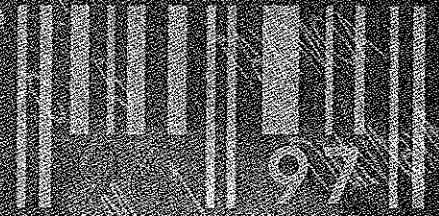


LINKING BUSINESSES WORLD-WIDE

S I N C E 1 9 7 7

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

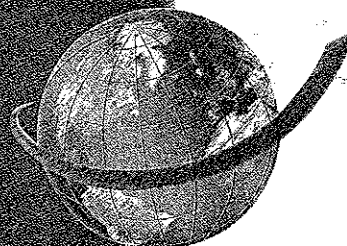


E A N I N T E R N A T I O N A L



# Table of Contents

• • • • •	20 Years of EAN
• • • • •	More about EAN International
• • • • •	Springboard to the future
• • • • •	Twenty years of standards development
• • • • •	Activities of EAN International that pre-empt the future
• • • • •	Unique applications of the EAN system
• • • • •	Report of the EAN bodies' activity
• • • • •	The EAN Secretariat summarised
• • • • •	Synopsis
• • • • •	Statistics



*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.

LOC 24  
 SG11  
 TOD 24  
 LOC 25  
 SG18  
 ALC 26  
 ALI 27  
 DTM 28  
 SG19  
 QTY 29  
 RNG 30  
 SG20  
 PCD 31  
 RNG 32  
 SG21  
 MOA 33  
 RNG 34  
 SG22  
 RTE 35  
 RNG 36  
 SG23  
 TAX 37  
 MOA 38  
 SG25



*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.*

C 2 MOA-RNG  
 M 1 Monetary amount  
 C 1 Range details  
 C 1 RTE-RNG  
 M 1 Rate details

1967

First point of sale scanner

Installed in Kroger Supermarket

in Cincinnati; scanners

available in the rows for

sceptical consumers.

1971

October

Bar-code for the retail sector

(the future U.P.C.) proposed by

Mr. McEnroe and Mr. Jones

(IBM).

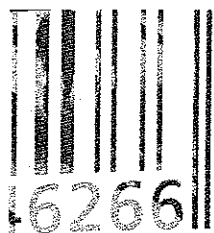
1972

October

ITF, Interleaved Two of Five

symbol created by Dr. David

Allais (Intermec).



## 20 YEARS OF EAN



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!

1973

CIES formed an ad hoc committee for the European Numbering and Symbolisation of Products.

1973  
A P R I L 3

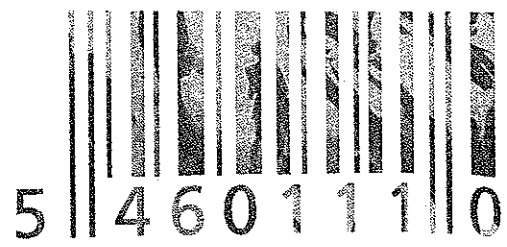
U.P.C. bar code standard announced, 293 companies used the U.P.C. code immediately upon UCC (Uniform Code Council) establishment.

1974  
J U L Y

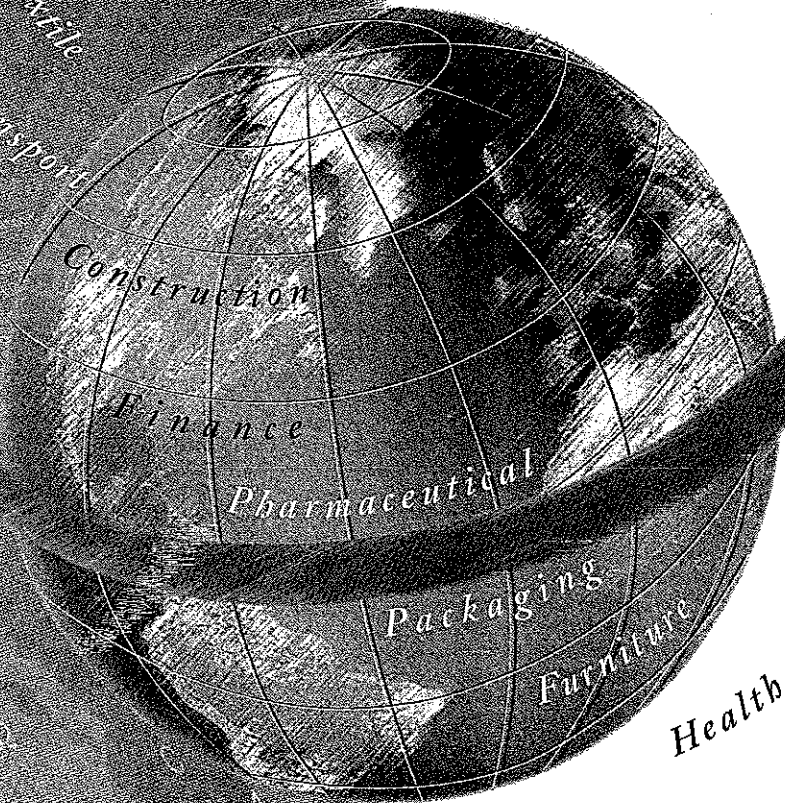
WPC (World Product Code) derived from the U.P.C. code for European Numbering and Symbolisation of products (the future EAN code) proposed by Norman J. Woodland.



*A system of identification and communication  
for products and services based on internationally  
accepted and business led standards*



*Textile  
Transport*



*Health Care  
Retail*

**I N T E R N A T I O N A L**

1975

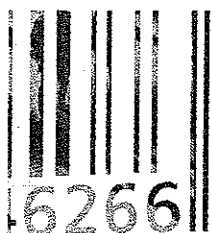
● **S e p t e m b e r 2 3** ●

Agreement on a numeric  
structure of 13 positions for the  
'European bar-code' for  
products.

1976

● **S e p t e m b e r** ●

EAN-8 code structure defined.



## 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 79 member Numbering Organisations to date, in 85 individual 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 ensure 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 in 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 70s, 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-industry, 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 technologies, companies world-wide need to adopt an effective communication system and a common language for trading.

1976

December 10

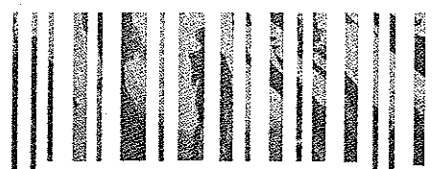
Name European Article Numbering Association, EAN chosen for the European numbering and symbolisation body to be established in Brussels. Country prefixes 'Flags' allocated for founding members.

1977

February 3

EAN officially registered with Albert Heijn as Chairman and Etienne Boonet as General Secretary. Founding members were AUSTRIA, BELGIUM, DENMARK, FINLAND, FRANCE, GERMANY, ITALY, NETHERLANDS, NORWAY, SWEDEN, SWITZERLAND, and the UNITED KINGDOM





5 460111

*Increasing competitive pressures are forcing companies to eliminate all inefficiencies in the value added chain, hence the importance of open standards*



AU 27 C 5 Additional information  
DTM 28 C 5 Datetimeperiod  
SG10 C 1 QTY-RNG  
QTY 29 M 1 Quantity

1978

SPAIN

EAN members extend beyond

Europe with the joining of

JAPAN

1978

March

First meeting of the Numbering

and Symbolisation for

Despatch Units working group.

1979

AUSTRALIA



# Springboard to the future



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, border-less 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 \$7 bn in 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-shaped 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 the logistic pipeline of tomorrow: To serve the ever-increasing needs for standardising business communications via electronic data interchange, 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 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 ground for inter-company communications as well as providing the tools to make ECR happen.

1980

August 4  
 Agreement with ISBN for the numbering and symbolisation used for books.

1981

NEW ZEALAND  
 Code 128 created by Mr. Ted Williams

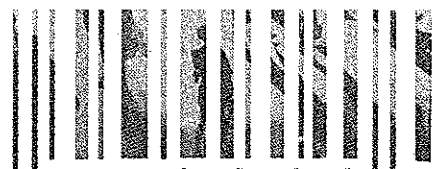
1982

SOUTH AFRICA  
 YUGOSLAVIA

1983

CZECH REPUBLIC  
 Agreement with CIEPS (Centre International d'Enregistrement des Publications en Série) for the EAN bar-coding of newspapers and magazines based on ISSN number.





5 4601110

*EAN is best placed to meet the long term numbering needs of industry, irrespective of the sectors they come from*



*J. Berry, Member of the Board of Directors, Traidcraft Ltd; Vice President of EAN International*

*J.A.N. Van Dijk, Member of the Board of Management of Sara Lee/D.E. and Senior Vice President of Sara Lee Corporation; President of EAN International*

*Reinhold van Lennep, Secretary General of EAN International*

C 1 Range details  
 C 1 RTE-RNG  
 M 1 Rate details  
 C 1 Range details  
 C 5 TAX-MOA  
 M 1 Distributors

1983

May 27

Specifications for fixed weight

logistic units using IIF 14 or IIF

16 released.

1984

HUNGARY  
ICELAND  
ISRAEL

Name of the association  
changed to International

Article Numbering

Association, EAN.



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 every day 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.

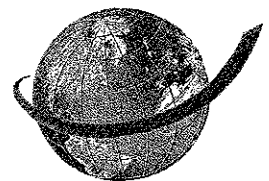
None of the above would have been possible without the active participation of our users and the EAN Numbering Organisations all around the world which have initiated or provided the valuable input and support to these improvement projects.

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.



1984

December 7

ITF add on specifications for the coding of variable weight logistic units approved.

1985

ARGENTINA

BRAZIL

CYPRUS

GREECE

TAIWAN

1986

PORTUGAL

RUSSIAN FEDERATION

1987

MEXICO

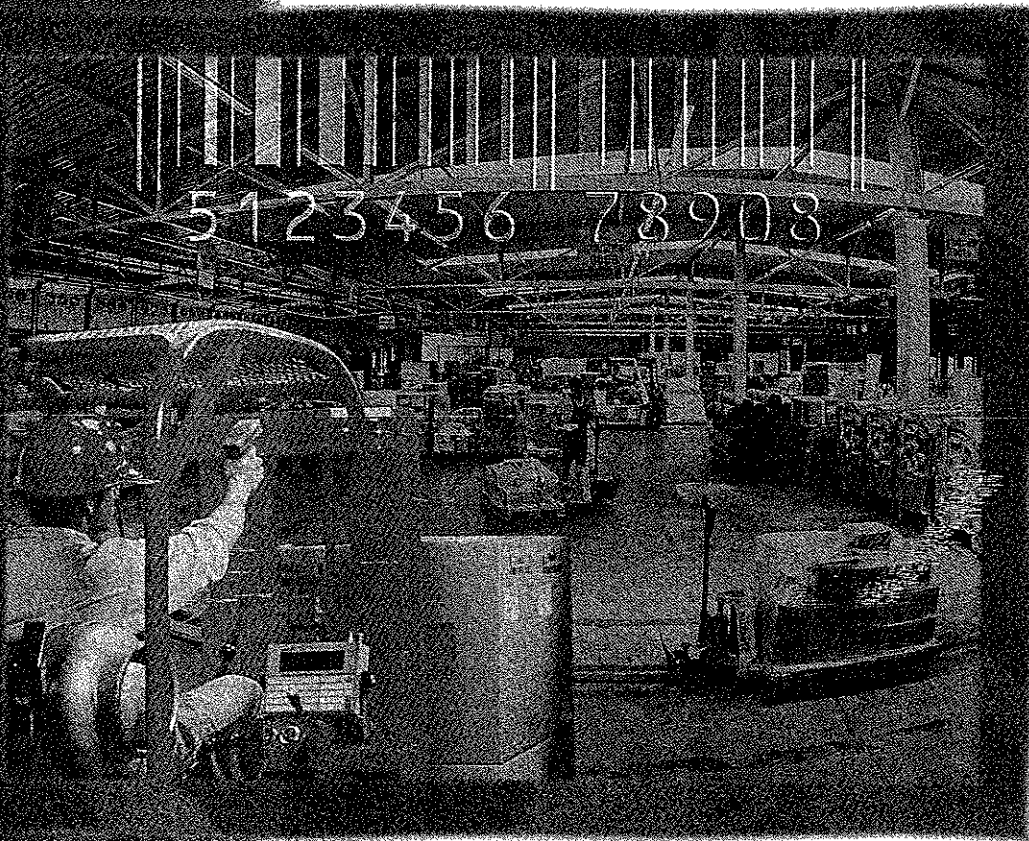
SINGAPORE

VENEZUELA



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

5 4601110

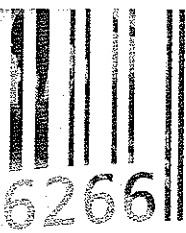


SG1  
SG2  
SG3  
SG4  
SG5  
SG6  
SG7  
SG8  
SG9  
SG10  
SG11  
SG12  
SG13  
SG14  
SG15  
SG16  
SG17  
SG18  
SG19  
SG20  
SG21  
SG22  
SG23  
SG24  
SG25  
SG26  
SG27  
SG28  
SG29  
SG30  
SG31  
SG32  
SG33  
SG34  
SG35  
SG36  
SG37  
SG38  
SG39  
SG40  
SG41  
SG42  
SG43  
SG44  
SG45  
SG46  
SG47  
SG48  
SG49  
SG50  
SG51  
SG52  
SG53  
SG54  
SG55  
SG56  
SG57  
SG58  
SG59  
SG60  
SG61  
SG62  
SG63  
SG64  
SG65  
SG66  
SG67  
SG68  
SG69  
SG70  
SG71  
SG72  
SG73  
SG74  
SG75  
SG76  
SG77  
SG78  
SG79  
SG80  
SG81  
SG82  
SG83  
SG84  
SG85  
SG86  
SG87  
SG88  
SG89  
SG90  
SG91  
SG92  
SG93  
SG94  
SG95  
SG96  
SG97  
SG98  
SG99  
SG00

RNG  
SG22  
RTE  
RNG  
SG22

1987  
November 16

UCC/EAN Alliance program signed to ensure an effective and coordinated global administration of U.P.C. numbers outside the U.S. and Canada.



