guidelines for the use of EANCOM. At the end of 1996 there were 410 users of EANCOM in Korea with 650 estimated by the end of 1997. EAN Korea’s EDI Committee has been designing draft user profiles for the distribution sector using EANCOM as the basis and submits these to the Korean EDIFACT Committee for examination and approval.

**SPAIN**

President: Juan ROIG  
Company: MERCADONA  
Chief Executive: Jose Maria BONMATI  
Executive Staff: Gabriel IZARD - Technical Director  
Alejandro SANCHEZ COLL - EDI Director  
Rafael MIQUEL - Marketing Director  
M. HERNANDEZ DE LORENZO - Administrative Manager  
Jordi CUATRECASAS - Market Development Director  
Publication: CODIGO 64 - 6/year, AECOC Info - 12/year, AECOC FARMA - 4/year, AECOC EDI - 4/year  

Members: 11,298  
Increase: 9.76%  
Manufacturer numbers: 11,179  

Expansion of EAN  
An increase in the use of EAN standards is showing in the sports industries, and the expansion in the number of members and users continues in the Spanish DIY sector. On the logistics side, AECOC has been seeking agreements between the reusable transport packaging manufacturers.

Key achievements  
Research regarding the quality of printed symbols as well as specific courses addressed to quality controllers were a priority during 1996. At the end of the year, the interconnection of the major VAN (TSAI) and IBM was approved.

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 1996 there were 927 users of AECOM with 1,203 (the majority of these users working with EANCOM at the same time) expected by the end of 1997. In 1995 AECOC launched an EANCOM project addressing the trade, transport, and finance sectors. At the end of 1996 there were 100 users registered in this project with 900 expected by the end of 1997. Currently, AECOC is migrating AECOM to EANCOM with the expectation that by the end of 1997 all of the AECOM messages will be migrated. Since 1991 AECOC has participated in the EU Commission TEDS Concord Project interconnecting the AECOM service with the ALLEGRO service in France.
SRI LANKA

President: Mr A.C. GUNASINGHE
Company: LANKOM CEYLON Ltd.
Chief Executive: C.G. JAYASURYA
Executive Staff: Rizwana DE ALwis - Assistant Secretary
Ayonl WANIGANAYAKE - Assistant Secretary

SWEDEN

Company: ICA Handelbolag AB
Chief Executive: Björn PASSAD - Managing Director
Executive Staff: Bengt FRIGGEBIO - Executive Manager
Jeremy MORTON - EDI Executive
Kristina FAGERBLO - Executive Officer
Publication: EAN-NYTT 2/year

Members: 4,241
Increase: 9.73%
Manufacturer numbers: 5,848
Location numbers: 5,000

Expansion of EAN
The construction industry, which already is an EANCOM user, has shown interest in the
ADC side of EAN. A project was recently set up to study and implement "Goods
receiving at Building site". EAN Sweden is engaged in the study Swedish ground
transporters will issue a new standard for national transport labels. EAN Sweden
participates in this work as concerns the use of EAN-128 under the Application Identifier
Standard.

Key achievements
A wider acceptance of EAN tools in the areas of public procurement, construction
and transport was achieved.

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 1996 there were an
estimated 200 users with over 2000 expected by the end of 1997. On the 30th of June
1996 the national standard DAXCOM, which EAN Sweden also supported, ceased to
be maintained. EAN Sweden works closely with EDI/EC projects in all areas of distribution.
They also cooperate with non-EANCOM based communities (Odette, banks, transport)
to ensure, where possible, maximum compatibility between Swedish EDIFACT
implementations. EAN Sweden is a permanent member of the Swedish EDI Association.

In 1996 EAN Sweden was selected by the Swedish government as the EDI advisor to
develop an EDI project in the public procurement sector called "Single Face to
Industry". The scope of this project is to specify a single interface for the public sector
when dealing with goods and service suppliers using the EAN standards.
**SWITZERLAND & LIECHTENSTEIN**

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  
Members: 2,107  
Increase: 10.89%  
Manufacturer numbers: 2,271  
Location numbers: 36,003

**Expansion of EAN**

The EAN System has grown in the building and construction sector. The central article and location database of EAN Switzerland will be used for identifying all partners operating in this sector such as: Architects, Engineers, etc.

**Key achievements**

On May 29, 1996 the Swiss parliament passed a new law for the control of drugs and narcotic substances. This new law enforces the use of the EAN-system for all legal trading transactions. EAN Location numbers, EAN item identification numbers and EANCOM messages will be used. Agreement was reached between Meridata, Reglementation and EAN (Switzerland) in order to use the EAN Identification system for the health insurance sector.

