

ABC Drug Centers Inc.

10117 Princess Palm Ave.

10
TAMPA
33610

Mailing Address: PO Box 1234 Tampa, FL 33619

Telephone: 813 627-6800

Fax Number: 813 627-6888

Listing Type: Subsidiary

Year Founded: 1933

Publicly Held: Yes

Total Sales: \$150,000,000

Industry Sales: \$101,180,000

Product Sales: General Merchandise (5%); Grocery (2%); HBC (5%); Home Health Care (3%); OTC Drugs (10%); Prescription Drugs (75%)

Prescription Drugs: \$22,500,000

Customer Sales: Internet Retailing (10%); Mail Order Catalog (15%); Retail (75%)

Number of Employees: 100

Private Label: Yes

Internet Order Processing: Yes

Catalog Names: ABC Drugs

Total Units: 10

Units Operated: Full-line Drug (10)

Trade Names: ABC Drug Center (10)

Company-Owned Units: 5

Units Franchised To: 3

Units Franchised From: 2

Total Selling Sq. Ft.: 750,000

Average Check-Outs: 2

Projected Openings: 3

Projected Remodelings: 5

Projected Pharmacy Openings: 3

Product Lines: Baby Care; Candy; Cosmetics; General Merchandise; Giftware; Greeting Cards; Hair Care; HBC; Herbal Remedies; Home Health Care; Non-Presc. Reading Glasses; OTC Drugs; Paper Products; Prescription Drugs; School Supplies; Snack Food; Stationery; Sunglasses; Toiletries; Vitamins

Paid Cash: 25%

Paid Private Third Party: 60%

Paid Medicaid: 15%

Packaged Liquor: Beer, Wine

Areas of Operation: FL, NY

Managed Care Division: Yes

Mail Order Pharmacy: Yes

Foreign Countries: MEXICO

On-site Distribution Center: Yes

Distribution Centers: TAMPA, FL; NEW YORK, NY

Specialty Departments: Home Delivery (5); Pharmacy (5)

Prescriptions Filled Daily: 425

Generic Rx: 55%

Loyalty Marketing Program: Yes

Franchise Affiliation: XYZ Drug Inc., SAINT LOUIS, MO

Primary Wholesalers: (Drug) Caring Inc. Distribution Center, MONROE, LA

Parent Company: Lebharr-Friedman, NEW YORK, NY

Also operates (2) gift stores in Mexico.

KEY PERSONNEL

LISA PATTERSON - President

STEVE MYERS - CFO

DAVID KARRAS - VP Sales, Marketing

SABRINA MURRAY - VP Store Operations;

Director Store Fixtures, Visual Merchandising

JULIA MICHAELS - VP Human Resources

KEVIN NILLMON - VP Purchasing

JAMES SHALE - VP Real Estate, Construction

DIANA SIMMS - Director Pharmacy; Buyer

Prescription Drugs

JAYDEN TELLER - Manager Accounting

MIKE ZIMMERMAN - General Buyer

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