# Twenty years of standards development



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 snow-ball 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 trade, 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.

1988

- MALAYSIA
- SOUTH KOREA
- THAILAND
- TURKEY
- WPCOM (Working Party Communication) formed, the future CSC
- EDIFACT (created within UN/ECE) adopted as the EDI (Electronic Data Interchange) standard for national (where Numbering Organisations did not already have a national standard) and international communications. EAN becomes member of UN/ECE/WP-4 as a non-governmental body.



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.

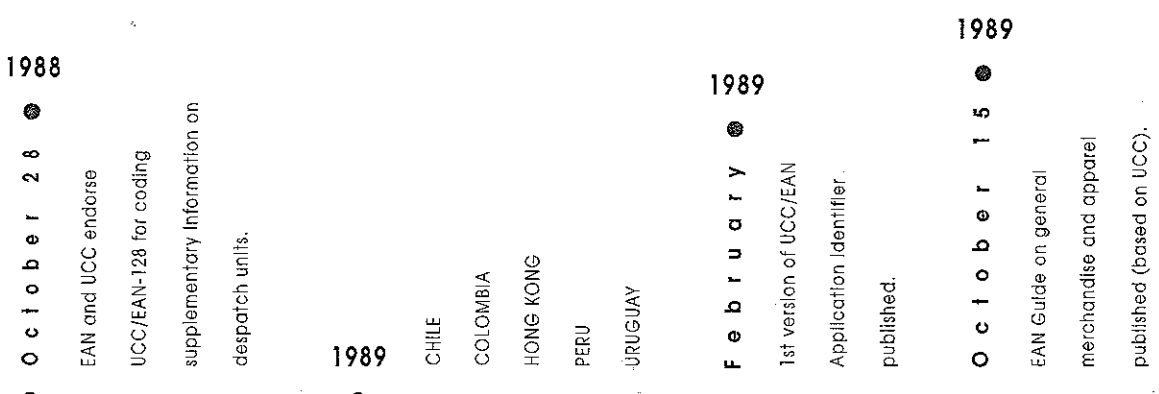
UCC has provided EDI standards to its users since the early 1980's. These are based on the ANSI/X.12 standards widely used in North-America. In 1994, UCC endorsed EANCOM as the recommended EDI standard to be used by North-American companies when communicating electronically with trading partners internationally. 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 1996. The Joint Technical Committee between the International Standards Organisation (ISO) and the International Electro-Technical 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







to UCC by the American National Standards Institute, ANSI.

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.

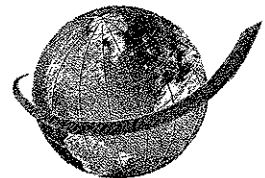
Technology is evolving fast. Two-dimensional bar codes and Radio-Frequency Identification offer new opportunities but also create challenges for users. Detailed research is required to map the possibilities offered by the new technologies to the best business practices users may adopt in the supply chain. 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.



1989

CUBA  
POLAND

1st version of EANCOM manual containing 7 trade messages released.

1990

September

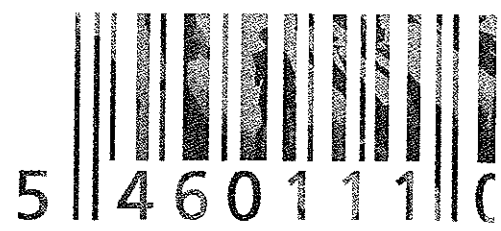
EAN International becomes a liaison member of a CEN (Comité Européen de Normalisation) technical committee on bar coding. CEN/TC 225.

1990

October 31

Agreement with UCC on the technical co-operation for the global compatibility of UCC and EAN standards.

*A responsive, consumer driven system which maximises opportunities for cost reduction within the supply chain through trading partner alliances and co-operation*



1991

BULGARIA

CENTRAL AMERICA (Costa

Rica, El Salvador, Guatemala,

Honduras, Nicaragua and

Panama)

CHINA



## Activities that pre-empt the future



### 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 ER was published by ECR Europe

in 1996. The brochures fit 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:

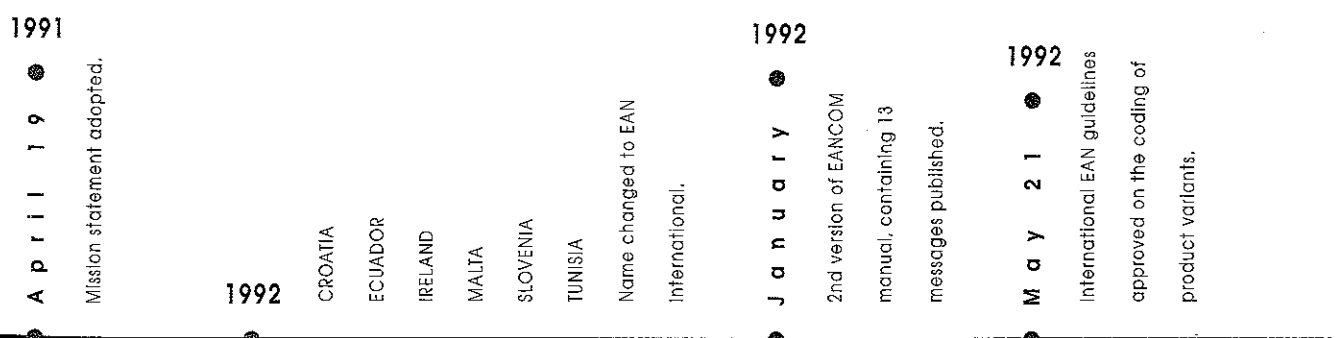
EAN International released this year the updated version of EANCOM with 42 messages (versus 27 messages in the 1994 version) to facilitate trade and transport operations of companies. This version also includes for the first time messages for finance operations.

#### 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.

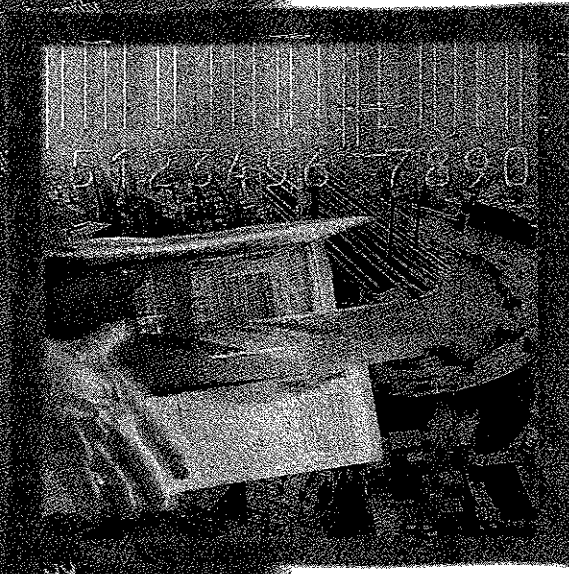
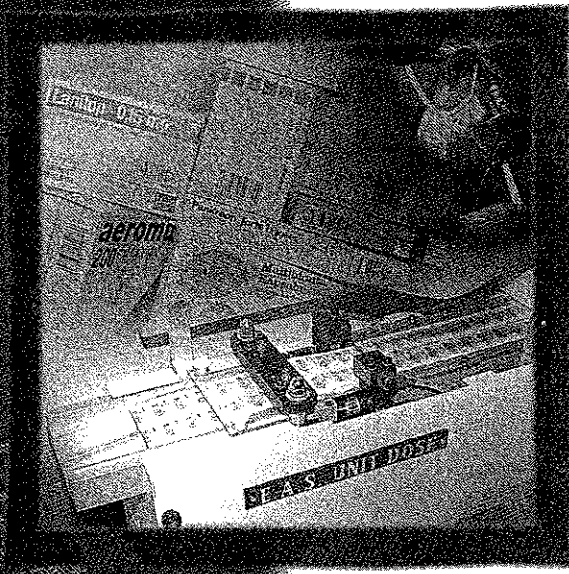
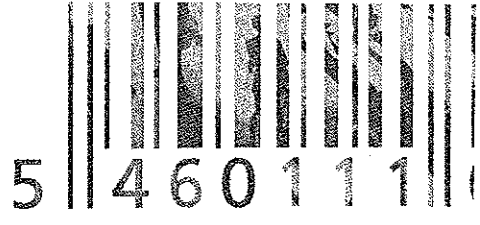
#### Health care:

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*



17  
 18  
 19  
 20  
 21  
 22  
 23  
 24  
 25  
 26  
 27  
 28  
 29  
 30  
 31  
 32  
 33  
 34  
 35  
 36  
 37  
 38  
 39  
 40  
 41  
 42  
 43  
 44  
 45  
 46  
 47  
 48  
 49  
 50  
 51  
 52  
 53  
 54  
 55  
 56  
 57  
 58  
 59  
 60  
 61  
 62  
 63  
 64  
 65  
 66  
 67  
 68  
 69  
 70  
 71  
 72  
 73  
 74  
 75  
 76  
 77  
 78  
 79  
 80  
 81  
 82  
 83  
 84  
 85  
 86  
 87  
 88  
 89  
 90  
 91  
 92  
 93  
 94  
 95  
 96  
 97  
 98  
 99  
 100

1992

N o v e m b e r

Label standard for using UCC/  
 EAN Application Identifiers  
 released.

key role in co-ordinating the Health care Collaboration Project (HCP). The objective of HCP 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 8 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. U. Nafe met with the EAN secretariat and agreed to further strengthen the collaboration between the two organisations. EUCOMED is an

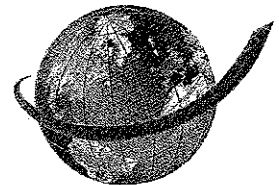
active participant and contributor to the HCP project.

**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 NOs, 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.



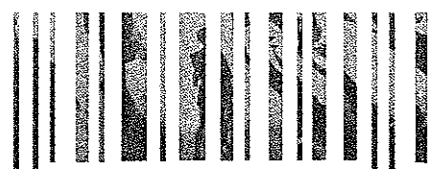
1993

ESTONIA  
INDONESIA  
MOROCCO  
PHILIPPINES

1993

May 7

IDASC (International Data and Application Standards Committee) formed, a joint EAN/UCC technical committee to ensure a consistent development of the EAN/UCC system.



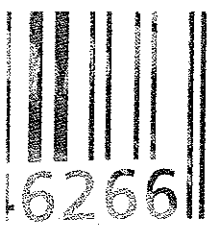
5 4601111 (

*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.*



LOC  
SG11  
TOD  
LOC  
SG13  
A/C  
ALI  
DTM  
SG18  
QTY  
RNG  
SG20  
POD  
RNG  
SG21  
MOA  
RNG  
SG22  
RTE  
RNG  
SG23  
TAX  
MOA





# Unique applications of the EAN system



## 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 logistic 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 Centraal 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 tool kit - 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. It 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 EUCOMED, COCIR and EUROCOM VI.

## Music

Britten's Music is an unusual retailer of printed music and musical instruments. The 'unusuality' at Britten's is that the retailer sells the music made to order. For example, a customer may ask for the violin part of the Shostakovitch 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.

1994

EAN/U.P.C. bar coding specifications approved as GEN standard EN 797.  
 ALGERIA  
 BOLIVIA  
 LATVIA  
 LITHUANIA  
 FYR MACEDONIA  
 PARAGUAY  
 RUMANIA  
 SLOVAKIA  
 UKRAINE

1994

March  
 3rd version of EANCOM manual, containing 18 messages published.

*Telebras Brazil has adopted UCC/EAN-128 for its transmission and communication equipment and will extend this to suppliers of telecommunications infrastructure material.*

5 4601110



1995

BOSNIA - HERZEGOVINA

DOMINICAN REPUBLIC

INDIA

MAURITIUS

MOLDOVA

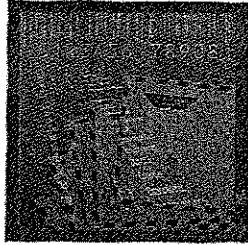
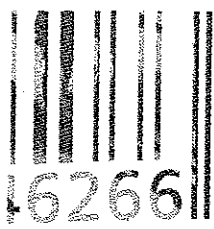
SRI LANKA

VIETNAM

EDI secretariat for ECR

(Efficient Consumer Response)

Europe assumed by EAN.



### 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.

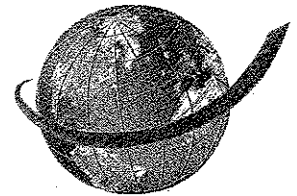
### Telecommunications

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 "Track & 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.



1995

●  
M a y 1 0

GPC (Global Policy Committee) formed, a Joint EAN/UCC Committee to advise the EAN and UCC Boards on global strategy and co-operation.

1995

●  
J u l y

EAN/UCC 128 replaces ITF 16 and ITF 6 for coding Variable Weight Logistic Units International rules on Identification of companies and their location defined. EAN location number using 13 digits approved.







# Report of the EAN bodies' activity



## 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 1995 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. Ruini and Mr R. Herzfeld 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 1996, 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 UPC/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**, Traldcraft Ltd, U.K.
- J.M. Bonmati**, AECOC, Spain
- M.F. Dawson**, Foodstuffs (N.Z.) Ltd., New Zealand, until May '96
- B.C. Engberg**, Unilever, Germany
- R. Fahlin**, ICA Handlarnas, Sweden
- M.J. Ferreira e Silva**, Brompreço, Brazil
- R. Herzfeld**, Pick 'n Pay, South Africa, from May '96
- T. Hussein**, Casino, France
- J.J. Mahieu**, Tabacofina, Belgium
- J. Olsen**, EAN Danmark
- G. Ruini**, Bomi, Italy, from May '96
- B. Smith**, EAN Australia
- A. Szöke**, Dunapack Ltd, Hungary, until May '96
- J.S. Tan**, SMA, Singapore
- L. Sanchez de la Vega**, AMECOP, Mexico
- R. van Lennep**, 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 Tec-Core (technical description of the EAN/UCC system), App-Core (business model) and Trans-Core (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 by businesses.

