

Sample Company Profile



ABC Discount 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: \$154,000,000
Industry Sales: \$101,180,000
Product Sales: Apparel (12%); Computer Products (3%); Consumer Electronics (7%); Grocery (15%)

Customer Sales: Retail (100%)
Private Label: Yes
Private Label 100%: Yes
Internet Order Processing: Yes
Mail Order Catalog: Yes
Catalog Names: ABC Discount Products
Total Units: 10

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: Discount America Inc.,
NEW YORK, NY
Parent Company: Lebhar-Friedman,
NEW YORK, NY

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