



# Foodservice Technology Leads

## Sample Company Profile

Business Leads | Market Research

### ABC Restaurant Inc.

10117 Princess Palm Ave.

**25**  
**TAMPA**  
**33610**

**Mailing Address:** PO Box 1234 Tampa, FL 33619

**Telephone:** 813 627-6800

**Fax Number:** 813 627-6888

**Listing Type:** Subsidiary

**Type of Business:** Chain Restaurant Operator

**Total Sales:** \$100,000,000

**Industry Sales:** \$26,900,000

**Customer Sales:** Internet Retailing (1%)

**Internet Order Processing:** Yes

**Total Units:** 25

**Trade Names:** ABC Restaurants (25)

**Company-Owned Units:** 20

**Units Franchised To:** 2

**Units Franchised From:** 3

**Projected Openings:** 1

**Projected Remodelings:** 10

**Areas of Operation:** FL

**Type of Foodservice:** Family Restaurants

**Franchise Affiliation:** ABC Corp., NEW YORK, NY

Parent Company: Chain Store Guide, TAMPA, FL

#### **POS Hardware:**

##### **MICROS 3700**

*Avg. Age: 6 year(s)*

*% of Stores Installed: 100%*

*Avg. Installed per Store: 5*

*In-Store POS Server: IBM PC*

*Buying decision will be made this year.*

#### **POS Printer:**

##### **EPSON America, Inc. TM-U325**

*Average Age: 3 years*

*% of Stores Installed: 100%*

*Buying decision will be made this year.*

#### **POS Software:**

##### **Radiant Systems Aloha**

*Operating System: Windows NT*

*Avg. Age: 2 year(s)*

*Buying decision will be made this year.*

#### **Payment Systems:**

**Breakdown by Payment Type:** 50% Cash; 30%

Credit Card; 5% Check; 5% EBT; 5% On-Line Debit

Card; 5% Off-Line Debit Card

**Credit Card Processor:** Royal Bank

**On-Line Debit Processor:** Access Cash

**Off-Line Debit Processor:** Accelera

**EBT Processor:** CheckFast

**Check Guarantee Company:** Self Guarantee

#### **Tabletop Tablets:**

*Apple iPad*

*Also operates 2 Gift Stores.*

### KEY PERSONNEL

LISA PATTERSON - CEO; President; Partner

SABRINA MURRAY - COO; Partner

STEVE PATTERSON - CIO; VP Information Systems;  
Partner

JACOB RUSSELL - CFO; Treasurer; Partner

PAULA SIMON - CTO; VP Visual Merchandising

MADISON CALDWELL - Senior VP Foodservice, Quality  
Assurance

MATT WARNER - Senior VP Loss Prevention, Risk  
Management

JEFF HINES - VP Finance

VALERIE PORTER - VP Menu Development, Food and  
Beverage

DAMIEN SWACK - VP Operations; General Manager

MIKE ZIMMERMAN - VP Human Resources

TAMMY BROE - VP Marketing, Sales

ABBY TAMBORS - Controller

MARGARET CHARLES - Executive Director Human  
Resources

RICK MYERS - Executive Director Distribution, Loss  
Prevention, Risk Management

BAILEY CONNORS - Director Foodservice, Purchasing

DAVID HERRARA - Director Operations, Facility/  
Maintenance

JOHN HEATHER - Director Communications

CHAD CARPENTER - Director Information Systems,  
Marketing

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