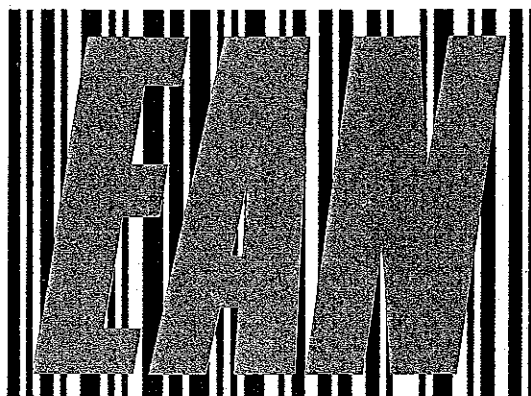


INTERNATIONAL ARTICLE NUMBERING ASSOCIATION E.A.N.



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# ANNUAL REPORT 1987

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RUE DES COLONIES, 54, KOLONIËNSTRAAT  
BRUXELLES 1000 BRUSSEL - TEL. (02) 218.76.74

INTERNATIONAL ARTICLE NUMBERING ASSOCIATION E.A.N.



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## TABLE OF CONTENTS :

INTRODUCTION

GENERAL ASSEMBLY

EXECUTIVE COMMITTEE

SUB-COMMITTEES OF THE EXECUTIVE COMMITTEE :

- \* General Purposes & Finance Sub-Committee
- \* Technical Sub-Committee

WORKING PARTIES :

- \* Communications
- \* Regional Working Parties :
  - Asia/Pacific Working Party
  - European Working Party
  - Central and South-American Working Party

ESTAC

SECRETARIAT

LIAISON WITH UCC

CONTACTS WITH THIRD PARTIES - PUBLICATIONS

DIRECT ALLOCATION OF MANUFACTURER NUMBERS

APPENDIX : SYNOPSIS OF THE ACTIVITIES IN 1987 IN THE EAN MEMBER COUNTRIES

EAN STATISTICS AS PER 31 DECEMBER 1987 :

- \* Membership with the EAN Numbering Organizations
- \* EAN scanning
- \* Symbol-marking

## INTRODUCTION

" When twelve European countries created the EAN Association ten years ago they did not realize at that point how fast and exciting EAN developments would be. The initial objective defined by EAN was to provide a unique and unambiguous article numbering system (and the representation of these numbers in barcode form) in order to facilitate the check-out operation in grocery stores. Today, it is recognized by the majority of sectors of trade and industry that only EAN (and its North-American equivalent UPC) can provide a generally applicable, fully international product identification standard. Use of EAN is spreading rapidly to general merchandise retailers and to despatch units which do not appear at retail level. Several industry sectors have started industrial uses of EAN and many other are considering such uses. The system and standards developed by EAN have cut administrative costs and generated a wealth of management information for companies all over the world. This has been achieved through the spirit of cooperation and plenty of good business sense contributed by forward looking manufacturers, wholesalers and retailers.

In a first stage, efforts were mainly dedicated to the implementation of scanning in the retail trade. EAN coding and scanning now serve as a departure point in many other commercial applications. To lay down the standards and guidelines for these new developments and coordinate them on an international level will be the major task in EAN's second decade.

EAN feels confident in the future and all of those running the EAN Association are well prepared to face the new challenges, to continue to promote the interests of industry, trade and consumers."

Albert HEIJN - President of EAN  
10th anniversary issue of the "EAN Newsletter".

In 1987, EAN's major message was that the spreading of the EAN system should not be restricted by artificial barriers. No company works in isolation. Standard article numbering and standard communications provide the basis on which all sectors' coding and communications needs can rest. The EAN system makes it possible to identify items in the widest sense including non-saleable items and items which have no physical existence (for example services), provided that the items so identified can be pre-defined and have a continuous existence. The greater the spread of standardization the greater are the savings that can be made.

Thanks to its current proceedings on the identification of additional information, EAN will provide new opportunities to many sectors of trade and industry to apply the common standards.

With the German Democratic Republic and Venezuela joining EAN at the end of the year, the International Association now spans 37 countries : 35 as fully affiliated organizations and 2 through links with neighbouring countries. In total, more than 87,000 companies participate in the EAN system through the network of the EAN Numbering Organizations. By the end of the year, approx. 32,000 stores in EAN countries were using scanning at the point of sale, which means an increase of more than 100 % during the year.

A synopsis of the year's activities in each member country and the EAN statistics per 31 December 1987 are given in the appendix.

## GENERAL ASSEMBLY

The Annual General Meeting of EAN was held in Amsterdam on 5 June 1987 under the chairmanship of Mr. A. HEIJN.

The General Assembly approved the annual report 1986 and the accounts 1985/1986 as well as the budget and fees for 1986/1987. The Assembly was informed of the activities of the Executive Committee, of the implementation of the system in member countries and of the cooperation between EAN and UCC.

Messrs. A. HEIJN and J. COLLIN were unanimously re-elected as President and Vice-President of EAN.

Part of the EAN General Meeting was devoted to the discussion and approval of the new organizational structure of EAN. The main decisions were :

- Confirmation of the Internal Regulation for the activity of the Technical Sub-Committee
- Confirmation of the Internal Regulation for the activity of the General Purposes & Finance Sub-Committee and election of the members of this Sub-Committee.
- Approval of the "Role and responsibilities of the Secretary General, the tasks and organization of the General Secretariat".
- The Coordinating Committee, which was set up in May 1984 to assist the permanent staff members of the Secretariat, was disbanded.

The Singapore Article Numbering Council was unanimously admitted to EAN membership.

The General Assembly was informed of the main topics dealt with by the Technical Sub-Committee. The Sub-Committee was asked to grant high priority to the coding of very small products and to supplementary encodings. The General Assembly conferred its decision power on both subjects to the Executive Committee. The Technical Sub-Committee submitted revisions to the EAN despatch units specifications and new EAN-8 rules and guidelines, which were approved by the General Assembly.

The Regional Working Parties and the Working Party "Communications" presented their progress reports.

A new step in the EAN/UCC cooperation was made by the approval of the EAN/UCC alliance programme. By this programme, manufacturers in EAN member countries who need a UPC-manufacturer number for export to North-America will obtain this number and their UPC manuals through their local EAN Numbering Organization. Each Numbering Organization was given the option to participate in the alliance programme or not.

A last important subject of discussion was the role of EAN in DPP (Direct Product Profitability). The General Assembly decided to appoint an ad-hoc study group in order to discuss the principles and consequences of EAN playing an active role in DPP.

For EAN, this General Meeting was also the occasion to celebrate its 10th anniversary and the 10 years of unbroken Presidency of Mr. A. HEIJN. On this occasion Mr. A. HEIJN was granted the Belgian honorary title of "Commandeur dans l'Ordre de Léopold II".

Apart from this Ordinary General Meeting, the postal vote procedure was used in September 1987 to vote on the application of the "Chamber of Foreign Trade" of the DDR and "CIP" (Asociacion para la Codificacion Internacional de Productos) in Venezuela. Thanks to the unanimous vote of the General Assembly members, the organizations of the German Democratic Republic and Venezuela can benefit from EAN membership from early 1988 onwards.

## EXECUTIVE COMMITTEE

The Executive Committee met three times :

- \* In Lisbon on 27 March 1987
- \* In Helsinki on 11 September 1987
- \* In Brussels on 4 December 1987.

As in previous years, one of the main tasks of the Executive Committee were to examine the reports of the Sub-Committees and of the Working Parties and to propose guidelines based on their conclusions.

The following issues were also dealt with by the Executive Committee in the course of 1987 :

- Preparation of all matters for submission to the General Assembly
- Examination of applications for EAN membership and allocation of prefixes to new member countries.
- Reports on contacts with potential member countries.
- Review of the EAN despatch units specifications : The Technical Sub-Committee recommended that a number of flexibilities be included in the symbol location guidelines and in the symbol height specifications. These proposals were agreed to and passed on to the General Assembly for final approval.

- The final version of the "EAN coupon specifications and guidelines" was approved.
- EAN/UCC alliance programme : the Executive Committee elaborated on the advantages and disadvantages of this proposal and finalized the alliance document before it was submitted to the General Assembly.
- EAN and DPP : The Executive Committee confirmed that EAN has an important part to play in the international coordination of DPP developments. For this purpose, EAN will create a Working Party composed of DPP experts which will represent the interests of manufacturers and distributors at parity. In addition, EAN will coordinate its proceedings with those conducted by the CIES.
- The Executive Committee approved the "Communications standards design checklist" submitted by the Working Party "Communications". The aim of this document is to let Numbering Organizations that wish to produce national communication standards, benefit from the experience of more advanced Numbering Organizations.
- EAN Presidency and Vice-Presidency : The Executive Committee examined the conditions to be met for the nomination and election of future Presidents and Vice-Presidents.
- Official Languages : Following the request put forward by the Spanish delegation to add Spanish as an official language of EAN, the Executive Committee discussed the subject of "official languages" at length. While members considered receiving documents in English only acceptable, more divergent opinions were expressed with regard to the need for simultaneous translation at future EAN meetings.
- The Executive Committee agreed that the "Code 128 test/verification programme" (i.e. the test programme for supplementary encodings) should be a common EAN/UCC programme, as far as the technical and financial contribution is concerned.

## SUB-COMMITTEES OF THE EXECUTIVE COMMITTEE

### \* GENERAL PURPOSES & FINANCE SUB-COMMITTEE

Membership : Messrs. A. HEIJN - President of EAN  
J. COLLIN - Vice-President of EAN  
K. HAGEN  
J. OLSEN

The General Purposes & Finance Sub-Committee started its proceedings in January 1987 with the following principal objectives :

- To advise the Executive Committee on financial matters.
- To review the performances of the General Secretariat.
- To advise the General Secretary on the preparation of input to the Executive Committee meetings on non-technical matters.

The General Purposes & Finance Sub-Committee met 4 times in 1987.

Apart from the financial issues, the Sub-Committee dealt more specifically with the following items :

- Task and functioning of the General Secretariat
- Hiring of a technical executive at the Secretariat
- Consultancy contracts
- EAN presidency and vice-presidency.
- Official languages of EAN
- Role of EAN in DPP.

