



FEDERATION OF EUROPEAN DIRECT MARKETING

**EUROPEAN CODE OF PRACTICE  
FOR THE USE OF PERSONAL DATA  
IN DIRECT MARKETING**

**EXPLANATORY MEMORANDUM**

FEDMA represents the direct marketing sector at the European level. Its national members are the Direct Marketing Associations (DMAs) of 12 countries of the European Union (all except Belgium, Luxembourg and Denmark) and Switzerland, Norway, Hungary, Poland, the Czech and Slovak Republics, which represent users, service providers and media/carriers of direct marketing. FEDMA also has about 350 direct company members.

Representing directly, or indirectly through the trade associations, a total of around 10,000 European direct marketing practitioners, FEDMA is ideally placed to draw up a European data protection code of practice for practitioners, which it has prepared following discussions with the Article 29 Group. This essential instrument represents an interpretation of the European Data Protection Directive in terms designed to be understood by direct marketers; in some areas of the Directive where practice already goes beyond the level set by the Directive – or where FEDMA recommends that it should – such higher standards of practice are incorporated.

All the national members of FEDMA, i.e. the trade associations, have agreed that their own national codes will in every respect maintain levels of protection for data subjects at least as high as those provided by the FEDMA Code, although – where national laws or self regulation oblige or allow – their national code may reflect even higher standards.

The code is designed primarily as an instrument of best practice, and it is intended for use as a reference document within the framework of applicable laws. Direct members of FEDMA will operate to the standards laid down in the FEDMA Code, subject always to their obligation to comply with their relevant national laws or self-regulatory provisions. This code is not intended to reduce or replace the applicability of national laws and regulations.

FEDMA hopes, and will actively promulgate the view, that the FEDMA Code should also be regarded by all European direct marketing practitioners – whether members or not – as the general standard or custom and practice for the Industry as a whole.

It is also accepted by FEDMA that this Code of practice is merely the first stage in the ongoing development of effective best practice in the area of data protection. As subsequent editions of the Code become more sophisticated and continue to mirror the best and ever increasing aspirations of responsible practitioners and major changes in EU legislation, so will Industry practices across the board be raised to levels constantly matching the legitimate and growing expectations of the Industry's customers.

It is as well to remember that the data protection legislation applies to the processing of personal data using any medium.

It should be noted that different means of communication used by direct marketing have attracted different regulations. Directives 97/66/EC (Telecommunication and Privacy) and 97/7/EC (Distance Selling) require the consent of the data subject before a commercial communication can be sent to him/her by fax or automatic calling unit. Directive 2002/58/EC (Privacy and Electronic Communication) in addition requires that consent is needed before using electronic communications (e.g. emailing) to consumers who have no previous relationship with the data controller.

This code should be read in conjunction with the other FEDMA existing and forthcoming codes of practice, including the European principles for the use of the telephone as a marketing medium by business, and The Electronic Commerce Code of Conduct for European Business. This code should also be applied with the Global Conventions on Mailing and Telephone Preference Services and the Global E-mail Preference Service principles<sup>1</sup>.

The code is designed to be applied to the use of personal data by direct marketers within the EU and those non-EU countries<sup>2</sup>, which have national data protection laws in line with the EU Directive.

**All provisions of this code apply without prejudice to the provisions of the applicable national legislation. Where specific requirements exist at national level, this will have to be complied with in accordance with the applicable law rules set out in this Code and in accordance with EU legislation.**

---

1 The Global Conventions on Preference Services, FEDMA code of conduct for electronic commerce and the European principles for the use of the telephone as a marketing medium by business can be accessed at FEDMA. Information on the Global Email Preference Service can be found at <http://www.e-mps.org>. Robinson lists equal Preference Services (see footnote page 11).

2 EEA and other European countries which national data protection legislation is considered as providing an adequate level of protection.

## **DEFINITIONS**

### **DIRECT MARKETING**

The communication by whatever means (including but not limited to mail, fax, telephone, on-line services etc...) of any advertising or marketing material, which is carried out by the Direct Marketer itself or on its behalf and which is directed to particular individuals.

