

Why Should Our Company Be an AGSC-Registered Member?



This message on behalf of the:

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In today's very competitive auto glass industry, every business decision you make must be a sound and worthwhile one. So it's not unusual for us to hear any number of questions that all really ask the same thing—"Why should our company become (or remain) an Auto Glass Safety Council (AGSC)-Registered Member?" Well here are the top ten reasons why:

- 1. It shows your commitment to safety.** Nothing shows your customers, employees, insurance partners and vendors your commitment to safety like being an AGSC Registered Member.
- 2. It saves you money.** All AGSC-Registered Members receive a discount of more than \$50 per person on technician certification as well as discounts on AGSC products and services including training. If you certify ten or more technicians a year, the cost differential alone for just that program saves you more than the cost of the basic Registered Member fee.
- 3. It reduces your costs.** A number of insurers provide discounts on workers' compensation and other insurance to AGSC-Registered Member and more are doing so on a daily basis. The AGSC validation audit can also help reduce callbacks and other quality issues.
- 4. It's a strong and effective marketing tool for your company.** All AGSC Registered Members get to use the AGSC logo to denote their distinction, as well as being listed in the AGSC Guide to Members distributed to insurance companies and other key accounts. AGSC-Registered Companies are included on the agsc.org website and all their locations are included in our consumer zip code look up at <http://www.safewindshields.org>.
- 5. AGSC is your public relations agency.** AGSC sends press releases to your local media and customers alerting them to your Registered Member status and to your successful completion of your validation audit. AGSC refers local media to you as the experts on safe windshield installations in your area. AGSC Registered Members have appeared in news reports as authorities about safe windshield installations all over North America.
- 6. It's an inexpensive quality control program you can have.** Once every cycle, independent validation auditors will visit your company and verify that you are following the Standard. The AGSC validation audit can act as an internal quality control mechanism for your company. AGSC audits have found, and helped correct, conditions that could have resulted in the loss of life, resources or

business. A full 98% of those who have undergone audits say it was a helpful experience and that they would undergo it again.

7. **AGSC can help you in court.** Let's hope you don't have to go there, but if you do, courts are holding that companies that follow AGSC best practices are not liable in some lawsuits. In just one case, the company had removed the windshield, found extensive corrosion and let the customer know that the corrosion needed to be repaired before the windshield could be replaced. The customer sued and it was thrown out of court by the judge who said that the company was following the AGSC/AGRSS Standard for proper windshield installation.
8. **AGSC adds credibility to what you tell your customer.** Got a customer who wants you to install used glass? How about one that doesn't want to wait until the urethane cures? AGSC's brochures and information packets help your customer see an independent, credible safety organization provide independent verification of what you are telling them about such practices.
9. **Insurance companies require it.** As the AGSC Registered Member program continues to grow in number and stature, more and more insurers and their claims administrations are requiring adherence to AGSC's AGRSS Standard. State Farm, Nationwide, Allstate, LYNX, Safelite Solutions, among many others, all require adherence to the AGRSS Standard. AGSC-Registered Membership is the easiest and quickest way to verify that compliance.
10. **It will bring you business.** Organizations such as Novus Franchise, the HSG Alliance and others all require that all the companies in their programs be AGSC Registered Members and we expect more and more to require it over time.

**Becoming an AGSC-Registered Member:
It's the Right Thing to Do**



The AGSC is a 501c(3) not-for-profit organization formed by those within the automotive glass replacement industry to develop a standard for the proper procedures, product performance and education relating to the proper installation of automotive replacement glass. AGSC-Registered Members have made a written commitment to adhere to the Standard and are subject to audit of their compliance with it.