### \* TECHNICAL SUB-COMMITTEE

Membership : Messrs. E. BOONET - Chairman  
M. LAPLANE - Vice-Chairman  
Mrs. T. ANGUE (GENCOD)  
Messrs. M. BABBI (INDICOD)  
B.C. ENGBERG (CCG)  
G. IZARD (AECOC)  
A.T. OSBORNE (ANA-UK)  
B. PASSAD (EAN-Sweden)  
R.M. PEARCEY (SAANA)  
G. VISZKEI (HCC)  
A. HUSI (Consultant)  
G. MERCIER (Consultant)  
H. JUCKETT (UCC)

The Technical Sub-Committee started its proceedings in February 1987 and met five times during the year. The main tasks of the Technical Sub-Committee are :

- To deal with all matters in the technical domain, which need detailed investigations or studies, submitted by the Executive Committee or via the General Secretary.
- The elaboration of technically feasible solutions regarding the applications of the UPC/EAN system and its extension into new domains.
- Preparation of all matters going to ESTAC.
- Advice or recommendations to the Executive Committee in technical matters.

During 1987, the proceedings of the Technical Sub-Committee were more specifically dedicated to the following matters :

- \* UPC/EAN systems development : During the last few years the EAN system has been extended to a more complex and comprehensive system covering almost all aspects of trade and industry. The Technical Sub-Committee is working at the definition of the framework of further development of the EAN/UPC systems. In addition, the Technical Sub-Committee is thinking of the possibility to use a standard EAN/UPC interface providing each type of decoded information in standardized data fields. This would ease application programming considerably.
- \* Supplementary encodings : Specifications for supplementary encodings (eg. date codes, batch numbers, consignment numbers) are an essential complement of the existing article numbering and symbol-marking specifications. Subject to further testing, the intended symbology for supplementary encodings is Code 128. The advantages of Code 128 are : variable length and alphanumerical coding possibilities and its reliability when used in autodiscrimination with other symbologies. Moreover, AIM agreed to allocate the exclusive use of "Function Code 1" of Code 128 to EAN and UCC, which would permit to identify the EAN/UPC applications as unique from all other applications. However, the printability of Code 128 under various conditions and using various techniques still need to be tested and proven. For this purpose EAN and UCC launched a common "Code 128 test/verification programme". The primary test objective is to demonstrate the efficacy of the proposed Code 128 standard by simulation testing replicating key aspects of the intended scanning environment. Parallel to this, the Technical Sub-Committee worked at a scheme of numbering formats, dealing with the main requirements, as they have been expressed through Numbering Organizations up to now.
- \* Review of the specifications : At the General Meeting of June 1987, the Technical Sub-Committee submitted a series of modifications to the despatch units specifications. These included the introduction of flexibilities in the location recommendations and in the symbol-height specifications. These modifications were accepted. Other proposals need further investigation and trial in the member countries. These include : the magnification factor of ITF symbols, the location recommendations for pallets and printability testing.
- \* The coding of very small products : The Technical Sub-Committee looked at alternative solutions for the coding of very small items, i.e. items too small to accommodate a symbol of any kind. Final recommendations will be made early 1988.
- \* D-versions : EAN and UCC accepted that the D-versions had to be considered a completely new and common coding resource and that the formats defined should be usable worldwide. A first D-format was defined, for use on "random weight items". This format has already been released by UCC. The release of D-formats by EAN will be considered in due time.
- \* Relationship with AIM : On two occasions, the Technical Sub-Committee met with representatives of the AIM Technical Committee. Both committees exchanged views and information on various print related issues, optical parameter issues and scanning and decoding related issues.
- \* Developments in the industrial sector : The Technical Sub-Committee followed the developments in various industrial sectors (such as the health industry, the paper industry, the record industry). For all these sectors, the solutions which EAN is currently developing for the encoding of supplementary information will be of major importance.
- \* The Technical Sub-Committee expressed recommendations on how symbol decoding problems could be avoided.
- \* New specifications and guidelines : The Technical Sub-Committee submitted the final specifications for coupon coding and new guidelines for the allocation of EAN-8 numbers, to the General Meeting of June 1987. These specifications and guidelines were approved.
- \* The Technical Sub-Committee also discussed the key-entry of UPC-E symbols, the possible release of EAN prefixes 10 to 19, the CALRA code, possible coding formats for return tickets at automatic bottle return processing machines, and the use of the 5-digit add-on for periodicals.

# WORKING PARTIES

## \* COMMUNICATIONS

Membership : Messrs. E. BOONET - Chairman  
J.P. DE VRIES (UAC)  
Mrs. T. ANGUE (GENCOD)  
Messrs. P. DOBIAS (CCCI)  
N. FENTON (ANA-UK)  
K. SCHULTE (CCG)  
R. SCHUBENEL (SACV)  
B. PASSAD (EAN-Sweden)  
P. FRANZMAIER (EAN-Austria)  
H. JUCKETT (UCC)

The working party met two times during 1987 and concentrated on the following issues :

- Follow up of the UNECE/WP4 and the EDIFACT proceedings.
- The desirability of and attitude to a common international interface.
- Follow up of the X-400 proceedings.
- Possible legal constraints and requirements for electronic communications.
- EAN's participation in the EEC programmes SPRINT and TEDIS.

Mr. E. BOONET attended the meetings of the UNECE/WP4 on behalf of EAN.

In the September meeting, an EAN report called "Development of universal standard electronic messages" was submitted to the UNECE/WP4. The report included information on the telecommunications projects developed by the various Numbering Organizations and the request that EAN be actively involved in the EDIFACT procedures.

The possibility that EAN could be considered for Community financial aid was investigated in the framework of the programmes "SPRINT" and "TEDIS". EAN's application for participation in the SPRINT programme was refused since the aims of EAN's proceedings on communication were not fully in line with the objectives of the SPRINT programme. TEDIS however, is willing to support an "EAN communications project". Such project would consist in testing the EDIFACT syntax and message structures at international level amongst EAN users. Implementation of the "EAN/TEDIS communications project" is planned for mid 1988.

At its October meeting, the Working Party "Communications" set its objectives for the future as follows :

- Support the EDIFACT standards
- Follow up the EDIFACT/UNECE WP4 proceedings and documentation.
- EAN interpretation and user documentation on EDIFACT.
- Contacts and cooperation with other sectors and organizations (such as ODETTE, CEFIC, IDEA, the national trade facilitation organizations, and the operators of value added-networks.
- Participation in relevant EEC programmes.

## \* REGIONAL WORKING PARTIES

As in previous years, the task of the Regional Working Parties mainly consisted in creating awareness and interest in potential member-countries and helping these countries to join EAN. The three Regional Working Parties are :

### - ASIA/PACIFIC WORKING PARTY

Membership : Messrs. E. BOONET - Chairman  
K. ASANO - DCC  
B. SMITH - APNA  
B. HOUSTON - NZPNA  
M. CATIC - Malaysia.

The Asia/Pacific working party organized a regional seminar in Singapore on 7 August, 1987. This seminar was organized in collaboration with SANC, the Singapore Article Numbering Council. Delegates from non-member countries were informed about the benefits of the EAN system and the conditions to be fulfilled for setting up an EAN Numbering Organization.

### - EUROPEAN WORKING PARTY

Membership : Messrs. E. BOONET - Chairman  
P. DOBIAS - CCCI  
P. GLATTFELDER - HCC  
V. TELEGIN - USSR CCI

This regional working party organized a seminar in Budapest on 6 May 1987 for organizations and companies from Poland, the DDR, Romania and Bulgaria. At the end of the year, the German Democratic Republic applied for EAN membership and was accepted as a full EAN member.



## - CENTRAL AND SOUTH-AMERICAN WORKING PARTY

Membership : Messrs. E. BOONET - Chairman  
L. CAÑAS - CODIGO  
L. NOVAES - ABAC  
J. BONMATI - AECOC.

During 1987, the members of this Regional Working Party pursued their contacts and the organization of seminars in various Central and South-American countries. In February 1987, a seminar on barcoding and scanning was held in Bogota (Colombia). Mr. L. CAÑAS of CODIGO was one of the speakers. About 200 representatives from Venezuela, Panama, Guatemala and Colombia attended the seminar. In June 1987 other seminars were held in Bogota and Caracas (Venezuela) also for representatives from Honduras, Ecuador, Nicaragua and Peru. At the end of the year, Venezuela officially applied for EAN membership and was accepted as full member of the Association. Also in various other countries from the region, steps have been made to establish an EAN Numbering Organization.

## ESTAC

ESTAC, the EAN Symbol Technical Advisory Committee, is the EAN body which establishes liaison with equipment suppliers. According to the present structure of this body, any equipment supplier in the EAN domain can participate in its proceedings.

Cooperation between ESTAC and STAC in the US is essential. Mr. M. LAPLANE, chairman of ESTAC, participated in the various STAC meetings and presented EAN's input on the various projects to the North-American partners. The points of discussion were :

- D-versions
- supplementary encodings
- EAN/UPC systems development.

## SECRETARIAT

In 1987, the permanent staff of the General Secretariat was composed as follows :

Etienne BOONET, Secretary General  
Dominique VERTROOST, Executive Officer  
Peter VANDER AUWERA, Assistant ICOF  
Linda DE BELDER, Administrative Assistant  
Patricia ROGIVAL, Administrative Assistant  
Linda VAN ROOSBROECK, Administrative Assistant.

The General Secretariat was in charge of :

- Every day administration of the Association :
  - . Correspondence and bookkeeping
  - . Contacts and provision of information
  - . Publications
- Contacts with and information to new member countries. Contacts with potential member countries.
- Preparation of all EAN meetings :
  - . Preparatory contacts and practical organization
  - . Agendas and notifications
  - . Circulation of information related to the agendas
  - . Elaboration and forwarding of working papers
  - . Translation of documents whenever required.
- Writing and forwarding the reports of the General Assembly, of the Executive Committee, of the Working Parties and the Sub-Committees.
- Information to the member organizations ; in order to improve communication with the member organizations, a new internal information letter called "EAN-Flash" was first published. In the course of 1987, the "EAN-Flash" was sent 7 times to all EAN Numbering Organizations and their representatives at the General Assembly and the Executive Committee.
- Explanation of EAN rules in case of queries.
- Contacts with third parties - PR and marketing.
- Activities in new and non-member countries.
- Organization of surveys within the membership.
- Etc...

At the end of the year, the publication of a new "EAN Vade-Mecum" was prepared. This document - intended for EAN Numbering Organizations - will contain the fully updated versions of all official EAN documents, the organizational structure of EAN, memberlists, the "General EAN specifications", EAN reports and recommendations. In addition, the "General EAN specifications" will be made available to equipment suppliers and international companies which want to acquire these specifications. The "EAN Vade-Mecum" and the "General EAN Specifications" will be available from early 1988 onwards.

