

MIDWEST GLASS - 2010 ISSUE 1

A MINNESOTA GLASS ASSOCIATION PUBLICATION

INSIDE THIS ISSUE:

GOVERNMENT AFFAIRS 1

NEWS

KEVIN FOLEY	1
MNPASS	5
FLAT GLASS ISSUES	2
CHANGE IS COMING	12

JOIN MGA TODAY 11

SIGN UP FOR HOLIDAY GLASS PROGRAM 11

EDUCATIONAL ARTICLE

EPA REGULATION	3
SAFETY	4

EVENTS

TECHNITIAN TRAINING	3
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UPCOMING EVENTS

- April 12/13 EPA Training
- May 20- Mix & Mingle
- June 24—Mark your calendar for the MGA Annual Golf Outing
- July 29, Family Night with the St. Paul Saints

Minnesota Loses a Good Friend



Kevin Foley, Minnesota Glass Association Secretary Treasurer and Owner of Auto Glass Today passed away on January 28, 2009.

Kevin entered the glass business only a few years ago with his purchase of Auto Glass Today in 2006. He quickly immersed himself in the industry and made many friends in the process. He immediately became involved with the MGA and was elected to the Board as Secretary Treasurer. Kevin was connected to the-glass business prior to his purchase of Auto Glass Today through his brothers-in law, Perry and Randy Johnson. We lost Randy just two years ago, making this a second untimely blow to the family.

Kevin is survived by his devoted wife Heidi of 20 years. His passions in life were his family, his friends, hunting fishing, golf and carpentry. Friends describe Kevin as a man's man. He was tough. He didn't complain, and he took care of others before himself. Heidi describes him as a Renaissance man in that he could manage the finances of a multi-million dollar company, process big game, build a glass deck, construct a field-stone fire place, make a miniature doll house for his nieces, bake cookies, pick the finest wine, purchase the perfect gift for his wife, and wear a tuxedo beautifully. He was thoughtful, generous and very loveable.

I attended the funeral and a wonderful reception that followed. I thought I knew Kevin, I really didn't. An incredible number of family, friends and acquaintances were there. As they talked about him, I came to understand the depth and character of the man. I wish I had known him better. ♦

Short Session Faces Long List of Must-Dos

As the state struggles with resolving a huge budget deficit, Minnesotans are struggling with an economy that continues to keep jobs from materializing. In addition to major budget, bonding & jobs initiatives, legislators have before them over 2,500 pieces of legislation intended to advance one agenda or another. Policy makers will make hard choices when cutting the budget, but they also have the opportunity to make changes that will help the private sector get the economy moving in the right direction.

MGA Board of Directors

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Myron Schapp
Red River Glazing
PO Box 5494, Fargo, ND 58105
myrons@rrginc.net

President Elect & Director, Past President

Jennifer Lang
Minneapolis Glass
14600 28th Ave N, Plymouth, MN 55447
jenniferl@minneapolisglass.com

Secretary Treasurer

Architectural Products Group
Gary Haider
10779 B Falling Water Lane
Woodbury, MN 55129
gwhaider@comcast.net

Director

Jack Beckman
All Auto Glass
1221 731/2 Ave. NE, Mpls, MN 55432
jack@allauto.com

Director

Joyce Johnson
Johnson Sales
2422 Tamarack, Medina, MN 55356
joyce@johnsonsales.us

Director

Mike Schenian
City Auto Glass
116 S. Concord Ave., S. St. Paul, MN 55075
info@cityautoglass.com

Director

Eric Solland
Indianhead Glass
141 N Washington St
St Croix Falls, WI 54024
esolland@indianheadglass.com

Director

Clint Hanson
99 5th Ave. NW STE 100
New Brighton, MN 55112
clint@restorationautoglass.com

Director

Patrick Tanner
Dorglass
6008 Culligan Way, Minnetonka, MN 55345
patrickt@dorglass.com

Minnesota Glass Association

16112 Wake Street NE, Anoka, MN 55304
Phone: 763-413-0805 - Fax: 763-413-1131
Email: mschmaltz@mnglass.org

Visit us online at
www.mnglass.org

The Minnesota Glass Association is an alliance of flat and auto glass merchants. Together with our suppliers we act and speak as one to promote success in a free market. We support fair competition, ethical behavior, profitable operations and strongly promote consumer safety and awareness.

