

IGA Secures Major Defensive Win in Virginia

SB767 and HB312 Neutralized – Independent Shops Protected

The Independent Glass Association (IGA), alongside engaged Virginia member shops, has successfully secured a major defensive victory during the 2026 legislative session.

Two bills, **SB767 and HB312**, were introduced with language that posed serious structural risks to independent automotive glass businesses across the Commonwealth. The original versions of these bills contained provisions that could have:

- Restricted lawful marketing practices
- Undermined assignment of benefits rights
- Expanded insurance company and third-party administrator control
- Created reimbursement suppression frameworks
- Shifted market power toward vertically integrated insurer-affiliated operations

Through coordinated advocacy, direct legislator engagement, member outreach, and strategic policy analysis, the IGA worked to ensure these harmful provisions did not advance.

What Was Accomplished

1 Structural Threats Neutralized

The original insurance-driven language embedded in SB767 was removed through substitute amendments. The final version no longer contains:

- Anti-inducement restrictions
- AOB elimination language
- Insurer/TPA control expansion
- Rate-suppression mechanisms
- Market restructuring provisions

The bill was narrowed to consumer disclosure provisions related to ADAS transparency — eliminating the broader anti-competitive architecture.

2 HB312 Contained and Controlled

Parallel risks within HB312 were addressed through coordinated opposition and engagement. Harmful language did not move forward in its original form.

3 Repeal of the Old Glass-Specific Deductible Provision

The prior statute (§59.1-207.5:1), which restricted deductible marketing based on “prevailing market rate” language, has been repealed.

This removes a glass-specific inducement limitation while leaving all existing fraud and consumer protection laws fully intact. Independent shops retain flexibility without creating new exposure.

Why This Matters

This was not a symbolic win. It was structural.

Had the original language advanced, it would have fundamentally altered the competitive landscape in Virginia, embedding insurer leverage and reducing the independence of locally owned shops.

Instead, the final outcome:

- Preserves consumer choice
- Protects independent business models
- Avoids insurer-driven rate control frameworks
- Prevents anti-competitive inducement prohibitions
- Maintains operational flexibility for local shops

Virginia remains a state where independent automotive glass businesses can compete fairly.

The Bigger Picture

This effort reflects a broader national pattern. Similar template legislation has been introduced in multiple states. The IGA continues to monitor, analyze, and respond wherever necessary to protect independent shops from structural market manipulation.

These defensive wins demonstrate:

- Advocacy works.
- Member engagement matters.
- Silence is not an option.
- Organized industry is powerful.

Thank You to Virginia Shops

This outcome was made possible because Virginia shops engaged, communicated with legislators, and stood united. Your voices carried weight. Your participation made the difference.

What's Next

The IGA will continue to:

- Monitor implementation of the final bill language
- Provide compliance guidance where needed
- Protect independent business rights nationwide
- Ensure future legislation does not undermine the industry

This was a defensive win, but it is also proof that coordinated action protects the future.

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