



# BCI Membership: **Powering Your Business**

Get the most out of  
BCI membership with  
this helpful guide.

# About BCI

“BCI offers a united and coherent voice for our industry, which far outweighs what any one company can do independently. As a global supplier to lead battery manufacturers, Hammond values BCI for unifying our industry’s evolving technical requirements and its leadership in educating key decision makers. BCI has provided us the framework we need to work as an industry team, as many competing technologies are also targeting these opportunities.”

— Terry Murphy, President & CEO, Hammond Group, Inc.

**Battery Council International** is a not-for-profit trade association established to promote the interests of the lead battery manufacturing and recycling industry. As the industry's principal association, BCI's member services have a global impact.

### What Does BCI Do?

- Brings together the leading lead battery manufacturers and recyclers in North America and around the world
- Establishes technical standards for battery manufacturing and actively promotes workable environmental, health and safety standards for the industry
- Advocates for the lead battery industry on regulatory and legislative policy issues
- Champions for continued advances in lead battery technologies through industry and government research and development
- Promotes the responsible use and recycling of lead batteries for all transportation and energy storage applications

### Our Goals and Services

- Host the world's foremost lead battery industry conference bringing battery manufacturers, recyclers, suppliers and distributors together each year
- Support our members' efforts to create and sustain the most successful circular economy on the planet
- Create and maintain a world-class communications platform to inform policymakers of the essential nature of lead batteries and their benefits to society
- Support the industry's environmental, health and safety efforts to provide safe working spaces for our workers and communities
- Provide the collective voice of our members in Washington, D.C. and the 50 state capitals
- Be an authority on battery-related information and provide members with the most up-to-date information on marketing and technical developments
- Provide updates on regulatory and legislative initiatives that could affect the global industry

Follow BCI on social media to stay up-to-date on industry news, new membership offerings, important reminders and more.

**INVEST IN YOUR COMPANY AND IN THE FUTURE OF LEAD BATTERIES WITH BCI MEMBERSHIP.**  
**VISIT [WWW.BATTERYCOUNCIL.ORG](http://WWW.BATTERYCOUNCIL.ORG) FOR MORE INFORMATION.**



# BCI Members: Leading the Industry

"I can honestly say that being a part of BCI and having this joint collaboration with the rest of the industry has never been so important. These are uncertain times and it is extremely critical that we all continue to come together, and BCI is the right and most effective platform to do just that."

— Chris Pruitt, CEO & President, East Penn Manufacturing



BCI members are engaged in every facet of the industry: Lead battery manufacturers and recyclers, marketers and retailers, suppliers of raw materials and equipment and expert consultants.

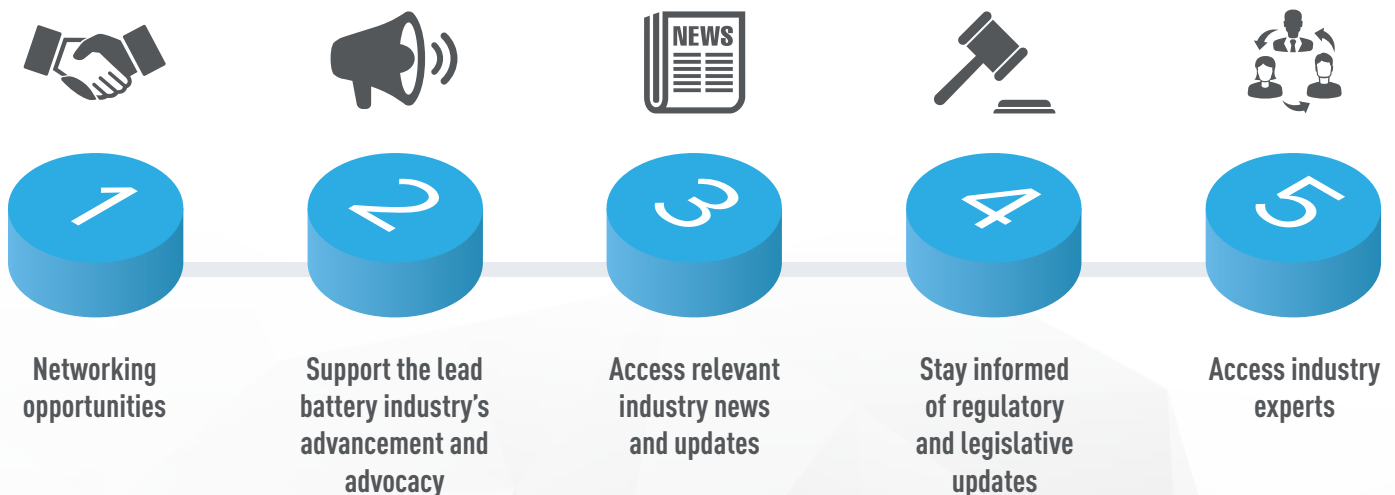
Through advocacy, communications, education, collaboration and research, BCI supports the growth and success of our member companies and their employees. BCI members fall into the following membership categories:

