



Season: Winter | Issue: 13 | Date: January 1, 2022

Richard's Corner

I would like to take this opportunity to talk about the supply and pricing issues we are all experiencing. Everyday SMW, and other companies are receiving increased pricing & longer lead times on most products. We are experiencing the greatest increases in steel, freight, wire, and PVC pipe. As you know these are the basic ingredients of agricultural irrigation. Not only are the prices horrible the delivery time for some basic products may be 4 to 8 months out.

SMW is increasing inventory as much as possible to help offset both price increases & delayed delivery but it is certainly a challenge that requires help from its customers.

Forecasting has always been a tough but essential job for retail businesses. Forecasting supplies and equipment needs has now come down to you, the end user. You have to make sure you have what you need when you need it. Even if you are not ready to commit with a deposit or payment tell your supplier what you probably will need and when you will require delivery. This will help your supplier a great deal when stock orders are made to the manufacturer. Hopefully this situation will cease and things will get back to normal but for now we all must plan ahead to satisfy our needs 6 months to 1 year into the future not 1 or 2 months as in the past.

Winter Hours

**SMW Sales
Winter Schedule
Effective October 1st
through January 31st.
Monday - Friday
8:00am - 5:00pm
Saturday - Sunday
CLOSED**



HAPPY NEW YEAR!

New Dealer Announcement

SMW Sales would like to take the time to welcome Mr. Ken Heinrich & Green Valley Irrigation LLC in Cody, Wyoming as our newest Pierce irrigation dealer. Ken has been in the business since 1992 and has over 30 years of experience in design, service, sales, and installation. After selling his Valley dealership in 2015 he went looking for a pivot that could compete against Valley and was excited to find Pierce "doing the job". He says his customers are "Happy and excited to see a plain pivot and controls." We're glad to have you Ken and look forward to working with Green Valley Irrigation.

Pierce
HELPING THE WORLD GROW SINCE 1932

Delmarva Showcase

Wicomico County, MD

- Founded in 1867; created from Somerset & Worcester counties
- Land Area 400 square miles
- Population as of 2021 is 104,739 people
- Named after the Wicomico river
- No Democratic Presidential nominee has won Wicomico county since 1964
- Linda Hamilton, famous actress starring in films such as Terminator and Beauty & The Beast, was born in Salisbury, MD.

SMW Sales is looking for new team members. Currently we are hiring welders and field service technicians. Contact us today!

Pierce

All of us at SMW Sales would like to give special thanks to all of our customers for supporting us in 2021 and we look forward to serving you in 2022.

SMW Sales LLC
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Laurel, DE 19956
(302) 875-7958
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Moving Forward



SMW Sales is currently in the process of remodeling several buildings in order to provide additional products as well as enhance customer service. We are expanding our sales & parts departments; and also remodeling & relocating the pump assembly and repair section to another building. This will greatly improve the turnaround time for pump repairs, new installations, and will give us more available room to increase all pump related inventory.

As SMW approaches its 50th Anniversary in February 2022 with the same ownership & management we are very excited to make these improvements which will enhance the looks of our facility as well as improve all of our services to our customers.

I would like to take this time to thank all of you for your continued support over the last 50 years as we look forward to position SMW to continue successfully into the future.

Just for Laughs

An electrician finishes repairing some faulty wiring in an attorney's home and hands him the bill.

"Four hundred dollars! For an hour's work?" shouts the attorney. "That's ridiculous! I'm an attorney and even I don't charge that much."

The electrician replies, "Funny, when I was an attorney I didn't either!"

Did you hear about the wooden tractor? It had a wooden engine, wooden wheels, and it wooden even work!