

# HAWAII STATE BUSINESS DIRECTORY

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**2009**  
**28th Edition**



Published by

**HSBD Inc**

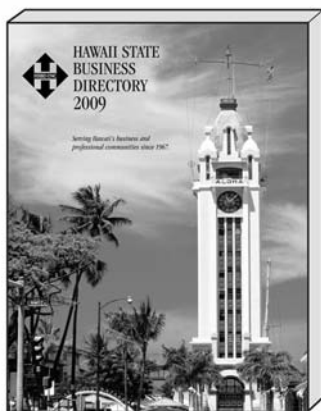
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Honolulu, Hawaii 96813

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# HAWAII STATE BUSINESS DIRECTORY INC

1188 Bishop Street, Suite 3012, Honolulu, Hawaii 96813

Telephone: (808) 526-2287 • Fax: (808) 526-2289

Email: info@hawaiibizdata.com

www.hawaiibizdata.com

## COST EFFECTIVE TOOLS FOR SALES MANAGERS, MARKETING DIRECTORS AND BUSINESS OWNERS

Hawaii State Business Directory can help to improve your company's sales performance by providing you with strategic information that will allow you to:

- Reach the most qualified prospects
- Reduce prospecting time/costs
- Identify decision makers
- Reduce travel time/costs
- Create qualified sales leads
- Track sales performance

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### I. MARKETING CALL LISTS

These computer printouts provide managers an ideal single line per company format to help plan and track sales performance during sales campaigns and/or follow up on direct mailings. These lists can be custom sorted to meet your specific call criterion and then sorted further to meet your strategic sales requirements whether by region, by industry type, or by company size. The basic marketing call list includes the following six fields of data: firm name, address, phone number, zip code, SIC category, and key person name and title. Additional data is available on our expanded call lists, ask your Account Executive for an exact quote.

COMPANY NAME	ADDRESS	PHONE NUMBER	KEY PERSON	TITLE
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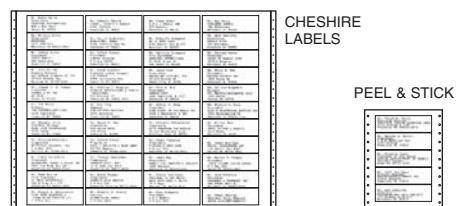
### II. MARKETING PROSPECT CARDS

Custom designed 3x5 cards provide a one card per company record for all companies selected. Ideal for account assignment, these cards provide complete information on every company selected. These lists are custom sorted to meet your call criterion and include: Firm Name, Phone / Fax Number, Business Type Code, Address & Zip, Key Executives Names, Year Established, SIC Category, Number Employee, Owners and Partners



### III. LABELS (Peel and Stick, Cheshire or Inkjet Addressing)

Select the companies you want to reach and HSBD will create labels for your mailing. Peel and Stick labels can be machine or hand placed for in-house mailing by your staff or HSBD can Cheshire label, inkjet addressing, meter and drop your mailing. Ask your Account Executive for an exact quote for our mail fulfillment services. (Residential listings also available at HSBD.)



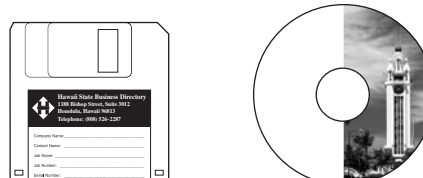
### IV. PERSONALIZED LETTER (Ask for Quote)

Complete outsourcing service for your direct mail projects, HSBD will laser print your letter or promotional piece and personally address it to key executives by name and title for all qualified companies you select. You provide the master letter, letterhead and envelopes and HSBD will print, fold, stuff, meter and drop your project. Your Account Executive will provide you with a quote on the bulk rate postage cost.



### V. PC DISKETTE/CD-ROM INFORMATION

Companies selected are downloaded and transferred to diskette for unlimited and repeated use by your sales manager. Records are ASCII comma delimited. Call us for which format you prefer.



*Processing Fee - All jobs requiring computer search and sort time have a flat fee of \$175 regardless of the total number of records selected.*

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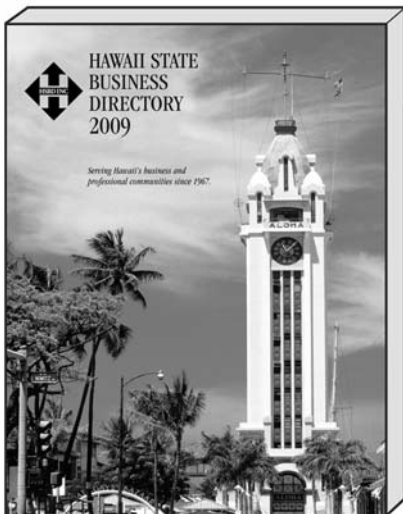
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## **HAWAII STATE BUSINESS DIRECTORY**

...published in Hawaii since 1967

The HSBD Inc publishes the **HAWAII STATE BUSINESS DIRECTORY** every year and this year it contains more than 49,000 Businesses, Professionals, Organizations, and Government Agencies within Hawaii. This book is distributed as a reference resource in Libraries, Schools and Universities and is circulated within business offices in Hawaii, the Mainland and many other countries throughout the world.