- **BCI Battery Manufacturer Members** assemble, produce and sell their own completed batteries.
- **BCI Supplier Members** supply a product or service to battery manufacturers, and can include entities that manufacture and/or sell battery components.
- **BCI Associate Members** distribute batteries, but are not involved in the manufacturing process.

- **BCI International Members** meet the substantive criteria for BCI membership as a Battery Manufacturer, Supplier or Associate, but neither produce nor sell batteries, products or services in the United States.

BCI membership is available to any company in the battery industry. Only one membership is necessary per company; all employees may register for an individual BCI account under the corporate membership granting them full access to BCI's roster of member benefits.

### Top 5 Reasons to Join BCI



*\*Based on the results of the 2020 BCI Member Satisfaction Survey.*

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# Advocating for the Industry

“BCI plays a critical role in the advancement of the global circular economy for lead batteries and provides clarity for its members in the evolving regulatory and legislative initiatives. As a cohesive council, BCI brings together our industry leaders to maximize best practices and provide support for all members.”

— David Shaffer, Director, President and Chief Executive Officer, EnerSys

Benefit from a strong and united voice advocating on behalf of the lead battery industry.



BCI is dedicated to informing lawmakers of key issues that impact the future of the lead battery industry. BCI regularly represents members on issues with the potential to affect lead battery manufacturers and recyclers at the local and state levels. In addition, BCI represents the industry before the U.S. Congress and federal and state regulatory bodies. BCI defends the industry's record of safety and sustainability from multiple fronts, including ongoing attempts to outright ban lead batteries.

BCI is here to be a strong voice for the industry. To ensure the stability of the industry, we need the contributions of our members. Through the collective resources of BCI member companies, BCI is able to promote the interests of member companies by influencing U.S. regulations which have a lasting impact on the profitability and growth of member companies in both the domestic and international marketplace. BCI's leadership in promoting U.S. lead battery recycling laws

has been recognized as one of the most meaningful trade association contributions of the last century.

### Energy Storage Systems Initiative

As energy storage needs increase worldwide, the lead battery industry will be presented with opportunities to participate in the growth. BCI works with our members and in partnership with the International Lead Association (ILA) and the Consortium for Battery Innovation (CBI) to promote the use of lead batteries in future energy storage systems.

The BCI Energy Storage Systems Initiative (ESSI) advocates for and supports the growing market for grid-connected energy storage systems by engaging federal and state regulators and utility companies to promote investment in lead battery research, development and deployment. A current example is participation in the Department of Energy's Energy Storage Grand Challenge.

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**essential energy**  
everyday

Powered by Sustainable Lead Batteries

Get Involved

**Increasing awareness of the critical importance  
lead batteries play in our daily lives.**

## Advancing Lead Batteries Communications Initiative

BCI's Advancing Lead Batteries Communications Initiative (ALBCI) seeks to raise awareness of the importance of lead batteries, as well as inform and educate regulatory and legislative stakeholders on the need for continued investment in sustainable battery technologies. The ALBCI program invests in dedicated public relations and communications programs to promote the adoption of lead batteries for traditional and new applications.

BCI staff also provides a uniform voice and messaging to respond on behalf of the industry on occasions when there is media interest in matters associated with lead battery manufacturing and recycling, and to provide a rapid response to correct incorrect information in the media.



**essential energy**  
everyday

Powered by Sustainable Lead Batteries

"Essential Energy Everyday – Powered by Sustainable Lead Batteries," or "EEE" is BCI's public-facing brand developed by the ALBCI. The EEE website

and program was created to inform the policymakers' perception of lead batteries and unite the industry in an effort to educate and promote the value of lead batteries.



Learn more about the initiative at [www.essentialenergyeveryday.com](http://www.essentialenergyeveryday.com), and follow EEE on social media.

## Global Material Stewardship Program

BCI has joined forces with the International Lead Association (ILA), the Association of Battery Recyclers (ABR) and EU-based automotive and industrial battery association EUROBAT to adopt a set of seven key principles and launch a taskforce to implement a wide-ranging material stewardship program designed to help further protect workers and the environment.

