



# Discount, Dollar, & Specialty Retailer Leads

## Sample Company Profile

Business Leads | Market Research

### ABC Discount Stores Inc.

10

10117 Princess Palm Ave.

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:** Apparel (12%); Computer Products (3%); Consumer Electronics (7%); Grocery (15%)

**Customer Sales:** Retail (100%)

**Number of Employees:** 100

**Private Label:** Yes

**Private Label 100%:** Yes

**Internet Order Processing:** Yes

**Mail Order Catalog:** Yes

**Catalog Names:** ABC Discount Products

**Total Units:** 5

**Trade Names:** ABC Discount Stores (10)

**Company-Owned Units:** 5

**Units Franchised To:** 3

**Units Franchised From:** 2

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

**Average Check-Outs:** 4

**Projected Openings:** 3

**Projected Remodelings:** 5

**Product Lines:** Automotive Supplies; Consumer

Electronics; Cosmetics; Domestic; Ethnic Foods; Floor Coverings/Flooring; Giftware; Hardware; HBC; Home Decor; Home Office Furniture; Jewelry; Mens Apparel; Prescription Drugs; Sporting Goods; Toys; Womens Apparel

**Packaged Liquor:** Beer; Wine

**Areas of Operation:** FL, NY

**Foreign Countries:** MEXICO

**On-site Distribution Center:** Yes

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

Specialty Departments: In-Store Restaurant (7); Optical (5); Pharmacy (10)

**Loyalty Marketing Program:** Yes

**Franchise Affiliation:** Modern Apparel Inc., NEW YORK, NY

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

*Company formerly operated as XYZ Corp.*

### 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 - GMM; General Buyer

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