### **PERSONAL DATA**

Personal Data means any information relating to an identified or identifiable natural person. An identifiable person is one who can be identified, directly or indirectly, in particular by reference to an identification number or to one or more factors specific to his physical, physiological, mental, economic, cultural or social identity.

#### Note

Personal Data means information relating to an individual, held in a form in which the individual can be identified, and could include as little as a surname. Some information not containing a surname should be considered as Personal Data and therefore covered by this code. This could be the case, for example, in regard to postal addresses, telephone numbers, faxes or e-mail addresses, or job title, if the person to whom these data relate can reasonably be identifiable.

### **SENSITIVE DATA**

Any data which reveals any of the following information from a Data Subject is sensitive and is subject to restrictions on their processing:

- Racial or ethnic origin;
- Political opinions;
- Membership of a trade union;
- Religious or philosophical beliefs;
- Physical or mental condition (health);
- Sexual life;
- Offences, criminal convictions and security measures.

### **DIRECT MARKETER**

Any natural or legal person (including charities and political parties) who communicates by whatever means (including but not limited to mail, fax, telephone, on-line services etc...) any advertising or marketing material which is directed to particular individuals.

### **DATA SUBJECT**

The individual for which Personal Data can be identified or identifiable.

### **DATA PROTECTION CO-ORDINATOR**

Any natural person appointed by the Data Controller to undertake the functions described in this Code.

### **DATA CONTROLLER**

For the purposes of this code, a Data Controller means any natural or legal person who determines and controls (jointly or in common with other natural or legal persons) the purposes and the ways in which processing of Personal Data is, or is to be undertaken.

### Note

A Data Controller must not be confused with a data owner. For example, an organisation can be the data owner of a database (because that natural or legal person is in possession of the material rights to use the database) and at the same time the Data Controller of the processing. At all times the skills of the Data Controller and the Data Processor are not always the same. The Data Processor is not necessarily the Data Controller.

### **DATA PROCESSOR**

Any natural or legal person, other than an employee of the Data Controller, who processes Personal Data exclusively under the instructions, responsibility and on behalf of the Data Controller.

### **THIRD PARTY**

Any natural or legal person who is neither the Data Subject, nor the Data Controller, nor the Data Processor, nor the agents/employees of the Data Controller or the Data Processor.

### Note

A Data Controller may appoint company A as their Data Processor. The Data Processor can only process the data following the instructions of the Data Controller. However, if the Data Controller decides to rent a specific list to company B, this company will be a Third Party.

### **PROCESSING**

For the purpose of this code, processing means any automated operation performed upon Personal Data for Direct Marketing purposes. Manual operations are also covered when they are performed in a structured way according to specific criteria and which will permit easy access to the data.

### Note

The term covers each of the separate chain of operations that an organisation may do with the Personal Data from the first collection until the destruction, and including any other intermediary operations such as rectification, maintaining, storing and disclosure. This code only applies to processing related to Direct Marketing activities. Marketers should also check that the other types of processing carried out by them also comply with the applicable data protection rules.

### **DISCLOSURE**

Any communication (provision or making available) of Personal Data (e.g. renting, selling) to Third Parties.

### **CHILDREN**

Any individual aged under 14 years old unless otherwise defined in national legislation/self regulation

### **PARENT**

The Child's parent or legal guardian

## 1 Law applicable

### 1.1 Direct Marketers established in EU/EEA territory

When the Direct Marketer is established in the EU/EEA area, in order to know which national law they have to respect, they have to take into consideration the following rules:

- 1.1.1 If the Direct Marketer has just one establishment in the EU/EEA and therefore one single Data Controller, the law applicable is the one where the Data Controller is established, subject to the rules set out in point 1.1.4.
- 1.1.2 If the organisation has different establishments located in different EU/EEA members and if one and only one of these establishments is to be considered as the Data Controller whereas the other establishments are just processors, each processor should respect the national law of the Data Controller except with respect to security measures for which the processor has to follow its national law.
- 1.1.3 If the Direct Marketer has different establishments located in different EU/EEA member states and each of them acts as a Data Controller, each establishment should respect the national laws of the country where they are established.
- 1.1.4 If the Direct Marketer acting as the Data Controller uses a processor agent located in a different EU/EEA member state, the processor agent has to apply the law applicable to the EU-established Data Controller, except in relation to security measures provisions in which case the law of the country where the Data Processor is established should apply.
- 1.1.5 The fact that the data are from natural persons of one or more EU/EEA countries or from countries outside the EU/EEA area is not a determining factor in the designation of the law applicable.