With UCC, it endorsed a proposal for the global management of UPC/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.

1995

**N o v e m b e r**

- Healthcare Collaboration
- Project formed involving 10 associations and over 20 hospitals
- EUCOMED (European Confederation of Medical Devices Association)
- recommends to its users to migrate to UCC/EAN 128.

1996

- ARMENIA
- EGYPT
- GEORGIA
- IRAN
- KAZAKHSTAN
- LEBANON
- EAN EDI guide for Transport and Logistics published.
- Consumer Specific Article (CSA) coding rules defined.



## 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 a 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.
- Asia-Pacific RNOMM, 21 March in Bangkok.
- Iberamerican 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**, SAANA, South Africa
- J. Schade**, CCG, Germany
- R. Schubel**, EAN (Suisse), 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 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:

• Addressing and making recommendations for the development of new Application Identifiers.

- Developing and releasing an EAN policy on two-dimensional bar codes and Radio-Frequency Identification.
- Developing a brochure explaining the Application Identifier approval process.

## 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. Arrigo**, Nestec Ltd, Switzerland
- C. De Jonge**, Levi Strauss Europe, Switzerland
- H. Estrela**, CODIPOR, Portugal
- R. Florez Barajas**, IAC, Colombia
- P. Georget**, Gencod- EAN France, France
- D. Kalu**, Syntegra, United Kingdom
- M. Koens**, EAN Nederland, Netherlands
- J. Muenz**, UCC, U.S.A.
- E. Nielsen**, EAN Danmark, Denmark
- A. Sanchez**, AECOC, Spain
- K. Schulte**, CCG, Germany

1996

**J a n u a r y**

- 3 Joint EAN/UCC projects formed: Tec-Core (technical description of EAN/UCC system), App-Core (business model), and Trans-Core (transport model).

1996

**M a r c h**

- EAN becomes a liaison member of ISO/TC 122/WG4 - Bar-Coded Shipping Labels.



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.96.A directory.
- Development and final approval of 14 additional messages to be incorporated into EANCOM 1997.

**IDASC**

The International Data and Application Standards Committee (IDASC) is a permanent body responsible to the EAN Management Board and to the UPC 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 :

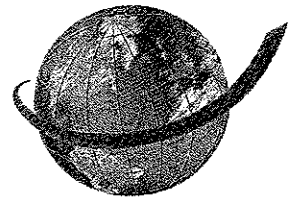
- H. Barthel**, EAN International
- T. Brady**, UCC, U.S.A.
- D. Epley**, UCC, U.S.A.
- R. van Lennep**, EAN International
- A. Osborne**, ANA UK, United Kingdom
- R. Schubanel**, EAN (Suisse), Switzerland
- J. Harms**, AT&T, U.S.A.
- H. Juckett**, UCC, U.S.A., until December '96, (deceased)

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 Juckett**, UCC, U.S.A.

1996

**M a y 1 0**

UCC/EAN Alliance II Program signed to regulate the global administration of U.P.C./EAN number allocations.

1996

**J u l y**

EAN becomes a liaison member of ISO/IEC JTC 1/SC31 - Automatic Data Capture

1996

**S e p t e m b e r**

EDI manual based on EANCOM/EDIFACT (GED) published by UCC.

1996

**D e c e m b e r**

ECR working group formed. Electronic Catalogues working group formed.



# 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](mailto:info@ean.be)  
WWW : <http://ean.be>

For assistance, please contact:

Secretary General, **Reinhold van Lennep**  
(E-mail: [vanlennep@ean.be](mailto:vanlennep@ean.be)) - for strategic and  
intra-organisational issues.

## Technical Department

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

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

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

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

## Market Development Department

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

## Communications Department

Communications Manager, **Paola Finocchiaro**  
(dir. tel. 227 1037, E-mail: [finocchiaro@ean.be](mailto: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**  
(dir. tel. 227 1030, E-mail: [ldavid@ean.be](mailto:ldavid@ean.be)) - for  
information library, internet, intranet, database of  
Numbering Organisation projects and technical  
help desk.

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

## Administration

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

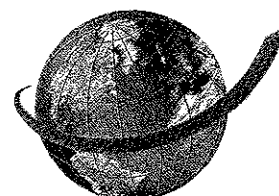
Office Manager and Assistant to the Secretary  
General, **Erika Bochereau**  
(dir. tel. 227 1026, E-mail: [erika@ean.be](mailto:erika@ean.be)) - for all issues  
related to the Secretary General.

Office secretary, **Mélanie Capentier**  
(dir. tel. 227 1020, E-mail: [melanie@ean.be](mailto:melanie@ean.be)) - for direct  
numbers, meetings and hotel bookings.

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

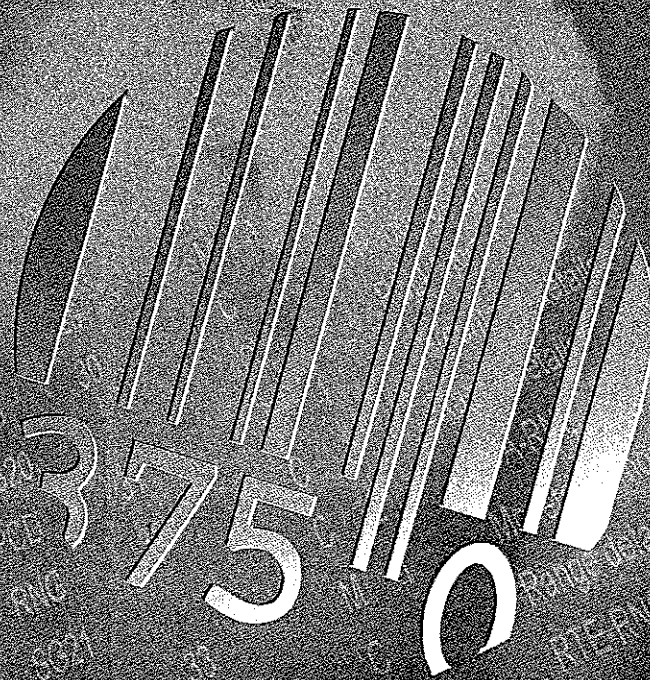
## EAN International publications available at present:

- 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"



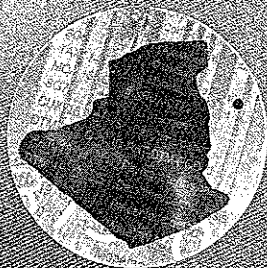
SYNOPSIS

OF ACTIVITIES OF MEMBER NUMBERING ORGANISATIONS



DURING 1996





## EAN ALGERIA

02 Rue des Frères Zifa  
El Mouradia

### ALGER

Tel : 213-2-59-14-36  
Fax : 213-2-59-22-41



## EAN ARGENTINA

Viamonte 340 - Piso 1 (C.P.1053)  
BUENOS AIRES

Tel : 54-1-313-17-19  
Fax : 54-1-313-17-65  
E-Mail : aapcomer@starnet.net.ar



## EAN ARMENIA

Komitas ave. 48/2  
375051 YEREVAN

Tel : 374-2-23-47-78  
Fax : 374-2-28-56-20  
E-Mail : sarm@arminco.com

## • • • A L G E R I A

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

## • • • A R G E N T I N A

**President** : Federico BRAUN  
**Company** : S.A. IMP Y 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** : 21.86 %  
**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.

## • • • A R M E N I A

**President** : G. MEHRABIAN  
**Company** : SARM  
**Chief Executive** : Pap ASLANIAN  
**Executive Staff** : Arustamian ALEIDA - 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.

## A U S T R A L I A

**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 EANnet - 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.

## A U S T R I A

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

**Members :** 3,905  
**Increase :** 3.01%  
**Manufacturer numbers :** 6,597  
**Location numbers :** 105

### Expansion of EAN

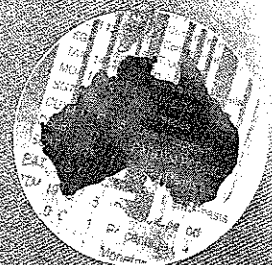
The EDI-EANCOM is in the starting phase in the health care sector and that the ECR-Austria-Initiative had a very good start and is being carried through.

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



### EAN AUSTRALIA

Locked Bag 10  
Oakleigh  
VICTORIA 3166

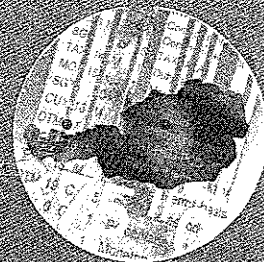
Tel: 61 39569 9755

Fax: 61 39569 1525

E-Mail: [eanausi@eanausi.asn.au](mailto:eanausi@eanausi.asn.au)

Web Site:

<http://www.ozmail.com.au/~eanausi/>



### EAN AUSTRIA GESELLSCHAFT FÜR KOOPERATIVE LOGISTIK GMBH

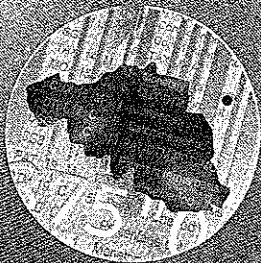
Mayerhofgasse 1/15  
1040 WIEN

Tel: 43 1 505 86 01

Fax: 43 1 505 86 01 22

E-Mail: [office@ean.co.at](mailto:office@ean.co.at)

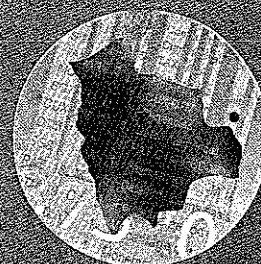




**ICODIF/EAN  
BELGIUM • LUXEMBOURG**

Rue Royale 29  
1000 BRUXELLES

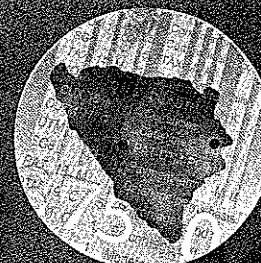
Tel : 32.2.229.18.80  
Fax : 32.2.217.43.47  
E-Mail : icodif@ibm.net



**EAN BOLIVIA**

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

Tel : 591.3.33.45.55  
Fax : 591.3.34.23.53  
E-mail :  
eurobol@mita.nrs.bolnet.bo



**EAN BIH  
Chamber of Economy  
of Bosnia and Herzegovina**  
Mls Irbina 13 - 71000 SARAJEVO

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

**B E L G I U M  
& L U X E M B O U R G**

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

**Members** : 3,143  
**Increase** : 10,55%  
**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 540 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.

**B O L I V I A**

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

**B O S N I A - H E R Z E G O V I N A**

**Chief Executive** : Seadeta CERIC

## B R A Z I L • • • • •

**President** : Roberto DEETERCO  
**Company** : MERCADORAMA  
**Chief Executive** : Luiz FERNANDO C. DE NOVAES  
**Executive Staff** : Marcelo Henrique DE AZEVEDO - Technical Manager  
Andrea VOLPONI CONDE - Communications Manager  
Carmella Miranda BORST - Events Manager  
Siomara 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/UCC128 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 Imparting EAN System in Brazil: Numbering Structures, Bar Codes and Electronic Business Messages". They also contributed to an EAN health care application in a hospital (IBCC-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 620 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 G,EDI transportation EDI project was launched with 10 pilot users registered by the end of the 1995 and with a total of 50 users at the end of 1996. In order to test the usage of EANCOM in foreign trade, CODIGO (Argentina) and EAN Brasil in 1996 set up an international EDI pilot to test the reliability of international EDI in that region.

## B U L G A R I A • • • • •

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

**Members** : 293  
**Increase** : 36.92%  
**Manufacturer numbers** : 293



### EAN BRASIL

Av. Paulista 2644  
10º andar  
01310-934 SAO PAULO

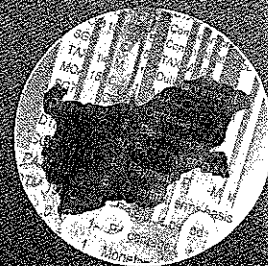
Tel : 55 11 259 3444

Fax : 55 11 231 2808

E-Mail : ean@eanbrasil.org.br

Web Site :

<http://www.eanbrasil.org.br>



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

42, P. Partchevitch Str  
1000 SOFIA

Tel : 359 2 87 26 31

Fax : 359 2 87 32 09

E-mail : bccci@bis.bg



**INSTITUTO  
CENTROAMERICANO DE  
CODIFICACION COMERCIAL  
- ICCC**

Ruta 6 9-21 Zona 4  
Edificio Cámara de Industria  
Nivel 5  
GUATEMALA

Tel : 502.362.53.75  
Fax : 502.332.66.58  
E-Mail : Guatemala:  
iccctole@guate.net  
El Salvador : diesca@ol.rasca.cr  
Costa Rica :  
accean@sol.rasca.co.cr  
Honduras : diselco@hondufel.hn

**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.

**Members** : 2,891 (CR : 1,003, ES : 770, GU : 925, HO : 170, NI : 6, PA : 17)  
**Increase** : 28.95%  
**Manufacturer numbers** : 2951  
**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**

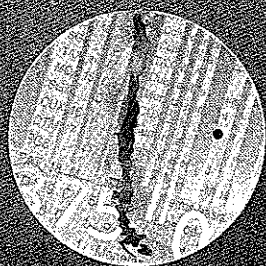
ICCC has increased contacts mainly with the industries and Supermarkets, Health and Hardware sectors.

**EDI**

Costa Rica: ICCC started a 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 ICCC Costa Rica expects to have at least 50 members in the project.

El Salvador: In 1996 ICCC 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: ICCC 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 ICCC members and other interested parties.



