

Independent Glass Association Analysis of the NAGS May 12, 2025, Pricing Update

The May 12, 2025, NAGS pricing update, as analyzed across the top 200 most commonly used parts for Q1 2025, shows an overall **-1.6% decrease** in benchmark pricing. This finding is both **concerning and inconsistent** with the current state of the automotive glass supply chain and market economics.

Disconnect from Real-World Market Conditions

In the last four months alone, leading industry wholesalers—including Mygrant Glass, Pilkington, and PGW—have reported **wholesale price increases of up to 30%**, largely driven by escalating **tariff costs**, **logistical disruptions**, and **global supply chain constraints**.

These increases have been well documented and acknowledged throughout the industry, directly impacting every glass shop's cost of doing business.

Yet, the NAGS May 2025 update not only fails to

reflect these increased costs—it shows a **net decrease** in pricing benchmarks. This discrepancy raises significant concerns about the accuracy, transparency, and methodology of NAGS benchmark updates.

Aftermarket_Part	Previous Price	May 12 Price	\$ Difference	% Change
DW02040GBYN	\$412.04	\$402.20	(\$9.84)	-2.4
DW01658GBYN	\$279.66	\$264.60	(\$15.06)	-5.4
DW02416GTYN	\$839.14	\$833.87	(\$5.27)	-0.6
DW02153GTYN	\$468.01	\$458.63	(\$9.38)	-2
FW04961GTYN	\$586.52	\$583.80	(\$2.72)	-0.5
DW01580GBNN	\$259.60	\$258.30	(\$1.30)	-0.5
DW01851GBYN	\$353.11	\$349.56	(\$3.55)	-1
FW05330GTYN	\$750.20	\$735.11	(\$15.09)	-2
DW01549GBYN	\$232.98	\$224.14	(\$8.84)	-3.8
DW01767GBYN	\$334.91	\$349.65	\$14.74	4.4
DW01341GBYN	\$226.75	\$226.50	(\$0.25)	-0.1
DW02007GBNN	\$387.81	\$378.99	(\$8.82)	-2.3
DW02038GBYN	\$780.96	\$760.06	(\$20.90)	-2.7
FW04537GTYN	\$886.82	\$856.80	(\$30.02)	-3.4
DW02039GBYN	\$849.73	\$828.61	(\$21.12)	-2.5
DW02415GTYN	\$886.13	\$865.80	(\$20.33)	-2.3
DW01668GBNN	\$333.81	\$354.00	\$20.19	6
DW02165GTYN	\$550.48	\$537.53	(\$12.95)	-2.4
FW05555GTYN	\$733.91	\$717.32	(\$16.59)	-2.3
DW01494GTYN	\$566.88	\$564.15	(\$2.73)	-0.5

Critical Implications for Automotive Glass Shops

- **Profitability Erosion:** With insurance companies continuing to base reimbursements on outdated or deflated NAGS pricing, the already-narrow margins for automotive glass shops are further squeezed.
- **Undermining Fair Reimbursement:** Shops purchasing glass at 20–30% higher costs than just months ago are now being expected to accept even lower payments from insurers, based on this new NAGS benchmark.
- **Industry Frustration Grows:** Mitchell International made a commitment over five years ago to transition NAGS data to a **real-time or more frequently updated format**. However, the system remains locked into a **three-times-per-year update cycle**, which has proven to be far too slow for today's fast-moving and volatile market.

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Urgent Need for Real-Time and Reflective Pricing in NAGS to Align with Industry Conditions

514

Verified signatures

Change.org helps verify signatures are from real people.

ACTION HAS BEEN TAKEN



IGA INDEPENDENT GLASS ASSOCIATION

The background of this section contains a dense list of names, representing the 514 verified signatures mentioned in the text.

Industry Action Has Been Taken

In direct response to these concerns, the **Independent Glass Association (IGA)** has delivered a formal letter to Mitchell International, requesting a meeting and outlining the necessary changes demanded by the industry, which can be found below. This was done on behalf of:

- **The over 500 professionals who signed the public petition** calling for real-time pricing and fair reimbursement practices.
- **The broader automotive glass community** who continue to be affected by this pricing disparity but may not have had a direct platform to voice their grievances.

The IGA remains committed to advocating for transparency, accountability, and equitable treatment for all auto glass businesses, regardless of size or affiliation.

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IGA INDEPENDENT GLASS ASSOCIATION

May 7, 2025

Jack Rozint
Mitchell International, Inc.
6220 Greenwich Drive
San Diego, CA 92122

Subject: Request for Immediate Action and Meeting Regarding NAGS Pricing and Industry Demands

Dear Mr. Rozint,

On behalf of over 500 automotive glass industry professionals who have signed our petition—and the thousands more the IGA represents—we are writing to formally request immediate attention to the long-standing issues surrounding the National Auto Glass Specifications (NAGS) pricing system.

More than **five years have passed** since Mitchell International publicly committed to delivering real-time or more frequent updates to NAGS benchmark pricing. Unfortunately, the industry remains constrained by a tri-annual pricing cycle that is **grossly inadequate** given today's dynamic market conditions.

In recent years, the industry has experienced **persistent cost increases** driven by tariffs, inflationary pressure, and global supply chain disruptions. These conditions have prompted widespread adjustments in wholesale pricing across all major suppliers. Despite these well-documented market shifts, **the most recent NAGS benchmark update—May 2025—does not reflect these rising costs**, further widening the gap between published benchmarks and actual shop expenses.

Further exacerbating the issue, insurance companies continue to demand higher discounts on NAGS parts without any correlation to real-world supplier costs or market shifts. This practice not only harms the profitability and sustainability of independent glass shops, but also undercuts the very integrity of the NAGS pricing system.

In response to these ongoing disparities, the Independent Glass Association (IGA), along with the signatories of our petition, **formally requests a meeting** with Mitchell International leadership to discuss the following:

1. A commitment in transitioning to real-time or more frequent NAGS updates in line with market shifts.
2. Immediate revision of NAGS pricing methodology to reflect current economic conditions, including the impacts of tariffs and supply chain instability.
3. Development of fair and transparent protocols to address insurer discounting practices based on NAGS data.

We believe collaboration between Mitchell and industry stakeholders is critical to restoring trust and relevancy to the NAGS benchmark. The IGA stands ready to facilitate this dialogue and work toward mutually beneficial solutions that reflect today's economic and operational realities.

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Please respond with available dates and times for a meeting in the coming weeks. We are prepared to **meet in person** or via video conference at your convenience.

We appreciate your prompt attention to this matter and look forward to your response.

Regards,

Gary Hart , Executive Director

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Cc: Timothy Goebel, Senior Manager

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