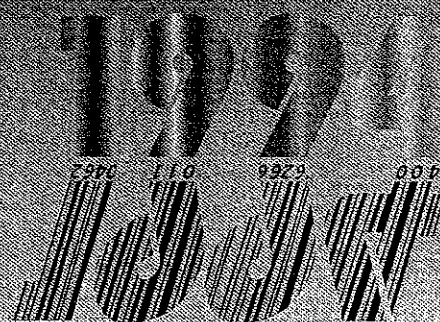




# ANNUAL REPORT



## table of contents

2

THE MISSION OF EAN INTERNATIONAL

3

AN OVERVIEW OF THE ASSOCIATION

4

FROM A USER'S POINT OF VIEW

5

THE AIM OF OUR ORGANISATION

6

TECHNICAL DEVELOPMENTS IN 1994

9

THE EAN ORGANISATION

10

ELECTRONIC DATA INTERCHANGE IN THE EAN COMMUNITY

11

SYNOPSIS OF ACTIVITY OF MEMBER NUMBERING ORGANISATIONS

52

STATISTICS

1994  
100th

## THE MISSION OF EAN INTERNATIONAL

The mission of EAN International and the Numbering Organizations, is to take a leading role in establishing a global multi industry system of identification and communication for products and services based on internationally accepted and business led standards. The objective is to improve the efficiency of integrated logistics while contributing added value to partners involved, as well as to consumers.

EAN  
INTERNATIONAL



1994

# EAN International: An overview of the Association

EAN International is a voluntary, non-profit-making association, tailored to the needs of its users. It was founded in 1977 as a result of an initiative by European manufacturers and distributors, and has since expanded to cover the world. The organisation has a decentralised structure, with membership based on the Numbering Organisations in individual countries.

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

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

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

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

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

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

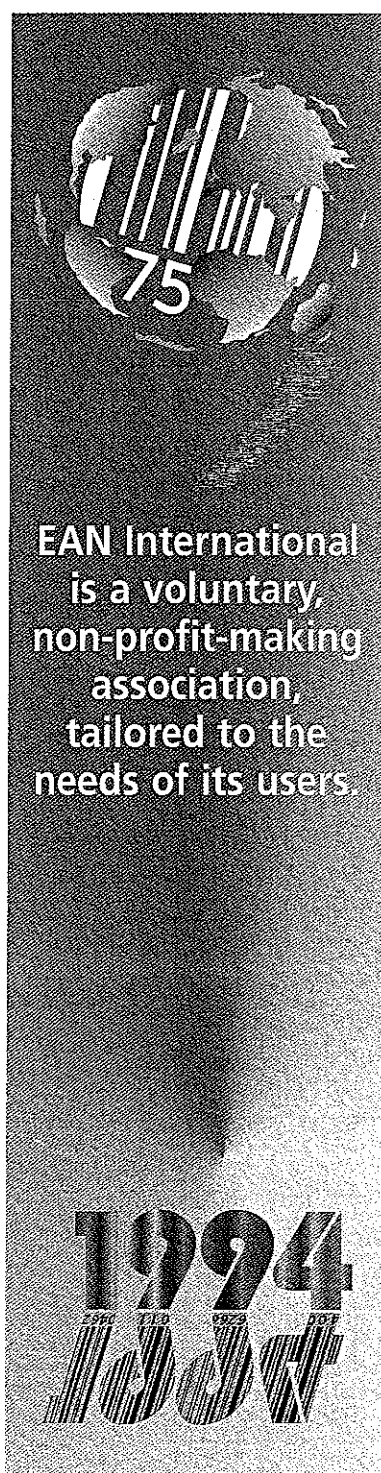
- a way of identifying products, services and locations, providing a common language for worldwide trade.
- a standard format for trade transactions communicated from computer to computer.

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

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

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

By operating on a country-by-country basis, EAN maintains closer links with users, creating mutual understanding.



# EAN International: From a user's point of view

As the world's economy begins to recover and trade develops anew, companies are once again under pressure to perform better and operate more efficiently. As a result, the need for an effective communication system is greater than ever before.

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

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

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

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

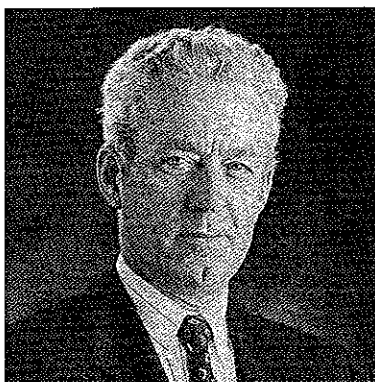
And this is where the EAN system comes in: it brings industries closer together worldwide and reflects the needs of all in improving the efficiency of information communication.

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

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

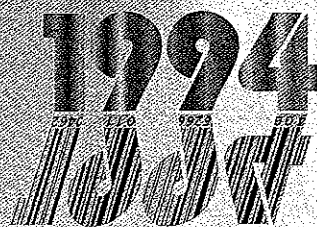
It is vital that this trend continues in the future. EAN International has an outstanding opportunity: it is heading for a global solution which, thanks to modern technology, will cross all normal language barriers at the speed of light making an invaluable contribution to international communication.

Getting so many trade and industry sectors to agree on a uniform international coding and communication system has never been done before - it is unique. We have to cherish this stable and balanced set of rules.



**Mr 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***

**EAN : it brings  
industries closer  
together  
worldwide and  
reflects the needs  
of all in  
improving the  
efficiency of  
information  
communication**



# EAN International: The aim of our organisation

At the beginning of last year, EAN welcomed the Bolivian, Paraguayan and Slovak Numbering Organisations into its Association. Later in 1994, Numbering Organisations from Latvia, Lithuania, Rumania and the former Yugoslavian Republic of Macedonia also joined. And since the end of the year Algeria, Mauritius and Ukraine have also established their own EAN numbering organisations.

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

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

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

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

EAN and the fully compatible UCC system in the USA are providing the tools which will

enable suppliers and distributors to remove unnecessary costs from their supply chains, thus providing the best possible value to their customers.

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

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

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

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

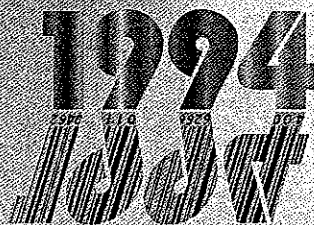
EAN is striving for a common goal - to develop and expand its system across the world, and to obtain one international system which accommodates all of its users' requirements.

EAN must remain the best in what it does and implement a system that benefits its customers as effectively as possible. The whole association belongs to its members - the users.



**Reinhold van Lennep,**  
*Secretary General*  
*of EAN International*

**Over 423,000  
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# EAN International: Technical developments in 1994

The maintenance and development of standards provided by EAN International is performed by two technical committees - the Technical Systems Committee (TSC) and the Communication Systems Committee (CSC).

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

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

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

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

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

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

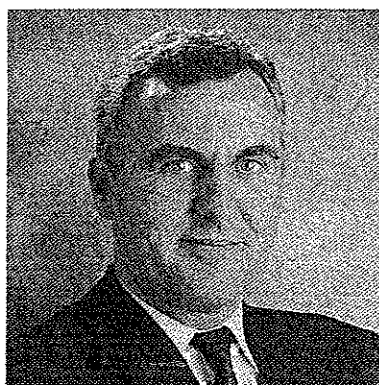
Unfortunately, the international application of these systems was not regarded as being very important and various different rules for calculating the location code check digit schemes were adopted. As the number of international EDI applications was growing, user companies indicated clearly that it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

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

## **Returnable assets identification**

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

For some businesses, the containers in which goods are packed represent important capital, because of the value of the container itself and/or because of the number of containers being used. More and more companies therefore wish to track their containers in



**Henri Barthel,**  
*Technical Director of  
EAN International*

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code**



order to control their movements and usage more effectively. The new EAN standard will enable users to streamline the management of returnable assets.

#### **Bar coding within the transport sector**

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

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

#### **New EANCOM manual**

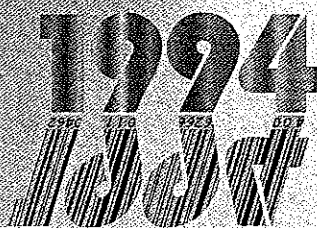
In March 1994, a new complete version of the EANCOM manual was released. The 12 messages documented in the January 1992 manual were

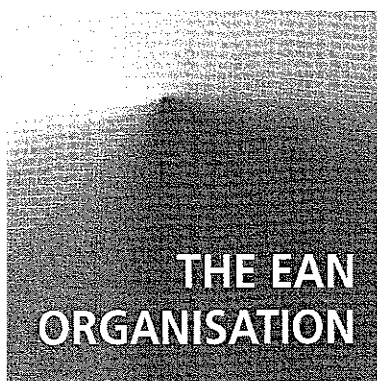
upgraded to the latest UN/EDIFACT directory, bringing EAN EDI users into line with standards used by other communities. Seven additional messages were added to the manual, in response to users looking for additional functionalities.

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

The main aim of the technical developments in EAN is not to maximise the number of standards available, but to answer to business requirements. The challenge for EAN and the Numbering Organisations remains the same: to advise and assist users to implement the technologies available today in the most efficient way.

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**EAN International is organised in a decentralised structure to provide the most efficient service to its members.**

**The main bodies are :**

#### **THE GENERAL ASSEMBLY**

The Annual General Assembly of EAN was held in Mexico on 6 May 1994.

Mr. J.A.N. Van Dijk, Vice-Chairman of Sara Lee/D.E. NV (Netherlands) and Mr J. Berry (Tradecraft, U.K.) were unanimously elected President and Vice-President of EAN.

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

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

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

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

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

#### **THE MANAGEMENT BOARD**

The Management Board has all the powers of management and administration necessary for the operation of the Association and the implementation of the mission statement and the basic strategies.

##### **Members of the Management Board**

|         |                           |                             |
|---------|---------------------------|-----------------------------|
| Messrs  | J.A.N. Van Dijk, Chairman | Sara Lee, Netherlands       |
|         | J. Berry, Vice-Chairman   | Tradecraft, U.K.            |
|         | K. Asano                  | DCC, Japan                  |
|         | J.M. Bonmati              | AECOC, Spain                |
|         | L. Cañas                  | CADAM, Argentina            |
|         | M.F. Dawson               | Foodstuffs Ltd, New Zealand |
|         | B.C. Engberg              | Unilever, Germany           |
|         | R. Fahlin                 | ICA Handlarnas AB, Sweden   |
|         | T. Hussein                | Casino, France              |
|         | J. Mahieu                 | Tabacofina, Belgium         |
|         | J. Olsen                  | EAN Danmark                 |
| Mrs.    | L. Sanchez de la Vega     | AMECOP, Mexico              |
| Messrs. | B. Smith                  | EAN Australia               |
|         | A. Szöke                  | Dunapack Ltd, Hungary       |
|         | J.S. Tan                  | SMA, Singapore              |

The Management Board met three times in 1994 - in Brussels on 18 February, in Mexico on 5 May and in Amsterdam on 31 October.

- The Board agreed that EAN should sign the Memorandum of Understanding between EDI Registration Authorities and be involved in the EDI Registration Steering Committee.
- The Board approved a new procedure for development of international EAN agreements, standards and application rules.
- The Board decided that up-to-date status reports on the work plans be presented at each Board meeting.
- A licence contract and Code of Practice were agreed and submitted to the approval of the General Assembly.
- The Board noted open issues which occurred between EAN/UCC and the International Standard Book Numbering agency and agreed that ISBN's scope should be restricted to books.
- The Board approved a number of technical specifications submitted by the technical committees.
- The Board approved the membership of EAN Rumania and EAN Algeria.

### NUMBERING ORGANISATIONS MANAGER MEETING (NOMM)

The Numbering Organisations Manager Meeting is an advisory body to the Management Board. Its role is also to inform and train the managers and executives of Numbering Organisations about all specifications and projects of EAN.

The NOMM met in Brussels on 17 February 1994.

### REGIONAL NUMBERING ORGANISATIONS MANAGER MEETINGS (RNOMM)

The Regional NOMM for Europe met in Brussels on 16 February 1994.

The Regional NOMM for Asia-Pacific met in Beijing on 13 April 1994.

The Regional NOMM for Central and South-America met in Bogota on 8-9 September 1994.

