



Minnesota Glass Association

Phone: 763-413-0805
Fax: 763-413-1131
Email: info@mnglass.org
www.mnglass.org

Why join the MGA?

The MGA enables competing businesses with shared interests to join together to:

- Advocate for common interests
- Keep up on technical developments
- Train employees with seminars and tours

The MGA continuously works towards these objectives through a variety of programs. **To help save members money** we established a gas purchasing program with Holiday Station Stores. **Savings from this program alone exceeds the MGA dues outlay for members.** Individually, very few dealers reach the volume needed to reach these savings.

We created **training programs** to keep you stay abreast of developments:

- Educational seminars that cover a variety of issues in short informative sessions.
- MGA sponsored tours of manufacturing and product testing facilities.
- Conferences - bringing in nationally renowned speakers on current topics.

We **advocate** for members:

- The MGA re-established the Contractors Bill of Rights Coalition (CBRC) and work with that group to level the playing field for construction subcontractors in Minnesota.
- We alerted members & provided training on the EPA Lead Certification requirements and 2012 Minnesota Contractor Registration Requirements
- We blocked bills that would have had devastating impact on auto glass shops.
- The MGA organized support for a Minnesota Supreme Court appeal to preserve the right of Auto Glass to arbitrate pricing disputes, we prevailed on the appeal.
- The glass industry (auto and flat) is very small when you look at their markets. Auto glass dealers compete with national companies with huge insurance companies as customers. Flat glass firms are a small part of the commercial and residential construction markets which are struggling in tough economic conditions. The large players are well represented by dedicated professionals and attorneys in the legislature, with regulators and when necessary in court.

Those are the main points - there is much more. MGA educational and fun social events provide **networking opportunities** - connecting manufacturers, fabricators, distributors, representatives and dealers - enabling you to stay in touch and on top of developments. Our work supports fair competition, professionalism and ethical behavior. We serve as the voice of the industry to the consumer and government.

You would never expect your business to function without vital departments - installation technicians, sales, accounting, etc. The MGA supports those operations with training and goes beyond that to be your only effective voice in shaping the work environment through advocacy.



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Events Sponsored

Apr 2009 Tour of Cardinal Float Plant in Menomonie WI
May 2009 Stylmark Fridley Facility and Extrusion Plant Tour
Oct 2009 Credit & Collections - Part 1 - Prevention
Oct 2009 Supreme Court Victory - Review of the decision
Nov 2009 Credit & Collections - Part 2 - Remediation
Feb 2010 Contract Indemnity & Insurance Requirements
Mar 2010 Auto Glass Training with Bob Beranek
Apr 2010 Two EPA Lead Renovation Certification Seminars
Oct 2010 Selling with Joe Egan
Nov 2010 Sales & Use Tax Application
Feb 2011 Arbitration Seminar
Apr 2011 Glass Conference (Auto & Flat)
Oct 2011 BIM (with TCGC)
Mar 2012 Auto Glass Technology with Mitch Becker
May 2012 Cardinal Float Plant Tour in Menomonie WI
Oct 2012 Auto Glass Technology
Oct 2012 Indemnification
Nov 2012 Getting Paid
Dec 2012 Managing & Motivating Employees
Jan 2013 Sales with Dale Carnegie
Feb 2013 Safety Training
Feb 2013 Glazing Forum
 Ron Spellich, w CDC Glazing Technology
 Jordan Richards, President Glassopolis
 Bill Evans, NGA Chairman - Selling in the Glass Ind.
June 2013 Annual Golf Outing
Aug 2013 Twins Tailgating Party
Oct 2013 Sales & Use Tax Seminar
Nov 2013 Workforce Diversity
Dec 2013 Auto Glass Wire Cut-out Tool Demo
Dec 2013 Annual Meeting & Bowling Social
Feb 2014 Getting Paid Seminar
Mar 2014 Sales Seminar
Mar 2014 Emergency Legislative Meetings
Apr 2014 Construction Contracts
June 2014 Annual Golf Outing - Majestic Oaks
Aug 2014 Twins Tailgating Party

We invite you to join today, visit www.mnglass.org and click on the membership button.

See www.mnglass.org for details & registration materials on upcoming events