



FOR IMMEDIATE RELEASE

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FOR MORE INFORMATION

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### **Washington Law Major Victory for IGA**

On Wednesday April 18, Washington Governor Chris Gregoire signed legislation that severely limits the ability of an insurer or its third-party administrator (TPA) to steer business away from independent glass shops.

The legislation was, in part, the work of Tom Grim of All Star Auto Glass in Mercer. In a joint venture with the Independent Glass Association (IGA) and the Washington State Independent Glass Association, Grim spearheaded the legislation and labored for four months to insure its passage.

“We are thrilled to have a major anti-steering bill put into law in Washington State,” says Dave Zoldowski, president of the IGA. “Our state chapter, the Washington Independent Glass Association, worked tirelessly under the leadership of Tom to get this law passed. We are very gratified that the legislators and the Governor in Washington State took steps to eliminate unlawful steering,” he added.

“This is just the first step in our legislative agenda,” added Zoldowski, “which can only be accomplished through the combined efforts of IGA and its local chapters. Watch for much more activity throughout the coming year.”

In summary the new law declares that a person has the right to choose any glass repair facility for the repair of motor vehicle glass. It also requires an insurer or its TPA verbally inform the customer of their right to have any glass repair facility repair their vehicle and visibly post a sign in insurance company owned repair facilities informing customers of such. TPA’s must also inform customers that they are not a part of the insurance company, but a separate company with a financial relationship.

The legislation falls short of identifying actual penalties for insurers and TPAs that violate the new rules, but creates a process for customers to file official notices of violations with the state insurance commissioner.

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Grimm and the IGA have promised to track the success of this legislation. Should the new law fail to curb steering or should TPAs and insurance companies change tactics to maintain their unfair business practices then Grimm and his associates will petition the State to tighten the legislation and enforce penalties for its violation.

“It does not take a lot of money, but it does take a lot of time,” stated Grimm. “What drives you is when you know you are right and are honestly trying to help the industry.”

This legislative success will be discussed at the 2007 Independents' Days and Spring Auto Glass Show on Friday, May 18 at 8 AM in a seminar titled *The Legislative Agenda*. Grim, along with Alan Epley of Southern Glass, Peter Abdelmaseh of the Massachusetts Glass Dealers Association and others will provide information to help independents pass similar legislation in their own states. All assisted with the passage of the Washington legislation.

For a full seminar schedule visit [www.glassexpos.com/igaseminars.php](http://www.glassexpos.com/igaseminars.php).

Noted automotive safety advocate Ralph Nader will be the keynote speaker at this year's IGA Independence Days Spring Auto Glass Show™, being held May 17-19, 2007 at the Cashman Center in Las Vegas.

For information on the Convention and Spring Auto Glass Show or to register visit [www.glassexpos.com/iga.php](http://www.glassexpos.com/iga.php).

The IGA is the only association dedicated to the needs of the independent glass companies in North America. Its members are also dedicated to the professional and ethical installation of glass in a safe and proper manner. IGA members are located in all 50 states and ten countries.

For more information regarding the IGA visit [www.iga.org](http://www.iga.org).

