

MEDIA FACT SHEET

GUARANTEE ELECTRICAL COMPANY

www.geco.com

Founded:

Guarantee Electrical Co. was founded in 1902 to electrify the 1904 World's Fair (Louisiana Purchase Exposition) in St. Louis. It is among the oldest electrical contracting firms in the United States.

Size:

With approximately 100 office employees, Guarantee ranks as one of the largest electrical contractors in the St. Louis area and among the largest in the U.S, according to Engineering News-Record (ENR). At peak demand, Guarantee also employs up to 1,000 electrical and communication craft workers, the vast majority of whom are affiliated with the International Brotherhood of Electrical Workers.

Revenue:

Guarantee generated revenues of \$157 million in its fiscal year ending Sept. 30, 2016.

Offices:

St. Louis (Headquarters) – 3405 Bent Ave. St. Louis, MO 63116 – 314.772.5400
Southern Illinois Office – 1510 Grand Ave. Granite City, IL 62040 – 618.452.6122
Denver Regional Office – 21250 E. 31st Circle Aurora, CO 80011 – 303.373.2400
California Office – 3400 E. 2nd St. Benicia, CA 94510

Leadership:

Guarantee is led by a six-member [Executive Management Team](#).

Rick Oertli – Chairman and Chief Executive Officer

Doug Mertzluft – President

Dave Gralike – Senior Vice President

Steve Juan – Senior Vice President

Josh Voegtli – Chief Financial Officer

Jason Wiegand – Vice President Pre-Construction Services

Ownership:

Guarantee is employee-owned. The company recently completed a multi-year ownership transition program from 100% family-owned to 100% ownership shared by an [Employee Stock Ownership Plan \(ESOP\)](#) and a group of executives and key managers.

Services:

Guarantee Electrical Company provides full-scope electrical construction, including services spanning electrical engineering and design, design-build, design-assist, preconstruction; Building Information Modeling (BIM); systems integration; LEED/Green construction, electrical prefabrication, value engineering, lean construction, procurement, energy solutions, preventive maintenance and quick response emergency service.

- **Design Build** - Dating back to the 1950s, Guarantee has been practicing design-build, achieving early and reliable schedule and guaranteed best cost through proactive planning and interdisciplinary collaboration. Supported by the latest advanced building information modeling (BIM) technology, Guarantee's design-build services provide a complete package of electrical design and construction services. These include electrical design and design coordination, budgeting and estimating, value analysis and constructability assurance—all focused on providing the best path more quickly to achieving the owner's desired quality, schedule and cost certainty.
- **Electrical Engineering** - The GECO Engineering team has performed countless value analysis/value alternative exercises and is practiced at identifying and delivering cost reduction solutions. We blend this expertise with an extraordinary ability to communicate and collaborate with the other disciplines and team members. These abilities extend to all aspects of electrical and low-voltage construction, enabling us to closely monitor the design process right through construction to alert the team to the potential for deviations from planned budgets. As a result, better options and informed decisions can be made early enough to avoid incurring needless costs.
- **Pre-Construction** - Guarantee's multidisciplinary pre-construction team focuses on optimizing project "constructability" by teaming exceptional engineering and design-build expertise with thorough 3D constructability analysis and advanced problem-solving, informed by field experience, to heighten production efficiency.
- **Electrical Construction** - Guarantee provides comprehensive management of electrical and communication construction services for virtually any type of commercial, institutional, healthcare, education and industrial facility across the nation. Guarantee can quickly deploy 1,000 or more skilled craft workers, backed up by professional project managers, designers and engineers, technical support and administrative support staff. The firm's ongoing investment in technology, advanced project management systems, facilities and equipment is matched by its dedication to ongoing training and development of its team.
- **Prefabrication** - GECO has more than 50,000 square feet devoted solely to the prefabrication of electrical components and assemblies designed for turnkey, onsite installation and just-in-time project delivery. Our shop is dedicated to customized mass production of components, especially bulk items, such as conduit trapezes, cable tray supports, fixture hangers, and distribution assemblies. Integrating design and prefabrication with project logistics support reduces on-site requirements, physical congestion, improves jobsite safety, and by assuring uniform installations, prefabrication eliminates time consuming processes and jobsite waste.
- **Integrated Building Systems** - As technology permeates every phase of corporate and institutional life, and the number and types of devices running on networks grows