### THE TECHNICAL SYSTEMS COMMITTEE

The EAN Technical Systems Committee (TSC) is a permanent body responsible to the Management Board. Its main objective is to provide a central base of knowledge guaranteeing competent consideration of all technical matters concerning EAN and its applications, primarily in the field of numbering and bar coding.

#### Members of the TSC:

|        |                      |                     |
|--------|----------------------|---------------------|
| Mr     | H. Barthel, Chairman |                     |
| Mrs    | T. Angué             | GENCOD, France      |
| Messrs | G. Izard             | AECOC, Spain        |
|        | A.T. Osborne         | ANA UK              |
| Mrs    | M. Palazzolo         | EAN Australia       |
| Messrs | B. Passad            | EAN Sverige         |
|        | R.M. Pearcey         | SAANA, South-Africa |
|        | J. Schade            | CCG, Germany        |
|        | R. Schubel           | EAN (Schweiz)       |

### THE COMMUNICATION SYSTEMS COMMITTEE

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

#### Members of the CSC

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

### INTERNATIONAL DATA AND APPLICATION STANDARDS COMMITTEE (IDASC)

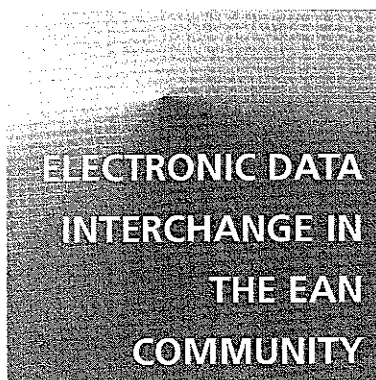
The purpose of the International Data and Application Standards Committee (IDASC) is to ensure a consistent and technically sound development of the EAN/UCC system. Input to the IDASC is provided by the established EAN and UCC development committees. The IDASC is responsible to the EAN Management Board and to the UPC Advisory Committee and Board of Governors.

IDASC met twice in 1994: 3-4 March in Tampa (USA) and 14-15 July in FÜRIGEN (Switzerland).

#### Members of the IDASC:

|        |               |                     |
|--------|---------------|---------------------|
| Messrs | H. Barthel    | EAN International   |
|        | T. Brady      | UCC                 |
|        | D. Epley      | Kraft General Foods |
|        | J. Harms      | EDS                 |
|        | H.P. Juckett  | UCC                 |
|        | A.T. Osborne  | ANA UK              |
|        | R.S. Schubel  | EAN (Schweiz)       |
|        | R. van Lennep | EAN International   |

THE GENERAL SECRETARIAT is located in Brussels, Belgium.



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

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

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

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


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

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

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



SYNOPSIS OF  
ACTIVITY OF  
**MEMBER**  
**NUMBERING**  
**ORGANISATIONS**  
DURING 1994

1994  


## ALGERIA

## EAN ALGERIA



02 Rue des Frères  
Ziata  
El Mouradia  
ALGER

Tel: 213.2.59.14.36  
Fax: 213.2.59.22.41

President: Mr Mohamed BOUKHEDDAR  
Company: CACQE  
Chief Executive: Mohamed CHIKOUCHE - Director

### Membership

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

## ARGENTINA

## CODIGO



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

### Membership

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

### Expansion of EAN in new sectors

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

### Leading new member companies

During 1994, CODIGO incorporated a total of 1868 manufacturers. 70% of these are from the food sector, the remaining percentage covers cleaning, bazaar, plastic, etc ... In the same period, several chains of supermarkets became members, the most important of these being Carrefour, who already has 9 hypermarkets in Argentina and is planning to open a further two. The affiliation of these supermarket chains has generated that of an important number of non traditional enterprises from the consumer goods sector (Household electric appliances, Hardware, textile, etc).

### Future projects

CODIGO will be aiming at

- further developing new messages for their EDI service, S.E.A..
- implementing a BBS to enable their members to consult their database.
- improving their educational program for their members.

ASOCIACION CIVIL  
ARGENTINA DE  
CODIFICACION DE  
PRODUCTOS  
COMERCIALES  
CODIGO

Viamonte 340/342  
1er Piso (1053)  
BUENOS AIRES

Tel: 54.1.313.17.19  
Fax: 54.1.313.17.65

## EDI

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

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

## EAN AUSTRALIA

## AUSTRALIA

President: John ALWAY  
 Company: KIWI BRANDS  
 Chief Executive: Brian SMITH  
 Executive Staff: Duncan GOLDSMITH - Manager, Business Systems  
                     Maria PALAZZOLO - Manager, Technical  
                     Graham McALPINE - Manager, Projects  
                     Marcella BLACKER - Manager, Administration  
                     Drew HAYES - Manager, Information Systems  
 Publication: EAN AUSTRALIA News, Bi-annual



## Membership

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

## Expansion of EAN in new sectors

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

## Leading new member companies

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

## Future projects

EAN AUSTRALIA will concentrate on

- their EAN WORKS project.
- extending Electronic access of product catalogue.
- expanding the product catalogue to other industries.

## EDI

EAN AUSTRALIA is involved in an EDI project with Electronic Commerce Australia, (ECA). At the end of 1994 there were approximately 6000 EDI users of the ANSI/X12 and EDIFACT standards. Current estimates indicate that there will be approximately 8000 by the end of 1995.

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

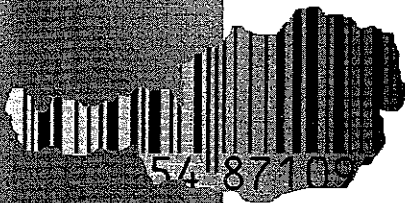
EAN AUSTRALIA

Locked Bag 10  
 Oakleigh  
 VICTORIA 3166

Tel: 61 3 569 9755  
 Fax: 61 3 569 1525

# AUSTRIA

# EAN AUSTRIA



President: Hans ROHREGGER  
 Company: RAIFFEISEN WARE Austria  
 Chief Executive: Eva Maria BURIAN-BRAUNSTORFER  
 Executive Staff: Peter FRANZMAIR - Official in charge  
 Erich VLCEK - Official in charge  
 Reinhard SEKA - Official in charge  
 Publication: EAN-Info, 3 per year

## Membership

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

## Leading new member companies

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

## Future projects

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

## EDI

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

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

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

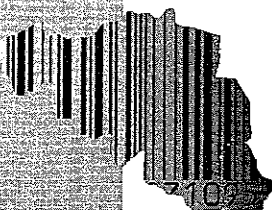
EAN AUSTRIA  
 GESELLSCHAFT  
 FÜR KOOPERATIVE  
 LOGISTIK GMBH

Mayerhofgasse 1/15  
 1040 WIEN

Tel: 43.1.505.86.01  
 Fax: 43.1.505.86.01.22

# BELGIUM & LUXEMBOURG

# ICODIF



President: Jacques MAHIEU  
 Company: TABACOFINA/VANDER ELST  
 Chief Executive: Etienne BOONET - General Director  
 Executive Staff: Dominique VERTROOST - Director  
 Gilbert WELLEMANS - EDI Manager  
 Publication: ICODE Bulletin, Quarterly - EDI Newsletter, six times a year.

## Membership

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

## Expansion of EAN in new sectors

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

## Leading new member companies

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

## Future projects

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

## EDI

ICODIF launched the ICOM standard in 1986 with the Purchase Order message. Other messages were developed in the subsequent years and the standard today includes definitions of 12 trade and transport messages. At the end of 1994 there were 176 users with 100 expected by the end of 1995.

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

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

ASBL ICODIF VZW

Rue Royale 29  
1000 BRUXELLES

Tel: 32.2.217.45.24  
Fax: 32.2.217.43.47

## EAN BOLIVIA

## BOLIVIA

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

**EAN BOLIVIA -**  
Instituto de  
Codificación  
Comercial  
Cámara de  
Industria y  
Comercio de  
Santa Cruz

Suarez de  
Figueroa n° 127  
P.O. Box 180  
Santa Cruz

Tel: 591 3.33.45.55  
Fax: 591 3.34.23.53

## Membership

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

## Future projects

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

## BRAZIL

## EAN BRAZIL

President: Essio BARBONE jr

Company: NESTLE

Chief Executive: Luiz FERNANDO C. DE NOVAES

Executive Staff: Marcelo HENRIQUE AZEVEDO - Technical Manager

Simone SILVA LOPES - Marketing Manager

Luiz FELIPE HAIDER - Controller

Publication: A.C. AUTOMAÇÃO COMERCIAL, monthly

## Membership

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

## Leading new member companies

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

## Future projects

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

## EDI

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

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

In 1994 EAN Brazil presented seminars to its membership on the subjects of EDI Project Management and Implementation which were attended by approximately 250 people.

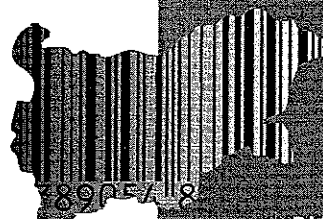
## EAN BRAZIL

Av. Paulista 2644  
10º andar  
01310-300  
SAO PAULO

Tel: 55.11.259.3444  
Fax: 55.11.231.2808

## BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY

### BULGARIA



BULGARIAN  
CHAMBER OF  
COMMERCE AND  
INDUSTRY (BCCI)  
EAN BUREAU

11-A Saborna Str.  
SOFIA

Tel: 359 2.87 26 31  
Fax: 359 2.87 32 09

President: Bojidar BOJINOV  
Chief Executive: Anna PETKOVA - Technical Executive

### Membership

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

## ICCC

### CENTRAL AMERICA



Costa Rica  
El Salvador  
Guatemala

Honduras  
Nicaragua  
Panama

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

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

### Membership

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

### Future projects

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

### EDI

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

INSTITUTO  
CENTROAMERICA  
NO DE  
CODIFICACION  
COMERCIAL - ICCC

Ruta 6, 9-21 Zona 4  
Edificio Camara de  
Industria  
Nivel 11  
GUATEMALA

Tel: 502.2 340 850  
Fax: 502.2 341 090

## CHILE

## DEPCO

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

### Membership

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

### Expansion of EAN in new sectors

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

### Leading new member companies

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

### Future projects

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

### EDI

DEPCO launched the EDI\*Chile (Customs and Finance) and EANCOM Chile (Trade) projects in late 1992 for both national and international EDI. At the end of 1994 there were a total of 130 users over the two projects with 500 expected by the end of 1995.

Today DEPCO has EDI projects in the area's of health, finance, pensions, transport, customs, treasury, insurance and taxation.

CAMARA  
 NACIONAL DE  
 COMERCIO -  
 DEPCO

Vecinal 140 - Las  
 Condes  
 SANTIAGO

Tel: 56.2.231.30.24  
 Fax: 56.2.233.35.16

## CHINA

## ANCC

President: Changhui YI  
 Chief Executive: Shuguo KANG  
 Executive Staff: Jiazhang HU - Vice Director of ANCC  
                   Nan ZHAO - Director of Management Department  
                   Junwu XI - Director of Promotion Department  
                   Chenghai ZHANG - Director of Technical Department  
                   Hailian WU - Director of Verification Department  
 Publication: Bar Code & Information System, Quarterly

### Membership

At the end of 1994, ANCC had 14,692 members, an increase of 74.12 % over last year. A total of 14,692 manufacturer numbers had been allocated.

## Leading new member companies

- HU TAT, Shanghai N° 1 department store Co. Ltd, using EAN system at their POS.
- SHENGZHENG VAN-GUARD, Super Department Co. Ltd, using EAN system at their POS.
- SCITE PLAZA Beijing, using EAN system at their POS.

## Future projects

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

ARTICLE  
NUMBERING  
CENTRE OF CHINA  
- ANCC

No. 20 Zhaofujie  
Street  
Dongcheng  
100009 BEIJING

Tel: 86 1 403.3936  
Fax: 86 1 401 1016

## I.A.C. COLOMBIA

## COLOMBIA

President: Juan Luis BUSTAMANTE

Company: CADENALCO

Chief Executive: Rafael FLOREZ BARAJAS

Executive Staff: German MERINO - Technical Subdirector  
Yara MONTAÑA - EDI/Logistics Subdirector  
Marcelo QUIROZ - Marketing Subdirector

Publication: Codigo 770, 6 times a year

## Membership

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

## Expansion of EAN in new sectors

Transport, Finance, Health care, Speciality goods, Wholesale.

