



**1987 MACHINERY**  
Sheet Metal Machinery & Service

# CASE STUDY

## How 1987's Shorter Lead Times Helped GSM Keep Expansion on Schedule



### CLIENT INDUSTRY

Sheet Metal Fabrication



### OUR EXPERTISE

Fabrication Equipment Consulting • Equipment Sourcing • Laser Cutting Systems • Installation & Startup • Technical Support • Service & Maintenance



### KEY SOLUTIONS

- Supplied modern fabrication equipment with shorter lead times
- Installed and commissioned a high-performance laser cutting system
- Assisted with shop layout and equipment startup
- Provided responsive service and technical support
- Helped build equipment redundancy to reduce production risk

### KEY CHALLENGES

- ✗ Long equipment lead times delaying expansion plans
- ✗ Inconsistent service from previous equipment suppliers
- ✗ Need for simplified equipment procurement
- ✗ Supporting rapid growth across multiple states
- ✗ Increasing production capacity without sacrificing uptime
- ✗ Replacing aging fabrication equipment while maintaining production

### KEY RESULTS

- ✓ Laser cutting speeds increased approximately 3X
- ✓ New laser system installed and producing parts within three days
- ✓ Reduced smoke and improved the fabrication environment
- ✓ Greater equipment redundancy to minimize production interruptions
- ✓ Trusted equipment partner supporting expansion in Maryland and Florida

### CONTEXT

General Sheet Metal & Mechanical (GSM) has become one of the Washington D.C. metropolitan area's leading sheet metal contractors by continually investing in its people, facilities, and fabrication capabilities. Processing approximately 3.5 million pounds of sheet metal each year, the company supports data centers, casinos, commercial buildings, and other complex construction projects throughout the region.

As demand continued to grow, GSM expanded beyond Maryland into Florida and the Carolinas, creating the need for additional fabrication capacity and modern equipment that could be deployed quickly.

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Redefine your fabrication process with 1987 Machinery's laser cutting solutions. Learn more at [1987machinery.com](https://1987machinery.com).

## CHALLENGES

Rapid growth exposed limitations that many fabricators face when relying on traditional equipment suppliers. Extended lead times, changing sales contacts, and inconsistent service made it increasingly difficult to secure the equipment needed to keep pace with customer demand.

At the same time, GSM was replacing aging machinery, preparing a new fabrication facility in Florida, and evaluating additional investments for its Upper Marlboro headquarters. The company needed an equipment partner capable of supporting both immediate production requirements and long-term expansion.



## SOLUTIONS

After initially working with 1987 Machinery on equipment service, GSM expanded the relationship as new projects emerged.

1987 Machinery supplied fabrication equipment for GSM's Maryland operation while helping source equipment for its new Florida facility. The team assisted with equipment selection, shop layout, installation, startup, and ongoing technical support, ensuring new machinery was integrated efficiently into production.

One of the most significant upgrades involved replacing an older plasma cutting system with a modern laser cutter. The installation was completed quickly, allowing production to resume almost immediately while delivering substantially greater cutting performance.

Beyond equipment purchases, 1987 Machinery continues to serve as a technical resource, helping GSM evaluate future investments and identify solutions that align with the company's evolving fabrication operations.



## RESULTS

The partnership delivered measurable improvements across GSM's fabrication operations.

### Faster Production

Replacing the plasma cutter with a laser cutting system increased cutting speeds by approximately three times, allowing more work to move through production while reducing smoke inside the fabrication shop.

### Rapid Implementation

The new laser system was installed, commissioned, and producing parts within days, minimizing disruption to ongoing operations.

### Improved Reliability

Additional equipment investments created redundancy throughout the shop, reducing the risk that an unexpected equipment failure would interrupt production schedules.

### Responsive Technical Support

When service issues occur, 1987 Machinery responds quickly to help minimize downtime and keep production moving.

### Supporting Continued Expansion

As GSM prepares to expand its primary fabrication facility while launching operations in Florida, 1987 Machinery continues supplying equipment, technical expertise, and implementation support that align with the company's long-term growth strategy.

Ready to scale your fabrication operations? Connect with 1987 Machinery at [1987machinery.com](mailto:sales@1987machinery.com) to explore solutions built for growth.

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