

From: LeMoine, Leigh
To: Soura, Christian <ChristianSoura@gov.sc.gov>
Date: 3/29/2012 6:06:29 PM
Subject: FW: Request for a Meeting with Governor Nikki Haley
Attachments: SouthCarolinaGlassTPAs020312 - Final.pdf

Please advise. -LL

From: Zemp, DeWitt [mailto:zemp@sostrategy.com]
Sent: Thursday, March 29, 2012 3:37 PM
To: Pearson, Tim
Cc: LeMoine, Leigh
Subject: Request for a Meeting with Governor Nikki Haley

Tim,

I hope this email finds you doing well. When I met with and talked to the Governor at her Birthday party, she very kindly asked that I keep her informed of any concerns the Insurance industry may have this year. As a result and on behalf of our client, Property Casualty Insurers Association, I would like to request and schedule an appointment with Governor Haley to discuss pending legislation (H4042) which would *impose drastic restrictions* on the ability of auto insurance companies to maximize the use of third party administrators (TPA), and preferred provider networks to help minimize the cost of auto glass repair or replacement.

As you know PCI is the largest property and casualty trade association in the US, with over 1,000 member companies writing insurance in every state. In SC, PCI members write over 40% of the total property and casualty premium in the state. In addition to companies domiciled in other states, PCI is proud to say that all SC domesticated insurance companies are members of the organization. These companies include SC Farm Bureau, Companion Insurance Company, Southern Church Mutual Insurance Company, and Canal Insurance Company. The PCI officers that would attend the meeting would include Senior Vice President Paul Blume. Mr. Blume is responsible for managing PCI's State Government Affairs Division, and in that capacity he is charged with the implementation of PCI public policy initiatives at the state level in all 50 states and the District of Columbia.

Attached is PCI's position paper in opposition to this legislation. The bill passed the House in 2011 and is now on the Senate Contested Calendar. The bill has been rated "business negative" by BIPEC and the SC Chamber of Commerce.

The companion bill in the Senate is S807, by Senator Knotts. Senator Knotts, as the new Chair of the Senate Rules Committee, is working hard to have the legislation set for Special Order.

The primary proponents of the legislation are so-called "glass harvesters" who prey on SC citizens in public parking lots, car washes, and even door-to-door solicitation. The main harvesting company behind the bill is DNS Glass LLC, based in Arizona. The owner of DNS lives in New York. There is quite a bit of information regarding DNS business practices on the Internet.

Unfortunately SC is among the top states having to deal with questionable claims practices relating to auto glass repair. We would like the Governor's help in shaping legislation that would preserve consumer choice, help our citizens to get reliable information about the repair process, and help curb questionable business practices which lead to higher insurance rates for all SC drivers.

We've checked Mr. Blume's travel calendar, and he can come to Columbia on the following dates: **April 18-20; April 23-29; May 14-18**. Of course if there are alternative dates better for the Governor, we will do our best to have him here whenever she is available.

Sincerely,
DeWitt Zemp

Southern Strategy Group
924 Gervais Street
Columbia, SC 29201

Telephone: 803.733.2255
Facsimile: 803.733.2256
Cellular: 803.414.2963

Tallahassee | Jacksonville | Orlando | Tampa Bay | Miami | Austin | Baton
Rouge | Shreveport | Jackson | Montgomery | Atlanta | Columbia | Nashville | Frankfort | Lansing | Madison | Los Angeles