

# Sample Company Profile

★

**ABC Drug Centers 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:** \$100,000,000

**Industry Sales:** 75,000,000

**Product Sales:** General Merchandise (5%);  
Grocery (2%); HBC (5%); Home Health Care  
(3%); OTC Drugs (10%); Prescription Drugs  
(75%)

**Prescription Drugs:** \$22,500,000

**Customer Sales:** Internet Retailing (10%); Mail  
Order Catalog (15%); Retail (75%)

**Private Label:** Yes

**Internet Order Processing:** Yes

**Catalog Names:** ABC Drugs

**Total Units:** 10

**Units Operated:** Full-line Drug (10)

**Trade Names:** ABC Drug Center (10)

**Company-Owned Units:** 5

**Units Franchised To:** 3

**Units Franchised From:** 2

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

**Average Check-Outs:** 2

**Projected Openings:** 3

**Projected Remodelings:** 5

**Projected Pharmacy Openings:** 3

**Product Lines:** Baby Care; Candy; Cosmetics;  
General Merchandise; Giftware; Greeting  
Cards; Hair Care; HBC; Herbal Remedies;  
Home Health Care; Non-Presc. Reading  
Glasses; OTC Drugs; Paper Products;  
Prescription Drugs; School Supplies; Snack  
Food; Stationery; Sunglasses; Toiletries;  
Vitamins

**Paid Cash:** 25%

**Paid Private Third Party:** 60%

**Paid Medicaid:** 15%

**Packaged Liquor:** Beer, Wine

**Areas of Operation:** FL, NY

**Managed Care Division:** Yes

**Mail Order Pharmacy:** Yes

**Foreign Countries:** MEXICO

**On-site Distribution Center:** Yes

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

**Specialty Departments:** Home Delivery (5);  
Pharmacy (5)

**Prescriptions Filled Daily:** 425

**Generic Rx:** 55%

**Loyalty Marketing Program:** Yes

**Franchise Affiliation:** XYZ Drug Inc.,  
SAINT LOUIS, MO

**Primary Wholesalers:** (Drug) Caring Inc.  
Distribution Center, MONROE, LA

**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 Pharmacy; Buyer  
Prescription Drugs

JAYDEN TELLER - Manager Accounting

MIKE ZIMMERMAN - General Buyer