**EAN CHILE**

Vecinal 140 - Las Condes  
Casilla 2412-10  
SANTIAGO

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

**CHILE**

**President** : Oscar ANDWANDTER QUENTIN  
**Company** : Camara Nacional de Comercio  
**Chief Executive** : Jorge GONZALEZ MORANDE  
**Executive Staff** : Cristián BARRIGA SOTTA - 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 GONZÁLEZ - Information Systems Manager  
**Publication** : BARRAS : 6/year

**Members** : 3,517  
**Increase** : 14.75%  
**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.

## C H I N A

**President** : JIAO Yunqi

**Company** : ANCC

**Chief Executive** : ZHAO Nan

**Executive Staff** : HU Jiazhang - Vice Director of ANCC & Director of Technical Dept.

ZHANG Chenghai - Director of Promotion Dept.

LI Min - Director of Management Dept.

WU Hailian - Director of Verification Dept.

**Publication** : Bar Code & Information System, 6/year

**Members** : 27,122

Increase : 33.65%

Manufacturer numbers : 27,122

### Key achievements

ANCC completed the essential research on EDI and Location Numbers, and established the allocation method of Location Number. 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.

## C O L O M B I A

**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

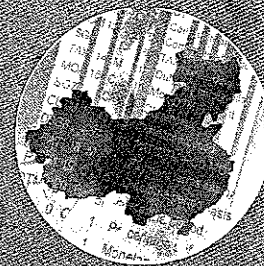
Increase : 16.48%

Manufacturer numbers : 6,354

Location numbers : 7

### 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 promoting the use of the EAN standards in social security companies and the department of health for the identification of the generic pharmaceutical products and general medical procedures.



### ARTICLE NUMBERING CENTRE OF CHINA - ANCC

East Gate No. 46

Yuzhong Xili

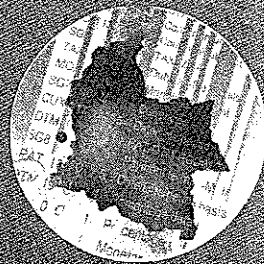
Xicheng District

BEIJING 100029

Tel : 86 10 62 02 45 28

Fax : 86 10 62 02 45 23

E-mail : ancc@public3.bta.net.cn



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

Avenida Jorge Eliecer Gaitan

n° 68 B- 85 (Av. Eldorado)

Torre 2 piso 6

SANTAFE DE BOGOTA

Tel : 57 1 427 09 99

Fax : 57 1 427 02 12

E-Mail : iaccol@ibm.net

Web Site :

<http://www.iaceacol.com>





### CRO-EAN CROATIAN ARTICLE NUMBERING ASSOCIATION

Croatian Chamber of Economy  
Rooseveltova TRG 2  
1000 ZAGREB

Tel : 385 1 4561 555  
Fax : 385 1 4561 579



### CAMARA DE COMERCIO DE LA REPUBLICA DE CUBA

Calle 21 No 661  
Esquina A Vedado  
Ciudad de La Habana  
Apartado 4237  
LA HABANA 4

Tel : 5 37 30.44.36  
Fax : 5 37 33.30.42  
E-Mail : camara@ceniai.gob.cu

#### Key achievements

New affiliations from sectors other than the traditional ones created new and important projects within I.A.C. Colombia. The government recognised the EDIFACT/EDICOM INVOIC message as the only way to send electronic invoices. I.A.C. 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.

## C R O A T I A

**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.

## C U B A

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

**Members** : 116  
**Increase** : 39.76%  
**Manufacturer numbers** : 115

#### 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.

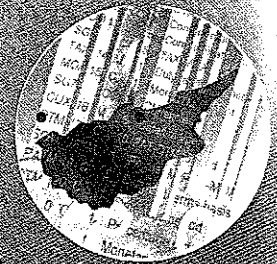
## C Y P R U S . . . . .

**President** : Vassillis ROLOGIS  
**Company** : ROLOGIS Ltd.  
**Chief Executive** : Marios 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.



### EAN - CYPRUS

Chamber Building  
38, Grivas Digenis Ave & 3  
Deligiorgis Str.  
PO BOX 1455  
NICOSIA

Tel : 357 2 44 95 00  
Fax : 357 2 44 90 48

## C Z E C H R E P U B L I C . . . . .

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

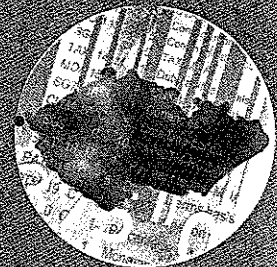
**Members** : 2,416  
**Increase** : 30.81%  
**Manufacturer numbers** : 2,450  
**Location numbers** : 9

### 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.



### EAN CZECH REPUBLIC

NA PANKRÁCI 30  
14000 PRAHA 4

Tel : 420 2 61 00 11 45  
Fax : 420 2 61 00 11 47  
E-mail : eancz@mbox.vol.cz

## D E N M A R K . . . . .

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

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



### EAN DANMARK

Aldersrogade 6a  
2100 KOBENHAVN

Tel : 45 39 27 85 27  
Fax : 45 39 27 85 10  
E-mail : info@ean.dk  
Web Site : <http://www.ean.dk>



## EAN REPUBLICA DOMINICANA

Edificio Plaza Compostela - Suite 3-1-5

Ave. John F. Kennedy Esq. Calle 7  
SANTO DOMINGO

Tel : 1-809-476-0829

Fax : 1-809-476-0828

E-mail : eanrd7@tricom.net



## ECUATORIANA DE CODIGO DE PRODUCTO - ECOP

Ruiz de Castilla 763 y Andagoya  
Edif. Conde Ruiz de Castilla  
Piso 3, Oficina n°3  
QUITO

Tel : 593.2.50.75.80

Fax : 593.2.50.75.84

E-mail : ecop@uio.telconet.net

### 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 Denmark 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.

## • • • D O M I N I C A N R E P U B L I C

**President** : Federico VELAZQUEZ MILLER

**Company** : CENTRO CUESTA NACIONAL

**Chief Executive** : Erika SCHEIDIG

**Executive Staff** : Carmen D. SUÁREZ - 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.

## • • • E C U A D O R

**President** : Luiz Alberto SÁENZ Miño

**Company** : SUPERMAXI

**Chief Executive** : Fausto REYES

**Executive Staff** : Jorge BAJANA - Technical Assistant

E. MUÑOZ - 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.

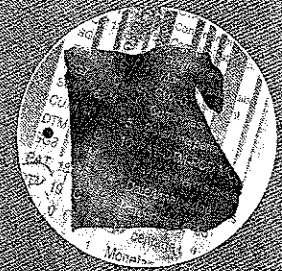
## E G Y P T

**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.



### EAN EGYPT

35 Hadeyk El Obour Bldgs  
Salah Salem St  
Nasr City - CAIRO

Tel : 202-263-23-61  
Fax : 202-261-26-22

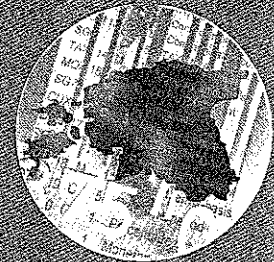
## E S T O N I A

**President** : Viilar VESKIVALI  
**Company** : Confederation of Estonian Industry  
**Executive Director** : Raivo RITS  
**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.



### EAN ESTONIA

17 Toom-Kooli Street  
EE-0001 TALLINN

Tel : 372-2-44-34-82  
Fax : 372-6-460-247

## F I N L A N D

**President** : Harri MOENKKOENEN  
**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.



### EAN FINLAND OY

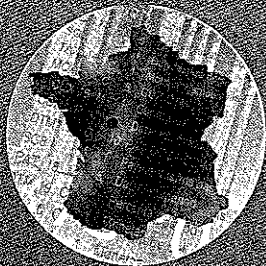
Aleksanterinkatu 17  
P.O. Box 10000  
00101 HELSINKI

Tel : 358-9-69-69-69  
Fax : 358-9-65-03-03

E-mail : sven-gustaf.lindroos@wfc.fi

Web Site :  
<http://www.keskuskaupkamari.fi>





## GENCOD-EAN FRANCE

13 Bd Lefebvre  
75015 PARIS

Tel : 33.1.53.68.05.60  
Fax : 33.1.48.28.16.81  
E-mail : [infos@gencod-ean.fr](mailto:infos@gencod-ean.fr)  
Web Site : <http://www.gencod-ean.fr>



## EAN GEORGIA

11 Chavchavadze Ave.  
380079 TBILISI

Tel : 88.32.29.33.75  
Fax : 995.32.23.57.60

### 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.

## • • • F R A N C E

**Presidents** : Philippe LEMOINE - Jacques de PASTORS  
**Company** : GALERIES LAFAYETTE - GENFA  
**Chief Executive** : Thérèse ANGUE  
**Executive Staff** : Joël DE CLOSMADÉUC - 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-EAN FRANCE Technical board confirmed that beginning in 1997, variable-length company numbers will be allocated. A guide of Integrated EDI for ECR 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.

## • • • G E O R G I A

**President** : Irakli BAIDASHVILI  
**Company** : GEORGIAN CCI  
**Chief Executive** : Teimuraz KVERNADZE

**Members** : 29  
**Manufacturer numbers** : 29

## G E R M A N Y • • • • •

**President :** Günther LERCH  
**Company :** GTS GOLDEN TEAM SPORT GmbH  
**Chief Executives :** Karlheinz 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 SINFOS 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 1993. 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.

## G R E E C E • • • • •

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

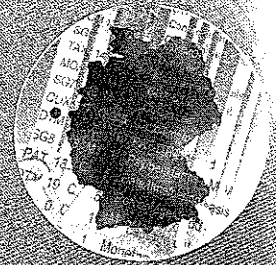
**Members :** 1,869  
**Increase :** 19.50%  
**Manufacturer numbers :** 2,070  
**Location numbers :** 1

### Expansion of EAN

The main area of expansion of the EAN system was in the health care sector from where HELLCAN 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 ..).



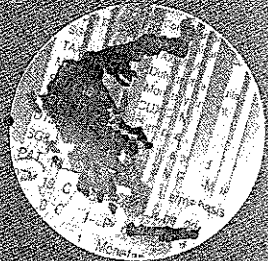
### CENTRALE FÜR COORGANISATION - CCG

Spichernstrasse 55  
50672 KÖLN

Tel - 49 221 5749 02

Fax - 49 221 5749 159

E-Mail - admin@ccg.joker.com



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

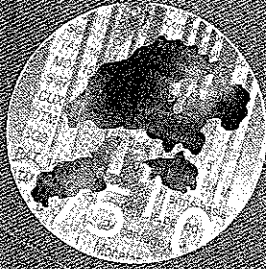
5 Aghiou Dimitriou Squ. &  
2 Diom. Kyriakou Str.  
145 62 KIFISSIA, ATHENS

Tel : 30-1-8083-931

Fax : 30-1-8019-156

E-mail :

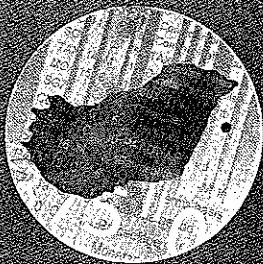
hellcan@elkeshp.ath.forifnet.gr



## HONG KONG ARTICLE NUMBERING ASSOCIATION - HKANA

23/F Unit B United Centre  
95 Queensway  
HONG KONG

Tel : 852 2 861 28 19  
Fax : 852 2 861 24 23  
E-Mail : hkana@ibm.net



## HUNGARIAN ASSOCIATION OF PACKAGING AND MATERIAL HANDLING

Rigo utca 3  
1085 BUDAPEST

Tel : 36.1.313.7034  
Fax : 36.1.333.8170

### EDI

In 1993 a cross-sectorial EDI awareness centre (EDIGRAC) was established with funding from the EU Commission TEDIS program. HELLCAN have actively promoted awareness of 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.

## H O N G K O N G

**President** : Russell STUCKI  
**Company** : Park'N Shop Ltd  
**Chief Executive** : Anna LIN  
**Executive Staff** : Pauli 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 8th 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/Sales Catalogue messages. EZ\*Trade is a simple, inexpensive, one stop network solution which allows users to connect with local and international trading partners.

## H U N G A R Y

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

**Members** : 1,960  
**Increase** : 12,64%  
**Manufacturer numbers** : 1,960  
**Location numbers** : 12

### Key achievements

HAPMH conducted several pilot trials for MATAV/GEIS REDInet 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.



## I C E L A N D . . . . .

**President** : Vilhjalmur EGILSSON  
**Company** : ICELAND CHAMBER OF COMMERCE  
**Chief Executive** : Ingi Thor HERMANNSSON  
**Executive Staff** : Soffia VERNHARDSDOTTIR - Financial Manager  
Bjorn JOHANNSSON - Market Data Service  
**Publication** : Vidskiptavakinn - 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 ISEDI 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.

## I N D I A . . . . .

**President** : U. S. BHATIA  
**Company** : M.O.C. Govt. of Indi  
**Chief Executive** : P.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

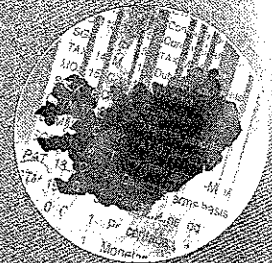
### Key achievements

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.