The guiding principles represent an agreement between the four organizations, and participating member companies, to develop performance indicators and policies that will ensure continuous improvement in the management of lead exposure and emissions, and further minimize the environmental impact of used lead batteries. The principles also promote the adoption of responsible sourcing policies, working through supply chains to ensure that the lead used for battery manufacturing is produced from environmentally sound recycling practices.

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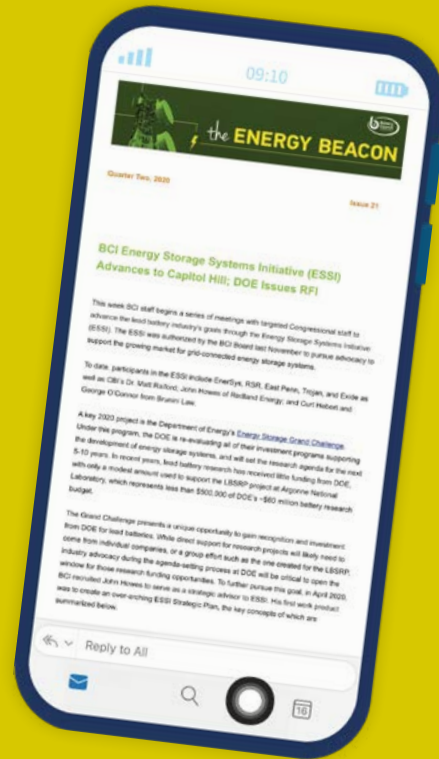
## Monitoring Global Industry Standards Development

This initiative seeks to track global industry standards development and create a framework in which BCI can expand engagement with other developer organizations and ensure standards parity. The goal of the Standards Mapping Project is to help BCI members participate in the development of lead battery industry-related standards, whether these standards are driven by BCI or by another standards group. The project will also aid BCI and its members in identifying international standards bodies where the lead battery industry is under-represented.

The goal is to keep discussions moving proactively, to ensure that new standards are developed that complement the current manufacturing and testing practices of BCI members. The effort will also add context and understanding during the standards development process to help avoid situations where a standard could have negative consequences for a specific region or application.

“As a Canadian manufacturer, BCI’s continued stewardship and regulatory efforts, in conjunction with Eurobat and ILA, are immensely valuable to our organization. It allows us to keep a pulse on changing industry dynamics to ensure our company is poised to seize opportunities and tackle challenges.”

— James Surrette  
President, Surrette Battery Co., Ltd.



## Keeping Members Informed

To help keep members up-to-date on the state of the lead battery industry and BCI's advocacy initiatives, BCI distributes a monthly membership newsletter, *The Energy Beacon*, which features timely and relevant information to help members make informed decisions for their companies.

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# Keeping the Industry Informed

“BCI’s communication programs, through its marketing and ALBCI teams, give a real voice to the industry as to the essential nature of lead batteries. Other initiatives like the Data Book and Technical Committees are unique resources that serve the industry well for helping to set standards and consistency.”

— Chris Pruitt, CEO & President, East Penn Manufacturing



Stay up-to-date on industry trends and gain access to essential industry publications.

## Industry Publications

With the assistance of committee members, BCI publishes books and manuals that are crucial for individuals in the industry. All BCI members receive discounts to these publications, which include:



**Lead Battery Replacement Data Book** – Regarded as the premier publication for the industry, the Data Book contains information and listings of group numbers and specifications for batteries

used in domestic and foreign automobiles, trucks and more.

**Source BCI** – The digital version of the Data Book contains over 75 years of applications data for more than 160,000 vehicles, and can be accessed via website or mobile app.



**Battery Labeling Manual** – A manual of recommended practices provides information on hazard warnings and other markings for lead batteries and packaging, as well as labeling and testing

requirements for acid packs, for use in the U.S. and its major trading partners.



**Battery Service Manual** – A manual of recommended practices for battery construction, charging and testing.

**Technical Manual** – BCI's comprehensive manual prepared for all uses of lead batteries with specific reference to laboratory analyses and test methods for evaluating battery performance major component parts and raw material used to manufacture these batteries.



Access these publications at [www.batteryCouncil.org/OnlineStore](http://www.batteryCouncil.org/OnlineStore).

## BCI Statistics Program

BCI maintains an ongoing and extensive statistical program. BCI produces industry benchmarking reports and surveys that enable member companies to measure their performance against the industry at large. Additionally, BCI's worker health and safety reports aid member EHS teams to gauge their efforts. As a BCI member, you'll receive access to exclusive industry and market data sources that provide critical business insights, as well as the tools to make this data work for your company. Members who participate and submit their own respective data for each report are provided access to an increased level of detail in the reports.