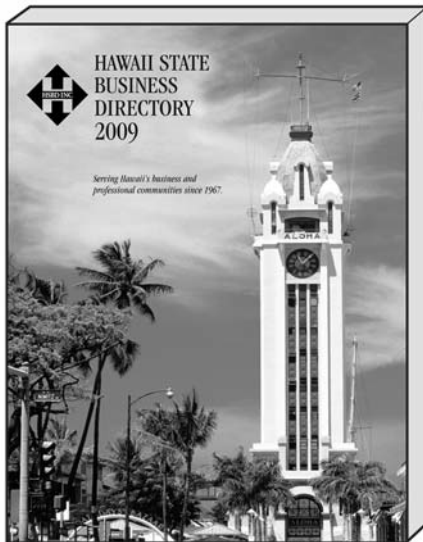
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 1188 Bishop Street, Ste. #3012  
 Honolulu, Hawaii 96813  
 Phone: (808) 526-2287

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- POST OFFICE BOX AND ZIP CODE
- TELEPHONE NUMBER
- FAX NUMBER
- DATE ORGANIZED OR ESTABLISHED
- EMPLOYEE COUNT
- OFFICERS OF THE COMPANY
- BOARD OF DIRECTORS OF THE COMPANY
- MANAGERS
- SUBSIDIARIES AND AFFILIATES
- ANNUAL SALES VOLUME AND BUSINESS CATEGORY
- HSBD STANDARD INDUSTRIAL CLASSIFICATION (SIC)
- E-MAIL ADDRESS
- WORLD WIDE WEB

# MESSAGE FROM THE PUBLISHER

We are now publishing the new 2009 28th edition of the Hawaii State Business Directory. HSBBD INC would like to welcome you as one of our HSBBD subscribers or HSBBD Corporate members. It has been our pleasure to be able to serve you and hope that our service has been helpful and profitable to you.

We have been updating and maintaining information on all business and professional industry in the state of Hawaii. This directory has been published since 1967, and we have satisfied the public and all users with the best information available. We have enjoyed serving our clients for all the years, and plan to continue our services in the best way possible.

The Hawaii State Business Directory's CD-ROM is a powerful interactive database that can help you reach the untapped market segments. You can access all business and professional listings directly from your own computer when you obtain one. You can target your leads and prospects by industry classification, age of the company, size of the company, etc....then you can generate your mailing labels and phone lists or call list for follow up call or telemarketing.

We have also started publishing the Hawaii State Business Directory book in a CD-ROM version. This electronic version is designed for the quarterly publishing of the directory. All users will benefit the advantage of an easy access of the most current business information available in the Hawaii State Business Directory.

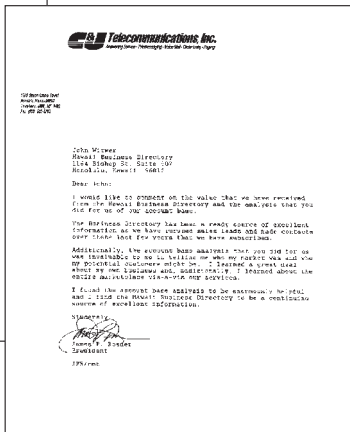
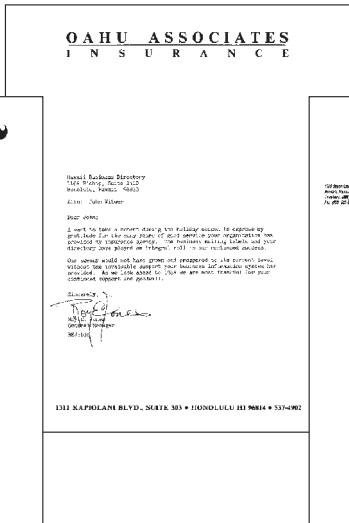
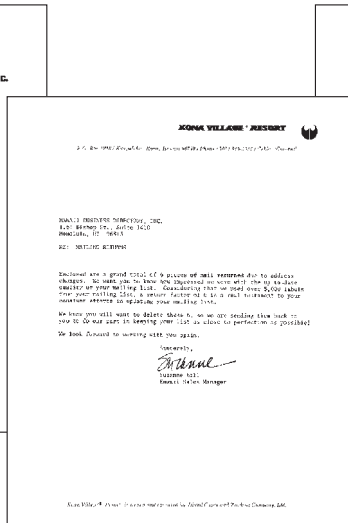
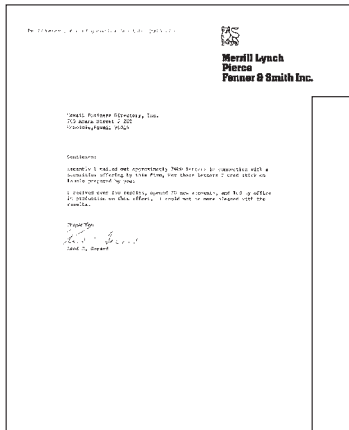
Advertising is another venue to which we are exploring. We would like to help you get your message out to the rest of the business community by offering low rates and great exposure. Now you can add a picture or logo next to your business listing within every edition of the Hawaii State Business Directory. We welcome all business Web Site or online advertising, which will be available to all interested advertisers and be perfect for this digital electronic age of this New Millennium.

Thank you for all the years of business and loyalty. I hope this new edition will be another great business reference resource to all subscribers and members.

Thank you  
Cora T. Galapon  
Publisher

# WHAT OUR CUSTOMERS SAY

## About the Hawaii State Business Directory and Computer Services



"At Y. HATA & Co. Distributors, we've been a leader in Hawaii's foodservice industry since 1922. Thanks to Hawaii State Business Directory, we've increased our exposure by nearly fifty percent and expanded into untapped market segments."

Stevette Santiago  
HR Administrator  
Y. HATA & CO.

"The Hawaii State Business Directory is an extremely valuable resource we have used for many years to help us identify prospective customers throughout the State of Hawaii."

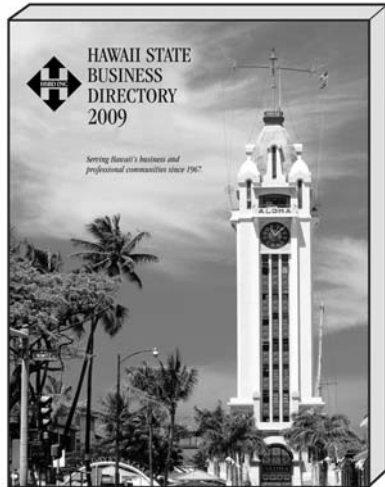
Alden Zecha  
Business Planning and Development  
Manager  
SEA-LAND SERVICE, INC.

