

# Sample Company Profile



**ABC Furniture Place 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)

**Year Founded:** 1982

**Publicly Held:** Yes

**Total Sales:** \$150,000,000

**Industry Sales:** \$101,180,000

**Internet Order Processing:** Yes

**Mail Order Catalog:** Yes

**Total Units:** 10

**Units Operated:** Full Line Furniture (8); Home  
Decor (2)

**Trade Names:** ABC Furniture (8); ABC  
Designs (2)

**Company-Owned Units:** 5

**Units Franchised To:** 3

**Units Franchised From:** 2

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

**Projected Openings:** 3

**Projected Remodelings:** 5

**Product Lines:** Area Rugs; Bar Furniture;  
Bedroom Furniture; Dining Furniture; Floor  
Coverings/Flooring; Occasional Furniture;  
TV & Stereo Furniture; Wicker

**Furniture Styles:** Antique Reproductions;  
Country/Early American; RTA/Lifestyle

**Furniture Price Lines:** High, Medium, Low

**Areas of Operation:** FL, NY

**On-site Distribution Center:** Yes

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

**Import Products:** Yes

**Services Provided:** Delivery;  
Designer/Decorator; Rental

**Galleries:** La-Z-Boy

**Franchise Affiliation:** Imperial Home Inc.,  
NEW YORK, NY

**Buying/Marketing Group:** Associated Volume  
Buyers, ANAHEIM, CA

**Primary Wholesalers:** Bighill Furniture Inc.,  
FRANKLIN, NC

**Parent Company:** Lebharr-Friedman,  
NEW YORK, NY

*Also operates (1) appliance and (1) music store  
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 - General Buyer