



ALABC 2016 – 2018 PROGRAM MEMBERSHIP COMMITMENT FORM

Thank you for your interest in the Advanced Lead Acid Battery Consortium!

Please complete the following forms (pages 1-3) regarding membership for the 2016-2018 ALABC Program. Completion of these forms confirms commitment to both the ALABC fees and General Operating Procedures (GOP), which are contained within this document.

Membership Categories and Annual Fees: ALABC Program 2016 – 2018		
1.	BATTERY PRODUCING COMPANIES, BATTERY EQUIPMENT, MATERIAL AND COMPONENT MANUFACTURERS / SUPPLIERS	ANNUAL ALABC FEE (according to turnover): Over \$1 Billion \$100,000 \$500 Million to \$1 Billion \$75,000 \$250 Million to \$500 Million \$50,000 \$100 Million to \$250 Million \$20,000 Up to \$100 Million \$10,000
2.	AUTOMOTIVE MANUFACTURING COMPANIES	ANNUAL ALABC FEE: \$20,000
3.	ELECTRIC UTILITIES, TELECOMMUNICATION, AND PHOTOVOLTAIC MANUFACTURING COMPANIES	ANNUAL ALABC FEE: \$10,000
4.	RESEARCH FACILITY / INSTITUTES	ANNUAL ALABC FEE: \$5,000

Invoicing will be completed in January of each program year.

Payments should be transferred in thirty (30) days after invoicing according to the payment conditions described in the invoice.

Please check one box to identify the category to which your company belongs:

- BATTERY PRODUCER
Please provide annual turnover: US\$ _____
- BATTERY EQUIPMENT, MATERIAL OR COMPONENT MANUFACTURER / PROVIDER
Please provide annual turnover: US\$ _____
- ELECTRIC UTILITY, TELECOMMUNICATION COMPANY, PHOTOVOLTAIC MANUFACTURER
- AUTOMOBILE MANUFACTURER
- BATTERY RESEARCH / TESTING FACILITY OR ORGANIZATION

HEREWITH, I CONFIRM THAT MY COMPANY _____ COMMITS TO FUND ALABC, AT THE RATE CORRESPONDING TO THE MEMBERSHIP CATEGORY INDICATED ABOVE, FOR EACH OF THE 3 YEARS IN THE 2016-2018 PROGRAM.

Representative Signature

Company Name

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COMPANY NAME: _____

REPRESENTATIVE NAME: _____

POSITION HELD: _____

COMPANY ADDRESS: _____

CITY: _____

COUNTRY: _____ POSTAL CODE: _____

TELEPHONE: _____ FAX: _____

REPRESENTATIVE EMAIL: _____

Please provide NAME and EMAIL address of accounting officer:

NAME: _____

EMAIL: _____

Representative Signature

Company Name

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All ALABC members are entitled to representation in the General Assembly and on all working groups, such as the Technical Committee and communications advisory work. ALABC will contact these representatives directly regarding future work. *(NOTE: The General Assembly shall elect an Executive Committee, which should comprise no less than 6 and no more than 12 officers.)*

I wish to nominate the following individual for representation in the **ALABC General Assembly**:

REPRESENTATIVE NAME: _____

EMAIL: _____

I wish to nominate the following individual for representation on the **ALABC Technical Committee**:

REPRESENTATIVE NAME _____

EMAIL: _____

I wish to nominate the following individual for representation in future **ALABC Communications advisory work**:

REPRESENTATIVE NAME _____

EMAIL: _____

All members are welcome to propose studies and to **participate in ALABC projects**.

Please indicate in the box below if your company wishes to be involved in projects:

[MY COMPANY WISHES TO BE CONSIDERED AS A POTENTIAL CONTRACTOR IN THIS ALABC PROGRAM](#)

Please return completed pages 1-3 to **Dr. Boris Monahov**, ALABC Program Manager by email at bmonahov@ilzro.org or by fax at (+1) 919-361-1957.

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ALABC 2016 – 2018 PROGRAM BENEFITS OF ALABC MEMBERSHIP

All ALABC members (lead producers, battery manufacturers, material and equipment suppliers, and research institutes) receive regular and immediate access to ALABC research results with expert analysis of the significance of these results. This is through project reports, meetings, workshops, publications and presentations. All material is available via the members section of the ALABC website at www.alabc.org.