## I N D O N E S I A . . . . .

**President** : Kusudiarso HADINOTO  
**Company** : INDONESIA ELECTRIC CABLE MANUFACTURE ASSOCIATION  
**Chief Executive** : Suharnoko HARBANI  
**Executive Staff** : Ibnu UTOMO - Executive Secretary  
Mohammad RIVAIE - Administration  
ROESMIN - Communication Services  
**Publication** : BAR CODE Bulletin, 2/year

**Members** : 378  
**Increase** : 281.82%  
**Manufacturer numbers** : 378  
**Location numbers** : 198



### EAN ICELAND

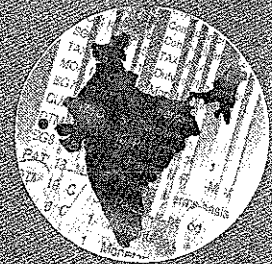
ICEFEC  
Keldnahöfð  
IS - 112 REYKJAVIK

Tel : 354 587 70 00  
Fax : 354 587 74 09

E-Mail : ean@rit.is

Web Site :

<http://www.chamber.is/ean>

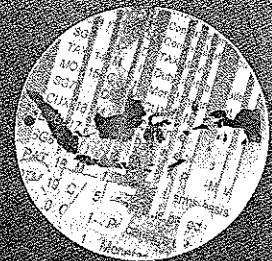


### EAN INDIA

C/o Indian Institute of Packaging  
E-2 MIDC, Andheri (E)  
BOMBAY 400093

Tel : 91 22 821 9803

Fax : 91 22 8375302



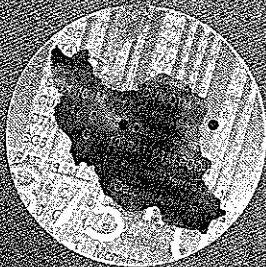
### EAN INDONESIA

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

Tel : 62.21.325.800

Fax : 62.21.310.3357





### EAN IRAN

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

Tel : 98.21.643.99.02-5  
Fax : 98.21.643.99.01

#### 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 1996 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

## • • • I R A N

**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



### EAN IRELAND

Confederation House  
84/86 Lower Baggot street  
DUBLIN 2

Tel : 353.1.605.15.34  
Fax : 353.1.660.17.17  
E-mail : ean.ireland@ibec.ie

## • • • I R E L A N D

**President** : Patrick MORONEY

**Company** : POWER SUPERMARKETS Ltd

**Chief Executive** : Thomas McCABE

**Executive Staff** : Brendan KERNAN - Technical Specialist

Maeve McBRIDE - Secretariat

Jennifer McSHANE - Secretariat

**Publication** : EAN Ireland News, 3/year

**Members** : 1,547

**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 pharmacists, 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 redrafted 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 bar coding 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 250 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.

## I S R A E L • • • • •

**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.

## I T A L Y • • • • •

**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

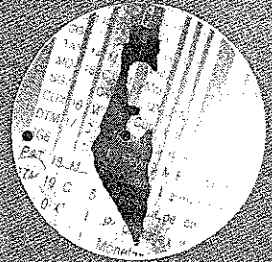
INDICOD continued the enhancement of EAN in the transport and health care sectors. The application of the EAN pallet label had a significant increase thanks to the continuous expansion of the ECR projects.

### 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.



### ISRAEL CODING ASSOCIATION - ICA

Industry House  
29 Hamered Street  
TEL-AVIV 61500

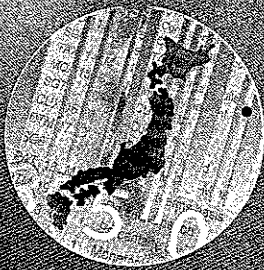
Tel: 972 3-519 88 39  
Fax: 972 3-516 20 82  
E-mail: food@industry.org.il



### INDICOD

Via Serbelloni 5  
20122 MILANO

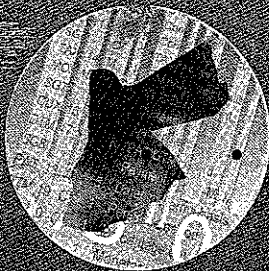
Tel: 39 2 795994  
Fax: 39 2 784373



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

3F Place Canada, 7-3-37  
Akasaka, Minato-ku  
TOKYO #107

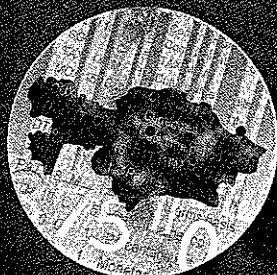
Tel : 81.3.5414.8506  
Fax : 81.3.5414.8514  
E-Mail : msato@dsri-dcc.or.jp



## EAN JORDAN

C/o JEDCO  
P.O. Box 7704  
AMMAN 11118

Tel : 962.6.603.507  
Fax : 962.6.684.568  
E-Mail : jedco@amra.nic.gov.jo



## EAN KAZAKHSTAN

## • • • J A P A N

**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

Mutsuo FUKADA - Assistant General Manager

Seiichi SAITO - Assistant General Manager

Hifumi SEKIKAWA - 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 organisations 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.

## • • • J O R D A N

**Chief Executive** : Mr Farouk HADIDI - Assistant Director General

## • • • K A Z A K H S T A N

**President** : Azat ABDRAKHMANOV

**Company** : STANDARDS

**Chief Executive** : Svetlana MELDIANOVA

**Executive Staff** : Abdрахman ADILKHANOV - Head of Technical Committee

Arsen ABDRAKHMANOV - Specialist

Kulanda BAIDOSOVA - Financial Manager



**Members :** 15  
**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.

**L A T V I A** • • • • •

**President :** Ivars KALVISHKIS  
**Company :** LAIMA Joint Stock Company  
**Chief Executive :** Liene SHAURINA - 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.

**L E B A N O N** • • • • •

**Chief Executive :** Robert DABBAS - President  
Salah A. RUSTUM - 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.

**L I T H U A N I A** • • • • •

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

**Members :** 263  
**Increase :** 143,53%  
**Manufacturer numbers :** 256

Baizakov Street 2  
48007 ALMATY

Tel : 7 3272 45 75 81

Fax : 7 3272 45 59 32

E-Mail : root@medstand.almaty.kz



**LATVIAN CHAMBER OF  
COMMERCE AND INDUSTRY  
BUREAU - EAN LATVIA**

21 Brivibas Blvd  
RIGA LV-1849

Tel : 371 7 33 32 27

Fax : 371 7 82 00 92

E-Mail : liene@sun.lcc.org.lv

Web Site :

<http://www.sun.lcc.org.lv>

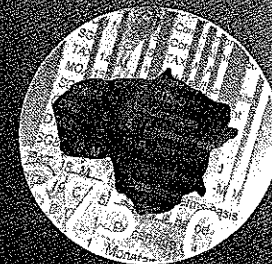


**EAN LEBANON**

Chamber of Commerce and  
Industry  
P.O. Box 11-1801 BEIRUT

Tel : 961 1 218 121

Fax : 961 1 218 120



**ASSOCIATION OF  
LITHUANIAN CHAMBERS OF  
COMMERCE, INDUSTRY &  
CRAFT - EAN LITHUANIA**

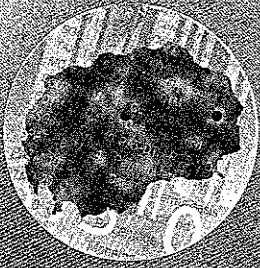
V. Kudirkos 18  
2600 VILNIUS

Tel : 370 2 61 45 32

Fax : 370 2 22 26 21

E-Mail : lppra@post.omnitel.net





**ECONOMIC CHAMBER OF  
MACEDONIA - EAN MAC**

Dimitrie Cupovski 13  
P.O. Box 324  
91000 SKOPJE

Tel : 389 91 11 80 88  
Fax : 389 91 11 62 10  
E-mail : [tc@ic.mchamber.org.mk](mailto:tc@ic.mchamber.org.mk)  
Web Site  
<http://www.mchamber.org.mk>

• • • F Y R M A C E D O N I A

**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



**MALAYSIAN ARTICLE  
NUMBERING COUNCIL  
MANC**

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

Tel : 60 3 293 12 44  
Fax : 60 3 293 26 81

• • • M A L A Y S I A

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

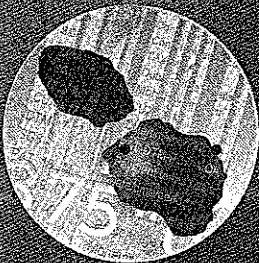
**Members** : 1,204  
**Increase** : 43.33%  
**Manufacturer numbers** : 1,198

**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.

**EDI**

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 EDIFACT 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.



**EAN MALTA**

5th Floor  
Development House  
St Anne's Street  
FLORIANA VLT 01

Tel : 356 222 074  
Fax : 356 240 702

• • • M A L T A

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

**Members** : 111  
**Increase** : 33.73%  
**Manufacturer numbers** : 111

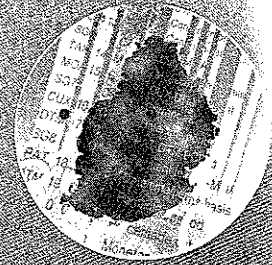
**Key achievements**

EAN MALTA changed its name (from MANA,) has continued to actively recruit members and has worked to establish the standards for variable measure retail units coding.

M A U R I T I U S • • • • •

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

**Members** : 142  
**Increase** : 26.79%  
**Manufacturer numbers** : 135



**EAN MAURITIUS**

3 Royal Street  
PORT-LOUIS

Tel : 230.208.3301  
Fax : 230.208.0076  
E-Mail : mcccpl@bow.intnet.mu  
Web Site :  
<http://www.g77in.org/muccchio.html>

M E X I C O • • • • •

**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 ARCOS - Marketing Director  
Julio Cesar MARTIN - 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.



**AMECOP A C**

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

Tel : 52 5 395 20 44  
Fax : 52 5 395 20 38  
E-Mail : amecop@iserve.net.mx



## EAN MOLDOVA

63 Kogalniceanu Str.  
MD-2009 KISHINEV

Tel : 373.2.24.16.69  
Fax : 373.2.24.16.69  
E-mail : mdean@cni.md



## EAN MAROC

11 Boulevard Emile ZOLA  
Appt 17  
20300 CASABLANCA

Tel : 212.2.44.73.50  
Fax : 212.2.44.73.31



## EAN NEDERLAND

Tournairestraat 3  
Postbox 90445  
1006 KK AMSTERDAM

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

## • • • M O L D O V A

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

**Members** : 133  
**Increase** : 291.18%  
**Manufacturer numbers** : 133

## • • • M O R O C C O

**President** : Saïd MOUDAFI  
**Company** : COFARMA Holding  
**Chief Executive** : Saïd MOUDAFI  
**Executive Staff** : Mohamed AOUAD - Executive Manager  
Wafaâ 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.

## • • • N E T H E R L A N D S

**President** : I.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 BLAAUW - Manager EDI  
Guido J. DONKERSLOOT - Manager EAN Code System  
Marianne VAN DER HEIDE - Manager Communications  
Hans HOOVELD - Manager Membership Administration & Internal Organisation  
Piet J. MUNSTERMAN - Market Development Manager  
**Publications** : Scanner, 4/year, EAN Support 3/year, EDI Support, 3/year

**Members** : 3,840  
**Increase** : 14.70%  
**Manufacturer numbers** : 3,651  
**Location numbers** : 22,615



### 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 88.1 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.

N E W   Z E A L A N D   .   .   .   .

**Chairman** : Paul DOLHEGUY  
**Chief Executive** : Barry HOUSTON  
**Executive Staff** : Pauline BODDINGTON - Manager Systems & Administration  
Alan CARLSEN - 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 AI'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 logistic 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.

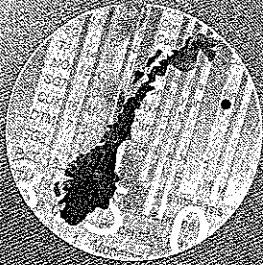


### EAN NEW ZEALAND

35-37 Victoria Str.  
P.O. Box 11-110  
WELLINGTON

Tel : 64 4 499 4838  
Fax : 64 4 499 4870  
E-mail : eannz@ean.co.nz





## EAN NORGE

Spireaveien 6  
Postbox 454  
Økern  
0513 OSLO

Tel : 47 22 97 13 20  
Fax : 47 22 65 56 21  
E-Mail : firmapost@ean-norge.telemax.no



## EAN PARAGUAY

Antequera 611  
1er piso  
ASUNCION

Tel : 595.21.44.2108  
Fax : 595.21.44.5490  
E-mail : eanpy@attmail.com

## N O R W A Y

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

**Members** : EAN NORGE has no individual members, but 4 user organisations  
**Manufacturer numbers** : 3,298  
**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/UCC128 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 2115 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.

## P A R A G U A Y

**President** : José Antonio BERGUES  
**Company** : TUBOPAR S.A.  
**Chief Executive** : Hugo Alberto MIGNACO  
**Executive Staff** : Andrea Marcia ALVAREZ DAUMAS - Technical Manager  
Wildo 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.

P E R U • • • • •

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

**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 Asociación Peruana De Codigos (APC) launched its EANCOM project EDI Peru. By the end of 1997 there were 15 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.



**ASOCIACION PERUANA DE CODIGOS - APC**

AV. Javier Prado Oeste  
2150 SAN ISIDRO  
LIMA

Tel : 51 1 22 11 000

Fax : 51 1 44 00 270

E-mail : [apc@amauta.rcp.net.pe](mailto:apc@amauta.rcp.net.pe)

P H I L I P P I N E S • • • • •

**President :** José A. ALBERT  
**Company :** PHIL. ASSOCIATION OF SUPERMARKETS Inc. PASI  
**Chief Executive :** Mito A. TATLONGHARI  
**Executive Staff :** Teresita D. AGUIRRE - Secretary  
Benneth E. BUENAOBRA - Technical Staff  
Cindy Y. VALENTON - Technical Staff  
Ritzel B. TUMULAK - 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.