"When I started my business, I had a lot of questions. Who were my customers? And how could I get them to use my services? I found my answers with the Hawaii State Business Directory."

I now run errands for a large client base that just keeps growing."  
Troy Lynch  
President of ERRAND HELPER



### Our Directories Can Improve Your Economic Indicators



The most important reference book, sales tool and marketing resource you can use. It can help you achieve the following **benefits:**



Covering the entire business and professional community in Hawaii since 1967.

# INTRODUCTION TO THE BUSINESS PROFILE INFORMATION

In this 28th Edition of the Hawaii State Business Directory, certain business profile information has again been prepared for release to the general business community. The information contained in the next few pages provides a clear and detailed picture of the present commercial and economic activity in the State of Hawaii. Our purpose in providing this information is to:

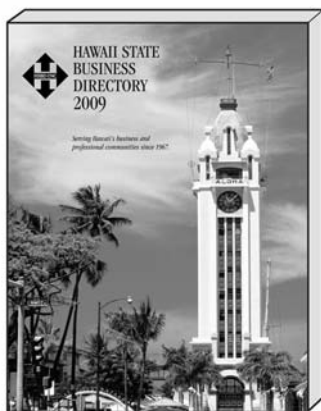
- Stimulate economic growth, through the provision of statistical information concerning existing resources, services and markets in the Hawaii business community;
- Describe additional information processing capabilities, which can be used to perform effective market research and planning work; and
- Illustrate how the Hawaii State Business Directory data files and information processing capabilities will continue to expand in the future, for the general welfare of the entire business community.

On pages IX and XII of this directory new business profile information will be found. Our computer was used to perform extensive tabulations of the data contained in the Hawaii State Business Directory master files. The resulting statistical distributions are set forth in tables which show the makeup of Hawaii's business community; by Sales Volume Category, Business Age, Business Type and Employee Size. It is also possible to study selected industries or industry groupings in Hawaii and perform the same type of an analysis.

On page XIII a total count of all business establishments by zip code and island is provided. If a firm or organization wished to receive a similar report for a specific segment of the total business population, it could readily be provided. For example, association officers and managers involved with the tourist industry might wish to receive information concerning the distribution and location of hotels, restaurants and tourist attractions.

On pages XV through XXX a total count of all business establishments is provided for each industrial classification category. This analysis has been expanded since the prior edition of our directory, where we have provided a total count for each industry category by island. Thus it is possible to study the industrial and business composition of each island in Hawaii or for a specific segment of our business community. This information makes it possible to study the mix of business establishments in a given area, to determine where to locate new business outlets, and to assist in general planning for business development in a given area.

With this information, it is possible to accomplish the following important tasks: identify and test new markets, determine total market potential by area, divide sales territories, plan sales programs and insure proper coverage, measure sales performance, select favorable locations for new establishments, and insure the proper development of business districts.



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AMERICAN AIRLINES	1000 Ala Moana Blvd	(808) 526-5678	Jane Smith	CEO
AMERICAN EXPRESS	1000 Ala Moana Blvd	(808) 526-9012	Bob Johnson	VP
AMERICAN SAILING CENTER	1000 Ala Moana Blvd	(808) 526-3456	Alice Brown	Manager
AMERICAN SAVINGS BANK	1000 Ala Moana Blvd	(808) 526-7890	Charlie White	Director
AMERICAN TRAVEL	1000 Ala Moana Blvd	(808) 526-2345	Diana Green	Executive
AMERICAN UNIVERSITY	1000 Ala Moana Blvd	(808) 526-6789	Frank Black	Professor
AMERICAN WATER	1000 Ala Moana Blvd	(808) 526-0123	Grace King	Engineer
AMERICAN WINE	1000 Ala Moana Blvd	(808) 526-4567	Henry Lee	Winemaker
AMERICAN YACHTING	1000 Ala Moana Blvd	(808) 526-8901	Ivy Miller	Designer
AMERICAN ZOO	1000 Ala Moana Blvd	(808) 526-2345	Jack Wilson	Keeper
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-6789	Karen Young	Researcher
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-0123	Larry Hall	Curator
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-4567	Mary Adams	Assistant
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-8901	Nick Baker	Director
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-2345	Olivia Clark	Manager
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-6789	Paul Evans	Executive
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-0123	Quinn Foster	Researcher
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-4567	Rachel Gibson	Curator
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-8901	Sam Harris	Assistant
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-2345	Tina King	Director
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-6789	Uma Lee	Manager
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-0123	Victor Miller	Executive
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-4567	Wendy Wilson	Researcher
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-8901	Xavier Young	Curator
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-2345	Yvonne Adams	Assistant
AMERICAN ZOOLOGICAL SOCIETY	1000 Ala Moana Blvd	(808) 526-6789	Zoe Baker	Director

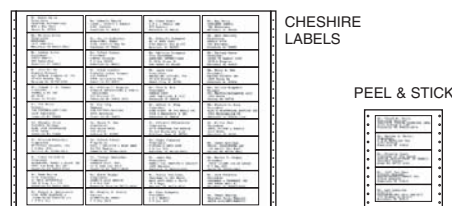
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Custom designed 3x5 cards provide a one card per company record for all companies selected. Ideal for account assignment, these cards provide complete information on every company selected. These lists are custom sorted to meet your call criterion and include: Firm Name, Phone / Fax Number, Business Type Code, Address & Zip, Key Executives Names, Year Established, SIC Category, Number Employee, Owners and Partners



### III. LABELS (Peel and Stick, Cheshire or Inkjet Addressing)

Select the companies you want to reach and HSBD will create labels for your mailing. Peel and Stick labels can be machine or hand placed for in-house mailing by your staff or HSBD can Cheshire label, inkjet addressing, meter and drop your mailing. Ask your Account Executive for an exact quote for our mail fulfillment services. (Residential listings also available at HSBD.)



