

Why Blackout Equipment?

Milestones

My name is Greg Sweigert and I have over 40 years in all phases of the machine tool business. Twenty-six years ago, I accepted a challenge to move to Chicago, IL to become the International Customer Service Manager and to make it safe for customers to buy a Finn Power Night Trains, press brakes, right angle shears or a turret presses from a builder with a damaged reputation due to its mismanaged parts inventory and high turnover in the service department.

My first day on the job, I faced angry plant managers and manufacturing managers from the four Eaton plants in the Carolinas. They were not pulling any punches, about the down time on Finn Power equipment. The solution I chose was to take our best application and service engineer, Andrew, to those four plants, put out the fires and begin the recovery process. They were manufacturing enclosures and inside their switchgear was copper busbar.

When I returned to Chicago, it was time to deal with the signal and not the noise. I had to rebuild the service department that faced potential legal action from the Illinois Labor Board for not paying overtime. Then to straighten out the inventory using cycle counts as the sales could not rely on what was in the system. Also, to find out why the longshoremen in Finland couldn't figure out that open top containers shouldn't have other containers put on top of them, that crushing the hydraulic systems on Finn Power press brakes.

Twenty years ago, in 2005, I sold the first Chinese CNC busbar punching and shearing machine in the United States to Powercon in Severn, Maryland. A year later, I sold the first CNC busbar punch and shear in Calgary, Canada to Eaton Electrical. Then I sold CNC busbar punch and shear to General Electric in Iowa, ESAB in Florence, South Carolina, Switchboard Apparatus (now S.A.I.) in Franklin Park, IL Ometek, in Columbus, OH and ESS Metron in Denver, CO.

Current Snapshot-Our Partners

The Builder-

We are offering the Number 1 manufacturer of CNC busbar machines from the People's Republic of China, Lijian CNC Machinery company, Jinan, Shandong, China. Lijian CNC was founded in 2005, specializing in manufacturing CNC busbar processing machinery, including busbar punching/cutting machines, busbar bending machines, busbar chamfering machines, and multi-functional busbar processing machines. They have over 50 employees and have sold and installed over 2,000 CNC busbar machines in their domestic market. They have been in business for over twenty years. They solely focus on making the best CNC machinery. We only sell their machines and do not offer any other CNC or manual busbar products.

Their machines feature such prestigious component manufactures like: ABB Rexroth motors (German); Beckhoff controllers (German); AE Contactor and thermal relays: Honeywell intermittent relays; Balluf linear displacement sensors; Rexroth proportional valves; HIWIN linear guide rails; Albert hydraulic systems (US); Phoenix DC power supplies (Germany).

Their machines come with a one year warranty from a US based machine tool distributor with forty years of machine installs, not a Chinese based trading company that claims to be the builder. As an option, the customer can choose if they want to use the factory technicians or be self-sufficient in set-up and installation. Factory support is ongoing from machine assembly, to power up, to learning the programming system, then running parts. They are currently moving into a larger factory

Our Company-

Our owner spent seven years working on the shop floor in a safety valve manufacturing plant in Indiana while earning his BA Degree in Organizational Behavior. In 1981, after receiving his degree, he decided to end his time as a machinist in Fort Wayne, Indiana, and moved into machine tool sales. The lure of a partnership with equity in a machine tool distributorship selling Mori Seiki lathes and mills drew him to the Pacific Northwest. Twice, he worked for a Japanese trading company getting exposure to the importing of machinery. His path would steer him toward the fabrication sector and spent eight years with Finn Power as a Regional

Sales Manager and Senior Manager of 50 direct reports. He moved on to become the General Manager of Foremost Machinery where he acquired CNC lines including the JinFangYuan CNC busbar product. When Trumpf bought a majority share of JFY the busbar machine sales concluded. For the past 8 years he has opened a machine tool distributorship specializing in niche lines like MECO Mecanica CNC keyseaters and Lijian CNC busbars. He has had the same person in the office management role that was with him at Foremost. Finally, we don't pretend to be the builder like several of the Chinese trading companies do. Lijian is the builder period. We import and support those machines in Canada and the U.S. The owner fields incoming calls and directs after-sales service using links to the builder via the Internet. We are transparent with the builder not hiding who the end user is, which facilitates faster parts response, when needed.

Our Logistics Partner-

We feature professional delivery and importing of machines. Our preferred transportation partner is Watchpoint Logistics. They can take the hassle out of the complexities of importing machine tools to the US or Canada. Our CNC punching and shearing machines fill one 40' and one 20' containers. Watchpoint handles the ocean freight, Chinese handling fees at Qingdao, Container drayage, Container off loading and transfer to 53' trailer or putting the Container on an Eastbound rail. We can quote all the way to a customer's dock, or at a nearby railhead. Customs charges will be determined differently if the customer has a customs broker. They can provide a transportation quote at the front end that is accurate and efficient, ending snafus at the Port where charges can be astronomical. Their organization's employees are staffed positions around the globe having the knowledge to move freight for the best results.

Our Turnkey Approach for Your Business

We offer comprehensive turn-key solutions that enable a reassuring path for the purchase and implementation of our busbar machines into your production process. Our services include **delivery, installation, personnel training, and full technical support**. We pride ourselves in providing ready-to-use solutions that allow immediate start-up of production, eliminating the delays that can surround importing and **save you time and money**. With our turn-key offer, we provide full know-how and support to eliminating a production bottleneck, and improving part throughput and accuracy.