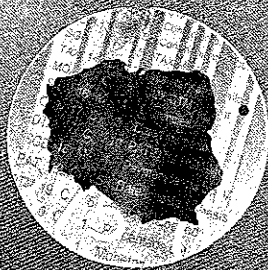


**PHILIPPINE ARTICLE NUMBERING COUNCIL - PANC**

#20 San Rafael St  
Bo. Kapitolyo  
PASIG CITY

Tel : 63-2-637-08-96

Fax : 63-2-631-46-31



## EAN POLAND

ul. Esikowskiego 6  
61-755 POZNAŃ

Tel : 48.61.527.681  
Fax : 48.61.526.376  
E-mail : ckk@ilim.poznan.pl  
Web Site :  
<http://www.ilim.poznan.pl>

## • • • P O L A N D

**President** : Grzegorz SZYSZKA  
**Company** : INSTITUTE OF LOGISTICS AND WAREHOUSING  
**Chief Executive** : Krzysztof PUCIATYCKI  
**Executive Staff** : Elzbieta HALAS - Deputy Manager  
Anna KOSMACZ-CHODOROWSKA - Public Relation Specialist  
Ewa IWICKA - EAN System Specialist  
**Publication** : Logistics, 4/year

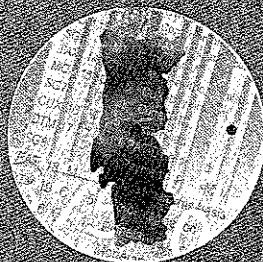
**Members** : 5,750  
**Increase** : 56.42%  
**Manufacturer numbers** : 5,750  
**Location numbers** : 6

### 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.



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

Rua Professor Fernando da  
Fonseca 16  
Escritorios II  
1600 LISBOA

Tel : 351.1.757.62.54  
Fax : 351.1.757.05.07  
E-mail :  
[codipor@codipor.mailpac.pt](mailto:codipor@codipor.mailpac.pt)

## • • • P O R T U G A L

**President** : Ernesto BECA MOREIRA  
**Company** : Companhia Portuguesa Hipermercados S.A.  
**Chief Executive** : Maria-Luiza CARREIRA  
**Executive Staff** : Humberto ESTRELA - EDI Manager  
**Publication** : CODINFORMA 4/year

**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 85% 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.



## R O M A N I A . . . . .

**President & Chief Executive** : Marcela IOSEP  
**Company** : GENICOD S.R.L.  
**Executive staff** : Iulian NITESCU - Technical Manager  
Leitlia 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 (IRS) - a governmental body and member of CEN.

**EDI**  
In January 1996 EAN Romania launched its ROMEANCOM project to promote both the creation of a service company supporting EANCOM and the general development of EDI in Romania. It is forecasted that there will be 20 users of EANCOM in Romania by the end of 1997. Currently discussions are taking place with the VAN suppliers in Romania, Romania Telecom Network Services (RTNS) and Logic Telecom, concerning the provision of EANCOM support services to the EAN Romania membership.

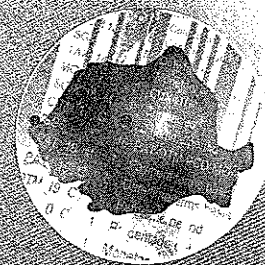
## R U S S I A N F E D E R A T I O N . . . . .

**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** : 1,374  
**Increase** : 94.89%  
**Manufacturer numbers** : 1,372

**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.



### EAN ROMANIA

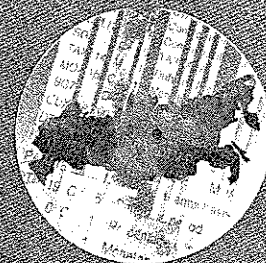
13 MEXIC Str. I-Str Wala  
71206 BUCHAREST

Tel : 40-1-212-13-02

Fax : 40-1-230-14-67

E-mail : ean@ean.ro

Web Site : <http://www.ean.ro>



### UNISCAN - EAN RUSSIA

PO. Box 10  
117415 MOSCOW

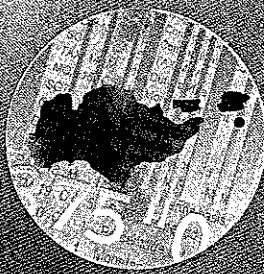
Tel : 7-095-432-49-26

Fax : 7-502-253-20-02

E-mail : ean@rinet.ru

Web Site : <http://www.spider.ru>





## SINGAPORE ARTICLE NUMBER COUNCIL - SANC

SMA House  
20 Orchard Road  
SINGAPORE 238830

Tel : 65.338.87.87  
Fax : 65.338.33.58  
E-mail :  
jin\_soon.fan@sanc.sfems.com



## EAN SLOVAKIA

Predmestska Ul. 1  
01001 ZILINA

Tel : 421.89.64.18.96  
Fax : 421.89.64.18.97  
E-Mail : info@ean.sk  
Web Site : <http://www.ean.sk>

## • • • S I N G A P O R E

**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.

## • • • S L O V A K I A

**President** : Anton GOGA  
**Company** : SSHR 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** : 48.39%  
**Manufacturer numbers** : 1,245  
**Location numbers** : 39

### Expansion of EAN

EAN SLOVAKIA had allocated EAN 13 numbers which are used for "food tickets" (luncheon 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 'Elektronická Výmena Udajov' which by the end of 1996 had 4 users with 50 users expected by the end of 1997.

## S L O V E N I A • • • • •

**President** : Cvetana RIJAVEC  
**Company** : FRUCTAL  
**Chief Executive** : Franc KOGOVSEK  
**Executive Staff** : Lili BAHORIC - Assistant Secretary  
**Publication** : EAN SLOVENIA, 3/year

**Members** : 2,212  
**Increase** : 25.82%  
**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 SSCC.

### Key achievements

SANA report 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 5 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 offices and created an EANCOM project called the Petrol User Group. By the end of 1996, there were 5 users of EANCOM in Slovenia with 15 users expected by the end of 1997.



## SLOVENIAN ARTICLE NUMBERING ASSOCIATION - SANA

WTC LJUBLJANA  
Dunajska 156  
1000 LJUBLJANA

Tel : 386 61 188 13 50  
Fax : 386 61 168 83 12  
E-Mail : kogovsek@hq.gzs.si

## S O U T H A F R I C A • • • • •

**Chairman** : S.U.M. MARTINENGO  
**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

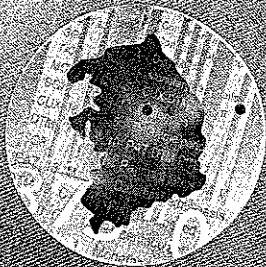
At the end of 1988 SAANA launched the SAANA EDI Standards using SAANA formats and the EDIFACT syntax. At the end of 1996 there were approximately 250 users with 300 expected by the end of 1997. The EANCOM manual was released by SAANA in April 1991 to be used for international trade. In 1995 SAANA was 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 AFRICAN NUMBERING ASSOCIATION - SAANA

P.O. Box 41417  
CRAIGHALL 2024

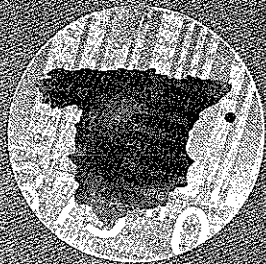
Tel : 27 11 447 61 10  
Fax : 27 11 447 41 59  
E-mail : saana@cis.co.za  
Web Site : <http://www.saana.co.za>



## EAN KOREA

6th Floor, Textile Center B/D  
944-31 Daechi-dong, Kangnam-  
ku  
SEOUL 135-713

Tel : 822.528.54.54  
Fax : 822.528.54.50



## ASOCIACION ESPANOLA DE CODIFICACION COMERCIAL - AECOC

Calle Mallorca 288  
08037 BARCELONA

Tel : 34.3.207.53.62  
Fax : 34.3.459.21.52  
E-mail : [info@sede.aecoc.es](mailto:info@sede.aecoc.es)  
Web Site : <http://www.aecoc.es>

## SOUTH KOREA

**President** : Ha Kim SANG  
**Company** : KOREA CHAMBER OF COMMERCE AND INDUSTRY  
**Chief Executive** : Jai-Ho HYUN  
**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, POS 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 400 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 84 - 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.

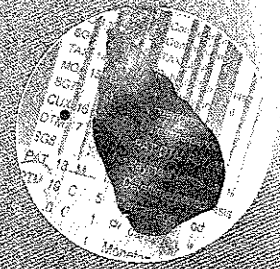
### EDI

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 1200 (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 TEDIS Concorde Project interconnecting the AECOM service with the ALLEGRO service in France.



# S R I L A N K A . . . . .

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



## EAN SRI LANKA

C/o the Ceylon Chamber of  
Commerce  
No. 50 Navam Mawatha  
COLOMBO

Tel: 94 1 421 745  
Fax: 94 1 449 352

# S W E D E N . . . . .

**Company :** ICA Handlarnas AB  
**Chief Executive :** Björn PASSAD - Managing Director  
**Executive Staff :** Bengt FRIGGEBÖ - Executive Manager  
Jeremy MORTON - EDI Executive  
Kristina FAGERLIN - 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 sites". 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.

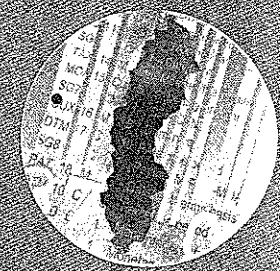
### Key achievements

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 DAKOM, which EAN Sweden also supported, ceased to be maintained. EAN Sweden works closely with EDI/EC projects in all areas of distribution. They also co-operate 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.

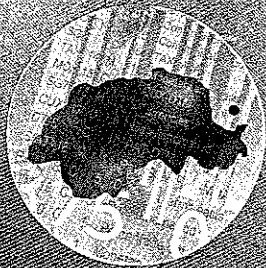
In 1996 EAN Sweden was selected by the Swedish government as the EDI advisor to develop an EDI project in the public procurement sector called "Single Face to Industry". The scope of this project is to specify a single interface for the public sector when dealing with goods and service suppliers using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



## EAN SWEDEN

Klarabergsviadukten 96  
S-106 13 STOCKHOLM

Tel: 46 86 98 30 40  
Fax: 46 86 98 30 49  
E-mail: info@ean.se  
Web Site: <http://www.ean.se>



## EAN (SWITZERLAND)

Güterstrasse 133  
CH - 4053 BASEL

Tel : 41.61.366.70.00 as  
of 06.06.97 : 41.61.338.70.00  
Fax : 41.61.366.70.99 as  
of 06.06.97 : 41.61.338.70.99  
E-mail : mail@ean.ch  
Web Site : <http://www.ean.ch>



## COMMERCIAL AUTOMATION AND NUMBERING INSTITUTE - CAN

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

Tel : 886.2.393.9145  
Fax : 886.2.391.3171  
E-mail : eanfw@can.org.tw  
Web Site : <http://www.can.org.tw>

## • • • S W I T Z E R L A N D & L I E C H T E N S T E I N

**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** : 36,000

### 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 Medidata, 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, pharmaceuticals and finance

## • • • T A I W A N

**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 TTEDIS project in late 1991 to develop national and international guidelines of EANCOM. The CAN EDI committee is split into 4 sub-committees which handle the translation of EANCOM into Chinese, legal issues and government policy, promotion and marketing, and planning and operation research. The committees are made up of representatives of all business sectors and some government officials. The increase in the numbers of users of EANCOM in Taiwan has been remarkable since 1995 with approximately 736 users of EANCOM registered at the end of 1996 with an estimated figure for 1997 of 1100 users.

## T H A I L A N D . . . . .

**President :** Chokchai AKSARANAN  
**Company :** CHAROENPOKAPAN GROUP  
**Chief Executive :** Phenphan TANTICHITIKIAT  
**Executive Staff :** Julavit LAIYANGKURN - Chief of Technical  
Rungthiwa KLAHANG - 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 to 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 1995 and reported 25 users by the end of 1996 with 60 expected by the end of 1997. The major objectives of this 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 manufactures in the country.

## T U N I S I A . . . . .

**President :** Hamda GRIRA  
**Company :** MAGASIN GENERAL  
**Chief Executive :** Néjl CHAABANE  
**Executive Staff :** Chadia KHEMISSI - 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, in the textile and electrical material sectors.

## T U R K E Y . . . . .

**President :** Fuat MIRAS  
**Company :** UC CET  
**Chief Executive :** Sefik TOKAT - Secretary General  
**Executive Staff :** Meftune EMIROGLU - Head of Trade and Industry Dept.  
Tugrul BELEN - Director of Trade and T.I.R. Dept.  
**Publication :** MMNM Haber Bülteni, 4/year

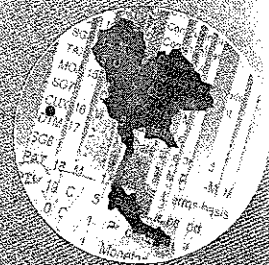
**Members :** 3,603  
**Increase :** 47.78%  
**Manufacturer numbers :** 3,603

### Expansion of EAN

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

### Key achievements

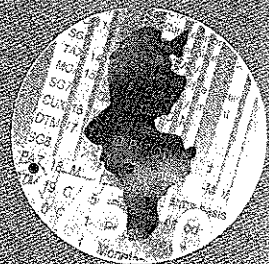
Standardisation of weighted products was achieved.



### THAI ARTICLE NUMBERING COUNCIL - TANC

Queen Sirikit National Convention  
Center 4th Fl. (Zone C)  
60 New Rachadapisek Rd.  
Klongtoey BANGKOK 10110

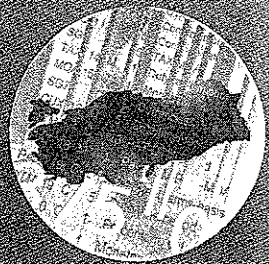
Tel : 66 2 229 42 55  
Fax : 66 2 229 49 39  
E-mail : [iem1@ksc9.th.com](mailto:iem1@ksc9.th.com)



### SOCIETE TUNISIENNE DE CODIFICATION - TUNICODE

24 Rue Jamal Abdel Nasser  
TUNIS 1000

Tel : 216 1 334 058  
Fax : 216 1 334 574

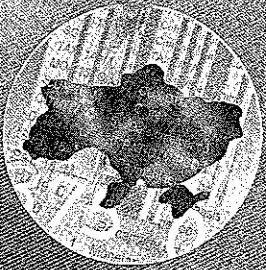


### THE UNION OF CHAMBERS OF COMMERCE, INDUSTRY, MARITIME COMMERCE AND COMMODITY EXCHANGES OF TURKEY - UC CET

Ataturk Bulvari No. 149  
06640 BAKANLIK LAR - ANKARA

Tel : 90 312 425 22 43  
Fax : 90 312 419 32 28  
E-mail : [ean@info.tobb.org.tr](mailto:ean@info.tobb.org.tr)  
Web Site : <http://www.tobb.org.tr>





**ARTICLE NUMBERING  
ASSOCIATION OF UKRAINE  
EAN UKRAINE**

26 Sichovih Stritsiv  
254053 KYIV

Tel : 380.44.216.07.34  
Fax : 380.44.216.00.32



**ARTICLE NUMBER  
ASSOCIATION (UK) Ltd**

11 Kingsway  
LONDON WC2B 6AR

Tel : 44.171.240.29.12  
Fax : 44.171.240.61.49  
E-Mail : [info@ana.org.uk](mailto:info@ana.org.uk)  
Web Site : <http://www.ana.org.uk>

• • • U K R A I N E

**President** : Georqui DZIS  
**Company** : Union of Economists of Ukraine  
**Chief Executive** : Igor SLIPETS - 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.