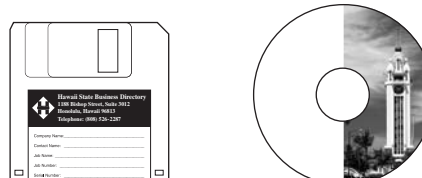
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# PROFILE OF THE BUSINESS & PROFESSIONAL COMMUNITY

## GROSS ANNUAL SALES VOLUME (GASV)

(Professionals do not contain a GASV code)

Code	GASV	Oahu	Kauai	Maui	Hawaii	Total
A	Over \$25 Million	441	23	50	42	555
B	\$10-25 Million	255	11	31	26	323
C	\$5-10 Million	310	6	51	25	392
D	\$1-5 Million	1,268	66	179	110	1,623
E	\$1/2 - 1 Million	918	71	135	119	1,243
F	Under \$500,000	3,059	181	439	435	4,114
<b>TOTALS</b>		<b>6,251</b>	<b>358</b>	<b>885</b>	<b>757</b>	<b>8,250</b>

## BUSINESS AGE

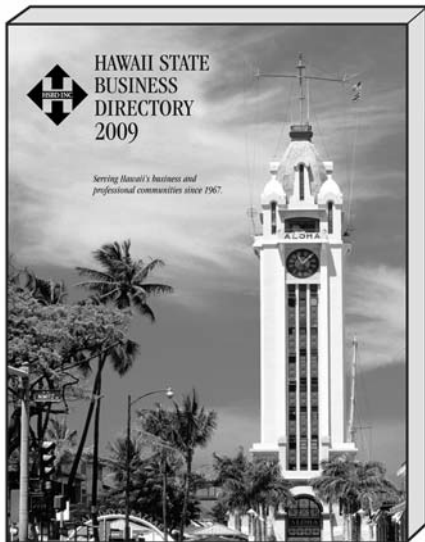
Year Range	Oahu	Kauai	Maui	Hawaii	Total
1821-1849	16	3	4	6	29
1850-1859	20	1	1	3	25
1860-1869	10	1	1	4	16
1870-1879	11	2	5	1	19
1880-1889	31	8	4	8	51
1890-1899	48		5	10	63
1900-1909	91	6	5	16	118
1910-1919	81	9	8	22	120
1920-1929	129	7	22	38	196
1930-1939	188	14	39	38	279
1940-1949	373	25	36	51	485
1950-1959	747	36	64	73	920
1960-1969	1,547	76	160	161	1,943
1970-1979	3,453	179	544	446	4,622
1980-1989	4,353	295	580	636	5,864
1990-1999	2,502	118	366	269	3,255
2000-2009	683	21	36	56	796
<b>TOTALS</b>	<b>14,283</b>	<b>801</b>	<b>1,880</b>	<b>1,838</b>	<b>18,800</b>

**Attention:**

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Marketing and Sales Staff  
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Consultants and Planners  
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## ABBREVIATIONS USED

<b>/(slash) in FIRM Name</b>	Branch Office
<b>AE</b>	Account Executive
<b>Adm/ADM</b>	Administrator
<b>AdvMgr/Advmgr</b>	Advertising Manager
<b>Agt</b>	Agent
<b>AsstM/Asstm</b>	Assistant Manager
<b>AVP/Avp</b>	Assistant Vice President
<b>BIC/Bic</b>	Broker-in-Charge
<b>BM/Bm</b>	Branch Manager
<b>BldgM/Bldgm</b>	Building Manager
<b>BusMgr/Busmgr</b>	Business Manager
<b>BusRep/Busrep</b>	Business Representative
<b>C &amp; C</b>	Honolulu County Office
<b>CB/Cb</b>	Chairman of the Board
<b>CEO/Ceo</b>	Chief Executive Officer
<b>CFO/Cfo</b>	Chief Financial Officer
<b>CIO/Cio</b>	Chief Information Officer
<b>COO/Coo</b>	Chief Operating Officer
<b>Cdr/CDR</b>	Commander
<b>Compt</b>	Comptroller
<b>ConsGen/Consgen</b>	Consul General
<b>Contr</b>	Controller
<b>Coord</b>	Coordinator
<b>DEPT</b>	State Govt Office
<b>DevMgr/Devmgr</b>	Development Manager
<b>Dir</b>	Director
<b>DirMkt/Dirmkt</b>	Director of Marketing
<b>DirOps/Dirops</b>	Director of Operations
<b>DM/Dm</b>	District Manager
<b>DistM/Distm</b>	District Manager
<b>DSM/Dsm</b>	District Sales Manager
<b>DivM/Divm</b>	Division Manager
<b>Edt</b>	Editor
<b>Engr</b>	Engineer
<b>ExD/Exd</b>	Executive Director
<b>EVP/Evp</b>	Executive Vice President
<b>FinMgr/Finmgr</b>	Financial Manager
<b>FinSec/Finsec</b>	Financial Secretary
<b>Fr</b>	Father
<b>GA/Ga</b>	General Agent
<b>GM/Gm</b>	General Manager
<b>GSM/Gsm</b>	General Sales Manager
<b>Hdmstr/HdMstr</b>	Head Master
<b>HonConsGen</b>	Honorary Consul General
<b>HO/Ho</b>	Home Office (w/in State)
<b>H/O/H/o</b>	Home Office (out of State)