The Coordinating Committee, which was appointed by the General Meeting of May 1984 to assist the permanent staff members of the Secretariat, was disbanded at the General Meeting of June 1987. The same General Meeting decided that the General Secretariat should be reinforced with a technical executive. The performances of the General Secretariat will now be reviewed by the General Purposes & Finance Sub-Committee.

## LIAISON WITH UCC

Also in 1987, cooperation with UCC at the various decision levels of the EAN association was a key issue. EAN and UCC exchanged numerous documents and letters. Mr. H. JUCKETT attended the EAN Executive Committee meetings and the General Meeting and took part in the EAN Technical Sub-Committee, while Messrs. M. LAPLANE and A. HUSI represented EAN at the meetings of STAC, the UCC Board of Governors and various technical committees.

During 1987, EAN and UCC worked on the common development of the following projects :

- EAN/UPC systems development
- Supplementary encodings and the "Code 128 test/verification programme".
- D-versions.

The Technical Sub-Committee examined and passed its views on various UCC projects and documents, such as the UCC shipping container specifications, the UPC marking guidelines for apparel and general merchandise and the UPC serial shipping container code, symbol and shipping label guidelines.

EAN and UCC agreed from the start that the project related to supplementary encodings should be run in common with the objective to achieve one worldwide specification in this domain. The "Code 128 test/verification programme" (Code 128 is the intended symbology for supplementary encodings), is a common EAN/UCC programme.

At the EAN General Meeting of June 1987, EAN and UCC agreed on the alliance programme, making it possible for companies in EAN member countries that export to North-America, to apply for a UPC manufacturer number through their local EAN Numbering Organization. The alliance programme was launched in July 1987 on a trial basis. Every Numbering Organization was given the freedom to participate in the alliance programme or not. Up to now, 17 Numbering Organizations have expressed their willingness to participate and a total of 55 applications have been processed according to the alliance principles. Since practice proved that the alliance programme works satisfactorily, it will be continued in 1988.

## CONTACTS WITH THIRD PARTIES - PUBLICATIONS

Companies and organizations in the PR of China, Hong-Kong; Bahrain, South-Korea, Kuwait, Lebanon, the Philippines, Sri Lanka, Indonesia, Bulgaria, Malta, Algeria, Morocco, Nigeria, Tunisia, Chile, Colombia, Cuba, Paraguay, Uruguay, India, Thailand and Malaysia contacted the General Secretariat seeking either EAN membership or information on symbol-marking their products for export to EAN countries.

The EAN secretariat was contacted by various international associations seeking advice or information for numbering and symbol-marking the products within their sector. These associations were : the IFPI (the record industry), EUGROPA (the paper industry), the International Federation of Ironmongers, IOFI (the International Organization of the Flavor Industry), EUCOMED (the European Confederation of Medical Suppliers Associations) and ODETTE (the barcoding committee of the automotive industry). Members of these various Associations were informed that the EAN system (basic identification + supplementary encodings) can perfectly meet their requirements. Since no sector works in isolation, all sectors of trade and industry will benefit from adopting the common EAN/UPC standards.

EAN had regular contacts with the EEC. Apart from the contacts in the framework of the SPRINT and TEDIS programmes, EAN learned that the EEC Commission entrusted a committee to initiate a project on normalization of barcodes. In addition, EAN followed the EEC proceedings of the Consumer Consultative Committee and the EEC Commission of Distribution regarding the introduction of scanning in the retail sector.

During 1987, EAN published a special "10th anniversary" issue of the "EAN Newsletter", containing scanning statistics for each member country and contributions from various EAN Numbering Organizations, UCC and the EAN Secretariat. Over 4,000 copies of the Newsletter were circulated.

EAN initiated the first steps to produce a new "EAN video", which will present a general and up-to-date picture of the EAN system and association as well as the benefits for the numerous users, worldwide.



## DIRECT ALLOCATION OF MANUFACTURER NUMBERS

In 1987, EAN started to implement its policy for the direct assignment of manufacturer numbers to exporters in non-member countries. During the year, EAN allocated such numbers to exporting companies in the Cayman Islands, Morocco, India, Venezuela, Chile, Nigeria, Thailand, Tunisia and Lebanon.

Manufacturers with a company number issued by EAN are not considered as members of the International Association, but as users of the EAN system. When an EAN Numbering Organization is formed in a given country, all manufacturer numbers which have been issued directly by the International EAN Association, revert to the control of this Numbering Organization.

March 1988

## APPENDIX :

# SYNOPSIS OF THE ACTIVITIES IN 1987

## IN THE EAN MEMBER COUNTRIES

For each of the EAN member countries, a synopsis of the activities has been prepared, based on a survey organized by the General Secretariat.

### ARGENTINA

ASOCIACION CIVIL ARGENTINA DE CODIFICACION DE PRODUCTOS COMERCIALES ("CODIGO")  
Paraguay 577 - 3P  
1057 CAPITAL FEDERAL  
Tel. : 54.1.312.54.19

Executive Staff : CAÑAS MARTINEZ Lorenzo, General Manager

Newsletter : Boletín Informativo

#### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, CODIGO had 627 member companies (compared to 304 at the beginning of the year) and approx 12,500 items source-marked, mainly grocery items and toiletry products.

During 1987, CODIGO held various seminars, in collaboration with CORAS ARGENTINA SA and STORK GRAPHICS. In addition, CODIGO held lectures on EAN in factories and seminars for industrial companies and executives in charge of merchandising, marketing and advertising. CODIGO participated in the supermarket convention 1987 and in the "Argentine Marketing Forum". CODIGO was granted the award for "Technological innovation of the year".

Publications in 1987 were the "Guía de Codigos 1987" (listings of the allocated manufacturer and item numbers); the "Bimonthly Bulletins" and the scanning "Test Guide".

CODIGO provided various services to member companies, including symbol testing services, information for supermarkets (provided on diskette) and advice on product numbering and symbol-marking.

### AUSTRALIA

AUSTRALIAN PRODUCT NUMBER ASSOCIATION Ltd. ("APNA")  
Unit 8, 417 Ferntree Gully Road  
Mount Waverley  
VICTORIA 3149  
Tel. : 61.3.544.64.00  
Fax : 61.3.543.85.27  
Telex : 139750

President : Mr. N. CHURCHILL, President HJ HEINZ & CO PTY Ltd

Executive Staff: SMITH Brian, Executive Director  
WILKINSON Debbie, Executive Assistant  
PALAZZOLO Maria, Technical Officer  
GASTON Laurine, Communications Officer

Newsletter : APN News

#### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, the AUSTRALIAN PRODUCT NUMBER ASSOCIATION Ltd. had 2,355 manufacturers, 137 distributors and 65 other members. The symbol marking rate reached 95% in the grocery sector and 15% on general merchandise items. A total of 761 scanning stores were equipped. A number of department stores started to introduce scanning. APNA organized a pilot of EDI transactions and endorsed the network suppliers. During 1987, APNA addressed the issue of scan-data and its use in Australia.

### AUSTRIA

EAN-AUSTRIA  
Mayerhofgasse 1/15  
1040 WIEN  
Tel. : 43.222.65.86.01  
Fax : 43.222.65.25.01  
Telex : 111871

President : Dr. W. MAIWALD, Präsident  
Kommerzialrat

Executive Staff : BRAUNSTORFER Eva Maria, General Manager  
VLCEK Erich, Official in charge  
FRANZMAIR Peter, Official in charge

Newsletter : EAN-AUSTRIA Info

## SYNOPSIS OF THE ACTIVITIES IN 1987

### General

During 1987, the membership of EAN-AUSTRIA grew to 1,486 companies, i.e. 1,211 manufacturers, 135 distributors and 140 other companies, which represents a considerable increase as compared to 1986. Retailers and wholesalers in both food and non-food areas such as Spar, Billa, DM-Drugstore, Adeg, Metro, Maximarkt (Raiffeisenverband), COOP and independent companies started introducing EAN. The same companies also designed systems for automatic re-ordering and stockcontrol, perfection of their assortments with regard to the customer, and use of sales data as a marketing tool. Specialized retailers like bookstores and DIY markets started introducing EAN in their organizations. The source-marking rate on grocery items reached 70%.

Working parties have been established for the coding of variable weight items, dairy products and pharmaceutical products while another working party dealt with standards for information exchange.

16 seminars for 270 participants were held all over the country. EAN-AUSTRIA was represented at five expert fairs for systems information.

For its 10th anniversary EAN-AUSTRIA organized a symposium which was attended by 200 representatives from trade and industry. Top managers presented their past experience and their expectations for the future concerning communication and business information.

The EAN-AUSTRIA Newsletter was published four times in 1987. It largely contributed to a better understanding of the EAN system in Austria.

### CODEX - Retail EDI in Austria

Several years ago, major Austrian retail companies and their most important business partners made their first attempts to establish a paperless exchange of business information. Each day these large companies receive hundreds of invoices from their numerous suppliers.

Initially media like tapes or diskettes were used. But immediately it became obvious that exchanging physical media could not be the ultimate solution.

The retail industry is closely interrelated. Most manufacturing companies supply all or at least the majority of the retailers with their goods. Thus, the need for a common data exchange format arose. Most of the companies decided to use SEDAS which is a common development of CCG in Germany and of EAN-AUSTRIA.

In recent years electronics and telecommunications progressed rapidly. More and more companies were now technically capable of replacing the physical transportation of tapes and diskettes with electronic data transmission. In addition, the PTT supported this trend in telecommunications by offering a variety of services for EDI.

The first EDI trials were soon started. In addition to the physical connection via a PTT line, hard- and software on either side had to be adapted. This could be handled easily with a small number of communication partners. But since the electronic exchange of data resulted in remarkable cost savings, the number of communication partners began to increase rapidly. The result was that, due to the necessary adaptation in hard- and software with every individual partner, the bilateral scheme of communication turned out to be inappropriate for these types of communication projects.

EAN-AUSTRIA was asked to organize an industry wide electronic data interchange service in Austria. EAN-AUSTRIA accepted this challenge and under its guidance a user club of industry and retail representatives was established in 1986. The objectives of this organization were to specify the basic requirements, and to appoint a clearing-house that could establish and run an industry-wide telecommunication project of this dimension.