## Leading new member companies

- AMERICAN HOME CENTER - ARCESA, Do it yourself, Point of sale, Warehouse Management.

## Future projects

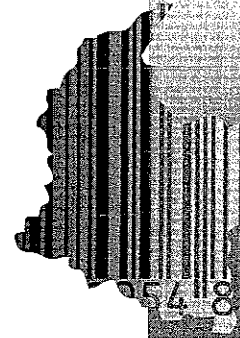
- Alliances with important members of the organisation to promote implementation of EAN-128 and EDI standards.
- Development of new users in different sectors such as health care, leather, courier.
- Promote the use of bar code on despatch units.
- Development of an EDI project about external trade and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

## EDI

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

An EDI committee within IAC has been established with the objectives being the promotion of the use of EDI, education about EDI, and technical matters (technical sub-group). The EDI committee is representative of retailers, manufacturers and service suppliers.

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



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

Calle 90 No 13-40  
Piso 4  
BOGOTA D.C.

Tel: 57 1 218.69.83  
Fax: 57 1 236.29.47

## CROATIA

## CRO-EAN

### CRO-EAN

Croatian Chamber  
of Commerce  
Rooseveltov TRG 2  
41000 ZAGREB

Tel: 385.1.46.15.55  
Fax: 385.1.44.86.18

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

### Membership

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

### Future projects

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

## CUBA

## CAMARA DE COMERCIO DE LA REPUBLICA DE CUBA

CAMARA DE  
COMERCIO DE LA  
REPUBLICA DE  
CUBA

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

Tel: 53.7.30.44.36  
Fax: 53.7.33.30.42

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

### Leading new member companies

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

### Future projects

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

## CZECH REPUBLIC

## EAN CZECH

President: Jaroslav CAMPLÍK  
Company: COKOLÁDOVNY j.s.c.  
Chief Executive: Jaroslav MARTINIČ  
Executive Staff: Jana VÁNOVÁ - Commercial Manager  
Pavla CIHLÁROVÁ - Technical Manager  
Jirina DVORÁKOVÁ - Economic Manager  
Hana NERADOVÁ - Assistant

Publication: INFO, twice a year

## Membership

At the end of 1994, EAN Czech had 1,424 members, an increase of 43.98% over last year. A total of 1,420 manufacturer numbers had been allocated.

## Expansion of EAN in new sectors

EAN Article Numbering has prospered in the Pharmaceutical, Petrol stations, Books sector.

## Leading new member companies

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

## Future projects

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

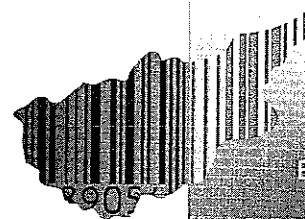
EAN CZECH

NA PANKRÁČI 30  
14000 PRAHA 4

Tel: 42.2.43.47.51  
Fax: 42.2.43.57.34

## EAN CYPRUS

## CYPRUS



EAN - CYPRUS

CYPRUS CHAMBER  
OF COMMERCE  
AND INDUSTRY

39, Grivas

Digenis &

Deligiorgis 3

P.O. BOX 1455

NICOSIA

Tel: 357.2.44.95.00  
Fax: 357.2.36.56.85

President: Phanos EPIPHANIOU

Company: PHANOS N. EPIPHANIOU Ltd.

Chief Executive: Marios TSIAKKIS

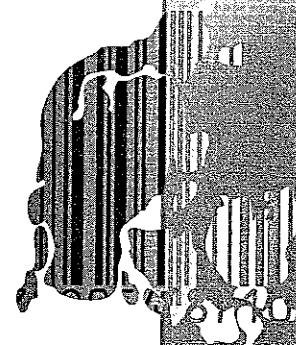
Executive Staff: Androulla XENOPHONTOS - Executive Secretary

## Membership

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

## EAN DANMARK

## DENMARK



President: Frits RASMUSSEN

Company: KIMS A/S

Chief Executive: John OLSEN

Executive Staff: Erland NIELSEN - EDI Development Executive

Arne RASK - EAN Technical Executive

Publication: EAN-NYT - NYT, 3-4 per year

HANCOMMENTAREN, 4-6 per year

## Membership

At the end of 1994, EAN DANMARK had 3,123 members, an increase of 22.86% over last year. A total of 3,593 manufacturer numbers had been allocated.

## EAN DANMARK

Svanemollevej 41  
2900 HELLERUP

Tel: 45 39 40 44 66

Fax: 45 39 40 44 00

### Expansion of EAN in new sectors

- Electric articles including white and brown goods.
- Metered supply.
- D.I.Y.

### Future projects

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

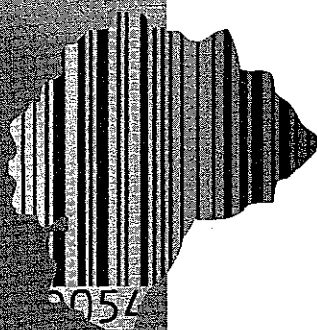
### EDI

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

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

## ECUADOR

## ECOP



ECUATORIANA DE  
CODIGO DE  
PRODUCTO - ECOP

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

Tel: 593.2.50.75.80

Fax: 593.2.50.75.84

President: Luiz Alberto SAENZ

Company: SUPERMAXI

Chief Executive: Fausto REYES

Executive Staff: Jorge BAJANA - Technical Assistant

Anita CALISPA - Assistant

Publication: BOLETIN ECOP, 6 per year

### Membership

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

### Future projects

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

## EAN ESTONIA

## ESTONIA

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

### Membership

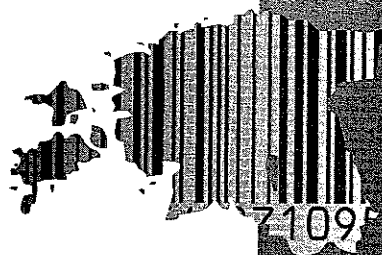
At the end of 1994, EAN ESTONIA, had 105 members, an increase of 75% over last year. A total of 49 manufacturer numbers had been allocated.

### Leading new member companies

- SAILE Ltd, Bakery products.
- TALLINN Dairy, Dairy products.
- JART Ltd, Chemical products (paints).

### Future projects

- Translating and publishing both "An Introduction to EDI" and "An Introduction to the Serial Shipping Container Code".



ESTONIAN  
CHAMBER OF  
COMMERCE AND  
INDUSTRY - EAN  
ESTONIA

17 Toom-Kooli  
Street  
EE 0001 TALLINN

Tel: 372.2.44.34.82  
Fax: 372.2.44.36.56

## THE CENTRAL CHAMBER OF COMMERCE OF FINLAND

## FINLAND

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

### Membership

CCC of Finland has no individual members, but 11 user organisations. A total of 2.641 manufacturer numbers had been allocated.

### Future projects

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

### EDI

CCC of Finland launched in 1988 a national EDIFACT standards project covering 5 trade messages developed within the EDIFACT Trade Message Development Groups, with the latest releases based on the EDIFACT 91.1 directory.

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

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



THE CENTRAL  
CHAMBER OF  
COMMERCE OF  
FINLAND (EAN  
FINLAND)

Aleksanterinkatu  
17 (from 01.06.95)  
P.O. Box 1000  
00101 HELSINKI

Tel: 358.0.69.69.69  
(from 01.06.95)  
Fax: 358.0.65.03.03

## FRANCE

## GENCOD

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

**Membership**

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

**Expansion of EAN in new sectors**

This year, 3 major chains of caterers have decided to use EAN standards.

**Future projects**

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

**EDI**

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

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

GENCOD SARL

13 Bd Lefebvre  
 75015 PARIS

Tel: 33.1.53.68.05.60  
 Fax: 33.1.45.31.09.50

## GERMANY

## CCG

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

**Membership**

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

**Expansion of EAN in new sectors**

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

**Leading new member companies**

- BOSS, Textile, leading position, EAN, EAN-128.
- INTERFUNK, consumer electronic, leading position, EAN location number, EDI.
- BÜRO AKTUELL, office equipment, leading position, EAN location number, EDI.

## Future projects

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

## EDI

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

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

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

CENTRALE FÜR  
COORDINATION  
CCG

Spichernstrasse 55  
50672 KÖLN

Tel: 49.221.5749.02  
Fax: 49.221.5749.159

## HELL C.A.N.

## GREECE

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

## Membership

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

## Future projects

Seminars addressed to various industrial sectors will remain the main activity of HELLCAN, since general and specific information about the EAN coding system and its advantages is still deemed imperative.  
Researches regarding the quality of printed symbols, as well as seminars addressed to printers etc., will continue to be of first priority among HELLCAN's activities through 1995.  
As far as EDI is concerned, since awareness is very low, HELLCAN will continue to provide general and specific information not only to its member companies, but also to other interested parties (e.g. Chambers of Commerce, Institutions, etc...).

## EDI

HELLCAN have actively promoted awareness of and the use of EANCOM not only to its members but also to other interested sectors. Currently a project to translate EANCOM 1994 into Greek is well advanced and is expected to lead to increased interest when completed.

HELLENIC CENTER  
OF ARTICLE  
NUMBERING S.A.  
HELLC.A.N.

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

Tel: 30.1.8017.224  
Fax: 30.1.8019.156

## HONG KONG

## HKANA

President: Alastair McKENDRICK  
 Company: WELLCOME Co Ltd  
 Chief Executive: Anna LIN  
 Executive Staff: Debbie NG - Technical Services Manager  
 K. K. SUEN - EDI Manager  
 Publication: HKANA NEWS, Quarterly

**Membership**

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

**Leading new member companies**

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

**Future projects**

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

**EDI**

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

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

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

## HUNGARY

## HPMA

President: I. DEBRECZENY  
 Company: DUNAPACK Ltd  
 Chief Executive: G. VISZKEI  
 Executive Staff: Judit SZIRMAYNE KOVACS - Executive Officer  
 Erika SZEBENI - Executive Assistant

## Membership

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

## Expansion of EAN in new sectors

EAN coding has been introduced in office supplies. Related shops have been equipped with scanners.

## Future projects

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

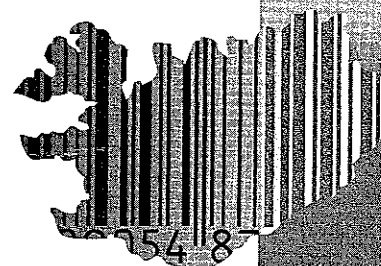
HUNGARIAN  
PACKAGING AND  
MATERIAL  
HANDLING  
ASSOCIATION -  
HPMA

Rigo u.3  
1085 BUDAPEST

Tel: 36.1.113.7034  
Fax: 36.1.133.8170

## EAN ICELAND

## ICELAND



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

## Membership

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

## Expansion of EAN in new sectors

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

## Future projects

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

## EDI

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

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

EAN ICELAND

ICETEC  
Keldnaholt  
IS - 112  
REYKJAVIK

Tel: 354.587.70.00  
Fax: 354.587.74.09

# TEAM INDONESIA

## ANA

**Leading new member company**  
BRAUN IRELAND, Electrical appliances.

## EDI

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

ARTICLE NUMBER  
ASSOCIATION OF  
IRELAND - ANAI

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

Tel: 353 1 660 10 11  
Fax: 353 1 660 17 17

## ICA

## ISRAEL

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

## Membership

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

## Future projects

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

## EDI

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

The ICA EDI committee comprises of equal representations from both the retail and manufacture sectors. In addition to this ICA maintains close links with the Standards Institute of Israel and the Food/Textile/Pharma Manufacturers Association on EDI matters.

ISRAEL CODING  
ASSOCIATION -  
ICA

Industry House  
29 Hamered Street  
TEL-AVIV 61500

Tel: 972 3 519 8839  
Fax: 972 3 516 2082

## INDICOD

## ITALY

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

## Membership

At the end of 1994, INDICOD had 17,245 members, an increase of 12.37% over last year. A total of 17,155 manufacturer numbers had been allocated.