<b>Instr</b>	Instructor
<b>LsM/Lsm</b>	Leasing Manager
<b>Libr</b>	Librarian
<b>LA</b>	Local Agent
<b>Mgr</b>	Manager
<b>MgEdt/Mgedt</b>	Managing Editor
<b>MgD/Mgd</b>	Managing Director
<b>MgDir/Mgdir</b>	Managing Director
<b>MgPA/Mgpa</b>	Managing Partner
<b>MIS/Mis</b>	Manager of Information Systems
<b>MktMgr/Mktmgr</b>	Marketing Manager
<b>MktRep/Mktrep</b>	Marketing Representative
<b>OfM/Ofm</b>	Office Manager
<b>OpM/Opm</b>	Operations Manager
<b>PA/Pa</b>	Partner
<b>Prin</b>	Principal
<b>PB/Pb</b>	Principal Broker
<b>ProgDir/Progdir</b>	Program Director
<b>ProgMgr/Progmgr</b>	Program Manager
<b>PropMgr/Propmgr</b>	Property Manager
<b>PubAfDir/Pubafdir</b>	Public Affairs Director
<b>PubRel/Pubrel</b>	Public Relations
<b>Publ</b>	Publisher
<b>RegDir/Regdir</b>	Regional Director
<b>RegM/Regm</b>	Regional Manager
<b>RSM/Rsm</b>	Regional Sales Manager
<b>RVP/Rvp</b>	Regional Vice President
<b>ResM/Resm</b>	Resident Manager
<b>Rev</b>	Reverend
<b>S&amp;M</b>	Sales & Marketing
<b>Sec/SEC</b>	Secretary
<b>SlsDir/Slsdir</b>	Sales Director
<b>SM/Sm</b>	Sales Manager
<b>SlsRep/Slsrep</b>	Sales Representative
<b>Sr</b>	Sister
<b>SR</b>	Senior
<b>SrEdt/Sredt</b>	Senior Editor
<b>SVP/Svp</b>	Senior Vice President
<b>SvcMgr/Svcmgr</b>	Service Manager
<b>StaMgr/Stamgr</b>	Station Manager
<b>Supt</b>	Superintendent
<b>TechDir/Techdir</b>	Technical Director
<b>Tr/Treas</b>	Treasurer
<b>US</b>	Federal Govt Office
<b>VC/Vc</b>	Vice Chairman
<b>VP/Vp</b>	Vice President

# PROFILE OF THE BUSINESS & PROFESSIONAL COMMUNITY

## BUSINESS TYPE CODE

(Professionals do not contain a code)

Code	Type	Oahu	Kauai	Maui	Hawaii	Total
CO	Corporation	18,029	1,371	2,866	3,266	25,529
PA	Partnership	516	26	112	66	720
PR	Proprietorship	3,913	348	492	1,194	5,947
<b>TOTALS</b>		<b>22,458</b>	<b>1,745</b>	<b>3,470</b>	<b>4,526</b>	<b>32,196</b>

## EMPLOYEE RANGE

Range	Oahu	Kauai	Maui	Hawaii	Total
1000-9999	77		3	3	83
500-999	61	4	12	9	86
400-499	46	5	8	2	61
300-399	50	1	7	11	69
200-299	86	7	10	8	111
100-199	271	20	28	28	347
90-99	56		4	2	62
80-89	54	4	8	3	69
70-79	74	2	4	7	87
60-69	97	4	16	8	125
50-59	148	10	15	9	182
40-49	188	10	28	23	249
30-39	296	18	29	21	364
20-29	581	33	74	78	766
10-19	1,353	81	182	171	1,786
5-9	1,838	121	270	256	2,485
1-4	2,969	187	515	386	4,057
<b>TOTALS</b>	<b>8,245</b>	<b>507</b>	<b>1,213</b>	<b>1,025</b>	<b>10,988</b>

# COUNT OF LISTINGS BY ZIP CODE

<u>OAHU</u>		
96701	Aiea	1,725
96706	EwaBeach	297
96707	Kapolei	556
96709	Kapolei	37
96712	Haleiwa	286
96717	Hauula	68
96730	Kaaawa	21
96731	Kahuku	79
96734	Kailua	1,546
96744	Kaneohe	1,265
96759	Kunia	4
96762	Lale	60
96782	PearlCity	730
96786	Wahiawa	514
96789	Mililani	520
96791	Waialua	82
96792	Waianae	486
96795	Waimanalo	185
96797	Waipahu	1,356
96801-12	Honolulu(P.O.)	648
96813	Honolulu	6,916
96814	Honolulu	3,992
96815	Honolulu	2,085
96816	Honolulu	1,699
96817	Honolulu	3,065
96818	Honolulu	338
96819	Honolulu	2,609
96820	Honolulu(P.O.)	72
96821	Honolulu	224
96822	Honolulu	710
96823-24	Honolulu(P.O.)	89
96825	Honolulu	681
96826	Honolulu	1,520
96827-50	Honolulu(P.O.)	345
96853	HickamAFB	12
96857	SchofieldBks	1
96859	TriplerAMC	4
96860	PearlHarbor	3
96861	CampSmith	1
96863	KaneoheMCBH	3
<b>TOTAL LISTINGS ON OAHU</b>		<b>34,834</b>

<u>KAUAI</u>		
96703	Anahola	19
96705	Eleele	16
96714	Hanalei	99
96715	Hanamaulu	4
96716	Hanapepe	19
96722	Princeville	142
96741	Kalaheo	70
96746	Kapaa	585
96747	Kaumakani	5
96751	Kealia	3
96752	Kekaha	11
96754	Kilauea	119
96756	Koloa	263
96765	Lawai	28
96766	Lihue	1,204
96796	Waimea	27
<b>TOTAL LISTINGS ON KAUAI</b>		<b>2,614</b>

