



Association Internationale de la Savonnerie, de la Détergence et des Produits d'Entretien
International Association for Soaps, Detergents and Maintenance Products

A little Guide to committing to the LSP-L initiative

1) Signing the “*Commitment Letter*”

In order to commit formally to the LSP-L initiative, a company needs to sign the “*Commitment Letter*” as circulated by A.I.S.E. to the National Associations or to those companies that will request it directly to A.I.S.E.

The sign-off date has been set on 1 July 2009. No “*Commitment Letter*” can be validly signed before this date.

The signed document should be sent directly to the A.I.S.E. Secretariat (Attn. Ms. Christine Boudet, Legal Advisor). The Company will receive an acknowledgement letter that will indicate it is officially committed to the LSP-L initiative.

A.I.S.E. must receive the original signed paper documents. A scan copy is not enough, although it can be sent additionally to the original documents in order to speed up the process of receiving the electronic files for artwork.

The electronic files for the artwork (on-pack communication material) will be sent upon reception of the duly signed “*Commitment Letter*” (see above).

2) Contact person

It is very important that the company indicates in the “*Commitment Letter*” the name and contact details of a person who will be the contact of A.I.S.E. throughout the project. If this person changes in the course of the project, the company should inform A.I.S.E.

3) Countries of interest for the company

The company is free to choose the countries (within the defined geographical scope of the project) where it wants to commit. It will indicate its choice by filling in Appendix 2 of the “*Commitment Letter*”.

Appendix 2 also requests the company to inform A.I.S.E. about the products (brands and their variants) which it has in the countries where it chooses to commit. This aims to help A.I.S.E. getting an overview of the products which have become concentrated.

4) On-pack communication artwork

In the course of the project the company will inform A.I.S.E. and the relevant National Association about the changes in the use of on-pack communication panels.

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5) Collection of shipment data

Monitoring, measuring and reporting the environmental achievements of the project is crucial. At the end of the project, A.I.S.E. will draft a report to compile and show the environmental savings achieved with LSP-L. In order to produce this report, A.I.S.E. will collect shipment data from each company and consolidate them. The data will be collected and handled by A.I.S.E. in full confidentiality and in accordance with the requirements derived from competition law.

In order to provide a benchmark for measuring those environmental savings, companies are requested to provide their shipment data of HDLS liquid laundry detergents, in the countries where they commit, but also in the other countries under the geographical scope of the project where they place on the market such type of detergents. The aim is to provide A.I.S.E. with the maximum data to get an overview of the situation in the defined geographical scope.

Therefore, when signing the "*Commitment Letter*", the company should also fill in the excel document entitled "LSP-L: historical shipments data" for 2008 and send it together with the "*Commitment Letter*".

Please note that A.I.S.E. will request companies to do the same exercise by 1 April 2012 for the 2011 shipments and by 1 April 2013 for the 2012 shipments.

Thank you for participating in LSP-L!