ISTITUTO  
NAZIONALE PER  
LA DIFFUSIONE  
DELLA CODIFICA  
DEI PRODOTTI -  
INDICOD

Via Serbelloni 5  
20122 MILANO

Tel: 39.2.76.02.19.65  
Fax: 39.2.78.43.73

## Future projects

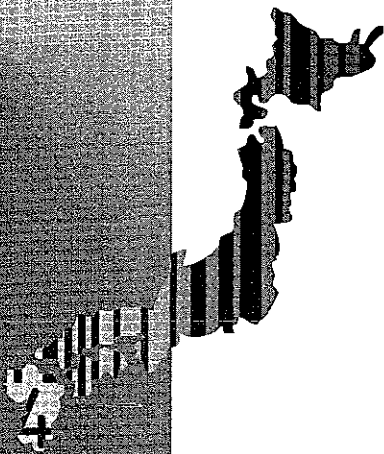
- 6 conventions on EAN systems and applications will be held on the occasion of national fairs.
- Training: 10 Technical seminars will be held throughout the country.

## EDI

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

## JAPAN

## D.C.C.- JAPAN



President: Shinzou AOKI

Company: THE DISTRIBUTION SYSTEMS RESEARCH INSTITUTE

Chief Executive: Kyosuke ASANO - Executive Director

Executive Staff: Kozo ONO - General Manager

Makoto SATO - General Manager

Seiichi SAITO - Assistant General Manager

Hitomi SEKIKAWA - Chief Researcher

Publication: DCC News (in Japanese) - Bimonthly, SCAN News JAPAN (in English) - annual

## Membership

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

## Expansion of EAN in new sectors

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

## Future projects

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

## EDI

In June 1993 DCC established a study committee to research all matters regarding EDI in Japan. This committee contains representatives from trade associations in Japan which represent the DCC membership and is currently actively promoting EDI standardization. To date various specific EDI standards have been developed by DCC for use by its member companies. This committee has recently decided to support and promote EANCOM/EDIFACT in the Japanese distribution sectors.

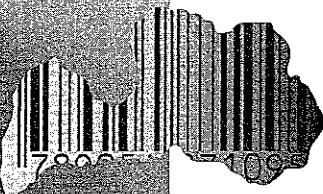
DISTRIBUTION  
CODE CENTER -  
D.C.C. - JAPAN

The 3rd TOC - Bldg  
7-23-1  
Nishi-Gotanda,  
Shinagawa-Ku  
TOKYO #141

Tel: 81 3 3494 4029  
Fax: 81 3 3494 4080

## LATVIA

## EAN LATVIA



President: Ivars KALVISHKIS

Company: LAIMA Joint Stock Company

Chief Executive: Liene SHAURINA - Secretary General

## Membership

At the end of 1994, EAN LATVIA, who joined EAN International during the year, had 40 members.

## Leading new member companies

- LAIMA, Leader in the sector of manufacture of Chocolate.
- LATVIJAS BALZAMS, Alcoholic drinks.

## Future projects

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

LATVIAN  
CHAMBER OF  
COMMERCE AND  
INDUSTRY  
BUREAU - EAN  
LATVIA

21 Brivibas Blvd  
RIGA LV-1849

Tel: 371.2.33.32.27  
Fax: 371.2.782.00.92

## EAN LITHUANIA

## LITHUANIA

President: Vincas BABILIUS

Company: SKAITEKS

Chief Executive: Vytautas JUSKAITIS - Executive Secretary

## Membership

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

## Leading new member companies

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

## Future Projects

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

ASSOCIATION OF  
LITHUANIAN  
CHAMBERS OF  
COMMERCE AND  
INDUSTRY - EAN  
LITHUANIA

V. Kudirkos 18  
2600 VILNIUS

Tel: 370.2.61.45.32  
Fax: 370.2.22.26.21

## EAN MAC

## FYR MACEDONIA

President: Snezana IVANOVSKA

Company: AD PIVARA

Chief Executive: Aco SPASOVSKI

Executive Staff: Danica PETROVIC - Coordinator  
Danica FIDANOVSKA - Independent Official

## Membership

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

## Future projects

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

ECONOMIC  
CHAMBER OF  
MACEDONIA  
EAN MAC

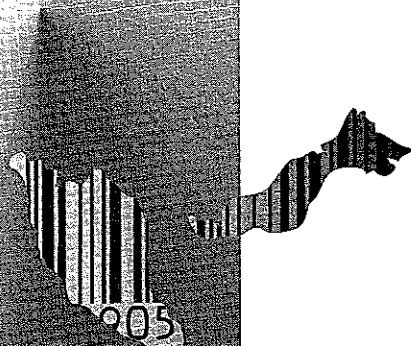
Veljko Vlahovic 13  
P.O. Box 314  
91000 SKOPJE

Tel: 389.91.11.80.88  
Fax: 389.91.11.62.10



## MALAYSIA

## MANC



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

### Membership

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

### Expansion of EAN in new sectors

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

### Future projects

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

### EDI

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

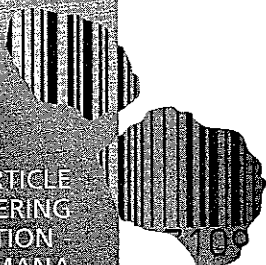
MALAYSIAN  
 ARTICLE  
 NUMBERING  
 COUNCIL - MANC

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

## MALTA

## MANA



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

### Membership

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

### Future projects

MANA will be aiming to increase their promotional activities by:

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

MALTA ARTICLE  
 NUMBERING  
 ASSOCIATION  
 MANA

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

Tel: 356 222 074  
 Fax: 356 240 702

## EAN MAURITIUS

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

### Membership

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



## MAURITIUS

EAN MAURITIUS

3 Royal Street  
Port-Louis

Tel: 230.208.3301  
Fax: 230.208.0076

## AMECOP

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

### Membership

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

### Expansion of EAN in new sectors

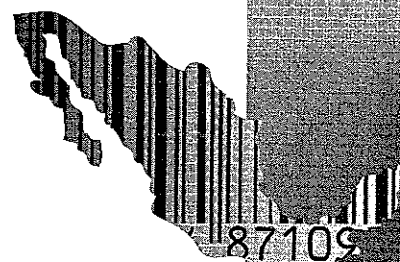
AMECOP is looking at other sectors such as hardware, office products, oil & gas industry.

### Leading new member companies

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

### Future projects

- EDI implementation: a major campaign is planned to promote the implementation of EDI. Plans are in place for the pharmaceutical industry (both retail and manufacturing sectors), and several major retail chains have EDI projects planned for 1995. AMECOP expects to have about 300 companies using EDI by the end of 1995.
- Promotion of UCC/EAN-128.
- An ECR pilot program is fully implemented and we expect to publish results the 2nd quarter of '95.
- QR initiative: joint project with ANTAD, two major retailers will start QR programs this year. As part of this initiative, AMECOP expects an increase in members from the textile industry.
- Promotion of AMECOP's services advising of what the association has to offer.
- Six EDI seminars are planned.



## MEXICO

ASOCIACION  
MEXICANA DEL  
CODIGO DE  
PRODUCTO AC-  
AMECOP

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

Tel: 52.5.395.20.44  
Fax: 52.5.395.20.38

## EDI

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

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

## MOROCCO

## EAN MAROC

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

### Membership

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

### Expansion of EAN in new sectors

Article Numbering has expanded in the non-food areas such as cosmetics, textile and chemicals.

### Future projects

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

### EAN MAROC

11 Boulevard  
Emile ZOLA  
Appt 17  
CASABLANCA

Tel: 212.2.44.73.50  
Fax: 212.2.44.73.31

## NETHERLANDS

## EAN NEDERLAND

President: I.J. VOS  
Company: SCHUIITEMA NV  
Chief Executive: J. Peter GIETELINK  
Executive Staff: Hein GORTER DE VRIES - Deputy Executive Manager  
Piet J. MUNSTERMAN -  
Secretary/Market Development Manager  
Maarten L. KOENS - Manager EDI  
Guido J. DONKERSLOOT - Manager EAN Code System  
Marianne VAN DER HEIDE - Manager Communications  
Publication: EAN NL magazine, 4 per year

## Membership

At the end of 1994, EAN NEDERLAND had over 3,000 members, an increase of +/- 12 % over last year. A total of +/- 2,900 manufacturer numbers had been allocated.

## Expansion of EAN in new sectors

Biggest growth: General merchandise, Audio/video, Fashion and agriculture.

## Leading new member companies

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

## EDI

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

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

## EAN NEDERLAND

Tourniairestraat 3  
Postbox 90445  
1006 KK  
AMSTERDAM

Tel: 31.20.511.38.20  
Fax: 31.20.511.38.30

# EAN NEW ZEALAND

## NEW ZEALAND

President: Charles PETERSON

Company: CHARLES S. PETERSON GROUP Ltd.

Chief Executive: Barry HOUSTON

Executive Staff: Pauline BODDINGTON - Manager Systems & Administration

Alan CARLSEN - Business Support Manager

Owen DANCE - Technical Services Manager

Publication: EANZ News, 3 per year

## Membership

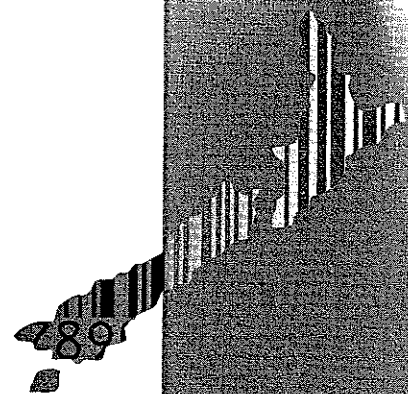
At the end of 1994, EAN New Zealand had 2,913 members, an increase of 8.49 % over last year. There are 2,913 manufacturers currently registered with EAN New Zealand.

## Expansion of EAN in new sectors

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

## Leading new member companies

- COMALCO CARTER HOLT HARVEY, aluminium, using EAN-128 to identify products and EANCOM for the EDI Network.
- OLEX CABLES and MM CABLES and PDC, electrical cable and appliances. OLEX CABLES and MM cables manufacture cables from domestic to heavy industrial and mains transmission. They have used EAN-128 to identify all products. PDC has used EAN-128 on their despatch units.
- CARTER HOLT HARVEY and TASMAN LUMBER, timber, use EAN-128 on timber packs. They have included A.I.'s to uniquely identify each pack and to include the total length of the timber in each pack plus the volume in the pack.



## EAN NEW ZEALAND

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

Tel: 64 4 499 4838  
Fax: 64 4 499 4870

### Future projects

- Help members use the EAN system as the infrastructure to develop E.C.R.
- Explore ways of assisting with the use of the EAN system in the health industry in New Zealand.
- Continue to work with the transport industry in New Zealand to ensure the EAN system is used throughout all sectors of that industry.

### EDI

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

## NORWAY

## EAN NORGE

Chairman of the Board: Bjorn NYMOEN

Company: VESTFOLD BUTIKKDATA AS

Chief Executive: Evelyn JOHANSEN

Executive Staff: Toril BARKHOLM - Accountant

Berit M. ANDERSEN - Secretary

Randi HAFTORN - Technical Executive

Publication: EAN NYTT, 2-3 per year

### Membership

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

### New sectors

- Music.
- Textile.
- Ironware.

### EDI

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

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

## EAN NORGE

Spireaveien 24  
0580 OSLO

Tel: 47 22 65 10 00  
Fax: 47 22 64 39 52

## PARAGUAY

## EAN PARAGUAY

President: José Antonio BERGUES

Company: TUBOPAR

Chief Executive: Hugo Alberto MIGNACO

### Membership

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

### Future projects

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

## EAN PARAGUAY

Antequera  
611 1er piso  
ASUNCION

Tel: 595 21 44 54 90  
Fax: 595 21 44 54 90

## APC

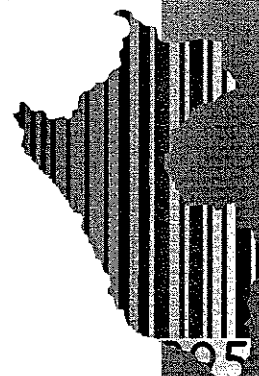
President: Erasmo WONG LU  
 Company: E. WONG S.A.  
 Chief Executive: Alberto SPARROW ROBLES  
 Executive Staff: Mary WONG SUEHIRO - Technical Manager  
 Publication: APC - INFORMATIVO, Trimestrial

### Membership

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

### Future projects

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



## PERU

ASOCIACION  
 PERUANA DE  
 CODIGOS - APC

Pedro Dulanto 103  
 BARRANCO - LIMA  
 04

Tel: 51.14.44.52.93  
 Fax: 51.14.45.70.08

## PANC

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

### Membership

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

### Leading new member companies amongst others:

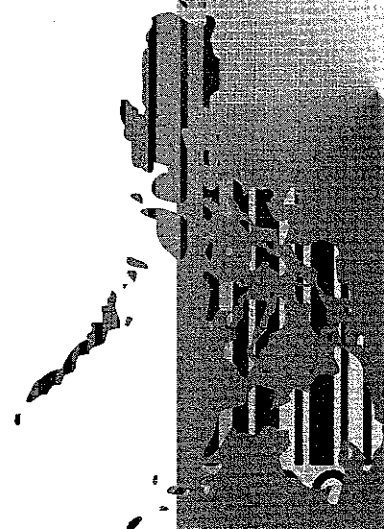
- Retailers like UNIWIDE Group of Companies, SHOEMART Group of Companies, METRO GAISANO, ...
- Manufacturers like UNILEVER, COCA COLA Bottlers Philippines Inc., SAN MIGUEL Foods Inc., IBM Philippines, ...