• • • U N I T E D K I N G D O M

**Chairman** : John WHEELER  
**Company** : BIRTHDAYS  
**Secretary General** : Andrew OSBORNE  
**Management Staff** : Philip JERRED - Operations Manager  
Kian TAVAKKOLI - Administration Manager  
Graham AVORY - External Relations Manager  
**Publications** : ANA News, 4/year - EDI News, 3/year - Technical Bulletin, 2/year

**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 (MRBIG - 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 results) with 600 users expected by the end of 1997. The ANA started developing the TRADACOMS standard on the basis of the TDI syntax in 1979. At the end of 1996 there were estimated to be 14500 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.

## U R U G U A Y . . . . .

**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.

## V E N E Z U E L A . . . . .

**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 VARGUILLAS - Marketing Manager  
Osmar OCHOA - Technical Coordinator  
Pilar RODRIGUEZ - Administration Manager  
**Publication** : EAN Revista, 4/year

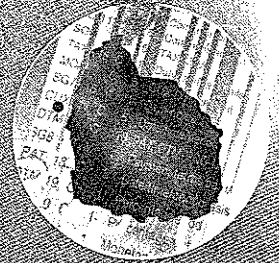
**Members** : 1,033  
**Increase** : 28.64%  
**Manufacturer numbers** : 231

### 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.



### EAN URUGUAY

Ag. German Barbato 1363/903  
11200 MONTEVIDEO

Tel : 598.2.983.534  
Fax : 598.2.931.382  
E-Mail : eanuru@adinet.com.uy



### EAN VENEZUELA

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

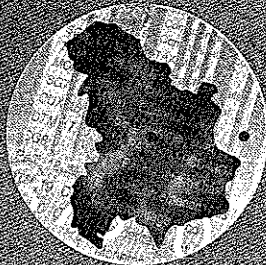
Tel : 58.2.263.09.09  
Fax : 58.2.263.01.73  
jmejia@argonaut.net



## EAN VIETNAM

C/o Vietnam Standards Institute  
Nghĩa do  
Tu Liem  
HANOI

Tel : 84.4.8361.463  
Fax : 84.4.8361.771



## YUGOSLAV ARTICLE NUMBERING ASSOCIATION YANA

Terazije 23  
11000 BEOGRAD

Tel : 381.11.324.8392  
Fax : 381.11.324.8754

## V I E T N A M

**President** : NGUYEN Thi Anh Nhan  
**Company** : South-East Asia Brewery Ltd.  
**Chief Executive** : LE Van Thieu - Secretary General  
**Executive Staff**: LE Doan Thao - Director of EAN-VN's Central Office  
LUU Thi Kim Thanh - Deputy Director of EAN-VN's Central Office  
PHAM Ba Cuu - Deputy Director of EAN-VN's Central Office  
**Publication** : EAN-NEWS, 2/year

**Members** : 152  
**Increase** : 130.30%  
**Manufacturer numbers** : 146

### Key achievements

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

## Y U G O S L A V I A

**President of the Assembly** : Predrag DIMITRIJEVIC  
**Company** : NEVENA, Leskovac  
**President of the Board** : Milovan FILIPOVIC  
**Company** : JUGOTRADE, Beograd  
**Chief Executive** : Bozidar MITIC - Secretary  
**Executive Staff** : Svetislav JOVANOVIC - Business Organiser  
Branislava MITIC - Researcher  
**Publication** : YANA - INFO, 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 per Numbering Organisation 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.



NUMBER OF MEMBER COMPANIES

NUMBER OF SCANNING STORES

COUNTRIES/ ECONOMIC REGIONS	Manufact.	Distrib.	Others	Tot 96	Tot 95	GROWTH	
Armenia	9	1		10	0	N.A.p.	N.A.v.
Austria	3,087	517	301	3,905	3,791	3.01%	13,763
Belgium	2,646	497		3,143	2,843	10.55%	N.A.v.
Bosnia Herzegovina (3)				41	35	N.A.p.	N.A.v.
Bulgaria	272	11	10	293	214	36.92%	14
Croatia	616	94	143	853	521	63.72%	N.A.v.
Cyprus	591	156		747	721	3.61%	120
Czech Rep	2,331	11	74	2,416	1,847	30.81%	2,000
Denmark (1)				3,660	3,402	7.58%	N.A.v.
Estonia	221	16	8	245	153	60.13%	150
Finland (1)				3,343	3,008	11.14%	3,700
France	20,227	905	160	21,292	18,200	16.99%	N.A.v.
Georgia	29			29	0	N.A.p.	N.A.v.
Germany	19,214	52,938	777	72,929	56,063	30.08%	18,000
Greece	1,812	48	9	1,869	1,564	19.50%	250
Hungary	1,948	12		1,960	1,740	12.64%	5,000
Iceland				525	438	19.85%	N.A.v.
Ireland	1,159	317	71	1,547	1,425	8.56%	351
Israel				2,602	2,164	20.24%	605
Italy	18,940	50	39	19,029	17,510	8.68%	6,000
Kazakhstan	13	1	1	15	0	N.A.p.	N.A.v.
Latvia	140	2	3	145	70	107.14%	75
Lithuania	253	3	7	263	108	143.52%	32
FYR Macedonia	134	12	6	152	95	60.00%	10
Malta	100	11		111	83	33.73%	6
Moldova	130		3	133	34	291.18%	N.A.v.
Netherlands	3,270	380	190	3,840	3,348	14.70%	7,500
Norway (1)				3,298	2,928	12.64%	3,660
Poland	3,932	510	1,308	5,750	3,676	56.42%	1,189
Portugal	2,751	423	185	3,359	2,981	12.68%	4,650
Romania	161	13	1	175	59	196.61%	60
Russia	1,262	20	92	1,374	705	94.89%	123
Slovakia	1,240	1	4	1,245	839	18.39%	N.A.v.
Slovenia	1,394	597	221	2,212	1,758	25.82%	N.A.v.
Spain	10,656	438	204	11,298	10,293	9.76%	17,867
Sweden (1)				4,241	3,865	9.73%	6,000
Switzerland	1,437	550	120	2,107	1,900	10.89%	2,702
Turkey	2,149	127	1,327	3,603	2,438	47.79%	512
Ukraine	384	3		387	88	339.77%	45
United Kingdom	11,836	353	841	13,030	11,980	8.76%	27,000
Yugoslavia	1,052	158	35	1,245	975	27.69%	181
<b>Total Europe</b>				<b>198,421</b>	<b>163,862</b>		
Australia	6,670	94	2,357	9,121	8,039	13.46%	12,000
China	25,533	1,518	71	27,122	20,294	33.65%	860
Hong Kong	1,021	681	83	1,785	1,502	18.84%	1,391
India	44		5	49	14	250.00%	55
Indonesia	309	51	18	378	99	281.82%	178
Iran	590	40	10	640	0	N.A.p.	25
Japan	59,700	22,500	5,400	87,600	81,993	6.84%	234,000
Jordan				0	0	N.A.p.	N.A.v.
Lebanon	57	2	1	60	0	N.A.p.	125
Malaysia	900	301	3	1,204	840	43.33%	100
New Zealand	3,176	34	66	3,276	3,138	4.40%	1,797
Philippines	511	109	111	731	543	34.62%	88
Singapore	735	327	29	1,091	997	9.43%	315
South Korea	4,809	17	42	4,868	3,349	45.36%	10,924
Sri Lanka (3)				12	10	N.A.p.	N.A.v.
Taiwan	3,540	3,043	431	7,014	5,685	23.38%	4,097
Thailand	1,343	366	93	1,802	1,157	55.75%	79
Vietnam	146	5	1	152	66	130.30%	9
<b>Total Asia Pacific</b>				<b>146,905</b>	<b>127,660</b>		
Argentina	10,465	60	15	10,540	8,649	21.86%	N.A.v.
Bolivia	83	3	4	90	63	42.86%	20
Brazil	19,314	656	530	20,500	13,535	51.46%	2,165
Centr. America (2)	2,303	438	150	2,891	2,242	28.95%	N.A.v.
Chile	3,447	38	32	3,517	3,065	14.75%	N.A.v.
Colombia	6,276	78	105	6,459	5,545	16.48%	162
Cuba	115	1		116	83	39.76%	1,203
Dominican Republic	251	9	16	276	85	224.71%	6
Ecuador	1,448	7	31	1,486	1,229	20.91%	260
Mexico	9,315	1,331	444	11,090	9,826	12.86%	1,725
Paraguay	192	23	22	237	66	25.09%	37
Peru	1,068	10	30	1,108	821	34.96%	65
Uruguay	519	10	9	538	398	35.18%	50
Venezuela	992	12	29	1,033	803	28.64%	103
<b>Total Americas</b>				<b>59,881</b>	<b>46,410</b>		
Algeria				30	30	N.A.p.	N.A.v.
Egypt	24			24	0	N.A.p.	N.A.v.
Mauritius	135		7	142	112	26.79%	15
Morocco	102	3		105	69	52.17%	12
South Africa	5,459	74	97	5,630	4,918	14.48%	3,351
Tunisia	752		3	755	545	38.53%	7
<b>Total Africa</b>				<b>6,666</b>	<b>5,674</b>		
<b>TOTAL LEAN</b>				<b>411,893</b>	<b>343,606</b>	<b>19.87%</b>	
<b>US &amp; Canada (UCC) (4)</b>				<b>176,000</b>	<b>157,000</b>	<b>12.10%</b>	
<b>TOTAL</b>				<b>592,693</b>	<b>536,606</b>	<b>17.44%</b>	

EUROPE

ASIA PACIFIC

AMERICAS

AFRICA

(1) The members of the Scandinavian countries are organisations only. (2) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras. (3) Estimated. (4) Revised figures.

COUNTRIES/ ECONOMIC REGIONS	Tot 95	Tot 96	Estimate for 1997				
Armenia		10	25				
Austria	6,280	6,597	6,800	Health care	ECR		
Belgium & Lux	2,980	3,300	3,700	Health care	Service Providers	Newspapers	Building Industry
Bosnia-Herzegovina (1)	27	35	50				
Bulgaria	214	293	350				
Croatia	521	853	1,800	Transport	Textile	Saw Mills	Wood
Cyprus	721	747	800				
Czech Rep	1,845	2,450	2,800	Food tickets	Newspapers	Magazines	Distribution
Denmark	3,905	4,303	4,800	Plastic	Construction	D.I.Y.	Finance/Shoe/Transport
Estonia	153	245	280	Printing	Publishing	Pulp & Paper	Electric equipment
Finland	3,008	3,343	3,800				
France	35,000	36,900	38,600	Building materials	Furniture	Household Products	Catering
Georgia		29	60	Food production	Pharmaceutical		
Germany	18,663	29,538	31,500	Health Care	Computer ware	Cable Industry	
Greece	1,700	2,070	2,350				
Hungary	1,740	1,960	2,200	Hardware	DIY	Publishing	Pharmaceutical
Iceland	458	510	550	Flowers	Hospitals	Health care	Packaging
Ireland	1,357	1,476	1,608	Health care	Pharmacists	Tourism	
Israel	3,564	4,228	4,678	DIY	Software		
Italy	17,510	19,029	20,000				
Kazakhstan(1)		16	30	Health care	Pharmaceutical	University	Baggage handling
Latvia	77	149	240				
Lithuania	103	256	340				
FYR Macedonia	95	146	200	Pharmaceutical	Video cassettes		
Malta	70	111	130	Apparel	Telephone cards		
Moldova	39	133	300	Chemicals	Perfumery	Wood	
Netherlands	2,890	3,651	4,250	Packaging	Fish industry	Services	
Norway	2,928	3,298	3,600	Building	Kiosks	Transport	
Poland	4,269	5,750	8,250	Textile	Publishing		
Portugal	3,257	3,343	3,650	Textile	Shoe	Electrical	Building
Romania	55	175	235	Health care	Office accessories	Toys	Pet food and accessories
Russian Federation	607	1,372	2,000				
Slovakia	839	1,245	1,500	Steel Industry			
Slovenia	1,720	2,209	2,600				
Spain	10,144	11,179	11,900	Sports	Health care	DIY	
Sweden	4,145	5,848	6,200	Public procurement	Office/books	Construction	
Switzerland	2,014	2,271	2,500				
Turkey	2,438	3,603	4,200				
Ukraine	88	387	950				
United Kingdom	13,328	14,419	15,500	Health Care	Transport	Chemical	
Yugoslavia	987	1,237	1,650				
Australia	10,500	14,640	16,836	Pharmaceutical	Health care	Government	Brewing
China	20,294	27,122	33,122				
Hong Kong	1,949	2,383	2,883	Food and Grocery	Health care	Apparel	Textile
India	14	49	100				
Indonesia	99	378	600	Electronic	Pharmaceutical	Cosmetics	
Iran		640	2,000				
Japan	81,993	87,800	92,000	DIY	Apparel	Computer software	
Jordan (1)			25				
Lebanon		27	160	Music Top charts			
Malaysia	915	1,198	1,600	Pharmaceutical	Health Care	Transport	
New Zealand	3,158	5,410	5,860	Clothing	Electrical	Automotive	
Philippines	543	731	950	Music	Packaging	Books	
Singapore	997	1,091	1,191	Textile	Health care	Records and discs	
South Korea	3,303	4,826	6,000				
Sri Lanka (1)	10	20	30	Pharmaceutical	Stationery	Publications	
Taiwan	5,685	7,014	8,500	Health care	Electronics	Textiles	
Thailand	1,200	1,835	2,500				
Vietnam	61	146	300				
Argentina	8,574	10,465	12,000	Textile	Hardware	Mediches	Household appliances
Bolivia	63	90	160				
Brazil	13,006	21,063	27,000	Auto parts	Electronics	Health care	Pulp and Paper
Central America (2)	211	2,951	4,083	Textile	Public Services	Health care	Supermarkets
Chile	2,995	3,369	3,875	Textile & Fashion	Home Products	Raw materials	
Colombia	5,457	6,354	7,400	Health care	Social Security	Finance	
Cuba	78	115	120	Toys	Pharmaceutical		
Dominican Republic	68	276	500	Packaging	Textile	Publishing	
Ecuador	739	843	1,000	Textile	Garment	Pharmaceutical	Household Products
Mexico	10,038	11,579	13,350	Telecommunications	Merchandise	Apparel	
Paraguay	66	237	300	Pharmacies	Collition	Billing of services	
Peru	821	1,108	2,000				
Uruguay	389	551	700	Textile	Groceries	Books	Publications
Venezuela	761	992	1,232	Footwear	Textile		
Algeria (1)	30	45	60				
Egypt		24	200	Health care	Pharmaceutical		
Mauritius	104	135	160				
Morocco	60	97	140				
South Africa	4,818	5,630	6,300				
Tunisia	545	755	975	Transport	Construction	Automotive	Music
<b>TOTAL E.E.A.N.</b>	<b>329,283</b>	<b>400,702</b>	<b>453,078</b>				
<b>U.C.C. (3)</b>	<b>159,914</b>	<b>179,060</b>	<b>199,000</b>				
<b>TOTAL</b>	<b>489,197</b>	<b>579,762</b>	<b>652,078</b>				