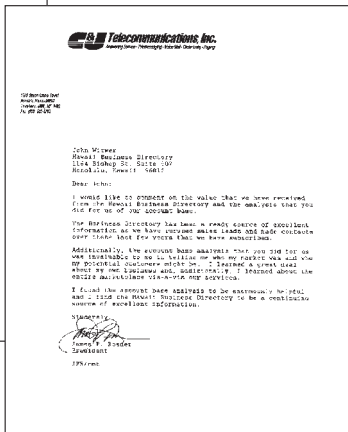
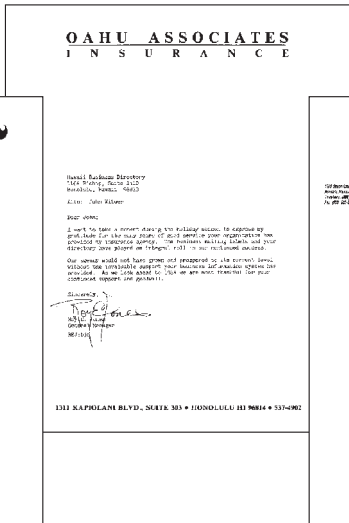
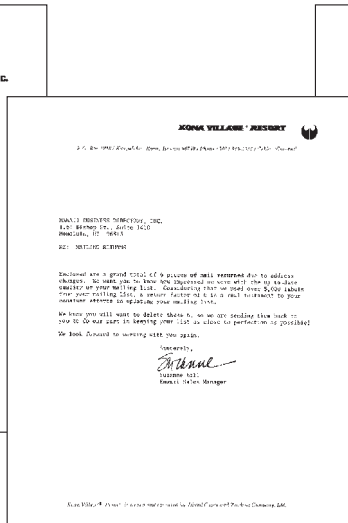
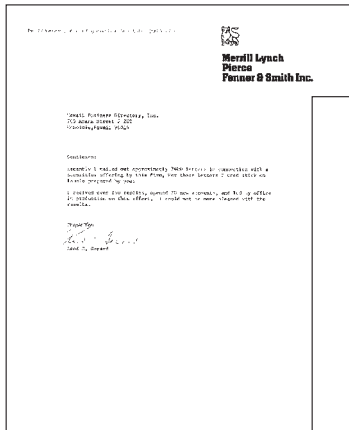
<u>MAUICOUNTY</u>		
96708	Haiku	138
96713	Hana	36
96729	Hoolehua	13
96732	Kahului	1,064
96733	Kahului	44
96742	Kalaupapa	1
96748	Kaunakakai	98
96753	Kihei	1,071
96757	Kualapuu	12
96761	Lahaina	1,024
96763	LanaiCity	32
96767	Lahaina(P.O.)	160
96768	Makawao	371
96770	Maunaloa	11
96779	Paia	63
96784	Puunene	44
96788	Pukalani(P.O.)	11
96790	Kula	112
96793	Wailuku	1,370
<b>TOTAL LISTINGS ON MAUI COUNTY</b>		<b>5,675</b>

<u>HAWAII</u>		
96704	CaptainCook	122
96710	Hakalau	2
96718	HawaiiNatiPk	6
96719	Hawi	13
96720	Hilo	2,373
96721	Hilo(P.O.)	90
96725	Holualoa	70
96726	Honaunau	25
96727	Honokaa	88
96728	Honomu	8
96737	OceanView	13
96738	Waikoloa	156
96739	Keauhou	44
96740	Kailua-Kona	1,776
96743	Kamuela	529
96745	Kailua-Kona(P.O.)	256
96749	Keauu	119
96750	Kealakekua	191
96755	Kapaau	38
96760	Kurtistown	15
96764	Laupahoehoe	5
96771	MountainView	18
96772	Naalehu	18
96773	Ninole	2
96774	Ookala	1
96776	Paauilo	11
96777	Pahala	15
96778	Pahoa	78
96780	Papaaloo	2
96781	Papaikou	9
96783	Pepeekeo	2
96785	Volcano	29
<b>TOTAL LISTINGS ON HAWAII</b>		<b>6,124</b>

**TOTAL LISTINGS STATEWIDE** **49,247**

# WHAT OUR CUSTOMERS SAY

## About the Hawaii State Business Directory and Computer Services



"At Y. HATA & Co. Distributors, we've been a leader in Hawaii's foodservice industry since 1922. Thanks to Hawaii State Business Directory, we've increased our exposure by nearly fifty percent and expanded into untapped market segments."

Stevette Santiago  
HR Administrator  
Y. HATA & CO.

"The Hawaii State Business Directory is an extremely valuable resource we have used for many years to help us identify prospective customers throughout the State of Hawaii."

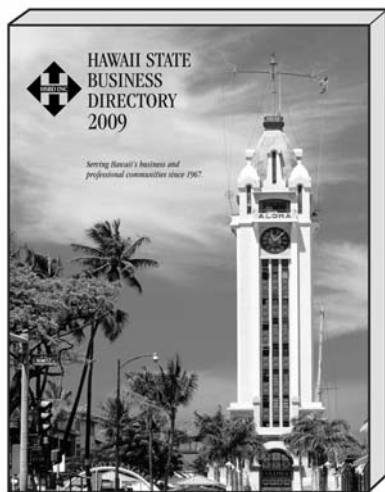
Alden Zecha  
Business Planning and Development  
Manager  
SEA-LAND SERVICE, INC.

"When I started my business, I had a lot of questions. Who were my customers? And how could I get them to use my services? I found my answers with the Hawaii State Business Directory."

I now run errands for a large client base that just keeps growing."  
Troy Lynch  
President of ERRAND HELPER



### Our Directories Can Improve Your Economic Indicators



The most important reference book, sales tool and marketing resource you can use. It can help you achieve the following **benefits:**



Covering the entire business and professional community in Hawaii since 1967.