### Expansion of EAN in new sectors

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

### Future projects

PANC will continue its work promoting EAN/UCC 128.



## PHILIPPINES

PHILIPPINE  
 ARTICLE  
 NUMBERING  
 COUNCIL - PANC

4/F Jaka Bldg.  
 150 Legaspi street  
 Legaspi Village,  
 Makati  
 METRO MANILA  
 1200

Tel: 63.2.893.28.30  
 Fax: 63.2.892.46.12

## POLAND

## EAN POLAND

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

### Membership

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

### Future projects

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

### EDI

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

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

### EAN POLAND

ul. Estkowskiego 6  
 61-755 POZNAN

Tel: 48.61.527.681  
 Fax: 48.61.526.376

## PORTUGAL

## CODIPOR

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

### Membership

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

### Expansion of EAN in new sectors

Textile, Ceramics, Luncheon Vouchers.

### Future projects

- Publish the coupon code guidelines manual.
- In-store scanning tests.
- Organise 27 seminars on bar code and 16 seminars on EDI/EANCOM.
- Promote bar code symbol testing service.
- Translate and publish EAN-128 manual and EAN label manual.
- Translate and publish "An Introduction to EDI".
- Translate and publish "An Introduction to the Serial Shipping Container Code".
- Seminars on EAN-128.
- Implement a product catalogue database.
- Check digit calculation software.
- Folders on bar code and EDI/EANCOM.

ASSOCIAÇÃO  
 PORTUGUESA DE  
 IDENTIFICAÇÃO E  
 CODIFICAÇÃO DE  
 PRODUCTOS -  
 CODIPOR

Rua Professor  
 Fernando da Fonseca  
 16  
 Escritórios II  
 1600 LISBOA

Tel: 351.1.757.62.54  
 Fax: 351.1.759.95.08

## EDI

In 1990, CODIPOR launched its EANCOM project for both national and international EDI. By the end of 1994 there were 20 users with the number expected to rise to 40 by the end of 1995.

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

## EAN ROMANIA

President & Chief Executive: Marcela IOSEP

Company: GENICOD S.R.L.

Executive staff: Eugenia MARTINOV - Secretary of the council of Administration

Ciprian IOSEP - Technical Manager

Florin GHEORGHIU - Chief Accountant

### Membership

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

### Leading new member companies

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

### Future projects

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



## RUMANIA

EAN ROMANIA

13 Mexic Str., 1-St  
Ward

71206 BUCHAREST

Tel: 40.1.212.13.02

Fax: 40.1.212.18.72

## UNISCAN

## RUSSIAN FEDERATION

President: Viatcheslav I. TELEGUIN

Chief Executive: George NASONOV - Deputy General Director

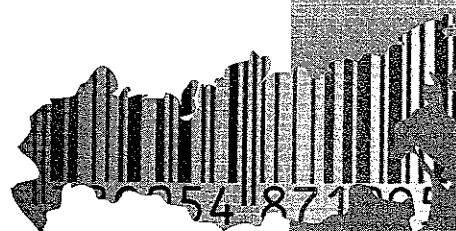
Executive Staff: Alexandre LEANDROV - Technical Manager

Galina ZAITZEVSKAYA - Financial Manager

Vladimir SHOFINOV - Administrative Manager

Helena SHISHOVA - Administrative Assistant

Publication: Uniscan News, Bi-annual



EAN INTERNATIONAL

## AUTOMATIC IDENTIFICATION ASSOCIATION UNISCAN

P.O. Box 10  
117415 MOSCOW

Tel: 7 095 432 49 26  
Fax: 7 095 431 08 54

### Membership

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

### Expansion of EAN in new sectors

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

### Leading new member companies

- Moscow Milk and margarine production factory, Food industry, article numbering.
- CRACKER Moscow Factory, Food industry, Article Numbering.
- VOSTOK, Chistopolskiy watch factory, Article Numbering.

### Future projects

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

## SINGAPORE

## SANC

President: Robert CHUA

Company: ACE DAKIN (S) Pte Ltd

Chief Executive: Jin Soon TAN

Executive Staff: Janice KWOK - Executive Secretary

Rosyati MOHD SAID - Administrative Assistant

Jenna LIM - Clerical Assistant

Publication: SANC News, Quarterly

### Membership

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

### Expansion of EAN in new sectors

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

### New applications

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

### Leading new member companies

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

## Future projects

- EAN for the pharmaceutical sector.
- Expand EAN for the other tropical live fish for export.
- Promote EAN for steel sector.

## EDI

The Singapore Government has established five EDI Committees: EDI for consumer goods, EDI for medical products, EDI for manufacturing of electronic components, Tradenet, and Lawnet. SANC chairs the EDI for Consumer Goods Committee and has recommended the use of EANCOM.

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

SINGAPORE  
ARTICLE NUMBER  
COUNCIL - SANC

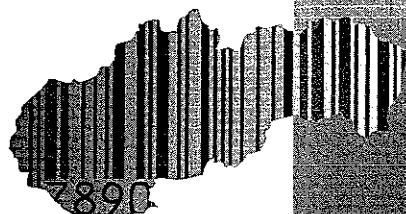
SMA House  
20 Orchard Road  
SINGAPORE 0923

Tel: 65.338.87.87  
Fax: 65.338.33.58

## EAN SLOVAKIA

## SLOVAKIA

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



## Membership

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

## Future projects

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

## EAN SLOVAKIA

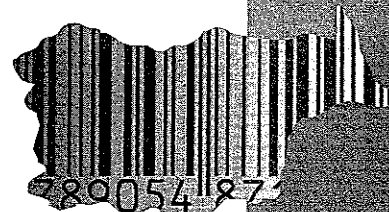
Predmestska Ul. 1  
01001 ZILINA

Tel: 42.89.64.18.96  
Fax: 42.89.64.18.97

## SANA

## SLOVENIA

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



## Membership

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

## Expansion of EAN in new sectors

Health care authorities, pharmaceuticals.

## SLOVENIAN ARTICLE NUMBERING ASSOCIATION - SANA

WTC LJUBLJANA  
Dunajska 156  
61000 LJUBLJANA

Tel: 386.61.188.13.50  
Fax: 386.61.168.83.12

### Future projects

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

### EDI

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

## SOUTH AFRICA

## SAANA



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

### Membership

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

### Leading new member companies

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

### Expansion of EAN in new sectors

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

### Future projects

Developing the National Standard for the paper industry.

### EDI

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

## SOUTH AFRICAN NUMBERING ASSOCIATION - SAANA

P.O. Box 41417  
CRAIGHALL 2024

Tel: 27.11.447.61.10  
Fax: 27.11.447.41.59

# EAN KOREA

## SOUTH KOREA

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

### Membership

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

Leading new member companies

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

### Future projects

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

### EDI

In March 1993 KANC launched a project EANCOM - Korea to develop national guidelines for the use of EANCOM. KANC's EDI Committee has been designing draft messages for the distribution sector using EANCOM as the basis and submits these to the Korean EDIFACT Committee for examination and approval.

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



### EAN KOREA

Room 1111,  
 Textile Center B/D  
 944-31 Daechi-  
 3dong, Kangnam-ku  
 SEOUL

Tel: 822.528.5454  
 Fax: 822.528.5450

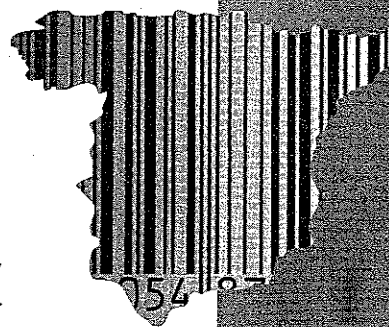
# AECOC

## SPAIN

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

### Membership

At the end of 1994, after "cleaning-up" their members file, AECOC had 9,407 members, an increase of 7.83 % over last year. Their total manufacturer numbers now stands at 9,255.



## ASOCIACION ESPANOLA DE CODIFICACION COMERCIAL - AECOC

Calle Mallorca 288  
Entlo  
08037  
BARCELONA

Tel: 34.3.207.53.62  
Fax: 34.3.459.21.52

### Leading new member companies

- INDO, Optical Industry use the EAN bar codes on warehouse and distributions flows.
- KELLOGS, Foods, Use bar codes on warehouse control.
- FRIGO, Frozen Foods (ice creams) use EAN labels on logistic flows.

### Future projects

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

### EDI

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

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

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

## SWEDEN

## EAN SVERIGE

President: Nils Eric NÄSLUND

Company: DLF

Chief Executive: Björn PASSAD - Managing Director

Executive Staff: Bengt FRIGGEBO - Executive Manager

Kristina FAGERLIN - Executive Officer

Maria MATTSSON - Technical Assistant

Publication: EAN-NYTT, Bi-annual

### Membership

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

### Expansion of EAN in new sectors

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

### New applications of the EAN standards

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

### Future projects

Continued expansion in core activities. Expansion of EANCOM in the public sector, the use of REQOTE and QUOTES for public procurement will be introduced. EAN Sweden supports the national ECR project.

## EDI

EAN Sweden launched the EANCOM EDIT (EDI Trade) project in 1991. EANCOM has been adopted for both national and international EDI. At the end of 1994 there were an estimated 700 users with in excess of 1000 expected by the end of 1995. The national standard DAKOM which EAN Sweden also support will not be maintained after June 1996.

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

## EAN SVERIGE

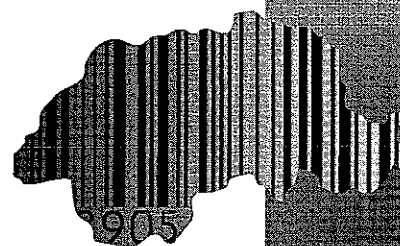
Klarabergsviadukt  
en 90  
S-106 13  
STOCKHOLM

Tel: 46.86.98.30.40  
Fax: 46.86.98.30.49

## EAN (SCHWEIZ)

## SWITZERLAND AND LIECHTENSTEIN

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



## Membership

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

## Expansion of EAN in new sectors

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

## Leading new member companies

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

## Future projects

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

## EDI

EAN Suisse launched the EANCOM nEANder project in 1990. The name of the project was changed to EANCOM-CH because EANCOM has been adopted for both national and international EDI. At the end of 1994 there were 150 users with 200 expected by the end of 1995.

## EAN (SCHWEIZ)

Güterstrasse 133  
CH - 4053 BASEL

Tel: 41.61.361.38.38  
Fax: 41.61.361.39.97

## TAIWAN

## CAN

President: P. C. CHANG

Chief Executive: Lin HUI

Executive Staff: HUI Jung Sheng -

Director of Promotion & Marketing Division

HUNG Shih Feng - DP. Center Manager

Ray WU - Manager of Data Base Department

Jason CHANG -

Project Manager of Promotion & Marketing Division

Publication: CAN News, every two months

### Membership

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

### Expansion of EAN in new sectors

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

### Leading new companies

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

### Future projects

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

### EDI

CAN launched the TTEDIS project in late 1991 to develop national and international guidelines of EANCOM. The CAN EDI committee is split into 4 sub-committees handling Chinese version of the standards, legal issues and government policy, promotion and marketing, and planning and operation research. The committees are made up of representatives of all business sectors and some government officials.

