



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

The A.I.S.E. Charter for Sustainable Cleaning Charter distributors clarification note

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A common approach of the soaps, detergents and maintenance products industry aiming to promote and demonstrate continual improvement in the industry's sustainability profile

Working together for a cleaner Europe

Introduction

➡ The Charter

➡ promotes and demonstrates continual improvement in product sustainability in the entire household and cleaning product industry

➡ requires companies

- to apply management processes across the product life cycle from raw material selection to product disposal
- To report on a set of Key Performance Indicators to A.I.S.E.

➡ A.I.S.E. recognizes that distributors, retailers, importers and other organisations placing household and cleaning products on the market, under their own name but not manufactured by them, share the same interest in promoting sustainability and will have an important role in contributing to the success of the Charter.

➡ Therefore the Charter scheme specifically offers such non-manufacturing organisations a simple route to participate.

For additional background to better understand this document, please visit the explanatory pages on www.sustainable-cleaning.com

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Main Definitions

- ➔ **Distributor:** A non-manufacturing company (i.e. retailers, wholesalers, importers) and other distributors placing cleaning products / systems on the market under their own name (i.e. own label, private label, or retailer label).

- ➔ **Associate Member of the Charter:** Distributors who met the Associate Membership's requirements, signed the Associate Membership agreement, as well as the licence agreement.

- ➔ **Ordinary Member of the Charter:** A manufacturing company admitted to the Charter, fulfilling all Charter obligations*
* entrance check, correct CSP and KPI reporting, etc.

- ➔ **Relevant product:** Household and industrial cleaning and maintenance products placed on the market in the Charter region.
 - ➔ Charter Logo on pack
 - ➔ Charter Logo in related information

CSP ~ Charter Sustainable Procedures

Associated members may use Charter logo ONLY for those products of manufacturers committed to the Charter i.e.

➡ EITHER Supplier offers a “full service” to the distributor

- Supplier = Ordinary Member of the Charter → responsible for ALL CSP's
- Distributor = Associated to the Charter ↔ sign the AMA (Associate Membership Agreement) → responsible for ensuring the supplier is an ordinary member of the Charter

➡ OR Joint CSP's control (i.e. both control some CSP's)

- Supplier and Distributor have to jointly collect ALL necessary information for ALL CSP's

KPI reporting

Obligation for distributor & supplier

➡ Supplier offers a “full service” to the distributor

The supplier is solely responsible for ALL KPI reporting obligations.

→ reporting procedure* is the same as for Ordinary Member

➡ Joint KPI reporting’s responsibility

The supplier and the distributor have to collect all necessary information in order to report properly and timely on all applicable KPI’s → need for a good collaboration and interaction between the distributor and its suppliers

→ apart from joint responsibility and information exchange, reporting procedure* is the same as for Ordinary Member.

* The procedure is further detailed in: “KPI reporting specifications”, which can be found on the extranet.

Agreement and Licence

Distributor has to sign 2 documents to use the Charter symbol



➔ Associate Membership Agreement (AMA) including:

- Terms under which a distributor participates in the Charter (*'Associate Member'*);
- Commitment to support suppliers in their CSP and KPI reporting to A.I.S.E.;
- Notice periods for termination;
- Commitment to observe the licence agreement;
- Assent to be listed on the Charter public website as associate member;
- Annex (informing Deloitte, project manager of the Charter appropriately (while respecting confidentiality) about his supplying manufacturers and their membership of the Charter)

➔ Licence Agreement defining the conditions for the use of the Charter symbol