## DATABASE S.I.C. COUNT

Industry	Oahu	Kauai	Maui	Hawaii	Total
Ag:Aquaculture	3		3	15	21
Ag:Bee Keeper	1		2	5	8
Ag:Breeder,Livestock&Dealer	5		3	1	9
Ag:Coffee Grower	4	1	3	38	46
Ag:Consultant	3		1	2	6
Ag:Diversified, et al	14	9	15	47	85
Ag:Farm	21	1	10	22	54
Ag:Farm: Equip & Supplies	4	3	1	3	11
Ag:Feed/Seed/Fertilizer et al	20	6	7	9	42
Ag:Ranch/Horse/Farm et al	9	1	4	12	26
Ag:Sugar Plantation		1	1		2
Amuse:Band, Orchestra & Grp	9		1	2	12
Amuse:Beach Svcs	2	1			3
Amuse:Billiard Parlor&Equip	4	1	2		7
Amuse:Bowling Alley	3	1	1	2	7
Amuse:Bowling Supplies	3			3	6
Amuse:Camp	6	1			7
Amuse:Camping:Equip	4	1	2	4	11
Amuse:Cocktail Lounge/Bar	199	7	12	20	238
Amuse:Devices	5				5
Amuse:Entertainer	8				8
Amuse:Entertainment, et al	67	3	8	4	82
Amuse:Golf Club, Course	23	10	17	17	67
Amuse:Golf Equip & Supplies	43	1	3	3	50
Amuse:Race Track	3				3
Amuse:Recreation Plc/Svc etal	52	2	4	13	71
Amuse:Riding/Stable; Equip	9	5	7	3	24
Amuse:Sporting Goods,Ofc/Admn	5		2	2	9
Amuse:Sporting Goods:	95	7	35	24	161
Amuse:Tennis Courts/Club	3	1	3	6	13
Amuse:Tennis Supplies	5		2	1	8
Amuse:Theatre	28	6	12	11	57
Architect, Firm	128	6	15	15	164
Architect:	324	9	38	23	394
Architect:Consultant	3			1	4
Architect:Drafting	12	2	3	8	25
Art:& Antiques, et al	8	1	2	3	14
Art:Artist	7	3	7	2	19
Art:Commercial, Fine	11	1	2	2	16
Art:Gallery, Ofc/Admin	7	2	3		12
Art:Gallery:	62	16	72	23	173
Art:Lithographer	4		1		5
Art:Materials & Supplies	7	2	2	5	16
Art:Picture Frames; et al	14	2	13	10	39
Art:Sculptor	3		1		4
Art:Svcs	13	2	8	4	27
Auto Dealer, Ofc/Admin	8	1		3	12
Auto Dealer:New & Used	50	4	11	17	82
Auto Dealer:Used	23		1	3	27
Auto Detailing&Customizing	36	2	7	10	55
Auto Paint & Access	3	1	1		5
Auto Parts & Access,Ofc/Admn	13		2	2	17
Auto Parts & Access:	157	14	32	41	244
Auto Parts & Svc	70	3	12	18	103
Auto Parts: Air Conditioning	20		1		21
Auto Parts: Seat Cover, et al	4	1	1		6
Auto Parts: Stereos	19	3		5	27
Auto Repairs: & Transmission	21		2	1	24

## DATABASE S.I.C. COUNT

Industry	Oahu	Kauai	Maui	Hawaii	Total
Auto Repairs:/Body Shop et al	222	12	19	33	286
Auto Svc Sta. Ofc/Admin	3				3
Auto Svc Sta/Lube/Repair	281	23	53	98	455
Auto Towing & Repairs, et al	46	3	12	15	76
Auto Wash & Polishing	13		1	1	15
Bev:Bottler & Brewer et al	5	2	2	7	16
Bev:Winery, Vineyard	1			1	2
Building:Comm & Industrial	31	2	13	2	48
Building:Condominium	761	17	100	34	912
Building:Ofc	144	18	18	47	227
Building:Shopping Center	108	12	36	26	182
Building:Warehouse	9			3	12
Cleaner:Laundry, Ofc/Admin	7		1		8
Cleaner:Laundry:	89	4	15	11	119
Cleaning:Air Cond Svc	2			3	5
Cleaning:Blgd&Maint Svc	42	4	14	11	71
Cleaning:Carpet/Upholst et al	23	3	11	9	46
Cleaning:Ceiling	2				2
Cleaning:Chem;Ind & Ag	4	1		3	8
Cleaning:Clothes, Rugs;Dyer	5				5
Cleaning:House	10		4	3	17
Cleaning:Ind & Marine	2			1	3
Cleaning:Janitorial	18	4	6	8	36
Cleaning:Marble/Granite	1			1	2
Cleaning:Restaurant&Kitchen	5	1			6
Cleaning:Steam		2		1	3
Cleaning:Supplies	12	1		2	15
Cleaning:Window	12	2	3		17
Clothing:Children	18		5	3	26
Clothing:Designer	24	1	2	1	28
Clothing:Footwear;Mfg	2		1		3
Clothing:Footwear;Ofc/Admin	2		1		3
Clothing:Footwear;Shoes et al	53	6	12	8	79
Clothing:Footwear;Whsle	1				1
Clothing:Hawaiian Wear	28	5	9	3	45
Clothing:Hawaiian Wear, Mfg	19	2	5	2	28
Clothing:Headwear	7		2		9
Clothing:Men, Ofc/Admin	3			1	4
Clothing:Men:	7		1	2	10
Clothing:Mfg & Rtl	12		1	1	14
Clothing:Mfg & Whsle	27		1		28
Clothing:Sewing	23	1	3	5	32
Clothing:Sportswear,Ofc/Admin	8		3		11
Clothing:Sportswear:	64	11	16	10	101
Clothing:Swimwear	19	2	6	1	28
Clothing:Swimwear;Mfg&Whsle	2				2
Clothing:T-Shirts	28	1	14	7	50
Clothing:Tailor&Alteration	30		2	2	34
Clothing:Uniforms	19		1	2	22
Clothing:Whsle/Rtl et al	7				7
Clothing:Women & Men	76	6	9	7	98
Clothing:Women, Ofc/Admin	12				12
Clothing:Women:	82	1	2	8	93
Comm:Broadcasting	3				3
Comm:Broadcasting;Radio	14	4	4	7	29
Comm:Broadcasting;TV	12	1	3	3	19
Comm:Broadcasting;TV,Cable	9	2	3	2	16
Comm:Cellular,Ofc/Admin	17				17