At the end of 1994 there were 60 users of EANCOM with 120 expected by the end of 1995.

COMMERCIAL  
AUTOMATION  
AND NUMBERING  
INSTITUTE - CAN

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

Tel: 886-2-393.9145  
Fax: 886-2-391.3171

## TANC

## THAILAND

President: Chokchai AKSARANAN  
 Company: CHAROEN POKPHAND GROUP  
 Chief Executive: Pitchya VAJARODAYA  
 Executive Staff: Julawit LAIYANGKURN - Technician  
 Rungtiwa KLAKHANG - Customer Service  
 Publication: 4 per year

### Membership

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

### Future projects

Recruit the supermarket suppliers which are more than 2.000. Educate the public more about EAN in the upcountry area.

THAI ARTICLE  
 NUMBERING  
 COUNCIL - TANC

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

Tel: 66.2.229.42.55  
 Fax: 66.2.229.49.39

## TUNICODE

## TUNISIA

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

### Membership

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

### Leading Companies

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

### Expansion of EAN in new sectors

Bar codes have been used for the CNTS, domestic electrical appliances. Initial contacts have been taken with the health and pharmaceutical sector for article numbering.

### Future projects

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

SOCIÉTÉ  
 TUNISIENNE DE  
 CODIFICATION -  
 TUNICODE

24 Rue Jamal  
 ABDEL NASSER  
 TUNIS 1000

Tel: 216.1.334.058  
 Fax: 216.1.334.574

## TURKEY

## UCCET



THE UNION OF  
CHAMBERS OF  
COMMERCE,  
INDUSTRY,  
MARITIME  
COMMERCE AND  
COMMODITY  
EXCHANGES OF  
TURKEY - UCCET

Ataturk Bulvari  
No. 149  
06640  
BAKANLIKLAR -  
ANKARA

Tel: 90.4.424.22.43  
Fax: 90.4.418.32.68

President: E. Yalim EREZ

Company: UCCET

Chief Executive: Hasan DENIZKURDU

Executive Staff: Iskender ELVERDI - Deputy Secretary General  
Meftune EMIROGLU - Head of Trade and Industry Dept.  
Tugrul BELEN - Director of Trade and T.I.R. Dept.  
Deniz HASTURK - Expert

Newsletter: MMNM Haber Bülteni, Quarterly

### Membership

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

### Leading new member companies

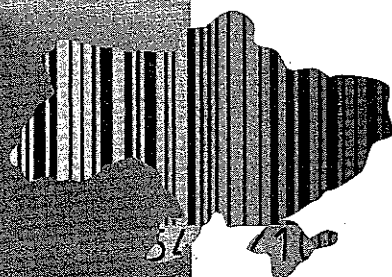
- VAKKO, Textile and ready made clothing, Article Numbering
- BEGEDIK A.S., Department store, EAN-13 used for its own products such as flour, sugar, cereals, etc. In store numbering is used for products not using EAN-13.
- IGROS A.S., Chain of supermarkets, EAN-13 and in-store numbering.

### Future projects

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

## UKRAINE

## EAN UKRAINE



ARTICLE  
NUMBERING  
ASSOCIATION OF  
UKRAINE - EAN  
UKRAINE

26 Artema-street  
254053 KIEV

Tel: 7.044.219.29.00  
Fax: 7.044.224.22.90

President: George DZIS

Chief Executive: Igor SLIPETS - General Director

### Membership

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

## ANA

## U. K.

Chairman: John WHEELER  
 Company: BRITISH SHOE CORPORATION Ltd  
 Chief Executive: Andrew OSBORNE  
 Management Staff: Stephen CRONBACH - Operations Manager  
 Kian TAVAKKOLI - Administration Manager  
 Graham AVORY - External Relations Manager  
 Publication: ANA News, Quarterly - EDI News, 3 times a year.

### Membership

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

### Expansion of EAN in new sectors

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

### Future projects

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

### EDI

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

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

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



ARTICLE NUMBER  
 ASSOCIATION (UK)  
 Ltd

11 Kingsway  
 LONDON WC2B 6AR

Tel: 44.171.240.29.12  
 Fax: 44.171.240.81.49

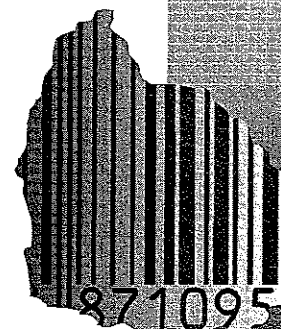
## C.U.N.A.

## URUGUAY

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

### Membership

At the end of 1994, CUNA had 336 members, an increase of 42.37 % over last year. A total of 328 manufacturer numbers had been allocated.



## CENTRO URUGUAYO DE NUMERACION DE ARTICULOS - C.U.N.A.

Agr. German  
Barbato 1363/903  
11200 MONTEVIDEO

Tel: 598.2.983.534  
Fax: 598.2.931.382

## VENEZUELA

## EAN VENEZUELA

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

### Membership

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

### Expansion of EAN in new Sectors

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

### Leading Companies

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

### Future projects

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

### EDI

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

The messages of interest to the project are the Party Information (PARTIN), the Price/Sales Catalogue (PRICAT), the Purchase Order (ORDERS), and the Extended Payment Order (PAYEXT). A pilot program is planned for 1995 and 20 users are expected by the end of the year.

## EAN VENEZUELA

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

Tel: 58.2.261.83.52  
Fax: 58.2.263.01.73

## YANA

## YUGOSLAVIA

President of the Assembly: Vladimir POPOVIC  
 Company: YUNICO, Beograd  
 President of the Board: Josip Dr STANTIC  
 Company: AGROS, Subotica  
 Chief Executive: Bozidar MITIC - Secretary  
 Executive Staff: Svetislav JOVANOVIC - Business Organiser  
 Branislava MITIC - Researcher  
 Publication: YANA - INFO, quarterly

### Membership

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

### Expansion of EAN in new sectors

There has been an increase in Article Numbering in the Pharmaceutical industry, drugstores and bookshops.

### Leading new member companies

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

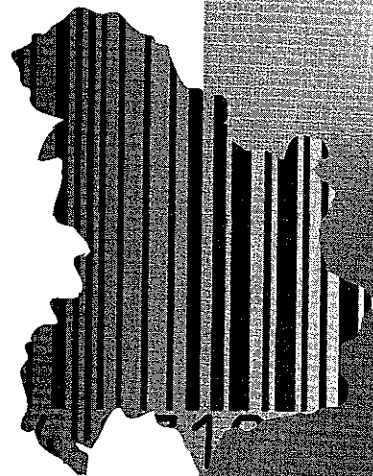
### Future projects

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

### EDI

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

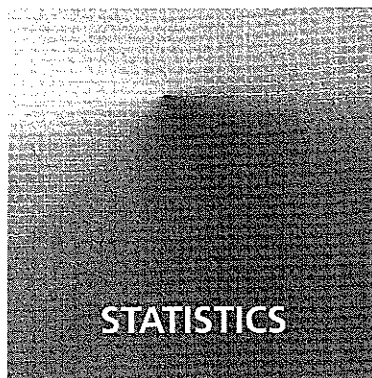
YANA was instrumental in establishing the Yugoslavia EDI Association which in conjunction with the Yugoslav National Bank intends to study the technical and legal issues concerning the use of EDI in Yugoslavia.



YUGOSLAV ARTICLE  
 NUMBERING  
 ASSOCIATION -  
 YANA

Terazije 23  
 11000 BEOGRAD

Tel: 381.11.324.8392  
 Fax: 381.11.324.8754



The tables on the next pages show an overview per Numbering Organisation of the number of member companies, the total numbers allocated and the total number of scanning stores.

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

This year we are pleased to have the opportunity to present you with truly worldwide figures as UCC have agreed to let us reproduce some of their results.

# NUMBER OF MEMBER COMPANIES

| NUMBERING ORGANIZATION | Food                            | Manufacturers Non Fd | TOT            | Distr TOT     | Others TOT   | TOT94          | TOT93          | GROWTH %      |
|------------------------|---------------------------------|----------------------|----------------|---------------|--------------|----------------|----------------|---------------|
| Austria                |                                 |                      | 2,966          | 463           | 254          | 3,683          | 3,125          | 17.86%        |
| Belgium                | 1,124                           | 1,124                | 2,248          | 276           |              | 2,524          | 2,416          | 4.47%         |
| Bulgaria               | 106                             | 48                   | 154            | 11            |              | 165            | 75             | 120.00%       |
| Croatia                | 104                             | 90                   | 194            | 51            | 80           | 325            | 203            | 60.10%        |
| Cyprus                 | 336                             | 136                  | 472            | 107           |              | 579            | 450            | 28.67%        |
| Czech Rep              | 1,250                           | 90                   | 1,340          | 21            | 63           | 1,424          | 1,173          | 21.40%        |
| Denmark (1)            | ** Members = Organisations only |                      |                |               |              | 3,123          | 2,542          | 22.86%        |
| Estonia                | 62                              | 38                   | 100            | 5             |              | 105            | 60             | 75.00%        |
| Finland (1)            | ** Members = Organisations only |                      |                |               |              | 2,641          | 2,500          | 5.64%         |
| France                 |                                 |                      | 15,520         | 620           | 160          | 16,300         | 15,450         | 5.50%         |
| Germany                | 7,300                           | 10,700               | 18,000         |               |              | 41,000         | 31,866         | 28.66%        |
| Greece                 | 796                             | 543                  | 1,339          | 11            | 6            | 1,356          | 1,146          | 18.32%        |
| Hungary                | 1,305                           | 95                   | 1,400          | 11            |              | 1,411          | 1,210          | 16.61%        |
| Iceland                |                                 |                      |                |               |              | 387            | 345            | 12.17%        |
| Ireland                | 572                             | 339                  | 911            | 239           | 128          | 1,278          | 1,141          | 12.01%        |
| Israel                 |                                 |                      |                |               |              | 1,738          | 1,506          | 15.41%        |
| Italy                  |                                 |                      | 17,155         | 46            | 44           | 17,245         | 15,347         | 12.37%        |
| Latvia                 | 23                              | 9                    | 32             | 4             | 4            | 40             |                |               |
| Lithuania              | 13                              | 11                   | 24             | 2             | 6            | 32             |                |               |
| FYR Macedonia          | 13                              | 32                   | 45             | 7             | 5            | 57             |                |               |
| Malta                  | 43                              | 12                   | 55             | 4             |              | 59             | 30             | 96.67%        |
| Netherlands            |                                 |                      |                |               |              | 3,000          | 2,666          | 12.53%        |
| Norway (1)             | ** Members = Organisations only |                      |                |               |              | 2,638          | 2,413          | 9.32%         |
| Poland                 | 1,094                           | 400                  | 1,494          | 136           | 652          | 2,282          | 1,113          | 105.03%       |
| Portugal               |                                 |                      | 2,109          | 346           | 188          | 2,643          | 2,339          | 13.00%        |
| Romania                | 2                               | 10                   | 12             | 3             | 21           | 36             |                |               |
| Russia                 | 212                             | 190                  | 402            | 3             | 65           | 470            | 260            | 80.77%        |
| Slovakia               | 248                             | 150                  | 398            |               | 3            | 401            |                |               |
| Slovenia               | 180                             | 905                  | 1,085          | 90            | 10           | 1,185          | 573            | 106.81%       |
| Spain                  | 5,927                           | 3,030                | 8,957          | 300           | 150          | 9,407          | 8,724          | 7.83%         |
| Sweden (1)             | ** Members = Organisations only |                      |                |               |              | 4,063          | 3,694          | 9.99%         |
| Switzerland            | 508                             | 688                  | 1,196          | 427           | 97           | 1,720          | 1,567          | 9.76%         |
| Turkey                 | 794                             | 351                  | 1,145          | 116           | 233          | 1,494          | 952            | 56.93%        |
| Ukraine                |                                 |                      |                |               |              |                |                |               |
| United Kingdom         |                                 |                      | 9,895          | 1,096         | 264          | 11,255         | 10,345         | 8.80%         |
| Yugoslavia             | 290                             | 370                  | 660            | 71            | 27           | 758            | 751            | 0.93%         |
| <b>Total Europe</b>    |                                 |                      |                |               |              | <b>136,824</b> | <b>115,982</b> | <b>17.97%</b> |
| Australia              | 2,186                           | 3,413                | 5,599          | 68            | 1,396        | 7,063          | 6,108          | 15.64%        |
| China                  | 6,963                           | 6,912                | 13,875         | 785           | 32           | 14,692         | 8,438          | 74.12%        |
| Hong Kong              | 285                             | 542                  | 827            | 449           | 76           | 1,352          | 1,158          | 16.75%        |
| Indonesia              | 19                              | 16                   | 35             | 3             | 8            | 46             | 26             | 76.92%        |
| Japan                  |                                 |                      | 53,853         | 5,612         | 7,144        | 76,609         | 71,535         | 7.09%         |
| Malaysia               | 393                             | 192                  | 585            | 125           | 16           | 726            | 505            | 43.76%        |
| New Zealand            | 1,250                           | 1,249                | 2,499          | 352           | 62           | 2,913          | 2,685          | 8.49%         |
| Philippines            | 150                             | 112                  | 262            | 45            | 93           | 400            | 123            | 225.20%       |
| Singapore              | 546                             | 64                   | 610            | 325           | 27           | 962            | 915            | 5.14%         |
| South Korea            | 1,533                           | 859                  | 2,392          | 11            | 47           | 2,450          | 1,583          | 54.77%        |
| Taiwan                 | 1,713                           | 846                  | 2,559          | 1,043         | 664          | 4,644          | 3,650          | 27.23%        |
| Thailand               | 443                             | 185                  | 628            | 127           | 45           | 800            | 318            | 151.57%       |
| <b>Total Asia Pac</b>  |                                 |                      |                |               |              | <b>112,657</b> | <b>97,044</b>  | <b>16.09%</b> |
| Argentina              | 4,082                           | 2,198                | 6,280          | 55            | 15           | 6,350          | 4,547          | 39.65%        |
| Bolivia                | 28                              | 3                    | 31             | 5             |              | 36             | 0              | 36.00%        |
| Brazil                 | 3,556                           | 3,229                | 6,785          | 256           | 153          | 7,194          | 3,444          | 108.89%       |
| Centr. America (2)     |                                 |                      |                |               |              | 700            | 500            | 40.00%        |
| Chile                  | 1,491                           | 950                  | 2,441          | 60            | 32           | 2,503          | 1,620          | 54.51%        |
| Colombia               | 1,163                           | 2,472                | 3,635          | 41            | 140          | 3,816          | 1,260          | 202.86%       |
| Cuba                   | 60                              | 6                    | 66             | 2             |              | 68             |                |               |
| Ecuador                | 550                             | 415                  | 965            |               | 37           | 1,010          | 630            | 60.32%        |
| Mexico                 |                                 |                      | 7,639          | 301           | 415          | 8,355          | 5,865          | 42.46%        |
| Paraguay               | 11                              | 5                    | 16             |               |              | 16             |                |               |
| Peru                   | 359                             | 111                  | 470            | 142           | 60           | 672            | 275            | 144.36%       |
| Uruguay                | 202                             | 121                  | 323            | 5             | 8            | 336            | 236            | 42.37%        |
| Venezuela              | 227                             | 220                  | 447            | 18            | 29           | 494            | 306            | 61.44%        |
| <b>Total America</b>   |                                 |                      |                |               |              | <b>31,550</b>  | <b>18,683</b>  | <b>68.87%</b> |
| Algeria                |                                 |                      |                |               |              |                |                |               |
| Mauritius              |                                 |                      |                |               |              |                |                |               |
| Morocco                | 37                              | 13                   | 50             | 5             |              | 55             | 40             | 37.50%        |
| South Africa           |                                 |                      | 4,083          | 59            | 97           | 4,239          | 3,789          | 11.88%        |
| Tunisia                |                                 |                      |                |               |              | 350            | 240            | 45.83%        |
| <b>Total Africa</b>    |                                 |                      |                |               |              | <b>4,644</b>   | <b>4,069</b>   | <b>14.13%</b> |
| <b>TOTAL EAN</b>       |                                 |                      |                |               |              | <b>285,675</b> | <b>235,778</b> | <b>21.16%</b> |
| <b>UCC</b>             | <b>55,200</b>                   | <b>67,620</b>        | <b>122,820</b> | <b>13,800</b> | <b>1,380</b> | <b>138,000</b> |                |               |
| <b>GRAND TOTAL</b>     |                                 |                      |                |               |              | <b>423,675</b> |                |               |

