

INDEPENDENT AUTO GLASS FORMAL OPPOSITION AND PROPOSED AMENDMENTS TO HB312

Opposition Unless Amended

The Independent Glass Association (IGA) represents independent automotive glass repair businesses that serve Virginia motorists every day. Our members are committed to vehicle safety, consumer transparency, and compliance with manufacturer specifications, particularly as it relates to advanced driver assistance systems (ADAS).

While the House Substitute to HB312 reflects meaningful improvements over the original bill, the current language remains incomplete without clear statutory guardrails. As drafted, certain provisions, though well-intended, could be misinterpreted or operationalized in a manner that enables steering, reimbursement manipulation, or competitive imbalance in the marketplace.

The IGA **cannot support HB312** in its present form unless the proposed amendments outlined herein are adopted. These amendments are not structural rewrites. They are limited, narrowly tailored clarifications designed to ensure the bill achieves its stated purpose: promoting transparency and safety without undermining consumer choice or fair competition.

Absent these protections, the bill risks unintended consequences that could harm independent businesses and the consumers they serve.

PROPOSED AMENDMENTS TO HB312 (Motor Vehicle Glass Act – House Substitute 1/22/2026)

Amendment 1 – ADAS Disclosure Neutrality

Amend § 59.1-207.6:3 by adding a new subsection C as follows:

C. The notice requirements set forth in this section are informational in nature. Compliance or noncompliance with such notice requirements shall not:

1. Be used as a basis to deny, delay, reduce, or otherwise adversely affect insurance coverage or payment for a repair or replacement of damaged motor vehicle glass;
2. Be construed to limit or restrict a customer's right to select a motor vehicle glass repair shop or qualified specialist of the customer's choosing; or
3. Be used to influence, require, or direct a customer to a particular repair facility, calibration provider, dealership, or network-affiliated entity.

Rationale: Ensures ADAS disclosures cannot be weaponized for steering or reimbursement leverage.

Amendment 2 – Clarification of “Qualified Specialist”

Amend § 59.1-207.6:2 (Definitions) by adding the following definition:

“Qualified specialist” means any individual or business that possesses the training, equipment, and technical capability to perform calibration or recalibration in accordance with manufacturer specifications. The term shall not be construed to limit such services to a motor vehicle manufacturer's dealership, insurer-preferred provider, or network-affiliated entity.

Rationale: Prevents implied dealership-only or insurer-network exclusivity.

Amendment 3 – Reimbursement Protection

Amend § 59.1-207.6:4 by adding a new sentence at the end of the section:

Nothing in this chapter shall be interpreted to establish, modify, or restrict reimbursement methodologies, prevailing rates, or contractual payment terms between insurers and motor vehicle glass repair shops, nor shall compliance with this chapter be used as grounds for reimbursement reduction or claim settlement leverage unrelated to the actual services performed.

Rationale: Ensures safety disclosures do not become indirect pricing controls.

Amendment 4 – Removal of Inducement Restrictions

To prevent reintroduction of language that would restrict lawful business promotions:

Add the following new subsection to § 59.1-207.6:3:

Nothing in this chapter shall prohibit a motor vehicle glass repair shop from offering lawful discounts, promotions, rebates, or other incentives to customers, provided such offers do not constitute fraud under existing state law.

Rationale: Virginia already has fraud statutes. Additional inducement bans are unnecessary and risk selective enforcement.

Amendment 5 – Legislative Intent

Add the following language as an uncodified enactment clause:

3. That it is the intent of the General Assembly that the provisions of this act promote transparency and vehicle safety while preserving consumer choice and fair market competition among motor vehicle glass repair providers.

Rationale: Provides interpretive guidance for regulators and courts.

Urging Immediate Action

The IGA respectfully urges the General Assembly to adopt the proposed guardrail amendments in full prior to further advancement of HB312. These clarifications will provide certainty, prevent misuse, and ensure the legislation operates as intended, protecting consumers while preserving a fair and competitive marketplace.

If these amendments cannot be incorporated at this time, the IGA strongly recommends that HB312 be withdrawn or carried over until all stakeholders can work collaboratively toward a balanced and equitable framework.

Independent businesses, Virginia consumers, and policymakers deserve legislation that strengthens safety without concentrating market control or creating unintended economic consequences.

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We stand ready to continue working constructively with lawmakers to finalize language that reflects transparency, fairness, and true consumer choice.

Until those protections are secured, the IGA must respectfully oppose HB312.

Respectfully submitted,

Gary Hart

A handwritten signature in black ink, appearing to read "Gary Hart".

Gary Hart, Executive Director
Independent Glass Association

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