



**Dick Brown**

General Manager; Smith-Kem Inc.  
Ellensburg, Washington

**Wolf Trax Products:**

Boron DDP®, Zinc DDP, Copper DDP and Iron DDP

**Sales Territory:**

Central Washington



**wolftrax**  
INNOVATIVE MICRONUTRIENTS

**How has Wolf Trax affected operations in your company?**

Because there is less product, we can pick up what we need for the year ourselves instead of having 20 tons of granular micronutrients delivered in the winter. We store that year's supply in a 10-foot by 20-foot room. Before, we had tons of bags stored on the warehouse floor.

It's hard to put a dollar figure to the saved storage space, but we can utilize that warehouse space we had to keep open before for micronutrients. It's a huge benefit. Now we can take advantage of a good buy on fertilizer if one comes up and stock up supply in that open warehouse area.

“ The proof is in the performance. ”

**How has Wolf Trax DDP® performed for your customers?**

The proof is in the performance. We have sold it for five years and our customers have not had any deficiency issues.

**How does Wolf Trax work in your fertilizer blending system?**

We got help from Wolf Trax® and our blending system manufacturer to add Wolf Trax permanently to our system. We added small bins that probably hold 60 pounds of micronutrients. It's very easy to dump 20-pound boxes into these bins versus dumping two tons of granular into big bins. With this set up, there's no dust. That and just the smaller quantity make it much safer for the people working in the blending building and for our applicators.

**How does Wolf Trax help keep you on the forefront of new technology?**

When we moved to Wolf Trax, it was a positive step. It shows our customers that we're progressive and efficient.

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