The different possible situations are summarised, for practical reasons in the following matrix:

CASES	FACTS				LAW APPLICABLE	
	Direct Marketer established in	Data Controller established in	Data Processor established in	Data from	To the respective processing	To security measures
1 <sup>st</sup>	BE	BE	BE	EU EEA US	BE	BE
2 <sup>nd</sup>	BE NL UK	BE	NL UK	EU EEA US	BE	NL UK
3 <sup>rd</sup>	BE	BE NL UK	FR	EU EEA US	BE NL UK	FR
4 <sup>th</sup>	BE	BE NL UK	SP PT LUX	EU EEA US	BE NL UK	SP PT LUX

### 1.2 Data Controllers not established in the EU/EEA territory

When a Data Controller is not established in the EU/EEA or in a country which does not have an adequate level of protection and when such Data Controller does not provide any forms of data protection mechanisms endorsed by the EU, it would have to respect the national law of one of the Member States of the EU/EEA when, for the purposes of processing, it used equipment situated in one of those Member States (for example, a call centre to collect Personal Data, a bureau to process Personal Data on their behalf, a list broker to update their lists, etc). In this case:

- 1.2.1 The Data Controller should designate a representative (natural or legal person) that is established in the Member State in which such processing takes place. The representative will be responsible vis-à-vis the competent national authorities to guarantee that the national law applicable is respected by the Data Controller. (This does not mean that the authorities cannot initiate legal actions against the controller itself.)
- 1.2.2 The law applicable would be the one where the representative is established.
- 1.2.3 The provisions of article 1.2 are not applicable if the equipment is used only for transit purposes within the EU/EEA (for example, if the Data Controller is established in Canada, the data are collected in countries outside the EU/EEA territory, then sent via a UK telecommunications service provider to Canada).

## 2 Obtaining Personal Data

### 2.1 Collection directly from the Data Subject

Whilst collecting data, the Data Controller should ensure that the collection is done in a fair manner and that the Data Subject's right to information, as outlined in this code, is secured.

#### General principles for fair processing

- *Essential Information*

Data Controllers must ensure that Data Subjects are informed of:

- the identity of the Data Controller (e.g. name and address);
- the purpose(s) of the processing (e.g. transactional or promotional purposes)

The essential information should be given at the time of the collection, unless it is completely clear from the context (for example, as regards the identity of the controller and the purpose, if the name of the company is clearly shown in the promotion), or the Data Subject already has the information (for example, if the Data Subject has a contract with the company).

- Information on the rights to access and correct *data* and objections

Data Controllers must ensure that Data Subjects are informed of:

- their right to access and correct erroneous data related to them;
- their right not to be approached for Direct Marketing purposes;
- their right to object to the processing of his/her Personal Data for Direct Marketing purposes.

#### Treating with specific situations

- *Information in the case of data used for the controller's Direct Marketing activities*

In the case where the data are intended to be used by the controller for its own Direct Marketing use, the Data Controller must ensure that the Data Subject is aware of the essential information, and of his/her right to opt-out from such use.

The Data Controller should provide the information at the time of collection and every effort should be made to do so. But in the case where this is difficult or impossible (i.e. small space advertisements or telemarketing) and permitted by national legislation this information may be given as soon as possible after the collection, for example, when the Data Subject receives the first documentation (invoice, receipt, etc.) in written or any durable medium.