INS, the telecommunications service organization of IBM, proposed the most comprehensive solution in terms of network, applications, connectivity options, support, and cost efficiency. For these reasons IBM was appointed as the clearing house for ECODEX (Electronic Commercial Data Exchange), EAN AUSTRIA's retail EDI project.

## BELGIUM AND THE GRAND DUCHY OF LUXEMBURG

ASBL ICODIF VZW  
Rue Marianne 34  
1180 BRUXELLES  
Tel.: 32.2.345.99.23

President : Mr. M. RAES, Director GB-INNO-BM (1987)  
Mr. J. COLLIN, Chairman of the Board of Directors CAMPBELL EUROPE (1988)

Executive Staff: BRAEM Jef, Executive Officer ICODIF and ICOD  
BOONET Etienne, Director ICOF  
VERTROOST Dominique, Technical Adviser ICOF  
VANDER AUWERA Peter, Project Leader "Communications"  
SCHMIT Jean-Paul, Responsible GD of Luxemburg

Newsletter : ICOF Bulletin

### SYNOPSIS OF THE ACTIVITIES IN 1987

During 1987, the membership of ICOF (the Manufacturer's branch of the Belgian numbering organization grew to 1,013 companies while the membership of ICOD (the Distributor's branch) grew to 40 companies. The source-marking rate was in excess of 95% on grocery items. In addition, it is estimated that approx. 50% of all despatch units are source-marked.

Several retail chains made major commitments to EAN scanning : DELHAIZE LE LION, KERKHOF-GRIJSPEERDT, EDI and Belgian's largest Cash & Carry chain COLRUYT. This latter company also started using EAN scanning at the goods receiving, in stock management and order picking. In total, 356 stores were scanning at the end of 1987.

National specifications and guidelines for coupon coding were released in June 1987 and up to date 35 "coupon issues numbers" have been allocated to member companies. Two retailers have announced their intention to start scanning coupons during 1988.

Seminars on "despatch units coding" and on "electronic communications" were held. Both series of seminars were well received and attended by a great number of delegates.

During 1987, important progress was achieved in "ICOM", the communications project. On the occasion of the Annual General Meeting of ICODIF

and the celebration of the 10th anniversary of the Organisation, the ICOM communications system was officially launched. At the end of the year, the ICOM/EDI user community counted over 100 companies. Several working parties were created to deal with the design and the assessment of the tests of the various trading messages. During 1987, special emphasis was given to the transport messages and the commercial invoice. From 1988 onwards, ICODIF has the intention to use the EDIFACT headers and trailers in the ICOM messages. Significant for 1987 is the appointment of IBM as the second ICOM network operator (in 1986, GEISCO was appointed as the first one). Distributors agreed to connect themselves to both networks. Suppliers can opt for one or the other network. In addition, ICODIF requested GEISCO and IBM to start investigations on interconnections between both their networks.

## BRAZIL

ASSOCIACAO BRASILEIRA DE AUTOMACAO COMERCIAL ("ABAC")  
Av. Paulista 2644  
10º Andar Conj. 102  
CEP 01310  
SAO PAULO  
Tel. : 55.11.256.88.69  
Telex: 011-37782

President : Mr. C. CASTELLI SCHROEDER, Bom Preço Supermarket

Executive Staff : GUIMARAES Isabel C, General Secretary  
SCHIAVETTO Antonio C., Press & Media  
GROSSMAN Fabio, Technical Adviser

Newsletter : Informatio ABAC

### SYNOPSIS OF THE ACTIVITIES IN 1987

During 1987, ABAC membership grew to 362 companies, with 219 falling into the manufacturer category, 74 into distribution and 69 into other categories. The symbol-marking rate on grocery items reached 7%. A total of 134 stores were scanning.

Several supermarket organizations requested their suppliers to source-mark their products. The result was the gradual renewal of packings with EAN symbols. Department store chains are introducing or studying the implementation of EAN scanning.

A new legislation was passed, abolishing the fiscal constraints for POS equipment. ABAC set up a working party together with the fiscal authorities in order to standardize various documents. Contacts were made with the automotive industry for the development of a "Value Added Network" project. Several working parties on "Communications" were created. This gave rise to great interest in the specialized press.

The ABAC annual seminar was attended by over 300 delegates. Representatives from supermarkets, wholesalers and grocery associations attended ABAC's meetings. They signed the "Code of Conduct" concerning EAN source-marking and communications.

## CYPRUS

CYPRUS CHAMBER OF COMMERCE & INDUSTRY  
("Cyprus CCI")  
P.O. Box 1455  
NICOSIA  
Tel. : 357.2.449.500  
357.2.462.312  
Telex: 2077

President : Mr. A. AVRAAMIDES, President of the Cyprus CCI.

Executive staff: PASCHALIDES Leonidas, Officer of the Cyprus CCI and Secretary of the Numbering Organization

Newsletter : Emporoviomichaniki

### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, the CYPRUS CHAMBER OF COMMERCE AND INDUSTRY had 96 manufacturer members and 4 distributor members. In all 82 company identification numbers were allocated. The symbol marking rate reached 40% in the grocery sector as compared to 10% at the end of 1986. 3 stores were scanning.

CYPRUS CCI continued to inform its members about EAN developments on a regular basis by means of circular letters and reports in its monthly bulletin.

## CZECHOSLOVAKIA

CZECHOSLOVAK CHAMBER OF COMMERCE AND INDUSTRY ("CCCI")  
38 Argentinska  
170 05 PRAGUE 7  
Tel. : 42.2.872.41.11  
Telex: 121862

President : Mr. J. JAKUBEC Ing., President of the CCCI

Executive Staff : DOBIAS Pavel, Judr. Director  
RADNIKOVA Kristina, Executive Secretary  
TUCKOVA Zuzana Ing., Executive Secretary

### SYNOPSIS OF THE ACTIVITIES IN 1987

The CZECHOSLOVAK CHAMBER OF COMMERCE AND INDUSTRY had, at the end of 1987, 900 members i.e. 579 manufacturers, 77 distributors, 138 associations and 106 other members. 93 company numbers had been allocated altogether.

CCCI organized 3 seminars for various interested parties. A 2-day symposium on EAN with international participation took place in High Tatras. A study-visit for Czechoslovak EAN-experts to Sweden was organized. Information regarding EAN applications was given to prospective EAN-members during their visits organized by CCCI to Czechoslovakia. The EAN videos from GENCOD and APNA were translated into Czech.

Preparations are being made for numbering and symbol-marking all new books in Czechoslovakia according to the EAN/ISBN rules. EAN symbol-marking of compact disks and videos is already mandatory.

Studies and preparations for the application of the EAN system in the domestic trade continue. Symbol-marking of all pharmaceutical and health products is planned for the future.

## DENMARK

DANSK VAREKODE ADMINISTRATION EAN ("DVA")  
Kronprinsessegade 34,3  
1306 KØBENHAVN K  
Tel. : 45.1.13.92.92  
Fax : 45.1.13.59.57

President : Mr. A. REISFELT, Managing Director  
Danish Organization of Independent Grocers.

Executive Staff: OLSEN John, Secretary General  
RASK, Arne, Engineer  
JOHANSEN Kurt, Consultant  
JAKOBSEN Jan, Consultant

Newsletter : DVA-NYT

## SYNOPSIS OF THE ACTIVITIES IN 1987

The DANSK VAREKODE ADMINISTRATION has no individual members. On the whole 1,250 company identification numbers have already been allocated. 395 supermarkets and 21 general merchandise shops were scanning. The symbol-marking rate in the grocery sector was approx. 98% whilst approx. 60% of the general merchandise items were marked.

## FINLAND

THE CENTRAL CHAMBER OF COMMERCE OF FINLAND

P.O. Box 1000  
00101 HELSINKI 10  
Tel. : 358.0.650.133  
Fax : 358.0.650.303  
Telex: 123814

President : Mr. R. TALVIO, Director Suomen Sokeri Oy

Executive staff : LINDROOS Sven-Gustav, Director

Newsletter : EAN-INFO

## SYNOPSIS OF THE ACTIVITIES IN 1987

The Article Number Committee at the CENTRAL CHAMBER OF COMMERCE OF FINLAND has no individual members. At the end of 1987, 494 manufacturer numbers had been allocated, i.e. an increase of 45% during the year.

By December 1987, 310 supermarkets, 14 department stores and 1 general merchandise shop were scanning (against 116 scanning stores in 1986). The symbol-marking rate on the grocery assortment was 89%

The Finnish "EAN-INFO" letter was published twice during 1987. Special attention was given to improving the price-marking on shelf labels. The textile industry decided to start EAN marking their products. The next step will be the implementation of EAN in department stores. Discussions about the use of sales data started again.

## FRANCE

GENCOD SARL  
13 Boulevard Lefèbvre  
75015 PARIS  
Tel. : 33.1.48.28.63.54  
Fax : 33.1.43.34.31.00  
Telex: 204715

Managers : Mr. J. PICTET, General Delegate IFLS  
Mr. B. SUZANNE, General Director  
SYNDIFRAIS

Executive Staff : ANGUE Thérèse, Director  
de CLOSMADÉUC Joël, External  
Relations  
SION Bernard, Technical Adviser  
GEORGET Pierre, Technical Adviser  
LENOIR Christian, Technical Adviser  
DANTIN Eric, Technical Adviser  
de GUERRY Denys, Technical  
Adviser

Newsletter : GENCOD Information

## SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, 6,900 manufacturers and 379 distributors were members of GENCOD. 2,300 retail stores were equipped with scanners or wandreaders. The symbol marking rate was in excess of 96% on grocery products and reached 67% on general merchandise items.

In 1987, GENCOD organized 3 conferences, 70 seminars in Paris and 6 seminars in other French cities. GENCOD produced a new video on product coding and a leaflet on the overall application of EAN and EAN related developments.

In 1987, BULL, a French equipment supplier was appointed to operate the telecommunication system, called ALLEGRO, which will start in 1988 and replace the existing experiment.

The building materials sector decided to adopt EAN coding and the GENCOD communications system.