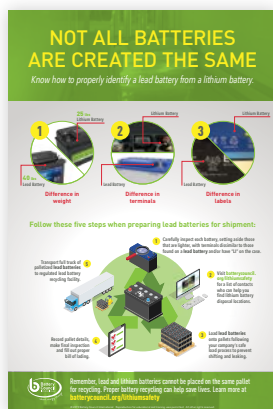
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# Educating the Public

Stay up-to-date on industry research.

BCI is committed to informing both consumers and industry professionals of the safety, essentiality, sustainability and reliability of lead batteries. Additionally, BCI gathers and reports industry statistics that reflect the vibrant state of the industry. Our consumer resources help to improve the perception of lead batteries to the everyday consumer.

## Lithium Battery Safety



The BCI Lithium Battery Training Toolkit was created in an effort to decrease and ultimately eliminate lithium batteries from entering the lead battery recycling stream which poses a threat to lead battery recyclers' employees and equipment. The toolkit includes a video, poster and flyer, each developed to aid lead battery sorters and

handlers in identifying lithium batteries, and is designed to be incorporated into companies' onboarding programs and learning management systems (LMS).

Learn more about the BCI Lithium Battery Training Toolkit at [www.batteryrecycling.org/LithiumSafety](http://www.batteryrecycling.org/LithiumSafety).

Stay up-to-date on industry news by visiting the BCI website at [www.batteryrecycling.org/IndustryNews](http://www.batteryrecycling.org/IndustryNews).

## National Recycling Rate Study



The National Recycling Rate Study, a biennial study commissioned by BCI, concludes that lead batteries

have a recycling rate of 99%, making them the most recycled consumer product in the U.S. The study speaks to the commitment of the lead battery industry to provide safe, sustainable energy storage.

Learn more about the report at [www.batteryrecycling.org/RecyclingStudy](http://www.batteryrecycling.org/RecyclingStudy).

## Economic Impact Study



The Economic Impact Study, titled *Economic Contribution of the U.S. Lead Battery Industry*, was released in 2019


and reports that the U.S. lead battery industry contributed \$26.3 billion in total economic output to the national economy. The findings demonstrate the economic benefits lead battery manufacturers and recyclers provide to thousands of American workers and their communities.

Learn more about the report at [www.batteryrecycling.org/EconomicImpact](http://www.batteryrecycling.org/EconomicImpact).

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# Building Connections



“Over the years, we have made many long-term friends and developed key relationships through networking and other events. It’s hard to even quantify the worth of that. Being members have not only made us better companies, but it has made us all a better industry.”

— Chris Pruitt, CEO & President, East Penn Manufacturing

BCI's in-person events offer members the opportunity to exchange ideas and views with other industry professionals from around the world.

### BCI Convention + Power Mart Expo

## bc<sup>i</sup> convention + power mart expo

Each year, over 600 lead battery industry executives gather at the industry's premier event, the BCI Convention + Power Mart Expo, for three days of networking and exposure to valuable industry knowledge. Past convention presentations have included global regulatory and legislative updates, lead market analysis, the BCI Failure Mode Study, and industrial and transportation batteries outlooks. The Power Mart Expo allows suppliers to display products, equipment and new innovations to an audience of senior executives from major battery manufacturers.

Learn more at [www.batteryCouncil.org/BCIConvention](http://www.batteryCouncil.org/BCIConvention).

### BCI Environmental, Health and Safety Conference

Every other year, BCI hosts the Environmental, Health and Safety (EHS) Conference where attendees learn about important advancements and changes in the industry through in-depth presentations and interactive sessions focused on workplace practices, human resource policies, equipment design, reducing employee blood lead levels and more.

Learn more about the EHS Conference at [www.batteryCouncil.org/EHS](http://www.batteryCouncil.org/EHS).

### BCI Committee Week

BCI members have the opportunity to collaborate with other members on various committees to advance the lead battery industry in areas such as advocacy, technical standards, marketing initiatives and more. Each October, BCI committee members gather for in-person meetings held in Chicago. Membership in BCI committees is open to all BCI member company employees and provides the opportunity to support the industry, voice their opinions and establish relationships with fellow committee members.

### Connecting Members Virtually

BCI members can continue to cultivate their industry connections through BCI's online member directory. Search for contacts by company, name, job title, membership type and more.

Access the directory at [www.batteryCouncil.org/MemberDirectory](http://www.batteryCouncil.org/MemberDirectory).

Follow BCI on social media to stay up-to-date on industry news, new membership offerings, important reminders and more.

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