- *Information in the case of disclosure*

In addition to the essential information, when data are intended to be communicated to Third Parties, Data Controllers must ensure that Data Subjects are informed of:

- any recipients or types of recipients of the data and the purpose for which the data will be disclosed
- their right to object to from disclosing for Direct Marketing purposes

This information should be given at the time of collection, and every effort should be made to do so, but where this might be difficult or impossible (for instance in case of small space advertisements or telemarketing) and it is permitted by national legislation, this information should be given before any such communication to 3rd parties takes place.

This information may not need to be provided if it has already been given through appropriate mechanisms (e.g. appropriate collective notice which is generally accessible and sufficiently targeted to a specific public). Such mechanisms must be permitted by national legislation and should be conveyed in accordance with the legal requirements contained in the applicable national legislation.

- *Information in the case of use of questionnaires and other forms*

In addition to this essential information, Data Controllers must ensure that Data Subjects are informed of whether the replies to questions are obligatory or voluntary, and the possible consequences of a failure to reply (for example, including but not limited to, situations of not receiving a gift in the case of collection of data by means of questionnaires). The Data Controller should also ensure that no unnecessary questions are asked.

The information in the case of questionnaires should be given at the time of collection.

## **2.2 Collection from sources other than the Data Subject**

2.2.1 Where Data Controllers do not collect Personal Data from the Data Subjects themselves, they are obliged to take such steps as are necessary to ensure that the Data Subjects are nevertheless aware of the information they would have had if direct contact had been made with Data Controllers. For example rented-in lists, member-get-member campaigns, or data collected from questionnaires must in particular be in conformity with the principles of legitimacy as defined in Article 2.1.

2.2.2 Data Controllers should provide the information referred to in Article 2.1:

- At the time of undertaking the recording (i.e. processing) of the data;
- or where a disclosure to a third party is envisaged no later than the time of disclosure, unless the data subject had already been informed.

2.2.3 Providing that the data used were initially collected respecting data protection rules, as a derogation to the principles set out in Article 2.2.1, the above requirement does not apply in specific exceptional circumstances where it would involve a disproportionate effort to provide such information, and where any additional appropriate safeguards, as laid down in national law, are met. In particular, circumstances which involve disproportionately high expenditure in terms of time or money. E.g. when data are obtained from a Third Party and are to be used after a short time delay, it would be disproportionate directly to inform the Data Subject, when it can wait until first contact takes place.

2.2.4 These factors will always need to be balanced against the consequences to the Data Subjects arising from an application of the derogation. Examples of circumstances where the disproportionate effort derogation might, all other things being equal, be applicable would include:

- Personal Data held for the purposes of blocking or address verification;
- where Personal Data are suppressed by application of a Robinson List or Preference Service File;
- where a marketer removes or suppresses the Personal Data of those on the marketing list which do not match the required profile.



2.2.5 Data Controllers, having assessed the relevant factors and having decided to apply the derogation, should ensure that a written statement (setting out the reasoning underlying the decision, the type of information that the Data Controllers would have had to give, and why the Data Subjects would not be prejudiced by the application of the derogation) is prepared and is available subsequently in justification of such decision.

### **2.3 Collection of Sensitive Data**

Due to the particular importance of Sensitive Data with regard to the Data Subject's fundamental privacy rights, special care needs to be taken in the processing of such data.

If the Personal Data being collected involves Sensitive Data, the Data Controller must request the explicit consent of the Data Subject for the collection and further processing of the Personal Data. Explicit consent means specific, freely given and informed in such a way that there should be no doubt at all concerning the consent of the Data Subject that should undertake action in order to make his/her consent clear. Explicit consent does not necessarily mean in writing but it is often the case in practice as this constitutes a good means of proof of the consent unless:

- the data have been manifestly made public by the Data Subject (for example, in the case of information from a public source such as a directory, where the Data Subject has been given the opportunity not to include those data), or;
- the data are processed by a relevant non-profit organisation with a political, philosophical, religious or trade-union aim. If these organisations process data without the explicit consent of the Data Subject they must take into account that:
  - the processing should be carried out in the course of the legitimate activities of these bodies;
  - appropriate guarantees should be offered;
  - the processing may only relate to the members of the body or to persons who have regular contact with it;
  - the processing should take place in connection with the purposes of the non-profit-seeking body;
  - the data are not disclosed to a Third Party without the consent of the Data Subjects.

