

Wendt sells MTB Cable Box to Potomac Metals

Purchase enables Potomac to upgrade wire packages to clean copper and aluminum products, Wendt indicates.

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Potomac Metals Inc., headquartered in Sterling, Virginia, has purchased an MTB Cable Box from Buffalo, New York-based **Wendt Corp.** Wendt indicates the purchase will allow Potomac Metals to upgrade its wire packages to clean copper and aluminum products, opening additional markets. The equipment will be installed and commissioned at Potomac Metals in the first quarter of this year and will run seven days per week in two eight-hour shifts per day.

Founded in 1997, Potomac Metals is a privately held independent scrap metal recycling company. Since opening its first 5,000-square-foot location with two employees, the company has grown to more than 150 employees and eight locations throughout Virginia, West Virginia and Maryland.

Potomac attended Wendt's **Demo Days** in June 2017, which showcased the MTB Cable Box running four different material types: shredder wire, No. 1 copper wires, aluminum cables and aluminum-copper radiators. The company is the third to attend the event to purchase the compact wire chopping system, according to Went.

"We saw the MTB Cable Box in action at Wendt Demo Days, and the separation system is top of the line," says Eric Zwilsky, vice president of Potomac Metals. "When we saw the system processing low grades and dirtier wire than we are looking to process, we knew it could easily get the job done."

Potomac Metals plans initially to process high-grade No. 1 wire through the system and then expand into processing additional wire packages, including high-grade No. 2 wire, insulated aluminum, BX (flexible metal conduit) cables and URD (underground residential distribution) cables, Wendt says.

Potomac Metals' MTB Cable Box will feature a BDR 1245 shredder, two BAT 800 granulators, air density tables, screens, magnetic separators and integrated electrical controls and dust collection system. The containerized, turnkey solution with two 40-foot, one 20-foot and one 10-foot container will be installed at the company's headquarters in Sterling. The wire chopping system will process wire from the company's eight drive-in locations and industrial accounts.

The system will be installed indoors with relatively low ceiling heights compared with more traditional installations, where ceiling heights have been higher. To accommodate the lower ceiling height, Potomac has purchased a unique electric crane from Built-Rite to safely and efficiently handle feeding material under the company's 30-foot ceilings, Wendt says.

"The purchase and install process has gone flawlessly," Zwilsky says. "The demand for insulated copper wire has weakened, and several buyers have priced themselves out of the market due to oversupply. We look forward to getting up and running because with this machine and the type of material we will be processing, we will have a very clean product that should be able to reach any mills specs while helping to increase our margins."

"The Cable Box fits perfectly with Potomac Metals operational goals," says David Siejka, MTB business development manager. "It gives them the ability to process high-grade copper and aluminum cable at a high throughput rate and low operating cost while still producing high-quality chops on the market."

He continues, "When I visited Potomac's headquarters, it was immediately evident from the state of their facility and the way they run their organization that they are a top-quality scrap processor on the East Coast. On top of that, they are great people, and it is always a good feeling to know that the equipment, service and support from Wendt and MTB [are] going to help them continue to grow."