**EDI**

EAN Suisse launched the EANCOM nEANder project in 1990. The name of the project was changed to EANCOM-CH because EANCOM was adopted for both national and international EDI. At the end of 1996 there were 250 users with 280 expected by the end of 1997. EAN Suisse currently has eight working parties developing user guides on subjects such as EDI communications options, security for specific EDI messages, and sector specific guides for trade, transport, pharmaceutics and finance.

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**TAIWAN**

President: P.C. CHANG  
Chief Executive: Lin HUI  
Executive Staff: Johnson HU - Manager  
James LIU - Manager  
Publication: CAN News, 4/year  
Members: 7,014  
Increase: 23.38%  
Manufacturer numbers: 7,014

**Expansion of EAN**

CAN held several seminars and conducted educational programs for the promotion of the EAN system in the pharmaceutical, stationery and publications sectors.

**Key achievements**

CAN established a bar code product database and made it available to members and users through Internet.

**EDI**

CAN launched the TIEDIS project in late 1991 to develop national and international guidelines for 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. The increase in the numbers of users of EANCOM in Taiwan has been remarkable since 1996 with approximately 736 users of EANCOM registered at the end of 1996 with an estimated figure for 1997 of 1100 users.
THAILAND

President: Chokchai AKSARANAN
Company: CHAROEN PokPAN Group
Chief Executive: Phanphon THANTICHITKAT
Executive Staff: Jutavut LAIYANGKURN - Chief of Technical
Rungtiaw KLAKHANG - Chief of Customer Service
Publication: 4/year

Members: 1,835
Increase: 58.60%
Manufacturer numbers: 1,835
Location numbers: 8

Expansion of EAN
TANC continued its work towards the expansion of the EAN system within all sectors of industry, manufacturing, retail and wholesale trading. New product items added during the year were priority stationery and drugs.

Key achievements
TANC concentrated on training by organising seminars on bar coding for health care, garments and textile sectors, as well as EDI workshops.

EDI
TANC started an EANCOM project in December 1996 and reported 25 users by the end of 1998 with 60 expected by the end of 1997. The major objectives of the project are: to develop EDI standards for purchasing, to train the EDI service providers, and to co-operate with the ministry of Industry in Thailand to promote EDI among manufacturers in the country.

TUNISIA

President: Hamda GRIRA
Company: MAGASIN GENERAL
Chief Executive: Néji CHAABANE
Executive Staff: Chadi KHEMISI - Secretary
Moncef BEN GUEDIDA - S/Director Commercial
Mourad KSILA - Information, Accounting
Publication: 5/year

Members: 755
Increase: 38.53%

Expansion of EAN
The EAN system was further spread to the food industry, the textile and electrical material sectors.

TURKEY

President: Fuat MIRAS
Company: UCCEI
Chief Executive: Seifik TOKAT - Secretary General
Executive Staff: Metin EMIROGULLU - Head of Trade and Industry Dept.
Tugrul BELEN - Director of Trade and T.I.R. Dept.
Publication: MİMMİH Haber Bülten, 4/year

Members: 3,603
Increase: 47.78%
Manufacturer numbers: 3,603

Expansion of EAN
Growth of the EAN system was ensured in the automotive and textile sectors.

Key achievements
Standardisation of weighted products was achieved.
UKRAINE

President: Georgui DZIS
Company: Union of Economists of Ukraine
Chief Executive: Igor SUPEIS - General Director
Ninel NAVROTSKAIA - Director of Introduction Department
Alexander VOLKANOV - Executive Officer
Publication: EAN-Ukraine newsletter, 1/year

Members: 387
Increase: 339.77%
Manufacturer numbers: 387

Key achievements
EAN standards for article numbering were adopted as National Standard in Ukraine. As the result of an EAN UKRAINE initiative, the Cabinet of Ministry of Ukraine adopted a decree rendering it obligatory for products manufactured or sold in Ukraine to carry an EAN Bar code as from January 1, 1997.

UNITED KINGDOM

Chairman: John WHEELER
Company: BIRTHDAYS
Secretary General: Andrew OSBORNE
Management Staff: Philip JERRED - Operations Manager
Kian TAVAKKOLI - Administration Manager
Graham AVORY - External Relations Manager

Members: 13,030
Increase: 8.76%
Manufacturer numbers: 14,419

Expansion of EAN
Opportunities to increase the take up of EAN standards in the concrete, builders’ merchants, giftware and electricity supply sectors have been pursued and are proving to be productive.

Key achievements
The ANA chaired the Major Retailers Barcode Integrity Group (MREBIG - a retailers’ initiative to improve bar code quality) and successfully steered the group into maintaining adherence to EAN standards. To improve services to Members, the ANA set up an extensive web site on the Internet to provide information and check digit calculators. Development of the site continues.

