



# Home Furnishings Retailer Leads

## Sample Company Profile

Business Leads | Market Research

### ABC Furniture Place 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

**Internet Order Processing:** Yes

**Mail Order Catalog:** Yes

**Number of Employees:** 100

**Total Units:** 10

**Units Operated:** Full Line Furniture (8); Home Decor (2)

**Trade Names:** ABC Furniture (8); ABC Designs (2)

**Company-Owned Units:** 5

**Units Franchised To:** 3

**Units Franchised From:** 2

**Total Selling Sq. Ft.:** 750,000

**Projected Openings:** 3

**Projected Remodelings:** 5

**Product Lines:** Area Rugs; Bar Furniture; Bedroom

Furniture; Dining Furniture; Floor Coverings/Flooring;

Occasional Furniture; TV & Stereo Furniture; Wicker

**Furniture Styles:** Antique Reproductions; Country/Early American; RTA/Lifestyle Furniture

**Price Lines:** High, Medium, Low

**Areas of Operation:** FL, NY

**On-site Distribution Center:** Yes

**Distribution Centers:** TAMPA, FL; NEW YORK, NY **Import**

**Products:** Yes

**Services Provided:** Delivery; Designer/Decorator; Rental

**Galleries:** La-Z-Boy

**Franchise Affiliation:** Imperial Home Inc.,

NEW YORK, NY

**Buying/Marketing Group:** Associated Volume Buyers,

ANAHEIM, CA

**Primary Wholesalers:** Bighill Furniture Inc.,

FRANKLIN, NC

**Parent Company:** Chain Store Guide, TAMPA, FL

*Also operates (1) appliance and (1) music store 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 Information Systems,

E-Commerce

JAYDEN TELLER - Manager Accounting

MIKE ZIMMERMAN - General Buyer

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