(1) The members of the Scandinavian countries are organisations only.

(2) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras.



EAN INTERNATIONAL

|              | NUMBERING ORGANIZATIONS | ALLOCATION OF COMPANY NUMBERS BY MEMBERS |         |                   | NUMBER OF SCANNING STORES |            |               |            | EAN INTERNATIONAL - Main sectors of development other than grocery and retail |  |  |  |  |  |  |  |  |  |
|--------------|-------------------------|------------------------------------------|---------|-------------------|---------------------------|------------|---------------|------------|-------------------------------------------------------------------------------|--|--|--|--|--|--|--|--|--|
|              |                         | 1993                                     | 1994    | Estimate for 1995 | TOT                       | Retail TOT | Specialty TOT | Others TOT |                                                                               |  |  |  |  |  |  |  |  |  |
|              |                         |                                          |         |                   |                           |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
| EUROPE       | Austria                 | 5,334                                    | 5,805   | 6,100             | 4,670                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Belgium+Lux             | 2,416                                    | 2,624   | 2,924             | 3,500                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Bulgaria                | 50                                       | 165     | 215               | 6                         |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Croatia                 | 181                                      | 325     | 450               | 30                        | 20         |               | 10         |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Cyprus                  | 445                                      | 472     | 520               | 102                       | 80         | 22            |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Czech Rep               | 1,143                                    | 1,420   | 1,800             | 500                       | 250        | 100           | 150        |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Denmark                 | 2,542                                    | 3,593   | 4,000             | 2,659                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Estonia                 | 56                                       | 49      | 50                | 65                        | 65         |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Finland                 | 2,195                                    | 2,641   | 3,000             | 3,200                     | 2,600      | 400           | 200        |                                                                               |  |  |  |  |  |  |  |  |  |
|              | France                  | 32,400                                   | 35,200  | 37,000            | 20,000                    | 10,000     | 10,000        |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Germany                 | 14,571                                   | 18,000  | 19,000            | 14,900                    |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Greece                  | 1,150                                    | 1,411   | 1,700             | 37                        | 24         | 10            | 3          |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Hungary                 | 1,210                                    | 1,411   | 1,700             | 1,500                     | 1,200      | 500           |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Iceland                 | 358                                      | 387     | 400               | 220                       |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Ireland                 | 1,084                                    | 1,313   | 1,663             | 282                       |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Israel                  | 2,531                                    | 2,892   | 3,300             | 456                       |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Italy                   | 15,178                                   | 17,155  | 18,700            | 6,800                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Latvia                  |                                          | 28      | 60                | 16                        | 16         |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Lithuania               |                                          | 24      | 80                | 16                        | 14         | 2             |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | FYR Macedonia           |                                          | 40      | 60                | 1                         | 1          |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Malta                   | 26                                       | 55      | 75                | 3                         | 3          |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Netherlands             | 2,890                                    | 3,000   | 3,600             | 3,000                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Norway                  | 2,413                                    | 2,638   | 2,830             | 2,673                     | 1,726      | 806           | 141        |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Poland                  | 1,111                                    | 2,285   | 2,800             | 378                       | 314        | 64            |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Portugal                | 2,316                                    | 2,619   | 3,100             | 4,400                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Romania                 |                                          | 11      | 40                | 40                        |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Russia                  | 260                                      | 470     | 900               | 33                        | 33         |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Slovakia                |                                          | 398     | 550               | 15                        |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Slovenia                | 343                                      | 1,140   | 1,700             | 200                       |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Spain                   | 10,616                                   | 9,255   | 9,900             | 11,505                    | 5,506      | 5,999         |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Sweden                  | 3,894                                    | 4,063   | 4,300             | 6,000                     | 4,500      | 1,500         |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Switzerland             | 1,665                                    | 1,828   | 2,000             | 1,538                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Turkey                  | 952                                      | 1,494   | 2,000             | 55                        |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Ukraine                 |                                          |         |                   |                           |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | United Kingdom          | 12,100                                   | 12,520  | 12,900            | 18,000                    |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Yugoslavia              | 728                                      | 769     | 980               | 125                       | 118        | 7             |            |                                                                               |  |  |  |  |  |  |  |  |  |
| ASIA PACIFIC | Australia               | 9,985                                    | 11,151  | 12,500            | 6,068                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | China                   | 8,478                                    | 14,692  | 20,192            | 150                       | 150        |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Hong Kong               | 1,134                                    | 1,624   | 1,980             | 3,066                     | 1,934      | 1,132         |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Indonesia               | 26                                       | 46      | 100               | 26                        | 19         | 7             |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Japan                   | 74,000                                   | 76,613  | 81,000            | 412,000                   | 272,000    | 104,000       | 36,000     |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Malaysia                | 500                                      | 765     | 1,015             | 40                        |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | New Zealand             | 2,474                                    | 2,913   | 3,250             | 1,600                     | 1,250      | 350           |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Philippines             | 123                                      | 400     | 600               | 6                         | 6          |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Singapore               | 915                                      | 962     | 995               | 12                        | 8          |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | South Korea             | 1,527                                    | 2,403   | 3,100             | 6,381                     | 995        | 3,451         | 1,955      |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Taiwan                  | 3,650                                    | 4,644   | 5,700             | 1,724                     | 1,658      | 66            |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Thailand                | 318                                      | 780     | 1,000             | 2                         | 2          |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
| AMERICA      | Argentina               | 4,438                                    | 6,280   | 7,990             | 530                       | 450        |               | 80         |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Bolivia                 | 0                                        | 378     | 1,000             | 5                         | 5          |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Brazil                  | 3,346                                    | 2,490   | 7,460             | 510                       | 217        | 292           | 1          |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Central America (1)     | 305                                      | 800     | 1,000             | 72                        |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Chile                   | 1,577                                    | 2,441   | 3,600             | 250                       | 200        | 50            |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Colombia                | 1,150                                    | 3,670   | 4,700             | 44                        | 8          | 30            | 6          |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Cuba                    |                                          | 66      | 100               | 5                         |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Ecuador                 | 440                                      | 620     | 720               | 25                        | 20         | 5             |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Mexico                  | 5,725                                    | 7,318   | 8,818             | 1,094                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Paraguay                | 0                                        | 16      | 50                | 2                         | 2          |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Peru                    | 235                                      | 672     | 1,400             | 35                        | 30         | 5             |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Uruguay                 | 228                                      | 328     | 400               | 11                        | 8          | 3             |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Venezuela               | 272                                      | 447     | 750               | 96                        | 12         | 80            | 4          |                                                                               |  |  |  |  |  |  |  |  |  |
| AFRICA       | Algeria                 |                                          |         |                   | 10                        |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Mauritius               |                                          |         |                   | 10                        |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Morocco                 |                                          | 43      | 80                | 7                         | 6          | 1             |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | South Africa            | 3,674                                    | 4,144   | 4,400             | 1,859                     |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
|              | Tunisia                 | 160                                      | 350     | 500               | 5                         |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
| Total EAN    |                         | 246,838                                  | 286,556 | 325,207           | 542,670                   |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
| UCC          |                         |                                          | 138,000 | 158,000           | 100,000                   |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |
| GRAND TOTAL  |                         |                                          | 424,556 | 483,207           | 642,670                   |            |               |            |                                                                               |  |  |  |  |  |  |  |  |  |

