

West Coast and Hawaii

Ornamental Wholesalers:

A Contact List

Pacific Business Center Program

University of Hawaii at Manoa
Honolulu, Hawaii

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DISCLAIMER

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ABOUT THE NCRI

Strengthening Coastal Economies

The National Coastal Resources Research and Development Institute is committed to promoting sustainable American economic growth and prosperity by engaging partnerships that move innovative research and technology into action to improve the economic well-being of the nation's coastal communities, the competitiveness of coastal business, and the quality of life of all citizens.

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ABOUT THE PBCP

The Pacific Business Center Program (PBCP) is a management and technical assistance program serving business and industry in Hawaii and the American Affiliated Pacific Islands.

We are sponsored by the University of Hawaii and the Economic Development Administration of the U.S. Department of Commerce. The Program is designed to provide management and technical assistance services, consultations, studies and referrals at a nominal cost to the business person involved in commercial enterprise throughout the state of Hawaii, the Territories of American Samoa and Guam, the Commonwealth of the Northern Mariana Islands, the Federated States of Micronesia, and the Republic of the Marshall Islands. The PBCP was formed to promote the growth of job opportunities and stimulate economic growth in these areas of the Pacific Basin.

The PBCP can assist you through its many resources provided by the University of Hawaii. Both physical facilities and faculty may be provided to private individuals, businesses and community in accordance with the established procedures of the University. You and your business can benefit from the PBCP if:

- You are considering operating a business or community development organization.

- You are considering expanding your present business.
- You need technical or managerial expertise to develop a new product or service.
- You need to explore the feasibility of a particular project.

The PBCP maintains a catalog of faculty associates in diverse disciplines who can help solve problems that limit business growth or block expansion into new markets. Associates are also available to offer practical advice and assistance in solving a wide range of technical problems. Through the Program and our faculty associates, certain unique University facilities can also be made available to help develop testing of new products, design more effective packaging, or to conduct needed research.

Some staff services and referrals are provided free of charge; other services are available for reasonable fees to the client. Graduate student associates are also available to provide assistance in many specialized areas at a modest fee.

This guide is designed to assist you in developing your fundamental strategy for achieving potential rewards and growth opportunities. Your planning efforts help make certain your business starts out on the right foot giving your venture the best chance at success.

PBCP

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PREFACE

This guide is written for people wanting to know more about marketing opportunities in the ornamental aquaculture industry. The guide is composed of two sections. The first section provides profiles of wholesalers of ornamental aquarium livestock. The wholesalers are listed alphabetically and grouped by state. There are six criteria making up the company profiles. Five of the six criteria are broken down further to help develop a more specific profile.

Marine. The marine category indicates whether a company deals with all marine species, plants, invertebrates, or if no specific specialization was indicated by the wholesaler.

Freshwater. The freshwater category indicates whether a company deals with all varieties and types of livestock, livebearers, cichlids, ornamental catfish, egglayers, plants, goldfish/koi, invertebrates, or if no specific specialization was indicated by the wholesaler.

Regions of specialization. The region category indicates from which geographical regions the wholesaler sources fish or if a wholesaler specializes in fish from a particular region.

Quantities accepted. The quantities category indicates the quantities of fish accepted per shipment from a seller. across three categories: under 500 fish per shipment, 500 to 5,000 fish per shipment, and over 5,000 fish per shipment.

Frequency of shipments. The frequency category indicates the frequency with which shipments are usually accepted. For example, the wholesaler may accept shipments by order only, weekly, or on a monthly basis..

Prices available. The price category indicates whether a wholesale price sheet is available.

The second section of the guide is a listing of company information sorted alphabetically by company name. Company information may include: name, address, phone numbers, fax number, people to contact, e-mail address, and Universal Resource Locator (URL) on the World Wide Web (WWW).

Names were collected from the State of Hawaii's Aquaculture Development Program's Hawaii Aquarium Products Directory, Pet Business Yellow Pages, city and regional yellow page listings, and other various sources. Company profiles were obtained by surveying.. The information provided in this guide can be considered current through 1997.

Company Profiles by State

09-Apr-98

AZ

Company name	Marine	Freshwater	Regions of Specialization	Quantities Accepted	Frequency of Shipments	Prices Available
Amazon Aquatic Supply		A	A	B	B	X
Aquatic Imports Inc.	X	X				