In addition:

- All members have the opportunity to provide input into the direction and content of the ALABC pre-competitive research and development program. This includes development of the scope and goals of future projects.
- All members are able to promote their products within ALABC membership, and participate in the development of the future technical vision for advanced lead batteries.
- Participating in ALABC studies, meetings and discussions allows companies to participate in cutting-edge projects with the world's leading research institutions.
- ALABC has an excellent record regarding communication of results at executive, technical and marketing levels, and to a range of relevant stakeholders such as car manufactures and energy storage users. In addition, the new collaboration of ILA and ALABC will result in improved resources to ensure widespread communication of the ALABC's work and the benefits of lead batteries.
- The work of ALABC contributes to the growth of the lead battery market and therefore the overall lead market.

For Battery Manufacturers

- Consortium members will be at the forefront of any technical advances that are likely to have a commercial application in future battery design. This enables battery manufacturers to develop and design batteries with improved performance for current and future automotive, energy storage or other applications.
- Members who participate in projects directly have a one-year period to use the results of the study before the final report becomes published on the Members area of the ALABC website.
- Contractors obtaining basic fundamental scientific outcomes as a result of their ALABC projects are able to publish (as authors, but acknowledging the financial support of ALABC), if they so wish, their work in well-renowned international journals with the permission of ALABC after a quarantine period of up to one year.

- Technical and IP results are available for use by all ALABC members and are not covered by patents (unless ALABC membership deems patenting is necessary for protecting the interests of the membership).
- Working with various battery manufacturers can stimulate discussions and exchange of information that can result in improved battery design.

For Lead Producers and Material and Equipment Suppliers

- Consortium members will receive information about future commercial technical advances in battery design, vital for better understanding of the future demands of the battery industry.
- Lead producers have the opportunity to work with their customers in the development of new lead alloy compositions.
- Material and equipment suppliers have the opportunity to work with their current and potential customers regarding other aspects of battery design such as new carbons and other materials.
- Both lead producers and material and equipment suppliers may have the opportunity to provide lead alloys, materials and equipment for ALABC projects, increasing the chance of uptake and use of these alloys and materials in future lead batteries.

Research Institutions

- Research institutions will be able to suggest and develop research projects alone or in combination with ALABC members, receiving funding and technical input for their work.
- Through ALABC membership and projects, researchers will be able to develop contacts and links for further studies and research.