## GERMANY, THE FEDERAL REPUBLIC

CENTRALE FÜR COORGANISATION ("CCG")  
Spichernstrasse 55  
5000 KÖLN 1  
Tel. : 49.221.57.49.02  
Fax : 49.221.57.49.159  
Telex: 8882151

President : Mr. H. STERNBERG

Executive staff : HAGEN Karlheinz, Director  
WAGENER Günter, Executive  
Secretary - Projectmanager "EAN"  
SCHULTE Karl, Projectmanager  
"Telecommunications"  
SPITZLAY Heinz, Projectmanager  
"Scanning data and logistics"



Newsletter : Coorganisation

#### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, 7,439 manufacturers and 3,268 distributors were members of CCG. 1,544 stores were scanning as compared to 966 at the end of 1986. The symbol-marking rate nearly reached 100% on grocery items and expanded to the general merchandise sector.

During 1987, CCG provided general information concerning the introduction of scanning. SEDAS, the CCG Communication system for exchanging ordering, invoicing, order confirmation, payment, logistic and file data information, was further developed both at bilateral level and at central clearing-house level. CCG examined and defined the relationship between SEDAS and EDIFACT. Negotiations with official bodies concerning the question of paperless data communication have been undertaken.

CCG pursued its MADAKOM-project and organised various seminars on EAN, SEDAS and MADAKOM.

Four issues of the newsletter "Coorganisation" were published.

Logistic agreements and recommendations were prepared enabling to track spoiled, damaged or tainted goods.

## GREECE

HELLENIC CENTER OF ARTICLE NUMBERING  
("HELLCAN")

Xenofondos 15 A  
ATHENS 105 57  
Tel. : 30.1.32.20.230  
Telex : 222924

Managers : Mr. L.P. KOSKOS, President of the  
National Council of Free Enterprises  
Mrs F. DIMOU, Member of the Board of  
the Federation of Greek Food Industries.

Executive Staff : GEORGAKOPOULOS Sotiris,  
Technical Adviser  
VELONI Annie  
TRUPOS Helena

#### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, 92 manufacturers and 1 association were members of HELLCAN. 80% of the grocery items and 20% of the general merchandise items were symbol-marked.

HELLCAN produced a video on the general applications and advantages of the EAN system. The video was presented to various sectors of trade and industry in order to create awareness of the system. In Greece, the emphasis still lies on export rather than on application in the domestic trade.

During 1987, HELLCAN organized two seminars on product coding for printers. In addition, HELLCAN was invited to speak at a conference organized by Hellascan for the canneries and at a seminar organized by the Greek organization for the promotion of Exports. Participating companies showed interest but the implementation of the EAN system is growing slowly. New seminars are planned for 1988.

## HUNGARY

HUNGARIAN CHAMBER OF COMMERCE - EAN  
BUREAU  
POB 106  
1389 BUDAPEST  
Tel. : 36.1.531.581  
Telex : 224745

President : Mr. J. ZAANYI, Vice President of the HCC

Executive Staff : VISZKEI György, Executive Director  
VARGA Marta, Executive Officer  
SZEBENI Endréné, Executive  
Assistant

#### SYNOPSIS OF THE ACTIVITIES IN 1987

By the end of 1987 the EAN BUREAU of the HUNGARIAN CHAMBER OF COMMERCE had 389 members i.e. 2 distributors and 387 manufacturers. The symbol-marking rate reached 12 % on grocery items and 2% on the general merchandise assortment. HCC undertook the preliminary steps to expand the symbol marking of general merchandise items and start symbol marking despatch units.

By the end of 1987, 3 stores were scanning. 4 Cash & Carry shops started scanning early 1988 and several others are contemplating the possibility of introducing it shortly.

The Hungarian Chamber of Commerce hosted and organized a seminar in Budapest of the European Regional Working Party for non-member countries in Eastern Europe.

## ICELAND

ICELAND EAN COMMITTEE  
c/o VERZLUNARRAD ISLANDS  
Hus Verslunarinnar  
108 REYKJAVIK  
Tel. : 354.1.83.088  
Fax : 354.1.686.564  
Telex : 2316

President : Mr. A. ARNASON, Director of the  
ICELAND CHAMBER OF COMMERCE

Executive Staff : ALFREDSSON Haukur, Manager  
number bank and technical issues.

SYNOPSIS OF THE ACTIVITIES IN 1987 : N.A.

## ISRAEL

ISRAEL CODING ASSOCIATION ("ICA")  
c/o Manufacturers Association of Israel  
Industry House  
29 Hamered Street  
TEL-AVIV 68125  
Tel. : 972.3.650.121  
Fax : 972.3.662.026  
Telex: 342651

President : Dr. A. GINIGER, Managing Director, TAYA  
Ltd.

Executive Staff : GABOR Kurt, Managing Director  
NADEL Amnon, Secretary General

SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, the ISRAEL CODING  
ASSOCIATION had allocated a total of 400  
manufacturer and 600 distributor company numbers.  
6 scanning stores were operational. The symbol-  
marking rate reached 60 %.

## ITALY

INDICOD  
Via Serbelloni 5  
20122 MILANO  
Tel. : 39.2.79.19.65  
39.2.79.59.94  
Fax : 39.2.78.43.73  
Telex: 330899

President : Mr. L. BORDONI, Director  
CENTROMARCA

Executive Staff : LENTI Giovanni, Secretary General

Newsletter : Notiziario Indicod

SYNOPSIS OF THE ACTIVITIES IN 1987

INDICOD had, at the end of 1987, 5,414  
manufacturers, 31 distributors, 69 publishers and 47  
other members. The 31 distributor members  
represented over 3,000 retail shops. The grocery  
sector may be considered as completely symbol-  
marked. A growing expansion of the EAN system into  
the general merchandise, textile and clothing sectors  
has been noticed.

The INDICOD Technical Working Party dealt with the  
following issues :

- coupons
- fixed and variable quantity despatch units
- new EAN-8 rules

The specialized Working Parties "Access to sales  
data" met several times.

INDICOD organized 10 seminars with important retail  
chains. The first INDICOD National Congress was  
held in October and attended by 750 delegates from  
trade and industry. Next to the Congress meeting  
room, suppliers of reading equipment, scales and  
barcode printers presented their equipment. The  
Italian press reported this event in periodicals and  
daily newspapers.

INDICOD issued a leaflet "Speciale Errori" circulated  
to all members aiming at helping the member  
companies to avoid frequent errors in EAN numbering  
and symbol-marking.

## JAPAN

THE DISTRIBUTION CODE CENTER ("DCC")  
No. 3 TOC - Bldg. 7-23-1  
Nishigotanda  
Shinagawa-ku  
TOKYO 141  
Tel. : 81.3.494.4073  
Fax : 81.3.494.4080  
Telex: 33755

Chairman : Mr. E. KAGEYAMA

Executive Staff : ASANO Kyosuke, Executive Director  
of the Code Center  
ONO Kozo, Deputy Manager of the  
Code Center  
SAITO Seichi, Chief Researcher of  
the Code Center  
SATO Makoto, Chief Researcher of  
the Code Center  
FUKADA Mutsuo, Chief Researcher  
of the Code Center  
SEKIKAWA Hitomi, Chief Researcher  
of the Code Center



Newsletter : DCC News

## SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, the DISTRIBUTION CODE CENTER had allocated 23,235 manufacturer numbers and 7,782 distributor numbers. The symbol-marking rate amounted to 97 % on food items and 90 % on toiletries and daily goods.

### Introduction of scanning

According to a DCC survey made at the end of March 1987, there were about 12,000 EAN scanning stores, with 41,000 check-outs in operation.

By the end of the year, the total number of scanning stores was estimated to approx. 20,000. It is worth mentioning that EAN scanning is not only spreading to large supermarkets, but also to small and medium supermarkets, and to a wide variety of speciality shops as well.

One of the factors promoting wider dissemination of EAN scanning is the fact that major manufacturers and wholesalers backed up the efforts to introduce POS systems designed for small and medium retail stores (such as developing POS systems, providing assistance for introducing POS systems, etc.).

### Shopping District POS Systems

There are said to be about 16,000 shopping districts with a concentration of retail stores across Japan. Of this total, 80% seem to have stagnating or even declining sales volumes. The introduction by shopping districts of common POS systems is considered an important means of solving these problems. Joint use of POS systems provides a lower cost information system and makes it possible for small and medium retail stores in the shopping district to make use of such a system. Product management and distribution of products at each store can be improved, better customer service will be provided for the shopping district as a whole. In addition the shopping district will have a greater customer attraction capacity by issuing shopping district cards.

Plans to introduce shopping district POS systems (experimental plans by DCC) are as follows:

- \* In the MUSASHI-KOYAMA Shopping District, located in Tokyo, 249 stores are members of the shopping district association. The system aims at introducing a price tag batch system experiment and POS system as a first step towards product control, with an emphasis on speciality stores within the district.

- \* CHITOSE-KARASUYAMA Shopping District, located in Tokyo, has 156 member stores. It will seek to systematize trading business, making use of IC cards. By developing the shopping district card in the form of an IC card, it will aim at improving its customer service.

- \* KUMAMOTO CITY Shopping District has 360 member stores. Individual stores will carry out control of single items, while the shopping district as a whole will issue a shopping district card and carry out customer management.

### Conferences and Seminars

- \* In March 1987, DCC convened the Third Store Automation Show in Tokyo, with a total of 74 exhibitions and participation of Japan's largest newspaper.
- \* From November 1986 to September 1987, explanation sessions on the POS data service experiments, which DCC is carrying out, were held in about 40 cities nationwide. These experiments consisted in collecting POS data from 200 stores across the country and providing the data to manufacturers and other interested parties. DCC also organized seminars on POS data applications.
- \* DCC received a contract from the Agency of Industrial Science and Technology of the Ministry of International Trade and Industries on the possible revision of JIS (Japanese Industrial Standards) with respect to EAN specifications. A committee was established to examine the question. The objective is to investigate expanding coding formats for those applications which require more than 13 digits of information.

## MEXICO

ASOCIACION MEXICANA DEL CODIGO DE PRODUCTO AC ("AMECOP")

Homero  
109-1101  
Col. Polanco  
C.P. 11560  
MEXICO D.F.  
Tel. 52.5.245.77.37

President : Mr. H. DAVIS, AURRERA

Executive Staff : SANCHEZ DE LA VEGA Maria de Lourdes, Manager

## SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, AMECOP had 17 manufacturer, 11 distributor and 4 other members. 26 stores were equipped with scanning.

In 1987, AMECOP's activities were dedicated to the development of the EAN manual, the dissemination of general information on EAN and scanning to prospective members and local manufacturers. AMECOP had its own stand at ANTAD (MEXICO), a national fair for commercial services.