## DATABASE S.I.C. COUNT

Industry	Oahu	Kauai	Maui	Hawaii	Total
Comm:Cellular:	91	4	9	15	119
Comm:Communicatn Sys,Ofc/Admn	6			2	8
Comm:Communicatn Sys:	61	1	2	10	74
Comm:Paging,Signal:Ofc/Admin	1				1
Comm:Paging,Signalling Svc	10	1	1	1	13
Comm:Teleconferencing	3				3
Comm:Telephone Co	4	1	2	3	10
Comm:Telephone:Equip&System	16	2	3	6	27
Computer:Consultant	24	1	1	2	28
Computer:Data Processing	14	1		1	16
Computer:Data Processing Eqp	1				1
Computer:Data Processing,Fin	5				5
Computer:Equip & Supplies	16	1			17
Computer:Repair & Maint	6				6
Computer:Software	44	1	5	4	54
Computer: Svcs	233	18	27	38	316
Computer:Svcs & Sls	50		6	11	67
Const Material,Ofc/Admin	7	1	1	2	11
Const Material:	25	8	6	17	56
Const Matl:Abrasives	2				2
Const Matl:Concrete et al	8	1	4	5	18
Const Matl:Concrete;Prkst/Bik	12	1	2	3	18
Const Matl:Fiberglass	1		2		3
Const Matl:Fireplaces			1		1
Const Matl:Glass & Aluminum	18	1	3		22
Const Matl:Hdwe; Whsle	5	2			7
Const Matl:Iron Ornament	10			1	11
Const Matl:Lumber	13	1	1	7	22
Const Matl:Marble	12	1	4	1	18
Const Matl:Paint/Protect etal	14	3	4	2	23
Const Matl:Plywood	1				1
Const Matl:Protec/Seal Coatng	24	1	2	1	28
Const Matl:Roofng/Sidng et al	12		2	5	19
Const Matl:Sand & Gravel	3		1	1	5
Const Matl:Steel Fab&Prods	36	2	1	5	44
Const Matl:Stone Prods	18		4	2	24
Const Matl:Tile/Ceramic	12	1	7	4	24
Const:Consultant	25	1	3	7	36
Const:Control Svcs	3				3
Const:Equip&Supplies,Ofc/Admn	4		1		5
Const:Equip&Supplies: et al	28	3	8	12	51
Const:Inspection	13		2	2	17
Const:Lab/Industrial	4			1	5
Const:Lab:Concrete; Testing	2				2
Consultant:Color	1				1
Consultant:Disabilities Desig	4				4
Consultant:Electronic, TV&AV	2				2
Consultant:General	19		2	6	27
Consultant:Labor Relations	1				1
Consultant:Planning&Zoning	15		1	4	20
Consultant:Planning;Traffic	2				2
Contr:Acoustical	5				5
Contr:Alterations	33	6	3	7	49
Contr:Asbestos Abatement	2			1	3
Contr:Bldg & Allied Svcs	1	1			2
Contr:Bldg:Inspection	4		1	2	7
Contr:Bldg;Pre-cut/fab/Metal	8	1	6	5	20
Contr:Cabinet/Carpentry	60	1	14	22	97

## DATABASE S.I.C. COUNT

Industry	Oahu	Kauai	Maui	Hawaii	Total
Contr:Cesspool	1		2	2	5
Contr:Conc/Asph;Saw,Dril,Cor	4	1	1	1	7
Contr:Concrete; Pumping	2	2	2	2	8
Contr:Demolition	5				5
Contr:Drilling, Dredging	7			4	11
Contr:Electrical	135	14	30	34	213
Contr:Excavating,Grading	7		3	10	20
Contr:Explosives & Access	3			3	6
Contr:General,Ofc/Admin	9	3	1	2	15
Contr:General:	366	54	78	98	596
Contr:HVAC/Sheet Metal; et al	57	4	9	13	83
Contr:Insulation	5			1	6
Contr:Landscape	83	9	17	18	127
Contr:Landscape;Gardener	19	3	6	6	34
Contr:Landscape;Topsoil	3			1	4
Contr:Landscape;Tree Svc	11	1	3	4	19
Contr:Lath/Plaster/Drywall	19	3	8	12	42
Contr:Leak Detection,Water	2				2
Contr:Low Cost Home	3		1		4
Contr:Masonry/Tile	42	4	5	6	57
Contr:Millwork/Wood Products	25	3	9	10	47
Contr:Painting	65	10	10	19	104
Contr:Paving	7	1	1	3	12
Contr:Playgrounds/Tennis etal	3		1		4
Contr:Plumbing	92	13	18	21	144
Contr:Roof/Siding/Waterprfng	58	12	7	8	85
Contr:Sandblasting	1		3		4
Contr:Shutter	5				5
Contr:Sprinkler Systems	3				3
Contr:Surveyor	10	2	3	4	19
Contr:Swimming Pool/Spa et al	11	3	5	9	28
Contr:Tile	4	1		1	6
Contr:Waterproofing			1		1
Contr:Welding & Brazing	16	2	2	8	28
Contr:Wood Preserving	1		1	1	3
Dental Equip & Supplies	4				4
Dentist:Aesthetic&Implant	44	2	2	4	52
Dentist:Endodontist	30	1	2	2	35
Dentist:Family	142	14	11	22	189
Dentist:General, Ofc/Admin	2		1		3
Dentist:General:	493	18	44	71	626
Dentist:Lab	43		4	7	54
Dentist:Oral Surgeon	37	2	3	6	48
Dentist:Orthodontist	72	3	6	7	88
Dentist:Pedodontist	40	5	2	3	50
Dentist:Periodontist	16	1	3		20
Dentist:Prosthodontist	11		1	1	13
Dist:Alcoholic Bev, Ofc/Admn	7				7
Dist:Alcoholic Bev:	8	4	7	6	25
Dist:Chemicals	6				6
Dist:Distributor;Whsle et al	60	4	7	8	79
Dist:Machine Tool	4				4
Dist:Petrol;Refiner & Sls	5				5
Dist:Petroleum Prods et al	22	7	9	14	52
Dist:Soft Drinks;Fruit et al	5	1		2	8
Energy:Electric Co	5	1	3	2	11
Energy:Geothermal Exploration	1			2	3
Energy:Solar/Alternate et al	47	2	7	14	70