

Sample Company Profile

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ABC Department Stores 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
Listing Type: Subsidiary
Year Founded: 1982
Publicly Held: Yes
Total Sales: \$150,000,000
Industry Sales: \$101,180,000
Customer Sales: Internet Retailing (10%); Mail
 Order Catalog (10%); Retail (80%)
Internet Order Processing: Yes
Mail Order Catalog: Yes
Catalog Names: ABC Department Store
Total Units: 10
Trade Names: ABC Department 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
Private Label Softlines: Yes
Private Label Hardlines: Yes
Furniture Styles: Country/Early American,
 Modern/Contemporary, RTA/Lifestyle
Furniture Price Lines: High, Medium
Apparel Price Lines: Designer (\$200+),
 Better/Bridge (\$75-199), Moderate (\$20-74)
Areas of Operation: FL, NY
Foreign Countries: MEXICO
Self-Distributing: Yes
On-site Distribution Center: Yes
Distribution Centers: TAMPA, FL;
 NEW YORK, NY
Loyalty Marketing Program: Yes
Franchise Affiliation: Modern Times Inc.,
 NEW YORK, NY
Resident Buyers: The Dunbar Group, NEW
 YORK, NY
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 Information Systems,
 E-Commerce
 JAYDEN TELLER - Manager Accounting
 MIKE ZIMMERMAN - GMM; General Buyer