We can only succeed in this endeavor if you participate. We strongly encourage members to voice their opinion - on these pages and at our meetings. Contact the MGA or an MGA Board Member - let us know what you think and what you would like from your Association. If you are not a member please consider joining - individual success is more likely if we work together on shared concerns. ♦

Flat Glass Issues

CPSC

The U.S. Consumer Product Safety Commission (CPSC) set February 11, 2010 as the date for compliance with a new set of certification rules, which are applicable to architectural glazing materials installed in hazardous locations. The new rules require manufacturer certifications of compliance with CPSC 16 CFR 1201—the federal safety standard for architectural glazing materials—to include several new pieces of information.

Currently, a certificate of compliance requires: Manufacturer's name; Date of manufacture; Place of manufacture; Safety standard; and Certification of compliance.

As of February 11, the certificate must include: Manufacture's name, mailing address and telephone number; Month and year of manufacture; City and state where manufactured; Safety standard; Identification of the product by a "unique identifier;" Custodian of testing records' name, e-mail address, mailing address and telephone number; Date and place where the product was tested; and the third-party test laboratory's name, mailing address and telephone number.

This announcement was the cause of some concern within the industry since it initially looked as if it would require a significant amount of information to be imprinted on the glass. It appears now that fabricators

(Continued on page 6)

Dakotaland Hosts MGA



Over 60 auto glass technicians gathered for seminar on “Shooting Trouble” at the Dakotaland warehouse on March 25. Bob Beranek, President of Automotive Glass Consultants, spoke to the group covering: water leaks, air leaks & noise, molding adjustments, electrical problems and other problems on newer vehicles. Beranek is a nationally recognized expert on auto glass; he designs and presents auto training programs across the country. NGA registered technicians received continuing education credit for attending and AGRSS registered shops continued their responsibility to keep up to date on installation techniques.

The MGA presents its sincere thanks to Todd Hanson and Dakotaland for providing not only the location but also the equipment and the meal for the event. ♦

EPA Lead Renovation Regulation

This is an important issue and may affect you and your business.

The US Government through the EPA has enacted a new requirement. As of April 22, 2010, all firms doing work in pre-1978 housing or child-occupied facilities (schools) must:

- be lead-safe certified by EPA,
- employ supervisory certified renovators who have successfully completed an EPA-accredited one-day training course,
- use only trained workers who have received specific on-the-job training, and use specified lead-safe work practices and provide designated educational material.

Contractors who fail to comply will risk penalties of up to \$37,500 per day as well as potential private lawsuits.

Activities covered under the regulations include remodeling, maintenance, electrical work plumbing, painting carpentry, demolition, window replacement etc.

BOTH individual “renovators” and contracting firms **MUST** be EPA-certified. Even contractors with previous lead abatement training must be trained and certified under this new program.

Will this affect me?

If you only do new construction – probably not. In this economy however, everyone has become more opportunistic; you or your employees may accept residential, school, apartment, child care, etc. service work and find yourself in a situation where you should have been certified. Considering the potential fines, this is a situation where an ounce of prevention is worth a pound of cure. Under the requirement, residents must be notified and given a copy of an EPA pamphlet and

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How Strong is Your Safety Program?

Evaluate the strength of your safety culture foundation

Provided by Laura Moore, prepared by Paul Beck, RJF Risk Consultant

Where would you rate your company's current safety culture on a scale of 1 to 10, with 1 being the lowest? What information would you use to determine your rating on the scale? If you rate your company low, or have difficulties identifying how to rate your company, it may be a sign that your current safety culture or even your overall platform is shaky. Fortunately, there are several metrics you can use to evaluate your safety program and culture, positive or negative, and determine if there is opportunity for improvement.

To properly evaluate your safety culture, you should use a combination of leading and lagging indicators. Leading indicators will give you a snapshot of the path you are taking to reach your safety goals. The performance of these indicators can serve as a vehicle to bring your success in reach.

Evaluate the strength of these leading indicators:

- Employee Safety Orientation and Training
- Pre-task planning
- Accident/Incident investigation process
- Substance abuse program
- Incentive plan

Lagging indicators measure how well your planning process objectives have been followed by assessing past performance. This can help you determine how effective your program is.

Evaluate these lagging indicators:

- Program accountability statistics
- OSHA incident rates
- Insurance information
- Safety inspection information
- Injury statistics

Your mission is to create a secure and safe work environment. Management of safety can be approached with a typical management model: Plan, motivate, and evaluate. If you are not looking at the correct indicators, you are essentially flying blind. But when you use this information to inform your decisions, you will be more successful.

Then you create an atmosphere that welcomes and respects safety messages, you and your employees will achieve a secure and safe workplace.

Contact Paul Beck at 763-548-8862 or beckp@rjfagencies.com for more information.