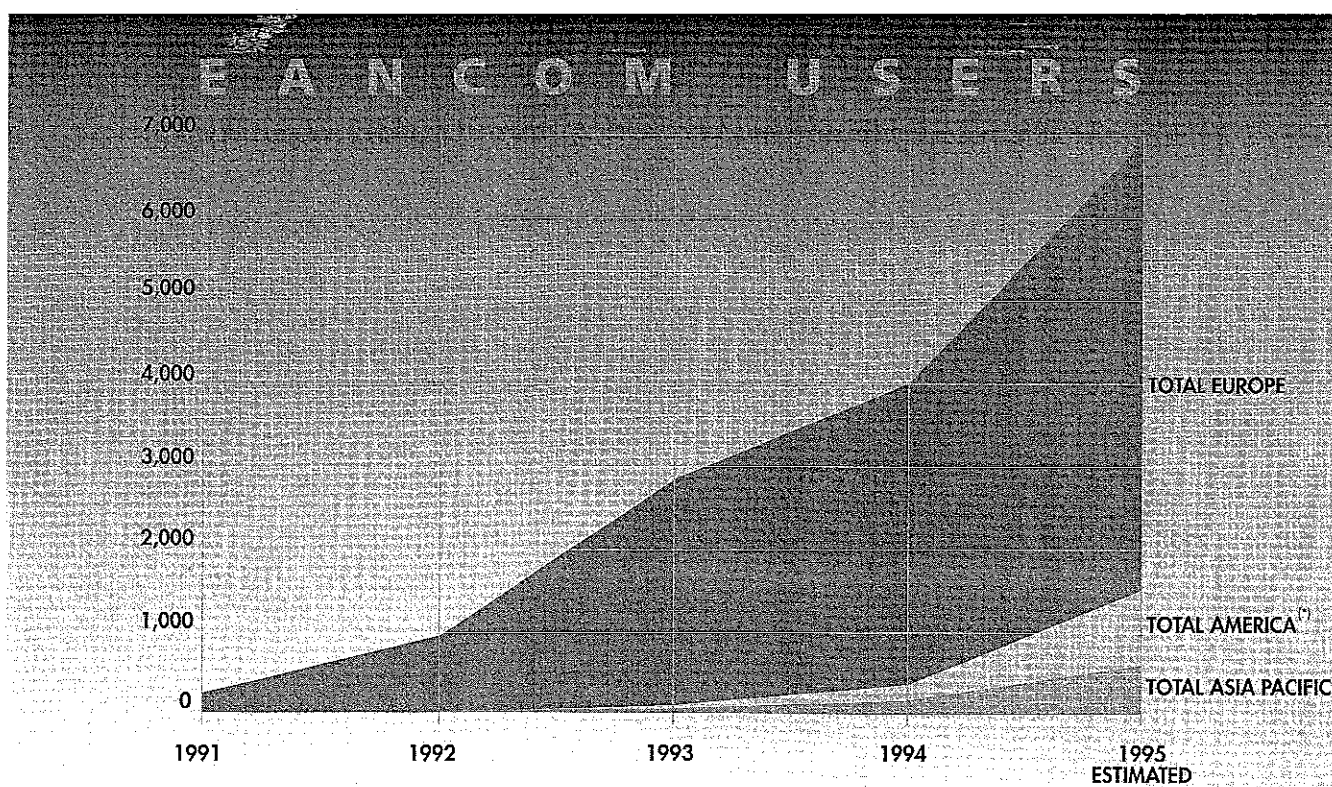
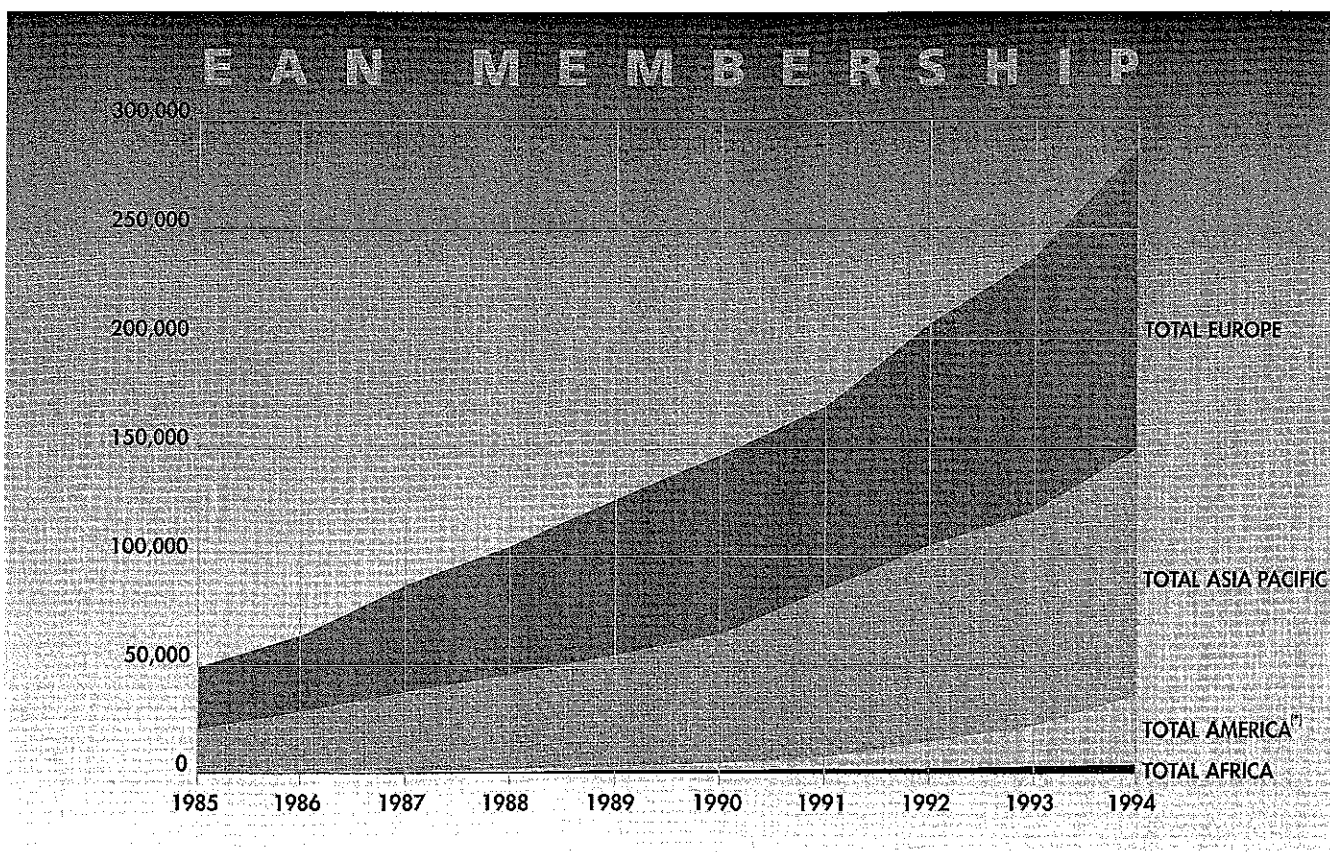
(1) Central America stands for Guatemala, El Salvador, Costa Rica, Panama, Nicaragua, Honduras



# SUMMARY TABLE - EDI IN THE EAN COMMUNITY, 1994

| COUNTRY<br>NUMBERING<br>ORGANIZATION | NAME OF<br>STANDARD      | NATIONAL EDI STANDARD     |       | VAN's<br>ENDORSED                   | EANCOM                                              |                           |         |
|--------------------------------------|--------------------------|---------------------------|-------|-------------------------------------|-----------------------------------------------------|---------------------------|---------|
|                                      |                          | NO OF USERS<br>AT THE END |       |                                     | NAME OF<br>PROJECT                                  | NO OF USERS<br>AT THE END |         |
|                                      |                          | 1994                      | 1995  |                                     |                                                     | 1994                      | 1995    |
| Argentina (CODIGO)                   | -                        | -                         | -     | SEA (STARTEL)                       | EANCOM Argentina                                    | 23                        | 120     |
| Australia (EAN Australia)            | ANSI X.12 EDIFACT        | 6000                      | 8000  | -                                   |                                                     | -                         | -       |
| Austria (EAN Austria)                | SEDAS                    | 1600                      | 2000  | IBM (Ecodel)                        | EANCOM                                              | 70                        | 120     |
| Belgium/Luxembourg (CODIF)           | ICOM                     | 175                       | 100   | IBM and GEIS                        | EANCOM                                              | 156                       | 300     |
| Brazil (EAN Brazil)                  | -                        | -                         | -     | -                                   | EANCOM                                              | 30                        | 150     |
| Chile (CNC - DEPCO)                  | EDIFACT                  | 130                       | 500   | -                                   | EDI* Chile                                          | 130                       | 500     |
| Columbia (IAC)                       | -                        | -                         | -     | -                                   | EANCOM                                              | 20                        | 100     |
| Denmark (EAN Denmark)                | -                        | -                         | -     | -                                   | HANCOM                                              | 400                       | 500     |
| Finland (CCC)                        | EDIFACT                  | 700                       | 800   | -                                   |                                                     | -                         | -       |
| France (GENCOD)                      | GENCOD                   | 2000                      | 3000  | ALLEGRO                             | ALLEGRO                                             | 300                       | 500     |
| Germany (CCG)                        | SEDAS                    | 395                       | 490   | GEIS, IBM,<br>TELEKOM               | 1. Migration SEDAS/EANCOM                           | 120                       | 200     |
|                                      | SINFOS                   | 226                       | 350   |                                     | 2. Migration SINFOS/EANCOM                          |                           |         |
|                                      | MADAKOM                  | 245                       | 250   |                                     |                                                     |                           |         |
| Hong Kong (HKANA)                    | -                        | -                         | -     | IBM                                 | HKANA EDI Service                                   | 6                         | 100-200 |
| Iceland (EAN Iceland)                | -                        | -                         | -     | -                                   | EANCOM (SEDI)                                       | 40                        | 70      |
| Italy (INDICOD)                      | -                        | -                         | -     | -                                   | EDICOMM                                             | 100                       | 200     |
| Ireland (ANA)                        | -                        | -                         | -     | -                                   | EANCOM                                              | 190                       | 250     |
| Korea (KANC)                         | -                        | -                         | -     | -                                   | EANCOM KOREA                                        | 107                       | 300     |
| Mexico                               | ANSI X.12                | 50                        | 200   | -                                   |                                                     | -                         | -       |
| Netherlands (EAN Nederland)          | Sector Specific Messages | 20                        | 30    | -                                   | EANCOM                                              | 1200                      | 1400    |
| New Zealand (EAN New Zealand)        | EDIFACT Subsets          | 60                        | 70    | -                                   |                                                     | -                         | -       |
| Norway (EAN Norge)                   | Standard Records         | 2106                      | 2110  | -                                   | EANCOM<br>- "not yet named" based<br>on EANCOM D93A | 64                        | 64      |
|                                      | RIGAL                    | 30                        | 105   |                                     |                                                     | -                         | 164     |
| Portugal (CODIPOR)                   | -                        | -                         | -     | -                                   | EANCOM                                              | 20                        | 40      |
| Singapore (SANC)                     | -                        | -                         | -     | Singapore<br>Network Services       | Message Development<br>Group for Consumer Goods     | 28                        | 35      |
| Slovenia (SANA)                      | -                        | -                         | -     | -                                   | Facilitating Center                                 | -                         | 20      |
| South Africa (SAANA)                 | SAANA EDI standards      | 150                       | 250   | FIRSTNET TRAFEX                     |                                                     | -                         | -       |
| Spain (AECOC)                        | AECOM                    | 460                       | 660   | Telefonica Sistemas                 | EANCOM                                              | 5                         | 25      |
| Sweden (EAN Sweden)                  | -                        | -                         | -     | -                                   | EDI                                                 | 700                       | 1000    |
| Switzerland (EAN Suisse)             | -                        | -                         | -     | IBM<br>Swisscos<br>AT&T<br>Telekurs | EANCOM-CH                                           | 150                       | 200     |
| Chinese Taiwan (CAN)                 | -                        | -                         | -     | -                                   | EANCOM TEDIS                                        | 60                        | 120     |
| United Kingdom (ANA)                 | TRADACOMS                | 12000                     | 15000 | -                                   | EANCOM                                              | 100                       | 400     |
|                                      | UK EDIFACT               | 450                       | 750   |                                     |                                                     | -                         | -       |
| Venezuela (EAN Venezuela)            | -                        | -                         | -     | -                                   | EDI Venezuela                                       | -                         | 20      |
| Yugoslavia (YANA)                    | -                        | -                         | -     | -                                   | EANCOM                                              | 4                         | 5-10    |
| TOTAL NUMBER OF USERS                |                          | 26698                     | 34665 |                                     |                                                     | 4017                      | 6955    |

Notes: Where number of users has been specified as a range, the mid-point value has been used



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

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