CA

Company name	Marine	Freshwater	Regions of Specialization	Quantities Accepted	Frequency of Shipments	Prices Available
99 International, Inc.		F				
All Seas Marine Inc.	X					
All West Aquatics Inc.		A, F	A	A, B, C	A	X
American Aquatics Inc.	X	X, F				
Aqua Marines	X, B					
Aqua Pet Co.						
Aquaco Inc.	X, C	X, H				
Aquarium Seasons (USA) Inc.	X	X				
Aquatic Depot Inc.	A	A	A	C	A	X
Arsian Imports	X					
Black Coral Inc.	X, C					
California Aquatic Foods						
Ceylon Aquarium	X	X				
CIS International	X	X	B, E			
Coast Tropicals		G				
Dolphin International	A	A	A	C	B	X
Eldon Elias Koi		X	E	B	C	X
Fish Unlimited Inc	X	X				
Fishing Hole		X, F				
Golden Phoenix Fisheries USA		G	E			
International Tranship Corp.						
Lambourne Co. Inc., Steve		X, F				
Marine Fish & Koi	X					
Marine Topicals International	X		A	B	B	X
Pacific Aquatic Imports						
Pan Ocean Aquarium (USA) Inc.	X	X				
S&S Aquarium		C, D				
Sam Enterprises						
Sea World Aquatics	X, C					
Tropical FAntasy	X	X				
Underwater World Enterprises	X, C					
Western Goldfish Growers		G				
Woodland Aquatics	X	X	A	B	B	
Worldwide Aquatics Inc.	X, B	X, F				
Z Imports Inc.		C, G	B, E	B, C	A	X
Z-Fish Inc.	A	A	A		A, B	X

Marine	Freshwater	Region	Quantity	Frequency
A=all,	A=all,	A=all,	A=<500,	A=by order,
B=plants,	B=livebearers,	B=Pacific,	B=500 to	B=Weekly,
C=invertebrates	C=cichlids,	C=C/S Am.,	5,000,	C=Monthly
, X=no	D=cats,	D=Africa,	C=5,000+	
specifics	E=egglayers,	E=Asia		
	F=plants,			
	G=goldfish/koi,			
	H=invertebrates,			
	X=no specifics			

CO

Company name	Marine	Freshwater	Regions of Specialization	Quantities Accepted	Frequency of Shipments	Price
America West Pet Supply	X	X				
Aquatic Imports of Colorado Inc.	X	X				

HI

Company name	Marine	Freshwater	Regions of Specialization	Quantities Accepted	Frequency of Shipments	Prices Available
Amaqua		B, E	A	A	B	
Aquarium Fish of Hawaii	A		B	B	A	X
Aquatic Culture & Design		B, E				
Aquatic Innovations		A	A	A, B, C	B	
Bartholomew Aquatic Service		X				
Coral Fish Hawaii						
Discus of Hawaii		E	A	B	A	X
Friendly Isle Fish Co.						
Haiku Fisheries		E, F				
Hanohano Enterprises		B, E, F				
Hawaii Koi Farm		G	A	A	A	X
Hawaii Pet Fish Co.						
Hawaiian Island Troicals		X				
Hawaiian Quality Fish	X		B	A	B	X
Hawaiian Sealife Inc.	X, C					
Honolulu Fish Import		B, E				
Indo-Pacific Sea Farms	C		B			
Kaneohe's Pets Are Us	A	A	A	C	B	
Kois Are Us		G				
Lahaina Cichlids		B, C, E, F				
Lao Aquafarm		B				
Leisure Time	X	G		B	B	X
M & B Pets Inc.						
Makuu Aquafarm		B, E	A	B	B	
Pacific Planktonics	X					
Pisces Pacific	A	A				
Saltwater Fish Hawaii	X	X				
Saltwater Fish Hawaii						
Senkoi of Hawaii		G				
Sunny Aquarium Co. (USA)						
Superior Tropica Farms	A		B	A, B, C	A, B	X
Tropical Fish Breeders of HI		A				
Tropical Ponds of Hawaii		B, C, E		X	X	X
Ty's Tropicals Inc.		X	A	A, B, C	B	X
Ushijima Nishikigoi		X	A	B	A	
Waiehu Fish Farm	A	A	A	B	B	X
Water Gardens of Hawaii		B, G		A	A	
Wayne's Ocean World	X, B, C					
Worldwide Aquatics	A	A				

Marine	Freshwater	Region	Quantity	Frequency
A=all,	A=all,	A=all,	A=<500,	A=by order,
B=plants,	B=livebearers,	B=Pacific,	B=500 to	B=Weekly,
C=invertebrates	C=cichlids,	C=C/S Am.,	5,000,	C=Monthly
, X=no	D=cats,	D=Africa,	C=5,000+	
specifics	E=egglayers,	E=Asia		
	F=plants,			
	G=goldfish/koi,			
	H=invertebrates,			
	X=no specifics			

OR

Company name	Marine	Freshwater	Regions of Specialization	Quantities Accepted	Frequency of Shipments	Prices Available
Cichlididiot United Breeders Exchange		X, F				

TX

Company name	Marine	Freshwater	Regions of Specialization	Quantities Accepted	Frequency of Shipments	Prices Available
Aquatic International		G				

WA

Company name	Marine	Freshwater	Regions of Specialization	Quantities Accepted	Frequency of Shipments	Prices Available
African Northwest		X				

Marine	Freshwater	Region	Quantity	Frequency
A=all,	A=all,	A=all,	A=<500,	A=by order,
B=plants,	B=livebearers,	B=Pacific,	B=500 to	B=Weekly,
C=invertebrates	C=cichlids,	C=C/S Am.,	5,000,	C=Monthly
, X=no	D=cats,	D=Africa,	C=5,000+	
specifics	E=egglayers,	E=Asia		
	F=plants,			
	G=goldfish/koi,			
	H=invertebrates,			
	X=no specifics			

9

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Rosemead, CA 91770

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