increasingly diverse, choosing the right systems integration partner can make a huge difference to the cost and quality of your of business and organizational life. Guarantee offers genuine turnkey communications & low-voltage solutions including:

- Voice data systems, fiber optics & traditional structured cabling
- Security systems design and implementation
- Access control technologies and CCTV installation/integration
- Paging and mass notification systems
- Distributed Antenna Systems (DAS)
- Wireless installation and communications integration services
- Comprehensive systems value analysis, including detailed costing and scheduling
- Systems diagnostics and quality assurance testing
- Manufacturer certified installers and technicians
- **Energy Solutions** - Guarantee's growing team of LEED-accredited professionals helps clients with green power solutions in such areas as:
 - Lighting maintenance, lighting upgrades and retrofit services
 - Energy-saving controls for lighting, systems and equipment
 - Power filtration solutions to protect electrical equipment while filtering unwanted noise and reducing energy costs
 - Solar power installations
 - Other alternative energy projects
 - Guarantee team members stay abreast of emerging opportunities and the latest technology through active participation in the U.S. Green Building Council and membership in the Ameren UE Trade Alliance Partnership.
- **Quick Response & Preventive Maintenance** - Guarantee Electrical Co. is uniquely qualified to meet customers' emergency service needs. Our responsiveness minimizes costly downtimes, remedies hazardous conditions, and restores operations swiftly and efficiently. No job is too complex for our highly trained staff. Guarantee assures rapid response 24 hours a day, seven days a week, every day of the year, with its radio-dispatched Emergency Service Center. Guarantee personnel respond within 15 minutes, and within two hours or less, experienced Guarantee service specialists can be on the job – skillfully diagnosing and resolving the issue. Additionally, The **Guarantee Electrical Maintenance (GEM)** program gives facility owners a time-tested solution to guard against disruptions and failures through smart, cost-effective preventive maintenance. GEM eliminates an estimated two-thirds of all potential failures in electrical system components before they occur. It is the most efficient protection against problems caused by sudden power surges, outages and quality issues. The GEM program combines testing, diagnostics, energy usage audits and scheduled maintenance to decrease facility costs over time. It integrates rigorous visual inspections with infrared, ultrasonic, and harmonics diagnostics. It includes written reports, reviewed with each client's facility manager.

Safety Record:

Guarantee continually strives to improve its incident rating and EMR. For the last four years, Guarantee has achieved an incident rate below 2.0. In 2016, Guarantee achieved an EMR of .52 and a Total Recordable Incident Rate of 1.35. The firm's [zero-injury](#) safety culture builds constant awareness, practices and skills aimed at achieving safety goals. All operations meetings begin with a safety topic, OSHA 30-hour training is completed by all project managers and superintendents, and employee contributions are recognized with safety awards and lunches.

Markets Served:

While Guarantee has proven proficiency in serving every specialty market, its full-scope expertise is extraordinarily deep in:

Healthcare	Data Centers
Heavy Industrial	Education
Hospitality/Gaming	Assisted Living
WWTP	Government

Key Affiliations:

Guarantee is a founding member of the [Federated Electrical Contractors \(FEC\)](#), an affiliation of 33 major electrical contractors with offices in 60 cities in North America, Europe and Asia. The FEC dates back to 1962. Guarantee is also an avid participant in [Associated General Contractors \(AGC\)](#), [National Electrical Contractors Association \(NECA\)](#), and [The Regional Business Council \(RBC\)](#)

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Many Strengths.

ONE GUARANTEE®