Article was printed in the Fall 2009 issue of The RJF Standard newsletter. See more articles on safety at www.rjfagencies.com/safety. ♦



MINNEAPOLIS GLASS COMPANY

14600 28TH AVENUE NORTH • PLYMOUTH, MINNESOTA 55447
CUSTOMER SERVICE: (763) 559-0635

PAT ROESER
SALES
EMAIL: patr@minneapolisglass.com

DIRECT LINE: 763-577-9316
FAX: 763-559-8816

MnPASS Transponder Problems & Windshields

Many motorists use transponders that allow them to use HOV lanes for a fee. Some of them have run into problems when the windshields prevent signals from “reading” correctly. This has led the state patrol to pull motorists over; suspecting that they were using the lane without the transponder. Repetition of these incidents led to coverage and a story on one of our local television stations.

Glass shops should be aware of this situation since it is very conceivable that the problem could develop following a windshield replacement. This could lead to frustration, as the shop and the owner try to resolve the problem. This is what the Minnesota Dept. of Transportation says.

“My transponder is mounted in its clip on the windshield, but it does not beep when I’m in the MnPASS Express Lanes. Is there something else I could try?”

If you are sure the transponder is mounted in its clip and on the windshield properly but it is still not beeping, try this:

First, check your tolling history by logging into your MnPASS account at www.mnpass.net. If you are getting charged correctly but you are not hearing the four beeps, the transponder may be defective. Please contact

(Continued on page 10)

CARBIDE BURS FOR AUTO GLASS REPAIR

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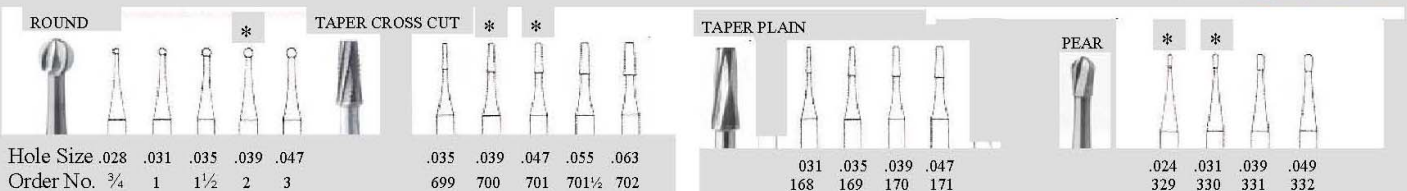
Our every day low price is \$1.49 per bur with quantity pricing available. We pay shipping with credit card or prepayment (minimum purchase 48 burs).

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(Continued from page 2) Flat Glass Issues

are providing the required documents and information with each shipment of glass, it becomes the responsibility of each buyer to attach the same data when repackaging and reselling the material.

This protocol may change as the CPSC publishes additional rulings, little guidance was provided with the initial rule publication. Keep in close touch with your suppliers for current information.

State of Minnesota Firms Among the Slowest Payers

Minnesota businesses are among the slowest; fourth in the US when it comes to paying vendors. **Finance and Commerce** reported on this trend in its March 27 issue. Cortera, a credit reporting agency ranked Minnesota among the top five in late-payment rates in six national surveys since May 2009. "Construction industry suppliers were most likely to be behind on their bills with 33.75% of accounts receivables in that segment past due". The MN Dept. of Employment and Economic Security has argued with the figures.

See www.cortera.com/market-trends/category/top-10-best-and-worst-states/ for additional detail. ♦

(Continued from page 3) EPA Lead Regulation

confirm its receipt. The requirement imposes recordkeeping requirements so it will be possible for inspectors to "look back" at previous work.

Before you decide that doesn't affect the kind of work you do; remember that your customer may have a different perspective. Do you want to get into an argument with a customer (such as a school maintenance official) about applicability? It may be easier to have the necessary training and certification and explain your work as a qualified professional than to wrangle about whether the work is covered.

Being able to publicize that you are a "Lead-Safe Certified Firm" can't hurt. Being able to challenge the standing of uncertified competitors could help you get a job and deal with the long standing irritation of unqualified competition.

What will this cost?

Firm Certification will cost \$300 and lasts for five years. This is done by application to the EPA. **Individual training and certification** varies in cost starting around \$200 and takes a full day; there is no additional fee to the EPA.

What the MGA is doing.

We have identified an EPA qualified trainer in cooperation with the University of North Dakota. Training will be on Monday April 12, (Tuesday, April 13 is already sold out). See www.mnglass.org for registration forms.

Want to know more?