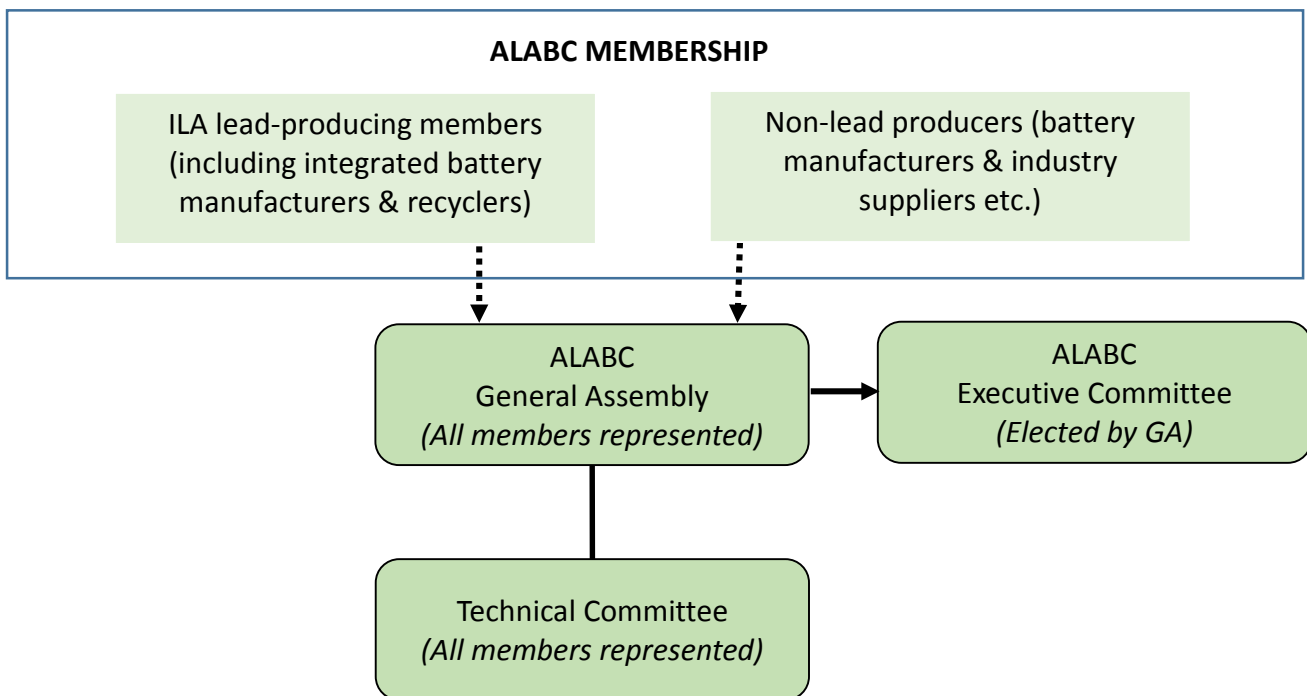
ALABC 2016 – 2018 PROGRAM

GENERAL OPERATING PROCEDURES

Overview

From 2016, it is proposed that ALABC will operate as a collaborative program of ILA. The program will be managed by ILA, with ALABC's core management costs being funded by ILA through subscriptions from lead producers. ALABC's Communications (Public Affairs & Marketing), whilst remaining an important initiative, will also migrate to ILA to align it with the global communications strategy of ILA.

New Committee Structure and Representation



General Assembly

ALABC will be governed by a General Assembly (GA), which will oversee the activities of the Consortium. All ALABC members will be entitled to representation on the GA, i.e. companies directly joining ALABC (e.g. battery producers) plus lead producing members of ILA. Each member of the GA will be allocated votes based upon their membership band (see table on page 7). The banded voting has been devised in relation to the annual ALABC fee of each membership category. Except as noted below under "Approval of Projects and Expenditures", the GA shall act by a majority at a properly called meeting with a quorum of at least one-third (1/3) of the Assembly members present and/or voting by written proxy. GA meetings shall be called by the Chairman of ALABC by written notice to each Committee member emailed at least ten (10) days prior to the meeting date.

The General Assembly shall, at the start of its first meeting of each three-year program, elect a Chairman from the membership.

General Assembly Banded Voting:

MEMBERSHIP CATEGORIES	# of GA Votes
Battery producers, equipment and component manufacturers, turnover:	
> \$1 billion	6
\$500 million to \$1 billion	5
\$250 - \$500 million	4
\$100 - 250 million	3
up to \$100 million	2
Lead Producers:-Annual Lead Production:	
> 200,000 Tonnes	6
100,000 Tons to 200,000 Tonnes	5
50,000 Tons to 100,000 Tonnes	4
20,000 to 50,000 Tonnes	3
up to 20,000 Tonnes	2
Electric utilities, telecommunications companies, and photovoltaic manufacturers	2
Automotive manufacturers	3
Research institutes	1

Executive Committee

At the start of each three-year program, the General Assembly shall elect an Executive Committee as the main decision-making body for the Consortium. This will cover decisions on behalf of the GA that are required outside of the scheduled GA meetings. It will also prepare recommendations for consideration by the GA at its meetings.

The Committee will comprise no less than 6 and no more than 12 officers from both ILA and non-ILA members. Executive Committee officers should approximately reflect the split in funding commitments between lead producers and other members. If after the election this is not the case, the Executive Committee may co-opt additional members from the General Assembly to serve as Executive Committee officers to achieve this balance.

The Executive Committee shall elect an officer to act as Chairman.

Executive Committee members will be elected for a term of three years, after which they must resign. They may however seek re-election for a further term along with all other GA members.