EUROPE

ASIA PACIFIC

AMERICAS

AFRICA

(1) Estimated (2) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras (3) Revised figures

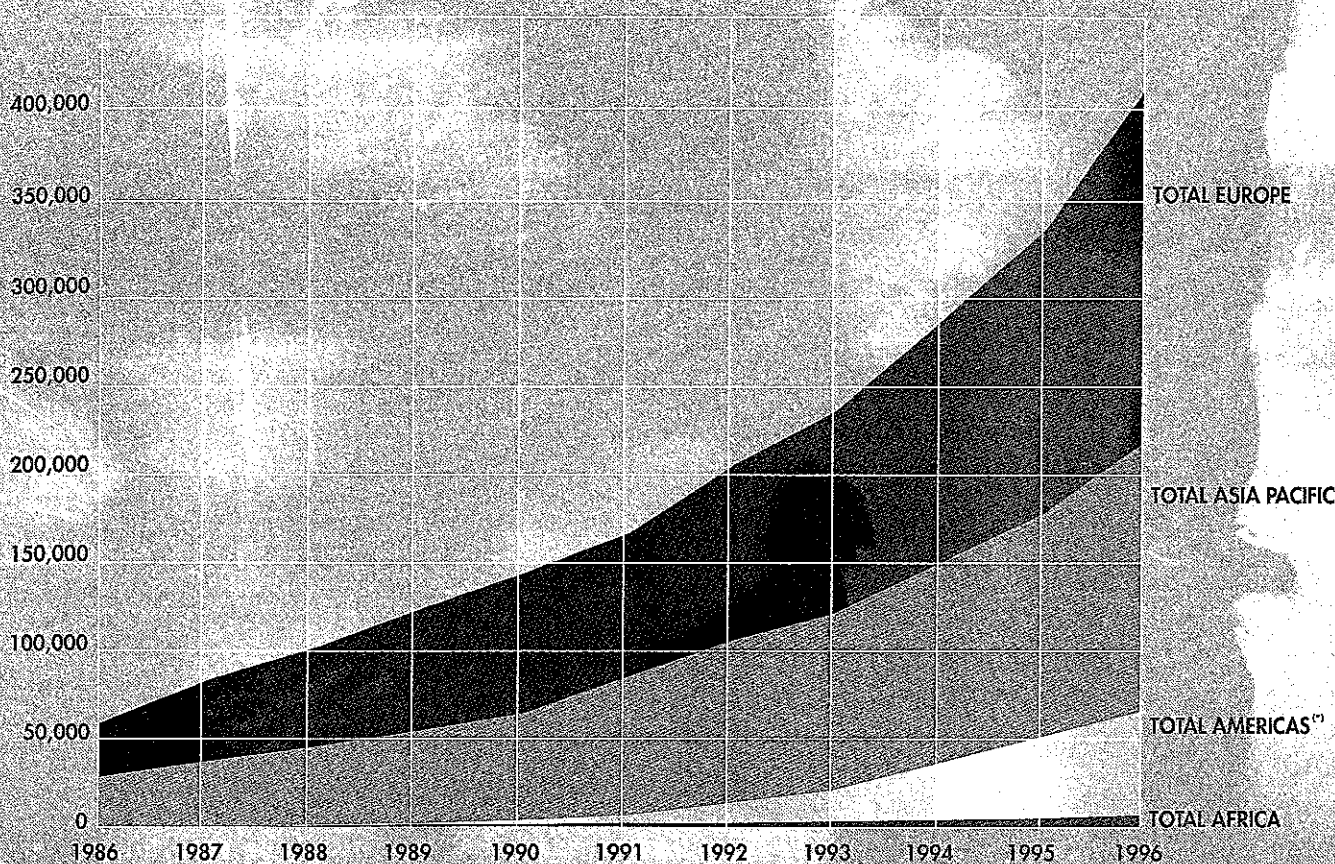


Name of Project	Growth 1996 %				Estimate 1997	Name of Project	Growth 1996 %				Estimate 1997
	1994	1995	1996	1997			1994	1995	1996	1997	
ARGENTINA - CODIGO						EANCOM ARGENTINA	23	38	72	89%	150
AUSTRALIA - EAN AUSTRALIA	6000	6500	7000	7000	7000	EANCOM					
AUSTRIA - EAN AUSTRIA	1600	2000	2100	2200	2200	EANCOM	70	100	180	80%	900
BELGIUM / LUXEMBOURG - EAN BELGIUM & LUXEMBOURG	176	100	50	25	25	EANCOM	180	280	440	76%	540
BRAZIL - EAN BRAZIL						EANCOM	30	135	450	233%	580
CENTRAL AMERICA - ICCCC (COSTA RICA)						UN/EDIFACT			14		35
CENTRAL AMERICA - ICCCC (EL SALVADOR)						COMMERCIAL EDI			12		35
CENTRAL AMERICA - ICCCC (GUATEMALA)						COMMERCIAL EDI					6
CHILE - EAN CHILE						EANCOM	130	130	150	0%	130
CHINA - ANCC						EANCOM					50
COLOMBIA - IAC						EDIFACT / EANCOM	20	70	180	157%	300
DENMARK - EAN DENMARK	700	750	800	900	900	HANCOM	400	500	600	20%	80
FINLAND - EAN FINLAND	2000	3500	4000	4000	4000	EANCOM	300	500	3000	500%	5000
FRANCE - GENCOD	395	430	450	480	480	EANCOM	120	230	700	214%	1000
GERMANY - CCG	226	266	275	360	360	EANCOM					
MADAKOM	245	260	273	290	290	EANCOM					
GREECE - HELICAN S.A.						EANCOM	80	50	50	0%	80
HONG KONG - HIKANA						EZ TRADE	8	31	173	466%	400
IRELAND - EAN ICELAND						EANCOM / SED	40	60	140	133%	200
IRELAND - ANA						EANCOM	190	260	220	10%	250
ITALY - INDICOD						EDICOMM	180	150	300	100%	400
JAPAN - DCC						EANCOM DEVELOPMENT PRO	10	40	40	300%	60
MEXICO - AVIEGOP						EANCOM KOREA	87	393	400	1%	560
NETHERLAND - EAN NEDERLAND											
NORWAY - EAN NORGE	50	400	2500	3500	3500	EANCOM	1200	1500	1700	13%	1900
PERU - APC						EANCOM NORSK	61	104	130	25%	164
PHILIPPINES - PANC						EDI PERU			15		50
PORTUGAL - CODIPOR						EANCOM			12		30
SINGAPORE - SANC	120	120		500	500	EANCOM	20	180	185	85%	450
SLOVAKIA - EAN SLOVAKIA						EDI FOR SMALL RETAILERS	28	30	30	0%	50
SLOVENIA - EAN SLOVENIA						EDIFACT			4		50
SOUTH AFRICA - SAANA	150	200	250	300	300	PETROL USER GROUP			5		15
SOUTH KOREA - EAN KOREA											
SPAIN - AECOC	460	653	927	1200	1200	AECOM/EANCOM	5	34	95	179%	900
SWEDEN - EAN SVERIGE						EANCOM / EDIT	700	1500	2000	33%	3000
SWITZERLAND - EAN SCHWEIZ						EANCOM - CH	180	200	250	25%	280
CHINESE TAIWAN - CAN						EANCOM / TEDI	60	756	736	0%	736
THAILAND - TANC						EANCOM			23		60
UNITED KINGDOM - ANA	12000	14000	14500	14800	14800	EANCOM	100	200	400	100%	600
UK - EDIFACT	450	500	550	600	600						
URUGUAY - EAN URUGUAY						EANCOM			9		25
VENEZUELA - EAN VENEZUELA						EDI VENEZUELA		15	15	0%	30
YUGOSLAVIA - YANA						EANCOM	0	4	6	50%	20

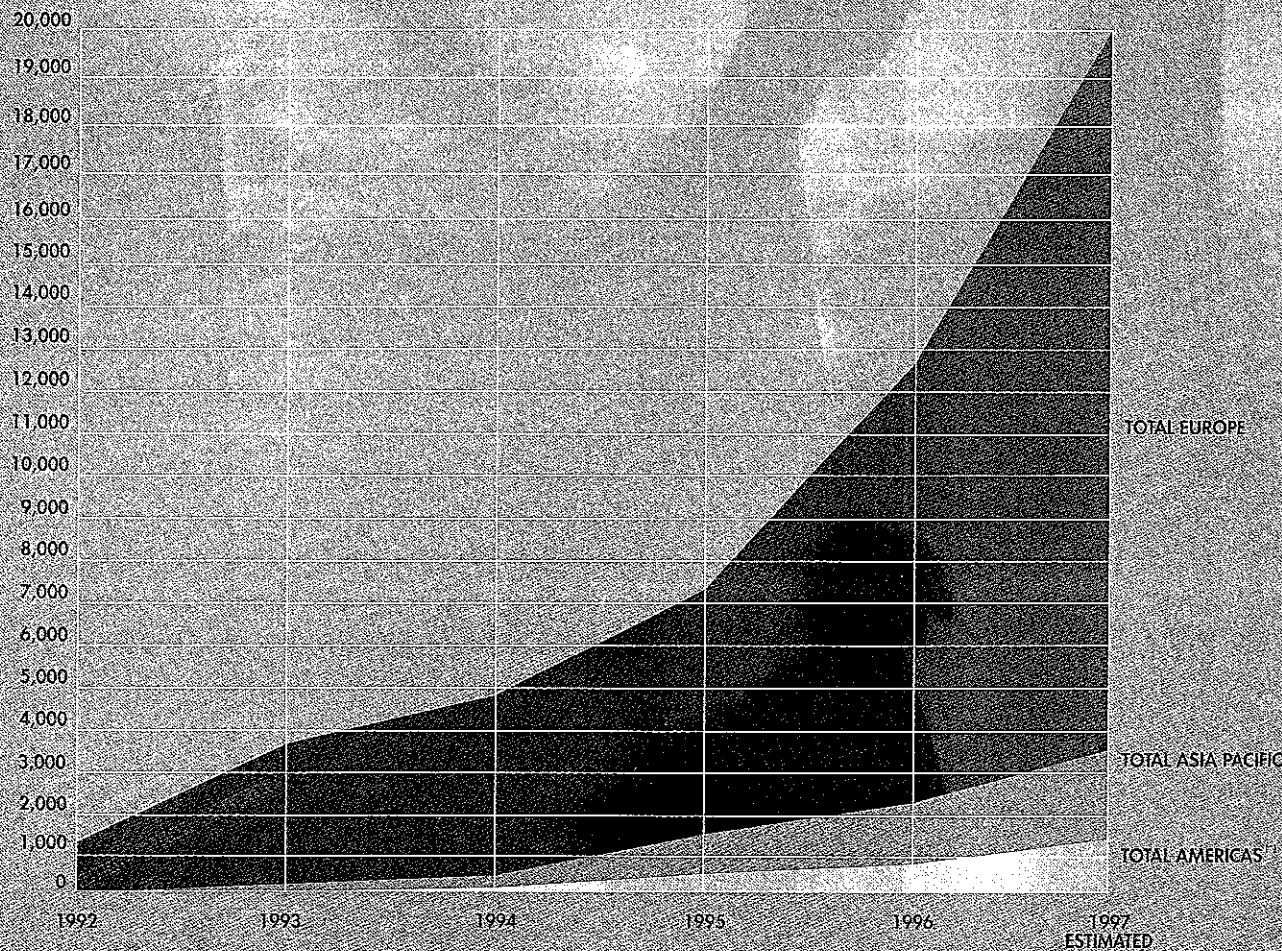
TOTAL NUMBER OF USERS	26588	31990	36210	38820	4013	7305	12750	20047
			13%				75%	



## EAN MEMBERSHIP



## EANCOM USERS



(\*) Americas except Canada & U.S.A.





INTERNATIONAL

**EAN International**

145, Rue Royale, B-1000 Brussels, Belgium.

Tel. : + 32 2 227 10 20. Fax + 32 2 227 10 21

e-mail : [info@ean.be](mailto:info@ean.be)

WWW : <http://www.ean.be>