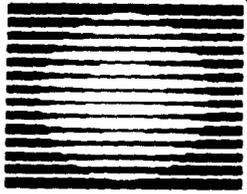


57-15-N02-0148

Docket No. 89-15, Notice 2



SOLAR GRAPHICS INC.

ORIGINAL T.M.

National Highway Traffic Administration
400 Seventh Street S. W.
Washington, DC 20590

Docket Section Room 309

3/10/92

Dear Sirs **NHTSA-96-1698-188**

Solar Graphics Inc. have been tinting windows on autos since 1981. We have tinted about 20,000 autos and have had very few (about 3 to 5 in the old days before 1984 Fl. law) customer problems with visibility. Our policy is customer satisfaction. The Auto Tinting business is 80% referral. Our film samples are displayed in the show room for selection. We sell on the legality, heat efficiency and visibility as most local companies do. Fifty percent of our customer base is over the age of 50 in St. Petersburg, Fla.. Most of our customers are over the age of 30, white collar, working or retired. We are noted for tinting autos for fleets of local police departments and municipalities. Our customers have their windows tinted not because they are trying to hide something, but because of the Florida Sun. They want comfort, protection and economics. The 35% Florida Tinting Law has been very successful, and since 1984 when the law was enacted, it has enabled the companies to grow into a large industry, other states have followed the same procedures. Solar Graphics supports nine families, we have 12 employees. An enactment of a 60-45-70% federal law would put us and all 5000 auto tinting companies out of business. There are no tinting products to date, in the 50% to 70% VLT range that can be successfully marketed in Florida due to the intensity of the Florida sun.

Washington DC, Maryland and Virginia are not as established as the Florida market due to the sun which create the natural demand for tinting products. The lack of popular demand and disorganization in the laws, has and does, create illegal tinting (dark smoke 20% and 5% limo) and this is what you find in the unestablished markets. A 45-70% law in Florida would make all the tinting illegal and transform the total demand for auto tinting into a huge black market. It's taken our industry years to transform the 35-50% market from the old gray 20% and 5% (Limo) era. The states should be given the right by the federal government to establish their own after market tinting regulations because they will end up having to absorb the cost of enforcing it.

If the intentions of the law makers are to put 5000 auto tinters out of business this will do it, with a 60-45-70 law. The 50%-35% law that most states have now is working.

Respectfully,

Richard M. Purdum

President

QA 14060