See <http://www.epa.gov/opptintr/lead/pubs/sbcomplianceguide.pdf>. This 34 page document is easy to read and will answer many of your questions. ♦



TODD HANSON
Sales

Phone: 651-647-4269
Toll Free: 800-715-5245
Cell: 651-442-5471
Fax: 651-647-1276
Email: todd.hanson@dakotalandautoglass.com

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SCHEDULE:

11:00 am. Registration
 12:15 pm. Be At Your Carts
 12:30 p.m. Shotgun - Scramble is the Game
 Dinner and Party to follow golf

MGA Golf Fundraiser

June 24, 2010

Sawmill Golf Club

COST:

Golf per person, includes 18 Holes of Golf, Golf Cart, Great Prizes, Party and Dinner at the
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\$99.00 with paid registration **before** 6/18/10

****PLUS you get THREE (3) Grand prize drawing tickets with each paid registration!**

\$120.00 with paid registration **after** 6/18/10

Sponsorships available, please visit our website www.mnglass.org.

The party following the tournament alone is a great reason to come. We are returning to the Gasthaus Bavarian Hunter Restaurant, a short drive from the Sawmill, for an authentic German Buffet, drinks and award ceremony. We got rave reviews for the last four years - **Don't miss this one!**



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Participator(s) Information Please Print Clearly, Teams of 4 not required		Golf & Dinner (paid before 6/18) \$99 p.p.	Golf & Dinner (paid after 6/18) \$120 p.p.	Dinner & Refreshments Only \$30 p.p.	TOTAL DUE
PRIMARY CONTACT / Company					
Address, City /State/Sip					
GOLFER NAMES/Preferred foursome					
Phone:	Fax: EMAIL				

☐ I have enclosed a check for registration fees or ☐ Please charge my credit card: ☐ VISA ☐ MasterCard

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PLEASE MAIL Payment (Payable to MGA) and FORM TO:

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(Continued from page 1) Legislative Session

The MGA continued its partnership with the **Contractors Bill of Rights Coalition** on specific agenda items relating to payment and we also supported the **Building Jobs Coalition** on major initiatives relating to the construction industry and major initiatives to help the state's economy improve.

Executive Director Mike Schmaltz participated in the February 4th mini "Day at the Hill" with the Building Jobs Coalition, the group canvassed all legislative offices with a building jobs message. This event was followed by a full blown rally on March 10 with hundreds of construction industry members. The event was addressed by House Speaker Kelliher, Senate Majority Leader Pogemiller and many others.

We have continued since then to meet with key leadership and all Business & Commerce committee members in the House and Senate, to ensure that they understand the concerns of small business and subcontractors. Payment issues and jobs concerns are the focus of these introductory meetings.

Payment Specific Agenda

The MGA and the CBRC is asking legislators to consider three policy changes to improve the business climate for subcontractors. Two of these changes are found in SF 2163 (Sheid, D-Brooklyn Park) with companion bill HF 2393 (Nelson, D-Brooklyn Park). The requested changes:

Paid-if-Paid - Makes paid-if-paid contract clauses unenforceable

Loan in Default - Requires lenders to inform prime contractors and subcontractors when the construction loan is in default

The second bill SF 3057 (Murphy, Scheid, Gimse, Carlson & Sparks) drew immediate and wide support. The issue of retainage has not been discussed at the legislature for years and legislators need significant education on the issue. The requested change:

Retainage - Requires retainage to be placed in an interest-bearing escrow account with a third party to be released upon substantial completion of the work

Broader Construction Industry Concerns

In partnership with the Contractors Bill of Rights Coalition, MGA is working to defeat initiatives seeking to tax construction labor. We are also working with others to stop the state's practice of transferring construction licensing and inspection fees to the general fund. This practice has left the Department of Labor and Industry ill equipped to provide the services for which the fees were paid as well as reducing the ability to enforce violations that cause safety risks for construction workers and the public.

Building Jobs Coalition – Major Jobs Initiative

Architects, contractors, developers, engineers, and others in the construction industry have joined together to make a series of policy changes to get construction projects moving by loosen credit and remove obstacles stalling plans that are in the pipeline. MGA is a member of the Coalition and working closely with AGC, is the lead

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(Continued on page 10)

(Continued from page 5) MNPASS

MnPASS Customer Service for a replacement or log on to your MnPASS account and go to Transponder Info, then Report/Replace Transponder to set up a replacement.