An example of this kind activities could be a church or religious association that sends (or uses a processor to send) a letter to its members announcing the publication of a religious bulletin to which interested members could subscribe, or to raise funds for providing help and assistance in a specific situation.

Under no circumstances should companies use Sensitive Data in a way which may prejudice the fundamental rights and freedoms of the Data Subject. Data must always be processed for legitimate activities.

Where sensitive data, collected in connection with Direct Marketing activities, are processed further for statistical analysis purposes, they should be made anonymous or at least transformed in such a way as not to allow identification of data subjects, unless the Data Controller has obtained the Data Subject's explicit consent.

## **2.4 Different purposes**

- 2.4.1 If one intends to process Personal Data for a purpose different than that for which the data were originally collected the Data Controller should check if the new purpose is compatible with the notified purpose. If it is compatible, processing for this new purpose is allowed. In the case the new purpose is incompatible with the notified purpose, further processing is only allowed if it is in accordance with applicable data protection laws.
- 2.4.2 In assessing the compatibility of the new purpose, Data Controllers should among others aspects take into consideration the following criteria: whether the new purpose(s) is substantially different from the purpose(s) for which data were collected, whether Data Subjects could reasonably have foreseen or whether it is probable that they would have objected to if they had known. The Data Controller should always take into account relevant national legal guidance issued by the relevant national Data Protection Authority.

## **2.5 Host Mailings**

The Data Controller for a Host Mailing must be clearly identifiable.

Host mailings are when a Data Controller encloses Third Party material in its mailings.

Selective criteria which has a detrimental effect on the rights of the Data Subject – for example, the use of sensitive data linked to a sales pattern (past purchases of a pharmaceutical product) must not be used.

## **2.6 Specific provisions for Children**

- 2.6.1 In collecting Children's data, Data Controllers should always make every reasonable effort to ensure that the Child and/or the Parent are properly informed about the purposes of the processing of the Child's data.  
In particular when using commercial materials directed at Children or otherwise knowingly collecting data from Children, the information notice should be prominent, readily accessible and understandable by Children.
- 2.6.2 Whenever applicable national or European data protection law requires the Data Subject's consent to the processing, Data Controllers must obtain the informed and prior consent from the Child's Parent. The form and the method in which consent must be obtained should always comply with applicable laws and self-regulation.
- 2.6.3 Data Controllers should give the Child's Parent the same rights over the Child's data as those described in section 3.5 of this code. Data Controllers should use every reasonable endeavour to verify that the person that exercises the Child's right is the Child's Parent.
- 2.6.4 Data Controllers should not make the Child's participation in a game, the offering of a prize or any other activity involving a promotional benefit conditional on the Child disclosing more Personal Data than what is strictly necessary for the participating in such activity.

## **3 Responsibilities of the Data Controller**

### **3.1 Data Protection Principles**

- 3.1.1 Data Controllers must comply with the following principles: Personal Data must be
- processed fairly and lawfully on the basis of a legitimate ground (in accordance with the applicable law and the provisions of this Code);
  - collected for specified explicit and legitimate purposes (e.g. the purposes declared to the Data Protection Authority such as trading in personal information, distance selling operations);
  - not further processed in a way incompatible with those purposes<sup>3</sup> unless the Data Subject has given his/her further consent;
  - adequate, relevant (e.g. it is normal for an air company to ask passengers about their eating habits in order to give them the right kind of meals but a car company does not normally need to know about the eating habits of its customers because they supply clients normally no meals), and not excessive in relation to the purposes for which they are collected and/or further processed;
  - accurate and kept up to date. This can be done through the use of suppression lists (both in-house and General Robinson Lists<sup>4</sup>), publicly available data and the right to rectification exercised by the Data Subject.
  - kept in a form which permits identification of Data Subjects for no longer than is necessary for the purposes for which the data were collected and for which they are further processed.
- 3.1.2 Controllers should have a contract with their processors by which the processor agrees to comply with those principles, and to act only on the instructions of the controller. The responsibility for fair and lawful processing towards the Data Subject remains with the Data Controller and cannot be transferred to a processor by means of a contract.

