

WHY TO SUPPORT DELIVERY LICENSE REFORM

SB 316 by Sen. Paul Sanford, R-Huntsville, and Rep. Paul Lee, R-Dothan

WHAT RETAILERS HAVE TO SAY:

- *"It costs me a \$100 to deliver a \$50 flower arrangement. Small businesses are needed more and more for these fees, and it is getting harder and harder for us to make a profit."* Al Cantrell, Al's Flowers & Gifts, Montgomery
- *"We struggle every year to make a profit, and we support a lot of families in our towns by giving them a place to work. We want to continue to provide great jobs and to do that we need to continue to make a profit."* Shane Spiller, Spiller Furniture & Mattress, Tuscaloosa based with stores in 11 Alabama cities, employing more than 100
- *"We pay for about 30 delivery licenses in towns where our customers are located. We have one location. Every year, about 100 places where we have delivered in previous years send us notices. Then, we've got to take the time to tell them, 'No, we haven't delivered there since 2012.' Please help small business. Pass SB316."* Brian Lindsey, Lindsey Office Furnishings, Birmingham
- *"When we're already competing with online retailers like Amazon and Wayfair, who don't have to pay any local license fees, it just puts us at a further disadvantage."* Daniel Cornutt, Long Furniture, Rainbow City
- *"Rather than getting delivery licenses, many companies will just use a third-party shipping service like many online retailers use (UPS, USPS, FedEx). In a time when many retailers are competing with out-of-state and online companies the small- to medium-sized companies will eventually shift their business or go out of business altogether. Either will harm the consumer."* Charles Cedenno, home medical equipment provider McAbee Medical Inc., Decatur and Huntsville
- *"Medicare will pay \$45, including delivery, for a walker, but any city where we deliver a \$45 walker wants a \$100 delivery license. It is an overreach by the cities trying to gouge small businesses simply for providing services, ... especially where there might not otherwise be such a service available."* Peter Czapla, Quality Home Healthcare, Wetumpka
- *"If I deliver a \$79 table one mile from my location, I pay a \$100 delivery license. With locations in Montgomery and Alexander City that opens us up to about 20 different municipalities that would all ask for their \$100 delivery license."* Ralph Holley, Holley's Home Furnishings, Alexander City and Montgomery.

VOTE 'YES' ON SB316:

- The Alabama Retail Association and its more than 4,200 member retailers ask that you support SB316.