



Elmco Sales Merges with Swords & Associates, Waipahu, HI

Elmco Sales and Swords & Associates, Inc. is proud to announce the new business alliance, a jointly owned and managed company of Elmco Swords. Effective February 17th, 2014, Elmco Swords will begin representing the entire Swords & Associates product offering with plans to grow its business by further offering the finest plumbing manufacturers to the Hawaiian Islands. David and De Nee Swords, along with their son Michael, have been close business associates and friends with the Elmco organization for more than 30 years. Both firms represent leading manufacturers in their respective markets and have individually grown to be trusted partners with their clients. With the unfortunate passing of our friend David Swords last year, the merger seemed like a natural fit to ensure David's vision of continued growth while providing uncompromised service to his clients.

HISTORY OF SWORDS & ASSOCIATES, INC.

After completing his military duties with the U.S. Navy, David Swords decided to make Hawaii his home. His industry education began in 1975 working with the Areita Plumbing Company. Within a few years, David moved on to become a partner of another firm called Hanco Sales. In 1984, he founded his own sales rep. agency Swords & Associates, Inc. based in Hawaii. Over the past 29+ years, Swords & Associates, Inc. has forged strong ties with the local Hawaiian communities and developed long lasting partnerships with several key contractors and wholesale supply companies throughout the islands. From its inception, David's mission for the company was to provide only quality plumbing products and offer exceptional customer service. Today, the company continues to build on those principles in offering cutting edge plumbing and mechanical solutions to its valued customers.

ELMCO SALES HISTORY

Originally founded in 1945, the Earl L. Morris Company (ELMCO), started with the principle of selling the finest engineered plumbing products available. Elmco's job has always been to identify unmet needs in the marketplace, promote products to satisfy those needs and follow through with professional support to ensure customer fulfillment. With an intimate knowledge of their lines and the channels they serve, Elmco has been long been considered a partner their customers can count on.

THE NEW ELMCO SWORDS!

The new alliance of Elmco and Swords & Associates will be the foundation for an exceptionally strong representative firm. Elmco Swords will draw upon more than 105-years of experience representing industry leading plumbing manufactures and is dedicated to offering the unsurpassed service David would be proud of!

STAFF & EXPERTISE

- Kirk Kleinen, President– 27 years
- De Nee Swords, Vice President– 29 years
- Bruce Jenkins, Operations Manager– 32 years
- Coming Soon, Local Outside Sales Representative



ACORN ENGINEERING COMPANY