### **3.2 Notification to the Data Protection Authorities**

Data Controllers should ensure that their processing operations are registered according to the appropriate law applicable.

### **3.3 Security Measures**

- 3.3.1 Controllers should ensure that they employ appropriate security measures, having regard to the cost and the technology state of the art for their implementation and to the sensitivity of the information, to prevent accidental and unlawful destruction or accidental loss, alteration and unauthorised disclosure or access of their Personal Data files. For further safeguard, controllers are encouraged to use specific measures, such as Privacy Enhancing Technologies (PETs), and seeding lists. The written convention between the list-broker and the list user should ensure that lists are used with respect to appropriate security principles.
- 3.3.2 Such measures include, among others, security of the buildings in which the Personal Data are stored and/or processed (including access to the building), list of authorised persons (with a mention of their liability) to access the data, appropriate authentication mechanisms (e.g. passwords control), and security in the transfer of data between the Data Controller and the Data Processor.

---

<sup>3</sup> See the examples mentioned in article 2.4.1 above.

<sup>4</sup> Robinson lists equal Preference Services.

3.3.3 Controllers can refer to their national Direct Marketing Associations for guidance on appropriate security measures and state of the art technology.

3.3.4 Controllers should satisfy themselves that any processors they employ have appropriate security measures (including respect for confidentiality) by including appropriate provisions in the contract mentioned in article 3.3.1.

### **3.4 Contact point**

3.4.1 Controllers should designate a Data Protection Co-ordinator within the organisation acting as a contact point for relevant data protection issues.

3.4.2 The functions of the Data Protection Co-ordinator should at least include:

- monitoring alone or with someone else the compliance of the organisations data protection practices with the applicable law and the provisions of this Code;
- acting as a contact point for the relevant Data Protection Authority/es

3.4.3 The national DMAs may wish to collect the names of the Data Protection Co-ordinators of their members for transmission to the relevant Data Protection Authority.

### **3.5 Exercise of the Data Subjects' rights**

In addition to comply with the principles set out in 3.1, controllers should comply with all the Data Subjects' rights as defined in this code and in applicable legislation, including the right to:

- object to the processing of his data for Direct Marketing including the possibility of not being contacted on behalf of someone else. Holding data for the purpose of blocking Direct Marketing communication would not be considered as Direct Marketing processing;
- object to the disclosure of data to a Third Party, except in cases where such disclosure is required by national legislation;
- access and to rectify data which are inaccurate in accordance with Article 4.1 and 4.2 of this code;
- claim the deletion or blocking of data when its processing does not comply with the provisions of the applicable legislation;
- object on legitimate compelling grounds to the processing of data for purposes other than Direct Marketing, unless otherwise provided in the applicable legislation.

### **3.6 Disclosure of lists**

3.6.1 Data Controllers who disclose their list to other organisations should take reasonable steps (e.g. request an example of the material) to investigate the intentions of the use the data will be put to (e.g. whether the content of the material may be illegal, unethical, or likely to harm the image of Direct Marketing in general, or contain material which is unacceptable, such as pornography).

3.6.2 Data Controllers (for example, list brokers) should also have an agreement evidenced in writing with the prospective user (Third Party) by which it undertakes to abide by the principles of this Code, before disclosing data.

## 4 Dealing with Data Subjects' requests

### 4.1 Access to data

4.1.1 Every Data Subject has the right to obtain from the controller:

- confirmation as to whether or not data relating to him/her are being processed and information at least as to the purposes of the processing, the categories of data concerned, and the recipients or categories of recipients to whom the data are disclosed.
- communication to him/her in an intelligible form of the data undergoing processing and any available information as to their source.
- knowledge of the logic involved in any automatic processing in the case of automated decisions<sup>5</sup>.