Working Committees

Working Committees may be set up with the approval of the Executive Committee. As a minimum, a Technical Working Committee (the 'Technical Committee') will be established to advise on the following subjects:

- Prioritization of research projects
- Selection of research contractors
- Oversight of research projects
- Coordination of research program
- Selection of Project Advisory Groups, as required

All GA members are entitled to representation on all working groups. At the first meeting of a working group, the members shall elect a chairman.

Approval of Projects and Expenditures

All proposed projects will be reviewed by the Technical Committee (in which each member has a representative).

First, the proposals will be evaluated by the Technical Committee on a scale of 0-20 against each of five criteria:

- Relevance to defined overall program objectives
- Level of advance likely from successful achievement of project objectives
- Probability of success
- Level of experience and facilities
- Value for the money

The evaluation scored by the received votes will be considered representative for the entire membership. Technical voting time should not exceed 15 days.

If the average total score of the proposal exceeds 80 points (max possible is 100), it is considered as acceptable and can be sent for voting to the General Assembly. The GA will vote on final approval by "yes" or "no". Approval voting time should not exceed 15 days.

Once a proposal is approved, a contract will be prepared between ILA and the contractor. The contract fixes the duration and cost of the project, the right and obligations of the parties, and the reporting schedule. The contract is signed by the representative of the contractor, and by the managing officer of ILA.

Each report (progress or final) will be evaluated by the Technical Committee (or a Project Advisory Group (PAG) if such has been formed) before being approved by the Executive Committee and performing the related payments. When approved the report can be placed in the Members Area of the ALABC website. Each funded program will be subject to providing updates on a six-month basis and a yearly programmatic review to assess whether progress is sufficient to continue funding. Progress reports will be presented at the General Assembly meeting organized in the current year, or in the coming year.

Management Support

ALABC management and program support services will be provided by ILA. They will form part of ILA's core budget and hence will be funded by lead producers through their subscriptions to ILA. Services to be provided include:

- A full-time research program manager
- Communications support
- Administrative support
- Senior management support

Of the total support anticipated, approximately 25% will be dedicated to communications.

ILA services do not include

- Any research project costs, including consulting support (technical or otherwise)
- Specialist advocacy support

Meetings

Meetings of the ALABC General Assembly will be held once per year. For the convenience of members, meetings will be scheduled to coincide with major industry meetings. The membership will be informed about the place and date of the meeting at least two months in advance. If necessary, additional meetings will be held.

Meetings of the Executive Committee will be held at least twice each year and be supplemented by conference calls as needed.

Meetings of the Technical Committee (and its subcommittees) will be held on an 'as needed' basis.

Distribution of Technology

The ALABC is intended to be an "open" Consortium in that all research results will be immediately available to all members as program reporting from the researchers is available, as well as to non-members after a period of time determined by the Executive Committee. The studies have a pre-competitive character, and the results are available for use to the entire ALABC membership. Those members who carry out the particular project work will have the most immediate access to the results. Technology developed in subscription programs, independent from but managed by the ALABC, will be considered property of the funding members and will remain separate from general ALABC research efforts. Unique technological discoveries may be patented and licensed without consideration to the developer by ILA to Consortium members and to non-members for a fee to be determined by the Executive Committee, and which will include all legal or other costs incurred.

It is the intent of the ALABC members ultimately to make the knowledge or technology resulting from the research program available to all in order to advance the growth the lead-acid battery industry, which is a principal objective. Consortium members will have the advantages of being involved in the planning of research, as well as having the most immediate access to the results.

ALABC may support the development of patented technologies. However, ALABC members must have access to the patents for a preferential fee, which must be agreed upon by ALABC members prior to providing funding, and full access to all information developed with ALABC funding.

Amendments

The General Operating Procedures may be amended by the ALABC General Assembly from time to time; except that each member shall always have one representative on the General Assembly, and all amendments must be consistent with the Funding Agreements.

Budget and Funding

To achieve the goals outlined for the 2016-18 program, a minimum research investment is required by industry of \$1.5-\$2m per year, excluding core ALABC management costs. This may be bolstered by third-party funding from government or research agencies.

As a joint venture between the lead and lead battery industries, the aim is to achieve roughly equitable funding from these sectors. Other sectors (e.g. suppliers and universities) will make a smaller contribution.