## NETHERLANDS

STICHTING UNIFORME ARTIKELCODERING  
("UAC")

Tourniairestraat 3  
1065 KK AMSTERDAM  
Tel. : 31.20.17.08.14  
Fax : 31.20.15.75.09  
Telex: 18765

President : Mr. A. HEIJN, President, AHOLD N.V.

Executive Staff : DE VRIES Jan P.Chr., Managing  
Director (till 31 December 1987)  
GIETELINK J.P., Managing Director  
(since 1 January 1988)  
MUNSTERMAN Piet, Secretary  
GREEP Marine

Newsletters : UAC Bulletin and TRANSCOM Bulletin

## SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, UAC had 1,107 members, of which 1,015 manufacturers, 36 distributors and 56 other members. 580 shops, of which 409 food supermarkets and other self-service grocery stores and 171 general merchandise speciality shops, were equipped with scanners. The symbol marking rate for food products (excluding variable quantity products) is over 95%. The symbol marking rate on grocery products (excluding variable quantity items) is over 95%. The symbol marking rate on general merchandise items has grown significantly during 1987, resulting from a growing flow of membership applications from general merchandise manufacturers.

UAC celebrated its 10th anniversary in June 1987. On this occasion, Mr. A. HEIJN focussed the attention on practical application possibilities of the EAN system and stressed the growing awareness and willingness at company management level to support further developments in this field.

Practical applications of the EAN system are TRANSCOM and CUM :

TRANSCOM is a set of standards for electronic interchange of trade messages, such as orders, invoices, delivery notes and product or article information. TRANSCOM standards comply with the internationally agreed Guidelines for Trade Data Interchange (GTDI) and were upgraded to comply with EDIFACT. UAC-TRANSCOM holds a licence from SITPRO (UK) to use and sub-licence the translation software package Interbridge, version III. During 1987 these licence rights were extended to include the newest version of Interbridge (version IV). By the end of 1987, 35 companies were using TRANSCOM and an accelerated growth is expected during the forthcoming years. Users are from the food-sector, the DIY branch and other sectors. During 1987, the number of users of TRANSNET, which is the electronic network service operated exclusively for TRANSCOM-users, increased from 10 to 25.

CUM is the project for Central Exchange of Scanning Data, which started in 1986. By the end of 1987, 145 supermarkets were routing their sales data to the CUM office. CUM has become a major source of market information.

## NEW ZEALAND

NEW ZEALAND PRODUCT NUMBER ASSOCIATION  
Ltd. ("NZPNA")  
P.O. Box 11-110  
WELLINGTON  
Tel. : 64.4.846.669  
Fax. : 64.4.854.376  
Telex: 30146

Chairman : Mr. K. DALDORF, Managing Director  
GUS Wholesalers.

Executive Staff : HOUSTON Barry, Executive Director  
DAWSON Bernice, Executive  
Assistant

Newsletter : NZPNA Newsletter

## SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, the NEW ZEALAND PRODUCT NUMBER ASSOCIATION had 1,263 manufacturer, 220 distributor and 50 other members. In all 215 retail shops were equipped with scanning. 95 % of the grocery assortment and 15 % of the general merchandise assortment was symbol-marked.

The grocery industry continues to be the main user of EAN symbols. However, other industries which are now using the symbol include : automotive parts,



magazines, apparel, shoes, hardware, general merchandise, agricultural chemicals and animal remedies, and liquor.

There is a steady growth in the number of supermarkets scanning but interest is now growing in the smaller grocery outlets as well. In addition a number of petrol service stations are using hand held scanning devices as are sportswear shops and some smaller general merchants.

Draft specifications have been prepared and are awaiting acceptance by the Magazine Publishers' Association in New Zealand for the utilisation of the ISSN/EAN symbol.

Four seminars were held throughout New Zealand in 1987 with approx. 250 people attending. Articles have been published in various magazines and journals, in particular for those industries starting to use the EAN system.

An equipment suppliers list consisting of those companies which are NZPNA members was prepared. It outlines the company, contact person, and the equipment and services supplied. This has proven to be so popular that a revised edition has been prepared.

The Scandata Service continues to grow at a pleasant rate. During 1988 there will be 60 stores in the panel. Negotiations are underway for regional breaks and a scanning panel operating from grocery wholesale outlets being incorporated into the extended scandata service. Interest has also been expressed in scandata services by other industries but this has been held up because of the lack of stores, outside the grocery industry, which are scanning.

There is a notable interest in the industrial applications by manufacturers wanting to use the EAN symbols for production and inventory control purposes. Grocery wholesalers are also expressing a desire for the extended application of despatch unit numbering.

## NORWAY

NORSK VAREKODEFORENING ("NVF")

Spireaveien 6  
10580 OSLO 5  
Tel. : 47.2.65.10.00  
Fax. : 47.2.64.39.52  
Telex: 76082

Chairman of the Board : Mr. A. AAMODT, SAMAS  
ARNET AAMODT A/S

Executive Staff : JOHANSEN Evelyn, Executive  
Manager

Newsletter : EAN-NYTT

## SYNOPSIS OF THE ACTIVITIES IN 1987

The Norwegian Numbering Organization NORSK VAREKODEFORENING has no individual members. By the end of 1987, 1,032 manufacturer numbers had been allocated. 213 of these numbers were for coding variable weight items. The symbol-marking rate was in excess of 95 % in the grocery sector. The marking of general merchandise items, almost nihil in 1986, is now definitely increasing. Scanning is becoming more and more popular in Norway. 742 stores were scanning, of which 514 are grocery stores, 86 bookstores and 142 other general merchandise stores.

The Annual Meeting decided that NVF should not, for the time being, manage the use and development of a data communication system amongst NVF's member organizations. Several independent groups within manufacturer, wholesaler and retailer organizations are taking care of the matter. However, the Annual Meeting decided that NVF's member organizations should consider the matter again in the future.

During 1987, NVF checked over 200 symbols, and given advice regarding print quality and symbol location.

The newsletter "EAN-NYTT" was published twice and a leaflet on the use of promotional variants called "Når er det nødvendig med nytt EAN-Nummer?" (When is it necessary to adopt separate EAN numbers?) was circulated to all member companies. The EAN-Manual was updated and reprinted.

## PAPUA NEW GUINEA

PAPUA NEW GUINEA PRODUCT NUMBERING  
ASSOCIATION ("PNGPNA")

P.O. Box 1621  
PORT MORESBY  
Tel. : 675.21.30.77  
Telex: 22246

Executive Staff : MILLETT John

SYNOPSIS OF THE ACTIVITIES IN 1987 : N.A.

## PORTUGAL

ASSOCIACAO PORTUGUESA DE IDENTIFICACAO E  
CODIFICACAO DE PRODUCTOS - ("CODIPOR")

Campo Grande 286-5°

1700 LISBOA

Tel. : 351.1.758.62.72

Fax : 351.1.38.61.97

Telex: 62357

President : Mr. A.R. MELLO CAMPELLO, Director  
NESTLE

Executive Staff : ROUSSEAU José, General Secretary  
CARREIRA Maria Luiza, Executive  
Officer

### SYNOPSIS OF THE ACTIVITIES IN 1987

During 1987, CODIPOR's membership grew by 64%, reaching, by the end of the year, 250 members (194 manufacturers, 33 distributors and 23 other members). According to the latest Nielsen report, 22% of all portuguese products were EAN symbol-marked. There were approx. 450 POS systems in use in 28 retail stores.

In March 1987, CODIPOR organized the Executive Committee meeting of EAN. In addition CODIPOR participated in the 2nd AECOC congress and organized the 2nd National Congress in Povoia de Varzim which has been attended by 250 delegates from trade and industry.

CODIPOR also participated in two seminars on bar coding and had its own stand in the national exhibitions "Inforcom" and "Nutrifil/ Vinifil".

## SINGAPORE

SINGAPORE ARTICLE NUMBER COUNCIL  
("SANC")

c/o THE SINGAPORE MANUFACT. ASSOCIATION

The SMA House

20 Orchard Road

SINGAPORE 0923

Tel. : 65.338.87.87

Fax : 65.338.33.58

Telex: 24992

Chairman : Mr. TAN JIN SOON, Director

Executive Staff : KWOK Janice, Executive Secretary

### SYNOPSIS OF THE ACTIVITIES IN 1987

The SINGAPORE ARTICLE NUMBER COUNCIL was admitted to EAN membership at the EAN General Meeting of June 1987. At the end of the year, SANC already had 74 manufacturers, 5 distributors and 11 other members. 2 stores were scanning, one department store and one non-food speciality shop.

The Singapore Numbering Organisation was officially launched in conjunction with a seminar of the EAN Asia/Pacific Working Party, held in August 1987 in Singapore. In September, SANC organized a seminar for the Singapore Book Publishers' Association on the EAN coding of books. In October, SANC sent 2 of its staff members to APNA (Australia) for technical training. SANC intends to set up an EAN symbol-testing service for printers in Singapore.

The SANC Governing Council is responsible for formulating the direction and policies of SANC. It is composed of representatives from the Chamber of Commerce, manufacturing and retail sectors, statutory boards and the Singapore Consumer Association. SANC convened three Governing Council meetings in March, May and October 1987.

## SOUTH AFRICA

SOUTH AFRICAN NUMBERING ASSOCIATION  
("SAANA")

P.O. Box 41417

CRAIGHALL 2024

JOHANNESBURG

Tel. : 27.11.787.43.87

Fax : 27.11.787.23.23

Telex: 421460

President : Mr. C.D. HURST, Financial Director, PICK  
'N PAY Retail Chain

Executive Staff : PEARCEY Robert, Executive Director

Newsletter : SAANA Newsletter

### SYNOPSIS OF THE ACTIVITIES IN 1987

During 1987, the membership of SAANA grew to 1,586 companies, with 1,442 falling into the manufacturer category, 40 into distribution and 104 companies into other categories. The source-marking of grocery items increased to 95 %. The symbol-marking rate amounted to 10 % on general merchandise products. 73 stores were equipped with scanning systems by the end of the year.

New Member Seminars

Seminars were held in Cape Town, Durban and Johannesburg during May 1987 and were attended

by over 200 delegates. As in the past, these seminars were primarily aimed at new members and proved to be well received and successful. However, as the membership of SAANA has increased quite significantly over the past two years and with developments taking place in areas such as despatch units coding, Electronic Data Communications and others, the format for future seminars will be changed to accommodate the different levels of expertise within the membership.

