

# Sample Company Profile

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**ABC Clothes Bug Inc.** 10  
3922 Coconut Palm Drive TAMPA  
33619

**Mailing Address:** PO Box 1234  
Tampa, FL 33619  
**Telephone:** 813 627-6800  
**Fax Number:** 813 627-6882  
**Internet Homepage:** <http://www.csgis.com>  
**Company Email:** [csg@csgis.com](mailto:csg@csgis.com)  
**Listing Type:** Subsidiary  
**Year Founded:** 1982  
**Publicly Held:** Yes  
**Total Sales:** \$150,000,000  
**Industry Sales:** \$101,180,000  
**Product Sales:** Apparel (80%); Footwear (10%); Hardlines (10%)  
**Customer Sales:** Internet Retailing (5%); Mail Order Catalog (5%); Retail (90%)  
**Private Label:** Yes  
**Private Label 100%:** Yes  
**Internet Order Processing:** Yes  
**Mail Order Catalog:** Yes  
**Catalog Names:** ABC Clothes Bug  
**Total Units:** 10  
**Units Operated:** Manufacturers Outlet (1)  
**Trade Names:** ABC Clothes Bug (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:** Footwear - Womens; Misses Apparel; Womens Accessories; Womens Careerwear; Womens Casualwear; Womens Formalwear; Womens Suits  
**Apparel Price Lines:** Moderate (\$20-74)  
**Areas of Operation:** FL, NY  
**Foreign Countries:** MEXICO  
**On-site Distribution Center:** Yes  
**Distribution Centers:** TAMPA, FL; NEW YORK, NY  
**Loyalty Marketing Program:** Yes  
**Franchise Affiliation:** Modern Apparel Inc., NEW YORK, NY  
**Resident Buyers:** XYZ Clothes Connection, NEW YORK, NY  
**Parent Company:** Lebhar-Friedman, NEW YORK, NY

## 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

*The company derives approximately 33% of its revenue from gift store operations in Mexico.*