

History of Guarantee Electrical Company

Founded in 1902 by seven men for the purpose of powering the 1904 World's Fair (originally scheduled for 1903), St. Louis-based Guarantee Electrical Company now employs more than 600 engineers, electricians and staff. According to corporate legend, the company received its name from the founders' "guarantee" that their installation would be completed on time and last throughout the World's Fair. In the new Millennium, the company's name continues to be its promise—"Our Name is our Reputation."

Although most of the company's original records are lost – including those that name all seven founders – records do survive detailing a \$118,804 bid to install electrical at the St. Louis Federal Reserve Bank in 1923. William Koenemann, then president and surviving original partner, initiated the bid and would soon move the company to larger offices at 1407 Olive Street.

Koenemann understood the importance of long-term client relationships and built his business on them. In the 1920s, Guarantee served Anheuser-Busch's electrical needs and was selected to wire the Busch family's main residence at Grant's Farm and later to maintain all electrical systems at Grant's Farm. In the 1930s, Guarantee was selected to maintain the 4,000-bulb Standard Oil sign at Clayton and Skinker, which became a St. Louis landmark. The company also was the preferred contractor to build and maintain hundreds of Standard Oil filling stations in St. Louis and throughout eastern Missouri.

Fred Oertli Sr., who had joined Guarantee in 1928 as a laborer while attending night school at Washington University and obtained an interest in the company in 1940, continued the Guarantee tradition of maintaining long-term relationships with clients. He strengthened relationships with Allen Bradley, Standard Oil, Emerson Electric and several others. In 1942, Emerson Electric Manufacturing Company awarded Guarantee a \$2 million electrical contract for its new aircraft gun turret plant, producing gun turrets for B-17s, B-24s and B-25 bombers. The entire three-person office staff moved to the job site, and Fred's sons, Fred Jr. and Chuck, were recruited to man the office at 1407 Olive.



Fred Oertli Sr. purchased the company from Koenemann's daughters in 1948 for \$15,000 and moved its offices to 4161 Gravois the following year. With the move, Guarantee hired its first female employee, Grace Rottenhagen, who stayed with the company as operator and receptionist for 25 years.

In 1950, Arthur A. Kaspar, P.E., a Columbia University engineering graduate, joined Guarantee and presented Fred Sr. with the revolutionary idea of bidding projects from design through build at a fixed price. Arthur was so confident this would work that he offered to work his first year without pay to convince Fred. His first big design-build job was a new kiln for Missouri Portland Cement in 1951. Arthur headed up GECO Engineering for 35 years. (And he never did get paid for his first year.)

Throughout the 1950s, Guarantee continued to build and strengthen relationships with clients such as Continental Can Company, Nooter Corp., Granite City Steel, Pittsburgh Plate Glass, Cupples Products and Ford Motors. In addition, Guarantee began to acquire smaller companies, including Rick Electric and Wilson Electric, in the early 1950s. In 1955, Guarantee was awarded a large project working with the Atomic Energy Commission – the Weldon Springs Uranium Green Salt Plant.

The 1960s heralded Guarantee's expansion into new markets. Guarantee entered the high-rise office building market by completing Pierre Laclede Center West, followed by Mercantile Tower, 500 Broadway, Boatmen's Bank Tower and many more. The 1960s also marked the creation of Guarantee Instrument Systems of Missouri (GISMO), which performed functions such as factory fabricating and testing of large control houses. In 1967, GISMO began factory fabricating welded seam can lines for Continental Can Co., and GECO was retained to design-build the major increase in electrical power needs of all of Continental Can plants adopting the welded can soldered can process. With additional space required, Guarantee expanded to Bent Avenue Industrial Park.

Along with these new projects, Guarantee continued to perform its traditional work, completing the design-build electrical work at Six Flags Over Mid-America in 1969.



In the 1970s and 1980s, Guarantee began to expand its capabilities, adding drywall, ceiling, carpeting and movable partitions to its services with the purchase of Henges Company in 1972, renaming it Guarantee Interiors. That same year, Guarantee celebrated its 70th anniversary, upon which Fred Sr. assumed the title of chairman of the board, Chuck was named president, and Fred Jr. became executive vice president. Guarantee purchased an IDI-150, design computer in 1979 – the first CAD unit in the Midwest. In 1985, Guarantee purchased Hi-Tech Communications, a telephone and data cabling company, which it renamed Sonacom. Rick Oertli, Fred Jr.'s son, became manager of Sonacom and purchased the company from Guarantee in 1989. In 1991, Guarantee sold GISMO to a group of investors.