EDI
ANA launched an EANCOM project during 1990 with 400 users reported by the end of 1996 (an increase of 100% in comparison with the 1995 result) with 600 users expected by the end of 1997. The ANA started developing the TRADACOMS standard on the basis of the TD1 syntax in 1979. At the end of 1996 there were estimated to be 14800 users of TRADACOMS with 14800 expected by the end of 1997. In addition the UK EDIFACT trade message standard was launched in 1990. The standard is largely compatible with EANCOM with the exception of some cross-industry functions as well as some specific UK requirements (e.g. invoicing). At the end of 1996 the usage of UK EDIFACT trade messages was estimated at 550 users with no increase expected during 1997.
**URUGUAY**

President: Jorge Perez BLANCO  
Company: C.U.N.A.  
Chief Executive: Gustavo ISRAEL - General Manager  
Executive Staff: Juan Carlos VAZQUEZ - Technical Manager  
Publication: Codigos Uruguayos. 3/year  
Members: 538  
Increase: 35.18%  
Manufacturer numbers: 551  
Location numbers: 13  

**Expansion of EAN**  
The EAN system expanded into the textile sector. An important increase in the pharmaceutical sector was recorded, reaching over 80% of codification of national products in this area.  

**Key achievements**  
EAN URUGUAY, a new organisation, was founded in March of this year and its Board of Directors is integrated by the National Chamber of Commerce, the National Supermarket Association, hub companies from trade and industry sectors and C.U.N.A. EAN URUGUAY will promote and administer EAN standards, encouraging potential users to EDI.  

**EDI**  
EAN URUGUAY launched an EDI project in May 1996 and reported 9 users by the end of the year with 25 expected for 1997. A working group was formed by 4 of the main retailers and some of their suppliers to study the purchase order message. Additionally, EAN URUGUAY actively participates in an EDI project which involves the national customs association, carriers and forwarders.  

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**VENEZUELA**

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  
Tibisay VARGUEYAS - Marketing Manager  
Osmar OCHOA - Technical Coordinator  
Pilar RODRIGUEZ - Administration Manager  
Publication: EAN Revista. 4/year  
Members: 1,033  
Increase: 28.64%  
Manufacturer numbers: 231  

**Key achievements**  
EAN VENEZUELA started two ECR working groups: one dealing with standards, one dealing with best practices.  

**EDI**  
In August 1994 an EDI project was started by EAN Venezuela with companies representing interests from the trade and finance sectors. At the end of 1996 there were 15 users of EANCOM registered in Venezuela with 30 expected by the end of 1997. A major aspect of the work of EAN Venezuela is the promotion of EANCOM through the organisation of training seminars and conferences.
VIETNAM

President: NGUYEN Th 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 Bo Cuc - Deputy Director of EAN-VN’s Central Office
Publication: EAN-NEWS, 2/year

Members: 152
Increase: 146
Manufacturer numbers: 146

Key achievements
EAN Vietnam developed and issued two national standards on EAN Article Numbers.

YUGOSLAVIA

President of the Assembly: Predrag DIMITRIJEVIC
Company: NEVENA, Leskovac
President of the Board: Milovan FILIPOVIC
Company: JUGOTRADE, Beograd
Chief Executive: Zoltan MITIC - Secretary
Executive Staff: Svetlana JOVANOVIC - Business Organisation
Branislav MITIC - Researcher
Publication: YANA - INFO, 4/year

Members: 1,245
Increase: 27.69%
Manufacturer numbers: 1,237

Expansion of EAN
The EAN system has expanded in the publishing sector, and YANA is co-operating with the Serbian pharmaceutical group - Section for Information Systems and Institute for Pharmacy - for the use of the EAN system in the health care sector.

Key achievements
YANA concentrated on writing the study "EAN system and YANA" which presents all aspects of the EAN system, gives some solutions for concretising, implementing processes of the system in different sectors and in the field of co-operation with relevant institutions in the country. This study is intended for all users, as well as for governmental agencies who can help develop EAN and EANCOM in Yugoslavia.

EDI
YANA launched an EDI/EANCOM project called 'QTM Energogas' in February 1995. At the end of 1996 there were 2 users with 20 users expected at the end of 1997. YANA promotes the use of the standard through seminars at national and regional levels.
Statistics

The tables on the next pages show an overview of the number of member companies, the sectors of application, the total numbers allocated, 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 within the EAN community.
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2. The growth column shows the percentage increase from the previous year.
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| TOTAL (5)                  | 159,914 | 179,560 | 199,058 |
| TOTAL (6)                  | 485,197 | 579,562 | 652,138 |