



## **PRESS RELEASE      December 2, 2010**

The Independent Glass Association is satisfied with the shelving of the model anti-trust legislation that was subject to debate at the property and casualty hearing of the National Conference of Insurance Legislators on November 20, 2010. The IGA, while fully supportive of anti-steering legislation, contends that no legislation is better than bad legislation.

At the July hearing, testimony included statements to the effect that the presence of third party administrators promotes competition. The testimony included statements proclaiming that fixed prices promote competition. Apparently the words spoken by the panelists were an extension of the testimony heard in July. The IGA maintains that the testimony presented by some of the panelists in that regard is ludicrous. That proclamation, in and of itself, undermines the prevailing economic theory in the United States and the principles supported by the Sherman Anti-Trust Act; free markets work best. The IGA on the other hand contends that when businesses compete on price, prices decrease while the quality of products and services increases. The IGA supports the economic theory that promotes the concept that free and fair competition in the marketplace serves the public best. Without a doubt, windshield replacement is a matter of public safety.

At the November meeting, a representative of the Property Casualty Insurer's Association (PCIA) said that his association does not believe that steering exists. Over the course of the past several months, the IGA has been collecting steering reports and will prove to the contrary. The IGA refers members of the property and casualty committee to the position of fellow committee member, Senator Bob Larkin (NY). Senator Larkin advised the panelists at the hearing that he was in disagreement with their position, inviting them into his district to talk to shops about steering. The IGA has taken this process one step further by having the consumer sign the complaint and agreeing to be interviewed.

The IGA will continue to push for anti-steering legislation that stops the coercive tactics being used in the auto glass repair and replacement industry, including penalties that properly punish the perpetrators while awarding damages to the affected glass shops.