

# BCI Membership: Powering Your Business



**100**  
YEARS OF  
.....  
**INDUSTRY**  
**LEADERSHIP**



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



# Welcome!

**Become an integral** part of the vibrant and essential world of battery manufacturing and recycling by joining Battery Council International (BCI). With a century of unparalleled industry leadership, BCI stands as the beacon promoting the interests of the battery manufacturing and recycling sectors into a sustainable and innovative tomorrow.

By joining BCI, you'll gain access to a powerful network of industry leaders, including battery manufacturers, recyclers, marketers, suppliers and consultants.

Our advocacy efforts ensure that your voice is heard, both locally and on the international stage all aimed at safeguarding your company's interests.

BCI's commitment to education and information sharing empowers you with valuable resources like industry publications, statistical insights and training toolkits, enhancing your knowledge and decision-making capabilities.

Plus, our exclusive events, such as the BCI Convention + Power Mart Expo and the Environmental Health and Safety (EHS) Conference, provide unmatched opportunities for networking and staying abreast of industry trends.

Join BCI today and be a part of a global community driving innovation, sustainability and success in the battery manufacturing and recycling sector.

To explore the full scope of advantages awaiting you as a BCI member and to learn more about our century-long legacy, delve into our detailed Membership Prospectus. Discover how our rich history, combined with cutting-edge resources and global networks, can empower you and your organization to shape the future of the industry. Join us and become a part of a legacy that continues to inspire and drive progress for the next hundred years and beyond.



**Become a member!**

Visit [batteryCouncil.org/about/bci-membership](https://batteryCouncil.org/about/bci-membership)

# About BCI

**Battery Council International** is a not-for-profit trade association established to promote the interests of the 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 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 battery industry on regulatory and legislative policy issues
- Champions for continued advances in 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

- Provide updates on regulatory and legislative initiatives that could affect the global industry
- Host the world's foremost 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 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
- Serve as the authority on battery-related information and provide members with the most up-to-date information on marketing and technical developments

"The lead battery industry in the U.S. is recognized as being a collection of fierce but respectful competitors that work towards a common goal of making lead batteries environmentally, economically and technically sustainable. BCI provides the framework and leadership that makes that possible."

— Larry Keith, CEO, ENTEK International



# BCI Members: Leading the Industry

**BCI members are** engaged in every facet of the industry: 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 offers four 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

- 1 Support the battery industry's advancement and advocacy
- 2 Networking opportunities
- 3 Access relevant industry news and updates
- 4 Stay informed of regulatory and legislative updates
- 5 Access industry experts



"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 Co.**

# Advocating for the Industry

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

BCI is dedicated to informing lawmakers of key issues that impact the future of the battery industry. BCI regularly represents members on issues with the potential to affect 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 on multiple fronts, including ongoing attempts to ban lead batteries.

BCI exists 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.



## Regulatory and Legislative Advocacy

BCI is the leading advocate for the battery manufacturing and recycling industries in Washington DC and state capitals around the country. For more than 40 years, BCI has been the strongest advocate and steward for state laws that implement responsible recycling networks for lead batteries. BCI also advocates tirelessly on behalf of its members to ensure that regulations impacting battery manufacturing are rational and based on sound science to properly protect communities and workers.

BCI's Environmental Health and Safety Steering Committee and Government Relations Committees are a community of member representatives engaged in the pursuit of the association's efforts to support our members' businesses.

## Energy Storage Systems Initiative

As energy storage needs increase worldwide, the battery industry will be presented with opportunities to participate in the growth.

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.

"Data is critical. Data is growing at a rapid rate, and energy storage [and] battery backup systems are key in keeping our data centers available."

— Alan French, Vice President of Engineering, QTS Data Centers

# Advocating for the Industry

## 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.

ALBCI has received five international awards for its communications work since 2017.

## 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 created a task force 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.

Learn more about the initiative at [www.leadbattery360.org](http://www.leadbattery360.org).



## Keeping Members Informed

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



"As a Canadian manufacturer, BCI's continued stewardship and regulatory efforts, in conjunction with international collaborations 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."

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



# Keeping the Industry Informed

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

## Industry Publications

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



**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. Containing the last 20 years of data, the BCI Data Book is an essential resource used by battery manufacturers, distributors, retailers, and others to ensure proper fitment of replacement automotive batteries.

Purchase a Data Book today at [batterycouncil.org/resources/data-books](https://batterycouncil.org/resources/data-books).

**Source BCI** – The digital version of the Data Book contains over 85 years of battery application data for more than 160,000 vehicles, and can be accessed online instantly. Learn more and access the data today at SourceBCI.com. BCI also offers the option to license the entire dataset for integration into your proprietary database.

Learn More at [batterycouncil.org/resource/source-bci-license-agreement](https://batterycouncil.org/resource/source-bci-license-agreement).



**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.

Access the publication at [batterycouncil.org/resource/battery-labeling-manual-january-2020-revision-download](https://batterycouncil.org/resource/battery-labeling-manual-january-2020-revision-download).



“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 & CEO, EnerSys Inc.**

# Keeping the Industry Informed



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

Access the publication at [battery council.org/resource/bci-battery-service-manual-14th-edition-download](https://battery council.org/resource/bci-battery-service-manual-14th-edition-download).



**Lead Battery State Retail and Recycling Laws Guidebook** –

A comprehensive resource that compiles laws and regulations in all 50 states that govern the retail sale and recycling of lead batteries.

