

May 2010

FACT SHEET GUARANTEE ELECTRICAL CO.

- Founded:** **Guarantee Electrical Co. (www.geco.com)** 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 120 salaried 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 \$179.4 million in its fiscal year ending Sept. 30, 2010
- Offices:**
- St. Louis Headquarters**
120,000-square-foot urban campus
3405 Bent Ave.
St. Louis, Mo. 63116
www.geco.com
- Southern Illinois Office**
1510 Grand Ave.
Granite City, Ill. 62040
- Denver Regional Office**
21250 East 31st Circle
Aurora, Colo. 80011
- California Office**
3400 E 2nd St.
Benicia, Calif. 94510
- Leadership:** **Rick Oertli**, president and chief executive officer
Roger Oertli, chief operations officer
Doug Mertzluft, executive vice president and chief financial officer
Steve Juan, vice president-preconstruction
Dave Gralike, vice president-construction
- Ownership:** Guarantee is employee-owned. The company is midway through a six- to eight-year ownership transition process from 100 percent family ownership to company ownership being shared by employees and a large group of executives and key managers.

Services:

Guarantee provides full-scope electrical contracting, including services spanning engineering and design, design-build, design-assist, pre-construction, construction, LEED/Green construction, prefabrication, value engineering, lean construction, procurement, service and preventive maintenance.

- **Design/Build** – A 1950s pioneer in design/build, Guarantee remains a nationally acknowledged leader in the discipline. The firm's 23-person engineering staff is one of the largest among national electrical contractors, surpassing many firms specializing exclusively in electrical design. CADD (computer-aided design and drafting) capabilities are also highly advanced. Team members can provide full design/build services or limit their engagement to design assist, bridging a limited portion of the design process, and/or equipment/process design to match the unique needs of each client.
- **Preconstruction** – Guarantee's multidisciplinary preconstruction team focuses on optimizing project "constructability" by teaming exceptional engineering and design/build expertise with thorough three-dimensional constructability analysis and advance problem-solving, informed by field experience, to heighten production efficiency.
- **Construction** – Guarantee provides comprehensive management of electrical and communication construction services for virtually any type of commercial, institutional 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.
- **Fabrication & Warehouse** – A state-of-the-art fabrication center and multiple warehouses are found at its St. Louis headquarters. Guarantee's pre-fabrication capabilities deliver extra cost-effectiveness on projects with repetitive components, i.e. healthcare facilities, hotels, high-rise office and residential, etc. at each of its locations.
- **Emergency Response and Service/Maintenance** – An Emergency Response Center supports client facilities 24/7/365 with a fleet of more than 60 service vehicles. Guarantee also designs and deploys preventive maintenance programs that typically remedy more than 67 percent of potential failures before they occur.

Safety Record:

Guarantee's comprehensive safety program is decentralized to ensure the firm's commitment to safety is "owned" by every member of its team. From 2006 to 2010, total team dedication to safety has improved Guarantee's Experience Modification Rate (EMR), an insurance industry rating used to assess risk affecting worker's compensation insurance premiums, from .91 to .71 on

manhours exceeding one million annually. Guarantee's EMR is 25 percent better than the construction industry average of 1.0.

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	High Rise
Hospitality/Gaming	Education

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 (www.fec.org) dates to 1962. It is also an avid participant in:

Associated General Contractors (AGC)
National Electrical Contractors Association (NECA)
The Regional Business Council (RBC)

Media Contact: Kenn Entringer (kentringer@caseycomm.com) or Marie A. Casey (marie.casey@caseycomm.com), Casey Communications, Inc., 314/721-2828.