

Packaging Smarts

Advice for better, smarter, more cost-effective packaging decisions

by Tom McClure

Guide to Buying a Packaging Machine Offshore

Buying a packaging machine offshore can save you money on the purchase price, but the savings can be greatly reduced or even eliminated if you make a bad purchase. If you try to buy direct from an offshore factory there are several issues you need to consider in order to avoid a costly mistake. These issues can be eliminated if you purchase an offshore machine from the right distributor in the US. Barrington Packaging Systems Group is the right distributor. Here's how we help our customers with their offshore machine choices:

Issues to Consider	How Barrington Helps
<u>Reliability of the Manufacturer</u> Do you know the manufacturer? Do they make equipment that is reliable and up to your quality standards? Have they sold machines in the US, and can they provide references?	Barrington invests heavily in time and travel to carefully vet all of our offshore manufacturers. Our manufacturing partners build machines to our specifications. We can provide references of satisfied customers.
<u>Shipping, Delivery, Customs</u> Offshore machinery is generally sold "FOB Manufacturing Plant". It is up to you to arrange for shipping, customs clearances, and local delivery.	Barrington manages all details of the shipping, customs, and delivery process.
<u>Installation and Training</u> Installation and training are critical to your success with a new machine. Most offshore manufacturers do not have installation and training available in the US, or it is expensive if offered. Also, the operating manual and documentation that accompanies the machine may not translate well in English.	Barrington's factory trained staff will personally install your machine, set it up to run your products, and thoroughly train your operators and maintenance personnel. We can then remain on premises to observe your people operating the machine for a first production run.
<u>Service</u> All machines eventually need service. If you buy direct from an offshore manufacturer, you won't have rapid service support. If you are packaging a perishable product when your machine breaks down, this will cost you money. If you can get	Barrington services what it sells. Our service staff is factory trained. We also inventory most parts that will be required should your machine fail to operate properly. In many cases, we can solve your problems over the phone to address operator errors.

someone local to service your machine, chances are that they won't have easy access to parts. Another option is to have the offshore factory send a technician to repair your machine. This is very costly and time-consuming.

Parts Availability

If parts need replacing on a machine you buy offshore, you may need to wait for OEM parts. This wait can be a week or more.

Barrington equipment features parts and components that are generally available from industrial distributors in the US. We also maintain an inventory of critical parts.

Warranty

Most offshore manufacturers offer a one year warranty on parts only. Some require that you first purchase a replacement part and then send the defective part back for credit.

The Barrington Warranty covers parts and labor for two full years. This includes both telephone support and on-site warranty service.

Barrington Packaging Systems Group is the *right* source for affordable offshore packaging equipment. So when you're ready to combine the savings of an offshore packaging machine with the reliability of a US company, call Barrington

Call us toll free at (888) 814-7999 or email us at sales@bpsgusa.com