4.1.2 Controllers who receive requests, in writing or in any other durable medium, from Data Subjects to see the Personal Data held on them should:

- indicate any special information which might be needed from those Data Subjects, in particular his/her identity, in order to ensure that the Data Subject is duly entitled to exercise the right of access as well as to locate their records (e.g. mailing campaign reference);
- supply the Personal Data in a readily intelligible form and enclose any notes or explanations to cover any ambiguous information, for example, a list of codes applied by the Data Controller;
- inform them about any reasonable charge they intend to make for supplying the data, if allowed by national law, such fee should not exceed the maximum limit laid down by national regulations;
- inform them of the logic involved in any automated individual decision<sup>6</sup> of data concerning him/her for the purpose of evaluating matters relating to him/her such as, for example, the Data Subject's creditworthiness.

4.1.3 Controllers are not obliged to answer requests that are made at unreasonable intervals (as defined in national applicable laws and/or codes of conduct which provide more protective measures).

### 4.2 Rectification

Data Controllers should act on any request, in writing or in any other durable medium, for rectification of the Personal Data. If there are compelling grounds for doubting the legitimacy of a request for rectification, further proof should be required before proceeding to the rectification. This can, for instance, be the case when the request comes from a minor without the Parents' or guardian's approval, or if the Data Controller holds information that shows that the request to amend the data is not justified. For instance, if a Data Subject says that he/she has never ordered a product by a given company and this company has evidence of this purchase.

---

<sup>5</sup> Automated individual decision means any decision which produces legal effect on the data subject or significantly affects him and which is based only on automated processing for the purpose of evaluating him or her such as for example the data subject creditworthiness. Automated individual decision processing can only be used in accordance with national relevant legislation.

<sup>6</sup> See footnote 5.

Compelling legitimate grounds also exist when there are sufficient reasons to believe that the request is excessive. This can for instance be due to the frequency of the request.

When no rectification is justified the Data Subject should be informed about this decision.

### **4.3 Source of the data**

When Data Controllers receive requests, in writing or in any other durable medium, from Data Subjects enquiring about the source of their Data Controllers should, where it is lawful and where the source can be identified by reasonable efforts, communicate the information to the enquirer. If data has been compiled from different sources, Data Controllers are encouraged to keep a list of sources from which Personal Data have been obtained.

### **4.4 Timing for dealing with Data Subject requests**

4.4.1 Data Controllers should supply the information required in articles 4.1, 4.2 and 4.3 in a short period, which should not exceed the period allowed by applicable national rules.

4.4.2 FEDMA recommends that controllers supply such information within 20 working days, unless there are exceptional circumstances.

## **5 Preference Services Systems**

### **5.1 In-House Suppression Lists**

- 5.1.1 Data Controllers should ensure that a suppression system, to block names (or other relevant identification details, e.g. telephone numbers or e-mail addresses, see note on Personal Data in the Definitions) of Data Subjects who have requested not to be approached for Direct Marketing, operates in their databases.
- 5.1.2 If Data Controllers receive a request not to approach a Data Subject by whatever means, they should as soon as possible and at least in no more than 4 weeks of receiving that request, have blocked that Data Subject's name in their databases.
- 5.1.3 Data Controllers responding to a Data Subject's "do not promote" request should explain that the suppression may not apply to Direct Marketing material which may have been prepared before the request was received. Data Controllers should take all reasonable measures to ensure that the Data Subject does not receive further Direct Marketing material as soon as possible and at least in no more than 3 months after receiving the request.

### **5.2 Preference Services Systems**

- 5.2.1 Data Controllers should subscribe to the principles of national Preference Services<sup>7</sup> where these operate, and when using Personal Data from other countries in which such services operate, regularly clean their lists against the preference services, in accordance with the Global Conventions on Preference Services. The DMAs in charge of the Preference Services must regularly clean their files.
- 5.2.2 Suppression requests are kept in preference services systems for at least a period of three years or, such greater period as established by the national regulations on preference services systems. In the specific case of e-mail preference services, files may have to be updated within a shorter period than three years, in accordance with national regulations on e-MPS.

An up to date archive of suppression requests must be maintained for a minimum period of three years or, such greater period as established by national regulations or the national preference service. In the specific case of e-mail suppression requests, a shorter period will be acceptable where national regulations or e-mail preference services allows.