#### Coupon Coding

National guidelines were released during the first quarter of the year and to date 93 banks of 1000 coupon numbers have been allocated to members. Major retailers have indicated that they would like to start scanning coupons during the first half of 1988. The first coupons to be barcoded in terms of the new guidelines made their appearance during May/June 1987.

#### Cash & Carry demand for barcoding at source

The demand for barcoding from the Cash & Carry Sector intensified during the year, backed by 8 more scanning sites (smallest having 7 checkouts, the largest 23). Suppliers began responding to the demand and significant progress was made in barcoding despatch units and Cash & Carry packs by the end of the year. Cash & Carry organizations are confidently looking forward to a majority of products being barcoded at source by mid 1988.

#### Data Communication Standards

A specialised Working Group was formed in January 1987 to establish SAANA EDI Standards and investigate the feasibility of having a managed third party network facility. By the end of the year message structures had been completed for the order, invoice, credit note and claim form. Testing of the completed message structures is due to start at the beginning of 1988. During 1988 the Working Group will continue its efforts, by developing message structures for the other transactions that take place between trading partners. On-going and close liaison has been maintained with appropriate government departments and in particular with the Department of Posts & Communications who have been most cooperative. Another area of close liaison has been with the local International Trade Facilitation body, who have been engaged in developing similar standards for transactions associated with International Trade.

#### Standard Documentation Guidelines

The Working Party concerned, finalised guidelines towards the end of the year and their input was reviewed and found to be compatible by the EDI W-G.

All the document formats that have been designed will undergo live tests between trading partners that have volunteered their services, during the first quarter of 1988. SAANA guidelines will be released after evaluation of the tests and the incorporation of any changes that may be found necessary. It is currently anticipated that this will take place around mid-1988.

## SPAIN

ASOCIACION ESPAÑOLA DE CODIFICACION  
COMERCIAL ("AECOC")

c/Mallorca 288, entlo  
08037 BARCELONA  
Tel. : 34.3.207.53.62  
Fax : 34.3.219.76.00  
Telex: 99616

President : Mr. F. RIERA-MARSA, NABISCO BRANDS  
ESPANA

Executive Staff : BONMATI José Maria, Executive  
Director  
IZARD Gabriel, Chief Technical  
Department  
HERNANDEZ DE LORENZO, Mar,  
Administrative Assistant  
MONSO Julia, Technical Officer  
DE CEA Guillermo, Development  
officer  
MARTI Jordi, Technical Officer  
SANCHEZ-COLL Alejandro,  
Technical Officer  
DOMINE Manuel, Journalist

Newsletter : CODIGO 84

### SYNOPSIS OF THE ACTIVITIES IN 1987

By the end of 1987, the Spanish Numbering Organization AECOC had 2,999 manufacturer, 121 distributor and 73 other members (mostly printers and equipment suppliers). 422 retail stores were using slot scanners or handheld readers. 95 % of all food products were source-marked. The pharmaceutical sector finally decided to adopt EAN coding for its products.

During 1987, the standard messages for commercial communications were designed and the draft manual was finished. A "Task Force" was set up, composed of companies that volunteered to test the standards during 1988.

The former newsletter "NOTICIAS AECOC" was replaced by "CODIGO 84", which will be published every two months.

AECOC dealt with 500 "tarjeta de aviso de error" sent by the retailers, carried out 5,000 free of charge checks of printed symbols and film masters. Twelve seminars were organized throughout Spain for member companies and two for printers of corrugated cardboard, together with AFCCO, the Spanish Organization of Corrugated Cardboard Manufacturers.

The conference "Segundas Jornadas Nacionales AECOC" held in Valencia in October 1987 was a great success. Over 400 delegates participated. AECOC contributed to various meetings and conferences throughout Spain and had its own stand in EQUIPAL, the major Spanish fair for commercial services.

## SWEDEN

SWEDISH EAN COMMITTEE ("EAN-SWEDEN")  
Box 5512  
114 85 STOCKHOLM  
Tel. : 46.86.63.52.80  
Fax : 46.86.62.74.57  
Telex: 19673

President : Mr. R. FAHLIN, President ICA-FÖRBUNDET (1987)  
Mr. R. LINDMAN, Chairman LEVER AB (1988)

Executive Staff : PASSAD Björn, Executive Officer  
FRIGGEBO Bengt, Executive Officer

Newsletter : EAN-INFO and EAN in Media

### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, the SWEDISH EAN COMMITTEE had allocated 1,315 company identification numbers. During 1987, the number of scanning stores increased from 575 to 710, of which 702 were supermarkets and other self-service grocery stores. This means that roughly 8% of all food stores were equipped with scanning systems. Taking into account the size of these stores, it can be stated that they almost cover 22% of product volumes. The exact number of UPC/EAN scanning stores in the specialised trade, ferries, tax-free outlets and department stores is unknown, but should at least amount to 25-30. The symbol-marking rate in supermarkets and other grocery shops was in excess of 90%. In the general merchandise area, this rate is growing steadily.

In the second half of 1987, a scanning upgrading programme was launched. This programme should allow the early scanning stores to decode the more recent coding standards, such as the national standards for newspapers, weeklies and coupons. That programme will be pursued at least until May 1988.

The current rate of growth indicates that, within the next few years, the number of scanning stores in the food area will increase by roughly 200 stores a year. The development in the area of specialised retailers does not show any firm pattern, although the National Associations of iron, paint and fashion retailers made their decision to adopt the EAN system and scanning procedures.

EAN-SWEDEN continuously watched over the quality of source-marked symbols. The "error-report" system produced 20 error cases per month, of which 10 were number errors, 5 symbols out of specifications, and the remaining 5 due to symbol location errors.

Although the error rate is low, much attention was paid to the matter. EAN-SWEDEN contacted all suppliers (9 out of 10 are domestic suppliers) either directly or through the foreign Numbering Organisation concerned. Suppliers do appreciate the error report procedure, mainly when EAN-SWEDEN can suggest a solution to their problem. Usually problems are dealt with immediately upon receipt of notification.

The national EAN Working Party spent an important part of its proceedings discussing EAN matters which were submitted to the Executive Committee and the Technical Sub-Committee of EAN.

The issue of "access to sales data" slightly progressed during the year. The remaining problems are felt to be more political than technical.

In a few words, EAN in Sweden is healthy, vital, appreciated and continuously developing.

## SWITZERLAND

SCHWEIZERISCHE ARTIKELCODE VEREINIGUNG/  
ASSOCIATION SUISSE CODE DES ARTICLES  
("SACV")  
Güterstrasse 133  
4002 BASEL  
Tel. : 41.61.20.73.11  
Fax : 41.61.20.73.15  
Telex: 965133

President : Mr. H. THULI, President of the Direction  
COOP SUISSE

Executive Staff : SCHAEER Niklaus, Director (until 15  
December 1988)  
SCHUBENEL Robert, Project  
Manager ADMINFO  
JOST Roger, Project Manager  
WEBER Marlies, Head Administration

Newsletter : SACV Bulletin



## SYNOPSIS OF THE ACTIVITIES IN 1987

The ASSOCIATION SUISSE CODE DES ARTICLES had 620 manufacturer, 163 distributor and 84 other members by the end of 1987. In all, 91 stores were equipped with scanners or wandreaders. More than 95 % of the articles in the grocery sector were symbol-marked, whereas the symbol marking rate on general merchandise items was around 50 %.

Although the number of scanning stores was only 91 at the end of December, there are signs of positive developments. Department stores such as MANOR, ABM and EPA, and also the JUMBO chain, want to introduce scanning. These firms are currently checking how many of the products they sell are marked and request full marking from their suppliers. This resulted in a wave of new membership applications. In December alone 26 companies applied to SACV. Most companies were from general merchandise stores, such as textile, ironware, stationery, flowers, audio-goods, etc. Seven new member seminars were held during the year.

On 1 January 1987, the "Règlementation Pharmaceutique" (a cartel of manufacturers and importers from the pharmaceutical industry), with whom a special number structure had been agreed, joined the association. Seven seminars for EAN coordinators in the pharmaceutical industry have been held.

At the end of 1986, the electronic mailbox system ADMINFO reached the stage where the exchange of data could begin. Participation was lower than expected. Therefore, a survey was conducted in March 1987 amongst all food retailing companies with annual sales over \$ 1.5 million. The results showed that, apart from one large distributor, no commercial company was planning to develop activities in the ADMINFO sphere before the end of 1988. This persuaded SACV to revise ADMINFO and to adopt EDIFACT as a new basis of work. SACV has therefore become involved within SWISSPRO and took over the chairmanship of their EDIFACT/CH working group. SACV is aiming at ensuring that the Swiss ADMINFO/EDIFACT structures can also be understood and interpreted by other sectors (banks, insurance companies, haulage contractors, government departments, etc.).

## TAIWAN ROC

ARTICLE NUMBERING CENTER OF R.O.C. ("ANC of ROC")

4th Floor, 10 Lin Sen South Road  
TAIPEI  
Tel.: 886.2.39.39.145

Executive Staff : LIN HUI, Secretary General

## SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, 97 manufacturers, 19 distributors and one other company were members of the ARTICLE NUMBERING CENTER OF ROC. The symbol-marking rate reached 30% on grocery items and 32% on general merchandise items.

The First Conference of the Store Automation Committee has been held in July 1987. The ANC of ROC also organized 38 seminars.

## UNITED KINGDOM AND IRELAND

### \* UNITED KINGDOM

ARTICLE NUMBER ASSOCIATION (UK) Ltd. ("ANA-UK")

6 Catherine Street  
LONDON WC 2B 5JJ  
Tel. : 44.1.836.2460  
Fax : 44.1.836.0580  
Telex: 299388

Chairman : Mr. J. BERRY, Director THE BOOTS COMPANY

Executive Staff : OSBORNE Andrew, Secretary General  
FENTON Nigel, Executive Secretary

Newsletter : ANA NEWS

## SYNOPSIS OF THE ACTIVITIES IN 1987

By the end of 1987, the ANA membership had grown to 5,211 of which 4,781 were manufacturers, 283 distributors and 147 other members. The source-marking rate for groceries was in excess of 98% and some sectors of general merchandise, such as toys, DIY, records and books, were also reaching very high levels.

1,152 stores were scanning EAN codes at the point of sale by the end of the year. 476 of these were predominantly grocery outlets (so that "general merchandise" outlets were in the majority) but supermarkets sell general merchandise, and the term "general merchandise" covers many specialisms, so the distinction is perhaps outmoded. The U.K. experience demonstrates that EAN crosses national and sectorial boundaries.

