

FOR IMMEDIATE RELEASE
July 16, 2013

Contact: Ron Bonjean/Brian Walsh
(202) 349-1402

Virginia Small Business Owner Highlights Need To Level Retail Playing Field & Pass Marketplace Fairness

First In A Series Of Testimonials From Voices Around The Country To Be Released By Coalition

WASHINGTON D.C. – The Marketplace Fairness Coalition, which represents thousands of American businesses – large and small, as well as both brick-and-mortar and online – today announced a new digital campaign featuring testimonials from small business owners around the country explaining why it’s important for Congress to pass the *Marketplace Fairness Act*. This important legislation was passed by the Senate in May with a broad and bipartisan vote, and is currently under consideration in the House.

The first video released today highlights the story of James Hatcher, President of Pleasants Hardware, which was founded in Richmond in 1915 and includes seven stores across the Commonwealth today. Mr. Hatcher explains why local brick-and-mortar stores such as his are under fire and local jobs are at risk because of the special tax treatment currently afforded to his online competitors. The *Marketplace Fairness Act* would simply restore rights back to the states to enforce their own sales tax laws and level the playing field for all retailers.

[CLICK HERE TO WATCH PLEASANTS HARDWARE’S STORY](#)

“Job creators like James Hatcher who serve as the backbone for thousands of communities across the country continue to speak out in support of a level retail playing field,” the Marketplace Fairness Coalition said today. “The federal government shouldn’t be in the business of picking winners and losers in the marketplace and it’s our hope that the House of Representatives will follow the Senate’s lead in passing this long overdue legislation.”

As Mr. Hatcher points out in today’s video, “We like competition. If somebody can beat me on price, beat me on service, beat me on product, that’s fine, I’ll shake their hand and we’ll come back and we’ll do it again tomorrow. But when they’re getting an advantage over me to a significant degree that I cannot compete with, that’s not fair.”

Background:

- James Hatcher grew up in Richmond and attended Collegiate High School. He received a B.S. from the Commerce School at the University of Virginia and an MBA from the College of William and Mary. James began working for Pleasants full time in 1984, starting as an Assistant Store Manager. From there he held jobs in Purchasing and Advertising and was named President in April 1999, the position he still holds.