The owner or manager of the preference service system should inform the Data Subject about the time period for which the request is valid, for example, when the Data Subject receives the confirmation of his/her suppression request.

---

<sup>7</sup> These Preference Services can include Mailing Preference (Robinson Lists), Telephone Preference, Fax Preference or E-mail Preference Services. Note, however, that the Data Controller must also comply with the need for consent when using Automatic Calling Machines and Faxes in accordance with Directive 97/66/EC (Telecommunication and Data Privacy Directive), as well with the provision that are set out for electronic communications in accordance with Directive 2002/58/EC (Directive on Privacy and eCommunication).

## **6 Transfers of Data to non-EU countries**

In case of transfers to non-EU/EEA countries which are not considered as having an adequate level of protection<sup>8</sup>, the Data Controller can only transfer personal data if sufficient safeguards are provided, by drawing up a contract (often this needs to be approved at national level), or by providing any other forms of mechanisms endorsed by the EU, unless the Data Subject has given his/her unambiguous consent, or the transfer is necessary for the performance of a contract between the Data Subject and the controller, or the implementation of precontractual measures taken in response to the Data Subject's request.

---

<sup>8</sup> The list of countries considered as having adequate protection and the procedure provided by the European Commission and the national Member States must be used.



## **7 Compliance and Monitoring**

### **7.1 Responsibility of the national DMAs**

The national Direct Marketing Associations are responsible for the strict application of the principles set up in this Code, as incorporated into their national codes, in their respective countries and should apply the same sanctions stipulated in their countries for the breaching of their national codes.

Companies should regularly monitor their compliance to this code (for example, via self-audits).<sup>9</sup>

### **7.2 Resolution of complaints**

7.2.1 National Direct Marketing Associations should establish a procedure to solve any complaints that may arise from the application of this Code at national level.

7.2.2 National Direct Marketing Associations should nominate a person within the association responsible to handle the complaints and to act as the contact person for FEDMA. The name of this person should be communicated to the relevant Data Protection authority.

7.2.3 If a national Direct Marketing Association is unable to solve a complaint from a Data Subject due to its cross-border aspects, it should refer the matter to FEDMA, which should nominate a person within the Federation responsible for the resolution of complaints.

7.2.4 The national DMAs should co-operate as much as possible with their national data protection authorities.

7.2.5 FEDMA will also co-operate with other relevant organisations and government bodies.

### **7.3 Contravention of the principles**

7.3.1 Any contravention of this Code by FEDMA members would be brought to the FEDMA Data Protection Committee for consideration. The Data Protection Committee, taking due regard to the type of contravention, may decide to recommend to the FEDMA Board the expulsion of the member or other sanctions, according to its rules of procedure.

7.3.2 FEDMA may consider the possibility of initiating action against a member or a non-member in order to safeguard the ethics of the profession<sup>10</sup>.

7.3.3 The non-compliance with the provisions of this Code may also result in specific legal actions from the national data protection supervisory authorities.

### **7.4 Data Protection Committee**

7.4.1 A Data Protection Committee is established within FEDMA to monitor the application of the FEDMA Code. The Data Protection Committee reports to the FEDMA Board.

7.4.2 The Data Protection Committee is composed by the contact persons of the national DMAs as established in article 7.2.2; the nominee contact point within FEDMA; and three representatives from companies who should be members of the FEDMA Board.

---

<sup>9</sup> Checklists elaborated by the Data Protection Authorities should be taken into account.

<sup>10</sup> E.g., in Belgium professional organisations can initiate actions on these grounds.

7.4.3 The functions of the Data Protection Committee are:

- to consider annually if a revision of the Code is necessary;
- to provide the Article 29 Working Party with an annual report on the functioning of the code at national level and in cross-border activities;
- to solve cross-border complaints in co-operation with the IFDMA (International Federation of Direct Marketing Associations) and EASA (European Advertising Standards Alliance);
- to consider any contravention of the Code.

7.4.4 The Data Protection Committee should adopt its internal rules of procedure.