The late 1990s and beginning of the new millennium marked the implementation of Guarantee's succession plan. Fred Sr. died in 1999, and Fred Jr., Chuck, their families, and the company purchased his stock. In 2000, Guarantee's sales exceeded \$100 million for the first time. Chuck relinquished his day-to-day duties in 2001 but retained his position as chairman. Rick sold Sonacom, returning to Guarantee as chief executive officer, and Chuck's son Roger became chief operating officer. With the succession plan implemented, Guarantee was ready to excel in its next hundred years in business.

The first several years of the new Millennium have marked a time of expansion and recognition for Guarantee. The company celebrated its 100th anniversary in 2002, holding events each month to honor employees, vendors, partners and clients. St. Louis City and County declared Sept. 14, 2002, Guarantee Electrical Company Day. Also in 2002, Chuck Oertli was recognized with a Lifetime Achievement Award in the Building the Community Awards, and the company received a Keystone Award from the Associated General Contractors of St. Louis for Ameristar Casino St. Charles. In 2003, Guarantee was named Electrical Contractor of the Year in the Thomas & Betts 2002 Signature Awards.

Guarantee expanded geographically and in services in 2003 through 2005. First, in late 2003, Guarantee acquired Denver-based Kimsey Electrical Contracting, which specialized in commercial and industrial electrical construction, traffic signal and heavy highway work, plant construction and maintenance, and voice/data and fiber optic

Many Strengths. ONE GUARANTEE.



installations. A few months later, in early 2004, Guarantee acquired TEL-Vi Communications, one of the largest independent providers of voice/data/video (VDV) network installation services in the St. Louis area. Now called GECO Systems, TEL-Vi was integrated with all low-voltage systems at Guarantee. In 2005, Guarantee Electrical Contracting of Denver (formerly Kimsey) merged with the Denver office of Cache Valley Electric to further expand its capabilities in high-speed cable and fiber optic cabling for data and voice networks. Later that year, Guarantee opened an office in Benicia, Calif., to support growing business with the Valero Oil Refinery and other opportunities. 2005 was capped off with an AGC Keystone Award for Alberici's new platinum LEED headquarters.

Guarantee also has continued to plan for the company's future with an Employee Ownership Transfer Program that includes the use of an ESOP combined with the acquisition of stock by a group of key managers. Introduced in 2005, the multi-year transfer of ownership should be completed by 2012 with the ESOP owning 30% and key management 70%. In November 2006, Guarantee was recognized as a finalist in the AGC Keystone Awards for its work implementing a campus-wide fire alarm upgrade at Monsanto.

Guarantee continues to play a leadership role in the construction industry, both nationally and locally. Today the company provides a complete spectrum of electrical contracting services, including electrical construction, electrical engineering design, design-assist, value engineering, procurement, service, preventative maintenance, and green power solutions (GPS). The company's subsidiaries include Guarantee Electrical Construction Company, GECO Engineering Company, Denver-based Guarantee Electrical Contracting, and Benicia, Calif.-based Guarantee Electrical Construction Company. Guarantee also is a founding member of the Federated Electrical Contractors (FEC) and is thereby affiliated with 33 of the most respected electrical contracting firms in 60 cities in North America, Europe and Asia.

For more information, visit www.geco.com.

Many Strengths. ONE GUARANTEE.