Amongst the retail groups which made major commitments to EAN scanning during the year were MARKS AND SPENCER, BOOTS, ROSEBYS and CHILDREN WORLD. SAINSBURYS, the UK's largest supermarket operator, continued its rapid POS scanning implementation programme.

It is obviously essential that retailers are confident that customers like scanning. At the beginning of the year ANA announced the results of an independently conducted consumer poll. This was most encouraging showing 59% positively preferring scanning and 37% saying that they had no preference. For consumers questioned outside a scanning store these figures become 67% and 30% respectively.

GALLUP, the organization responsible for compiling the TOP 50 record charts, announced its plan to use data from scanning EAN symbols on records as the sole basis for the charts. The implementation of this plan will mean that only EAN coded records will enter the top 50.

Progress through the ANA's timetable aimed at achieving 99% source coding of despatch units by the end of 1991 continued. The source marking rate on despatch units rose steadily and the Association worked closely with suppliers of equipment, such as ink jet printers, which could potentially be used to mark symbols on units moving down packing lines.

Also in support of the five year timetable a Forum on Despatch Units was created to enable manufacturers to exchange ideas, experiences and information and to identify any problem areas in need of special attention. At a meeting of this forum initial consideration was given to coding pallets.

The community of companies using the ANA's TRADACOMS standards for electronic data interchange (EDI) grew to nearly 800. Well over half these companies are subscribers to the network service TRADANET, which is dedicated to the support of the TRADACOMS standards. The remainder use magnetic tapes, direct telecommunications links, or other networks. The growth of the TRADACOMS user base has been across a remarkably wide spread of industries, and now embraces chemicals, pharmaceuticals, clothing, newsagents, DIY, electronics, food, retail, home shopping, local government, transport, heavy industry, public utilities, records and white goods.

In response to a steady demand for new standard message types, ANA-UK published a major revision to the TRADACOMS manual in 1987. The new two volume manual now contains a further eight message types, bringing the total number of standard transactions to sixteen.

As the success of TRADACOMS grows - the UK has the largest single standard EDI community in Europe - so the task of managing and supporting the standards became more important. Continued attention was paid to education and awareness of the standards, through brochures videos and seminars, to ensure common understanding. ANA also has its own Inter-Industry Forum to co-ordinate the views of UK companies interested in EDI.

There were also expansions in the standards for numbering and symbol marking. A new standard for branded variable weight consumer units was released. Detailed rules for coding coupons were published and a coupon issuers number bank launched. Barcoded coupons began to appear in the UK market place.

All these activities were supported by a continuing seminar programme (including TRADANET user seminars arranged by INS), and ANA representatives spoke at a large number of outside conferences and workshops.

#### \* IRELAND

##### ARTICLE NUMBER ASSOCIATION OF IRELAND ("ANAI")

Confederation House  
Kildare Street  
DUBLIN 2  
Tel. :353.1.779.801  
Fax : 353.1.77.78.23  
Telex: 24711

President : Mr. F. QUINN, Chairman, SUPERQUINN Ltd.

Executive Staff : GIBBONS Jarlath, Secretary

##### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, ANA of Ireland had 396 manufacturer, 9 distributor and 11 other members. 14 stores were scanning. The symbol-marking rate on food products was 85 % whereas 25 % of the general merchandise items were marked.

ANAI installed its branded variable weight standards which were widely requested by the manufacturing and retail traders.

ANAI has begun to prepare for despatch unit coding standards along similar lines as advocated by ANA-UK.

## USSR

THE USSR CHAMBER OF COMMERCE AND  
INDUSTRY ("USSR CCI")

Kuibyshev Str.  
MOSCOW 103684  
Tel. : 298.32.31  
Telex: 411126

President : Mr. V.L. MALKEVICH

Executive Staff : GAIDAENKO I.I., Secretary General  
TELEGIN V.I.  
AKOPOV M.Kh.

### SYNOPSIS OF THE ACTIVITIES IN 1987

At the end of 1987, the USSR CCI had 3,150 manufacturer, 346 distributor and 1,591 other members. Two scanning stores were installed and six more will start scanning early 1988 under the pilot project.

As a new member country, the USSR took the preliminary steps to introduce the EAN system. EAN manuals were circulated.

During 1987, the USSR CCI - in cooperation with the EAN Secretariat and foreign Numbering Organizations - held a series of seminars on the EAN system application of EAN systems.

## YUGOSLAVIA

YUGOSLAV ASSOCIATION FOR ARTICLE  
NUMBERING ("JANA")

c/o Privredna Komora Jugoslavije  
Terazije 23  
11000 BEOGRAD  
Tel. : 38.11.339.461  
: 38.11.335.709  
Telex: 12423

President : Mr. B. GOBEC, Director Development  
JOSIP KRAS

Executive Staff : MITIC Bozidar, Secretary

### SYNOPSIS OF THE ACTIVITIES IN 1987

By the end of 1987, the YUGOSLAV ASSOCIATION FOR ARTICLE NUMBERING had 327 manufacturer, 21 distributor and 23 other members. 42 department stores and 3 other shops were scanning. The symbol-marking rate was 26% on grocery items and 18 % on general merchandise products.

Although JANA's membership more than doubled during 1987, the total membership is still low. However all major Yugoslav trade and industry companies have now joined the Association.

During 1987, the conditions were created for a faster and improved development of the EAN system. There are now six filmmaster suppliers which should speed up the symbol-marking operation in general. Three symposiums on a country-wide basis were held with participation of experts from different professions, as well as 6 seminars and 2 meetings with equipment suppliers. In addition, two seminars were held for printers and experts from the graphic industries.

A working party initiated the proceedings and research for the introduction of EAN coding on pharmaceutical products. Five distributors are preparing the introduction of POS systems.

Preparations are being made for YU TRADE, the first international fair, which will be devoted to EAN to a large extent (scheduled 7-11 March 1988).

The EAN manual for numbering and symbol-marking has been compiled.

# EAN STATISTICS AS PER 31 DECEMBER 1987

## 1. MEMBERSHIP WITH THE EAN NUMBERING ORGANIZATIONS

NUMBERING ORGANIZATION (Country)	MEMBER COMPANIES			
	Manufacturers	Distributors	Others	Total
ABAC (Brazil)	219	74	69	362
AECOC (Spain)	2 999	121	73	3 193
AMECOP (Mexico)	17	11	4	32
ANA * U.K.	4 781	283	147	5 211
* Ireland	396	9	11	416
ANC OF ROC (Taiwan)	97	19	1	117
APNA (Australia)	2 355	137	65	2 557
CCC OF FINLAND (Finland)				494
CCCI (Czechoslovakia)	579	77	244	900
CCG (Germany, Fed. Rep)	7 439	3 268		10 707
CODIGO (Argentina)	646	14	7	667
CODIPOR (Portugal)	194	33	23	250
CYPRUS CCI (Cyprus)	96	4		100
DCC (Japan)	23 235	7 782		31 017
DVA (Denmark)				1 250
EAN-AUSTRIA (Austria)	1 211	135	140	1 486
GENCOD (France)	6 900	379		7 279
HCC (Hungary)	387	2		389
HELLCAN (Greece)	92		1	93
ICELAND EAN CMT (Icel.)	24	2		26*
ICODIF * Belgium	1 013	40		1 053
* G.D. of Lux.	42	5		47
INDICOD (Italy)	5 414	31	116	5 561
ICA (Israel)	400	600		1 000
JANA (Yugoslavia)	327	21	23	371
NZPNA (New Zealand)	1 263	220	50	1 533
NVK (Norway)				1 032
PNGPNA (Papua NG)	20	4		24*
SAANA (South Africa)	1 442	40	104	1 586
SACV (Switzerland)	620	163	84	867
SANC (Singapore)	74	5	11	90
STICHTING UAC (Netherl.)	1 015	36	56	1 107
SWEDISH EAN CMT (Sweden)				1 315
USSR CCI (USSR)	3 150	346	1 591	5 087
TOTAL				87 219

\* Data per 31 December 1986

## 2. EAN SCANNING AND SYMBOL-MARKING

COUNTRY	EAN SCANNING STORES				SYMBOL MARKING RATE	
	Supermarkets & other Self Service gro- cery stores	Department stores	General merchandise stores	TOTAL	Grocery Assortment	General Merchandise Assortment
ARGENTINA	35	-	3	35	55%	N.A.
AUSTRALIA	758	-	-	761	95%	15%
AUSTRIA	-	-	-	304	70%	N.A.
BELGIUM	355	-	1	356	95%	N.A.
BRAZIL	-	-	-	134	7%	N.A.
CYPRUS	2	-	1	3	40%	N.A.
CZECHOSLOVAKIA	-	1	-	1	3%	2%
DENMARK	395	-	21	416	98%	60%
FINLAND	310	14	1	325	89%	N.A.
FRANCE	1 928	67	305	2 300	+96%	67%
GERMANY, Fed. Rep.	1 138	143	263	1 544	+100%	N.A.
GREECE	-	-	-	-	80%	20%
HUNGARY	2	1	-	3	12%	2%
ICELAND	-	-	-	-	50%	-
IRELAND	14	-	-	14	85%	25%
ISRAEL	5	1	-	6	60%	-
ITALY	-	-	-	618	+95%	20%
JAPAN	-	-	-	20 000*	+97%	+90%**
G.D. OF LUXEMBURG	-	-	-	18	95%	N.A.
MEXICO	12	14	-	26	N.A.	N.A.
NETHERLANDS	409	-	171	580	95%	N.A.
NEW ZEALAND	210	-	5	215	95%	15%
NORWAY	493	21	228	742	95%	N.A.
PAPUA NEW GUINEA	-	-	-	1	70%	5%
PORTUGAL	10	-	71	81	22%	N.A.
SINGAPORE	-	1	1	2	-	-
SOUTH AFRICA	38	-	35	73	95%	10%
SPAIN	408	9	5	422	95%	N.A.
SWEDEN	702	3	3	710	92%	N.A.
SWITZERLAND	-	-	-	91	95%	50%
TAIWAN	-	-	-	-	30%	32%
UNITED KINGDOM	476	1	675	1 152	+98%	40/60%
USSR	-	-	-	2	-	-
YUGOSLAVIA	1	42	2	45	26%	18%
TOTAL				± 32 000		

\* Estimation

\*\* Toiletries and daily goods

