



Season: Winter | Issue: 21 | Date: January 1, 2024

## Delaware Ag Week

Delaware Agriculture Week will be back at the Delaware State Fairgrounds in Harrington from January 8-11, 2024! Delaware “Ag Week” is an ongoing collaboration with the University of Delaware Cooperative Extension, Delaware State University Cooperative Extension, and the Delaware Department of Agriculture.

Delaware Ag Week provides useful and timely information to the agricultural community and industry through educational meetings and events. In addition, it is a great time for networking and fellowship with old and new acquaintances.

The associated trade show will take place in the Dover Building from Monday afternoon, January 8th to Thursday, January 11th, 2024.

Delaware and Maryland pesticide and nutrient management credits and CCA credits will be available.

Representatives from SMW Sales will be there showcasing Pierce center pivot irrigation features and answering any questions you may have.

## Winter Hours

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

# 2024

*Happy New Year*

## Nelson Sprinklers

Winter is a great time to reconfigure your pivot sprinklers. Whether it's getting uniform water coverage, compensating for wind conditions, or finding the right fit for your soil composition, Nelson sprinkler products are built to nurture crops with time-tested efficiency and ingenuity. Nelson Irrigation is an American owned and operated company since its birth in 1972 in Walla Walla, Washington.



## SMW Goes to Spain

Rick, Susan, Sierra, and Chance got the opportunity to attend Pierce's dealer conference in Cadiz, Spain on September 25-29, 2023. SMW Sales received an award for Sales Excellence.





# Financing the Future

SMW Sales offers financing options from Farm Credit and Diversified Financial.



Farm Credit supports rural communities and agriculture with reliable, consistent credit and financial services, today and tomorrow. That's our mission. And we serve every part of agriculture from the smallest operations to the largest – and everything in between.



Diversified Financial is a dynamic financial services company that provides retail financing, leasing, & insurance programs for the agricultural industry. Since its founding in 1969, Diversified has focused on relationships. In fact, our relationship approach to business is what sets us apart from our competition. We take pride in our ability to meet our partners' needs through exceptional customer service.

# Pierce

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# Customer Appreciation



Any customer that purchases a new Pierce pivot or purchases a complete Valley, Zimmatic, or Reinke repipe will receive a RTIC 52-Quart cooler & a YETI tumbler for each pivot/package purchased. **No limit on the amount of pivots or repipe packages purchased!**

Example: Buy 3 pivots get 3 coolers, 3 tumblers, & the best pivot and service available today!

## *Serving the Eastern Shore since 1972!*

# Propane Engine for Sale

Brand New, Never Run Zenith 857NA propane power unit with 11.5-inch NACD clutch for sale. **\$9,995.**



# Delaware Agriculture Facts

For such a small state, it ranks second in per farm sales, behind California.

The state produces over 12,000 tractor-trailer loads of vegetables per year.

Delaware produces more processed green lima beans than any other state in the United States.

Over 70% of Delaware's farm income comes from livestock and related products.

In 2017, Delaware produced about 263 million broilers. That same year Delaware produced over 365,000 acres of corn and soybeans. However, it still wasn't enough to feed the broiler production in the state. Today, broilers are the state's most valuable agriculture product.