



Ron Fetrow

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Wolf Trax Products:

Zinc DDP®, Boron DDP, Manganese DDP
and Copper DDP

Sales Territory:

Western Maryland and south-central Pennsylvania



wolftrax
INNOVATIVE MICRONUTRIENTS

Why do you feel confident recommending Wolf Trax technology to your customers?

Quality has been 100 percent consistent. The quality of box 100 has been the same as box 800. The company provides the technical data that back up what the advertising says. And, with the technical materials they supply us, we are able to show that research data to our customers.

“Quality has been 100 percent consistent.”

How has Wolf Trax affected logistical operations in your company?

We've been able to reduce transportation costs because we're moving pallets instead of truckloads. Instead of having multiple truckloads of just micronutrients, we tie in the Wolf Trax® delivery with other supplies on one truckload. By switching to Wolf Trax from the 50-pound bags of granular micronutrients, we have saved at least 1,000 to 1,500 square feet of space in our storage warehouse.

What environmental benefits do you experience with Wolf Trax?

With Wolf Trax's packaging, there is less plastic to dispose of than with the traditional granular 50-pound bags. And what's important to our customers and their communities is the products' low heavy metal content. It reduces the environmental impact and plant toxicity. With these benefits, selling Wolf Trax shows that we are constantly looking for improved efficiencies and we're willing to adopt newer, more advanced technologies.

How would you describe the support you receive from Wolf Trax?

Wolf Trax's customer service has been excellent, especially in the beginning stages of our business relationship. Whenever I have had a question, I called Wolf Trax and have found answers easily. The sales tools that Wolf Trax offers help explain to customers how the technology works. I have attended a few of the company's webinars for dealers. They're very well produced and are ideal for people who haven't used the products before.

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