



Retail Technology Leads

Sample Company Profile

Business Leads | Market Research

ABC Retail Stores

10117 Princess Palm Ave.

20
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: General Merchandise

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 Retail (25)

Projected Openings: 1

Projected Remodelings: 10

Areas of Operation: FL

Parent Company: Chain Store Guide, TAMPA, FL **POS**

Hardware:

IBM 4683

Avg. Age: 6 year(s)

% of Stores Installed: 100%

Avg. Installed per Store: 5

In-Store POS Server: IBM 4683

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

Self-checkout Hardware:

Fujitsu Transaction Solutions, U-Scan

Avg. Age: 1 year(s)

% of Stores Installed: 5%

Avg. Installed per store: 2

Buying decision will be made this year.

POS Software:

NCR ScanMaster

Operating System: Windows NT

Avg. Age: 1 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

POS Scanner:

Symbol Technologies, Inc. LS2208

Inventory Scanner:

MOTOROLA MC9590

Payment Peripherals:

VeriFone Systems, Inc MX 915

Magnetic Stripe Reader

VeriFone Systems, Inc MX 915

PIN Pad

Also conducts custom research and data selections.

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 Quality Assurance

MATT WARNER - Senior VP Loss Prevention, Risk Management

JEFF HINES - VP Finance

VALERIE PORTER - VP Retail Operations

DAMIEN SWACK - VP Distribution; 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 Purchasing

DAVID HERRARA - Director Operations, Facility/

Maintenance

JOHN HEATHER - Director Communications

CHAD CARPENTER - Director Information Systems,

Marketing

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