Access the publication at [battery council.org/resource/lead-battery-state-retail-and-recycling-laws-guidebook](https://battery council.org/resource/lead-battery-state-retail-and-recycling-laws-guidebook).



**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. The Technical Manual is available to purchase in its entirety, or as individual sections.

Access the publication at [battery council.org/resources/technical-manuals](https://battery council.org/resources/technical-manuals).

## BCI Statistics Program

BCI maintains an ongoing and extensive statistical program that provides industry benchmarking reports and surveys BCI members to benchmark their performance to make informed decisions on the market. Additionally, BCI's worker health and safety reports allow 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, through the all-new subscription program.

Subscribe today at [battery council.org/battery-facts-benefits/industry-stats/statistics-program](https://battery council.org/battery-facts-benefits/industry-stats/statistics-program).



"There's a lot of room for growth in ... lead battery chemistry ... it's something that would really make it even more competitive for things like stationary storage."

— Dr. Tim Fister, Materials Scientist, Argonne National Laboratory



# 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 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.

## National Recycling Rate Study

The BCI National Recycling Rate Study, a biennial study commissioned by BCI, finds 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 <https://batteryCouncil.org/About-Batteries/Recyclability>.

## Lithium Battery Safety

The BCI Lithium Battery Training Toolkit was created 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 programs and learning management systems (LMS).

"...[this] is the start of a journey that will raise global standards and help ensure that lead batteries continue to be a key enabling technology for the transition to a low carbon future."

**- Dr. Steve Binks, Regulatory Affairs Director, International Lead Association**

Learn more about the BCI Lithium Battery Training Toolkit at <https://batteryCouncil.org/Education-Research/Safety-Training>.

## Economic Impact Study

In 2023, BCI published *Economic Contribution of the U.S. Lead Battery Industry*, and reports that the U.S. lead battery industry contributes nearly \$33 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 <https://batteryCouncil.org/About-Batteries/Economic-Impact>.



# Building Connections

**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

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 battery 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 <https://convention.batterycouncil.org>.

## 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.



## Bringing the Women of the Industry Together



Women in the  
Global Battery Industry

Launched in 2022, the Women in the Global Battery Industry (WGBI) promotes the growth of women professionals in the battery industry and works to inspire the industry

leaders of the future. With a mission to bring together women in similar industries to derive benefits for themselves and their companies, WGBI creates opportunities for relationship building, professional and personal education and development, and knowledge sharing.

WGBI's programs and activities aim to enhance members' skills and experience, address challenges confronting the industry and promote members' career growth with the ultimate goal of increasing the number of women employed in the battery industry. Membership is reserved for women who are career-oriented and seek opportunities for professional growth and achievement. WGBI is made up of over 200 professionals and academics who work and/or conduct research in the battery field.

One of WGBI's goals for 2024 is to continue to build upon this global organization that spans across all battery chemistries. Members benefit from educational offerings, networking events, informal discussion groups, a mentorship program, and more.

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

"By being a member of WGBI, I believe that the connections and education that we intend to provide for our members will help to encourage and support more women as they rise to high-level positions in our industry. I believe that it is my responsibility, as a woman higher on the ladder, to reach back and help those behind me to climb."

— Julie McClure, Chairman, MAC Engineering & Equipment Co., Inc.

# Building Connections

## 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.

## BCI Environmental, Health and Safety Conference

In addition to the ongoing Environmental, Health and Safety (EHS) advocacy done on behalf of BCI members, every other year BCI hosts an EHS Conference where attendees can learn about important advancements and changes in the lead industry through in-depth presentations and interactive sessions focused on workplace practices, human resource policies, reducing employee blood lead levels, regulatory trends and more. Most recently, the 2023 EHS Conference took place in Nashville, Tennessee where nearly 100 lead EHS professionals gathered to hear the latest regulatory and technical updates as well as hear from member companies as to their best practices for controlling lead exposure and educating the workforce.

Learn more about the EHS Conference at <https://batteryCouncil.org/Events/EHS-Conference>.

## BCI Committee Week

BCI members have the opportunity to collaborate with other members on committees to advance the battery industry in areas such as

advocacy, technical standards, marketing initiatives and more. Each October, BCI committee members gather for in-person meetings in Chicago. BCI committee membership after "BCI committee" 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.

Learn more about BCI's Committees at <https://batteryCouncil.org/Industry-Initiatives/BCI-Committees>.

## BCI Welcomes the Flow Battery Industry Group

In 2023, BCI convened the Flow Battery Industry Group (FBIG), which consists of flow battery manufacturers, suppliers, and associates. The FBIG is tasked with a broad scope of activities related to flow battery technology including, among others, testing, safety, and statistics. FBIG members stay informed about developments in North American flow battery manufacturing demands and opportunities. They



"...lead batteries [will remain] the dominant technology for SLI, its greatest potential is for renewable energy storage..."

- Terry Murphy, President, CEO and Chairman, Hammond Group





ESSENTIAL ENERGY EVERYDAY

Invest in your company and in the future of batteries with BCI membership. Visit [www.batterycouncil.org](http://www.batterycouncil.org) for more information.

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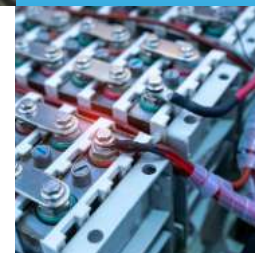


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## BCI 2024 Convention + Power Mart Expo



**100**  
YEARS OF  
INDUSTRY  
LEADERSHIP



**100 years is just the start.**

April 21-24, 2024

Fort Lauderdale, Florida