*If you are sure that the transponder is mounted in the clip (and it beeps two times letting you know it's active) but it is still not beeping when you drive in the MnPASS lane, **you may have a special windshield that contains metal oxide or other components that could otherwise prevent the MnPASS Transponder from being read properly.***

Please be aware that not all vehicles may be listed here, so you should consult your car's user manual or contact your dealer and see if your car has this feature. The manual or your dealer may also point out a spot on the windshield without the coating where a transponder can be safely placed. If you are certain your car has this feature and there is no safe spot to place your transponder, please contact the MnPASS Customer Service Center to discuss other alternative options so that you can safely use the MnPASS Express Lanes."

The listing of cars - over 300 - that are known to have this type of a windshield as a standard or optional feature is provided on the department site – see the link below. I understand that one solution the Department has is to provide the driver with a “super-transponder” that can overcome the problem.

Link: https://support.mnpass.net/kayako/index.php?_m=knowledgebase&_a=viewarticle&kbarticleid=72&nav=0,4 ♦

(Continued from page 9) Legislative Session

association for the Coalition, coordinating the collation partners, making assignments, and directing our legislative activities. Among the requests are:

- Angel investor incentives
- Loan guarantee fund
- TIF extensions
- Historic structure rehabilitation credits
- Energy conservation improvements, green building & sustainable design incentives
- Building & land use permit extensions

The deadline for passing bills was late March, when the Legislature requires policy bills to pass through all policy committees in either the House or Senate. In preliminary discussions with legislators and our immediate peer set – owners, prime contractors, residential general contractors, and bankers – we know there will have to be amendments to our language before finding its way to the Governor's desk. We have laid the groundwork for meaningful change in the future.

How to get engaged in the legislative process?

Members are encouraged to learn who represents them and to reach out to your elected officials. You can find out who your State Senator and House Representative is by going to the Legislature's home page at www.leg.state.mn.us and filling in the information at the bottom of the page in the area titled “Who Represents Me?”. Please feel free to contact Mike Schmaltz any time to talk about MGA's efforts or to get general information about the legislative process. ♦

SIGN UP FOR THE HOLIDAY GAS PROGRAM...IT'S FREE TO MEMBERS

MGA Members JOIN FREE!

The MGA continuously works to attain a variety of objectives; advocating for shared interests, education, and helping you to run a profitable operation. One program that addresses this last objective is the Holiday Gas Program.

This program has worked so well that the savings exceeds the MGA dues outlay for members. Many companies already participate in gas programs; the problem is that individually, very few dealers reach the volume needed to reach the savings level you will get in the MGA program.

Holiday Stationstores has been a proud partner of the MGA for 5 years. Any association member that opens a new Holiday Fleet account between now and June 30th, 2010 will receive a total of **7 cents** per gallon discount for the first 90 days. That is an extra 3 cents per gallon discount. At the end of 90 days, your discount will be 4 cents per gallon discount. An excellent value in today's economy.

Don Keis - Fleet Sales Manager - Holiday Stationstores - 952-830-8889 - 800-745-7411 ♦

MGA Membership Application			
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Address		Address	Address
Fax		Fax	
Primary Business - Check One <input type="checkbox"/> Flat <input type="checkbox"/> Auto Glass <input type="checkbox"/> Combination Auto & Flat <input type="checkbox"/> Trade Representative			
Annual Dues Structure: o up to \$499,999 \$300 o \$500,000-\$1,999,999 \$500 o \$2,000,000-\$4,999,999 \$800 o Over \$5 million \$1,000 o Associate Members \$300 o \$25 per location or name (please list separately)		Dues covers all employees. To list branch locations or additional company names under the same ownership on the MGA member list, please add \$25 per name/location, this will also include them on all MGA mailings. Total Amount Due	
Payment Type <input type="checkbox"/> Check (made payable to MGA) <input type="checkbox"/> VISA <input type="checkbox"/> Master Card			
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By applying to become a member of the Minnesota Glass Association, our company and personnel agree to abide by the MGA Code of Ethics and bylaws. Auto glass installers must be AGRSS registered and certified.			
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Minnesota Glass Association

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www.mnglass.org



The MGA is an AGRSS Member Organization



Change is Coming...

Like all organizations, in our efforts to be fiscally responsible to you, the member, and provide more value in programs, we have decided to publish the newsletter electronically only.

Starting in June, the newsletter will be published on the MGA's website only.

We will be taking steps to help you and others in your company convert over to the electronic delivery of the newsletter with email and post card alerts. Past issues are already available online, visit our "In The News" page of our website, www.mnglass.org.

Also, if you are advertising in an issue, your ad will be enhanced by also being presented in the corresponding email alert with a link to your site.

We need your help too...To help us reach everyone at your company, please provide a list of contacts and email addresses below and FAX to the office at 763-413-1131. Thank you!

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