



May 16, 2011

Dear Glass Shop Owner/Manager,

If I could have a couple minutes of your time, I'd like to provide you with what may be the **SALVATION** of the Auto Glass industry in Arizona, over the next 6-18 months.

Since its beginning, in 2000, the Arizona Auto Glass Association has been actively pursuing the best interests of the Independent Auto Glass shops in the state of Arizona in a variety of ways including:

- Supporting "right to choose" legislation for glass shops in Arizona.
- Providing up to date industry information at the national and state level.
- Offering preferred pricing and discounts on a variety of marketing products.
- Bringing independents together for think tank forums.
- Hiring Lobbyists to be a Voice, an Advocate and a "**Watch Dog**" for all Arizona Glass Shops.

While all of these things are great, it's our belief that **ONLY ONE THING** is really critical to the Safety of Auto Glass consumers (our customers) and the survival of independent auto glass shops in Arizona. That one thing is to have a constant eye on and a strong voice in our community.

As a result, the Board of Directors has decided to focus only on activities that will help us support our lobbyist influence legislation in the best interest of consumers and auto glass shops. One of those pieces of legislation is the soon to be challenged "**Zero Deductible for Safety Glass**" law. The Insurance Companies and their lobbyist have made no secret of their intention to get this law repealed. This could have devastating consequences for all Auto Glass Shops in Arizona and would also impact the "Safety" of Arizona citizens who are our customers. They have to be stopped!

The only way to influence law makers in the Arizona Legislature is with the support of our lobbyist to reach a large number of taxpayers and voters. The more glass shops and their employees the AAGA represents the larger and more influential our voice we will be.

Arizona Auto Glass Association

Our mission is to serve the Arizona glass companies by encouraging peer communications, sharing industry information, addressing legislative issues and providing cost-saving benefit opportunities to members.

8240 S. Kyrene Rd. Suite 101
Tempe, Az 85284 480-339-8000

It takes money to pay for lobbying efforts. The AAGA'S goal is to have a war chest/bank balance of at least \$30,000. If we can get 300 shops to make a \$15 monthly "Tax Deductible" donation, we could hit our goal and be ready for the next year's legislative session. That's only \$15 per month to ensure that Arizona Auto Glass Shops and our customers aren't run over by the insurance companies.

All we are asking you to do is:

1. Fill out the attached "Membership Application" form.
2. Check the box labeled "**Please Represent Me**"
3. Mail the "Membership Application" with a \$15 to \$100 "Tax Deductible" check.
TO: 8240 S. Kyrene Rd, Tempe, Az 85284
4. Or call Krystal at the AAGA at 602-432-5742 with a credit card number.

Help us...(The AAGA)...help you. This small "Tax Deductible" monthly donation will ensure Arizona keeps the "**Zero Deductible for Safety Glass**" law and will keep Arizona from becoming a cash market. And when legislation comes up that will impact you, we will notify you so that you and your employees can follow along with our lobbying efforts. If you are able to help in any way with our efforts, we would encourage you to do so. But all we are asking now is that you add your name and support to this increasingly critical effort. Time is short.

For information on the **New Arizona Auto Glass SB1238** that addresses inspections by Third Party Administrators and Insurance companies or the current benefits offered by the AAGA, please call me personally at 480-339-8000. Thank you for your time and consideration.

Sincerely,

Rex Altree
Arizona Auto Glass Association

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