Guarantee Electrical Company Timeline

- 1901** – Dec. 20, 1901 – Ground broken on World's Fair.
- 1902** – GECO founded by seven men to participate in the wiring of the 1904 World's Fair. (Worked out of small basement at 15th and Pine Streets; later moved to more suitable headquarters at 1305 Pine.)
- 1904** – Guarantee illuminates the St. Louis World's Fair.
- 1913** – April 16, 1913 – Guarantee installs electrical panel at the Manufacturer's Railway Co., providing 30 amps of power in the railroad's engine house storeroom. (Panel was discovered in 1977 when discussing a signal system for opening railroad gates to the Nooter Corp. plant on South Third Street.) This is the oldest known GECO installation still in existence today. Overseeing the installation of the panel in 1913 by the then 11-year-old electrical contracting firm was Jule Wild's father, Joseph, who had joined the railroad one year earlier and later became its electrician.
- 1920s** – GECO selected to wire the main residence for the Busch family at Grant's Farm and maintain other electrical systems at Grant's Farm; GECO then located at 1407 Olive Street.
- 1923** – William Koenemann, acting president, bids to install electric wiring at the St. Louis Federal Reserve Bank building.
- 1929** – Fred Oertli Sr. joins GECO as a laborer while attending Washington University
- 1930s** – GECO selected to maintain the 4,000-bulb Standard Oil sign at Clayton and Skinker and as the preferred contractor to build and maintain Standard Oil filling stations in St. Louis and eastern Missouri.
- 1940** – Fred Oertli Sr. obtains an interest in GECO from William Koenemann.
- 1942** – GECO awarded \$2 million electrical contract from Emerson Electric for a new aircraft gun turret plant. Guarantee electricians work seven days a week on electrical power distribution to fulfill a major contract for Emerson Electric to produce gun turrets for B-17s, B-24s and B-25 bombers.
- 1942** – Fred Jr. and Chuck Oertli join GECO as summer office clerks, while office staff temporarily works at Emerson job site. Guarantee is major part of construction on a large reclaimed boxite smelting mill for Alcoa in East St. Louis.
- 1948** – Fred Oertli Sr. buys GECO from William Koenemann's daughters for \$15,000. Plans to move to 4161 Gravois.
- 1949** – GECO relocates to 4161 Gravois, and hires Grace Rottenhagen, GECO's first female employee.
- 1950** – Arthur Kaspar joins GECO, bringing the idea of design-build electrical contracting.
- 1952** – GECO purchases Rick Electric for \$22,000.

- 1952** – Chuck Oertli joins Guarantee full-time after graduating from the University of Colorado with a B.S.E.E. and then serves two years at General Electric, training as a test engineer.
- 1953** – For Monsanto, Guarantee completes the electrical installations in Buildings A, B, C and D, the first buildings on Monsanto's campus.
- 1955** – GECO and Newberry Electric form a joint venture for electrical work on the Weldon Spring Uranium Green Salt Feed Material Plant for the Atomic Energy Commission.
- 1956** – Guarantee solves Ford Plant's frequent power cable failures, leading to a long-term maintenance contract at the facility.
- 1960s** – GECO enters the high-rise office building market with Pierre Laclede West.
- 1962** – Guarantee selected to perform electrical work for the 800,000-square-foot building for McDonnell Aircraft Corp's "Gemini" program.
- 1962** – More than 300 guests attend 60th Anniversary Party at 4161 Gravois headquarters; company also operating branch office in Granite City.
- 1964** – Chuck Oertli selected as MSPE Young Engineer of the Year.
- 1967** – Guarantee plays a prime role in the construction of Granite City Steel's 80-inch hot strip mill – the largest contract (\$15 million + to date for the company).
- 1967** – GECO creates Guarantee Instrument Systems of Missouri (GISMO) to manufacture control panels, junction and pull boxes, off-site modularized construction facilities and graphic display panels.
- 1968** – GISMO selected to implement modularization of the beverage can welding process for Continental Can; GECO retained as design-build electrical contractor to modify all of Continental Can's plants from soldered to welded cans.
- 1968** – GECO leases property for GISMO on Bent Avenue.
- 1969** – GECO design-builds all electrical work for Six Flags Over Mid-America.
- 1970s** – Guarantee continues high-rise work in the 1970s, with Mercantile Tower, 1010 Market, 500 Broadway and Boatman's Bank Tower, The Chromalloy Building, Interco Tower, One City Center and Southwestern Bell Telephone's Bell One Tower, just to name a few.
- 1972** – 70th anniversary; Fred Sr. assumes title of chairman of the board, Chuck named president, Fred Jr. becomes executive vice president; GECO purchases Henges Company and forms Guarantee Interiors to incorporate drywall, ceiling, carpeting and movable partition specialties in its services.
- 1973** – Company publishes first Watts Current (Spring). Guarantee, GISMO and Guarantee Interiors take on Western Union modernization, six-year billion dollar modernization, presenting an ideal opportunity to demonstrate complementary capabilities. GECO handles electrical wiring and interior finishes for Western Union's Centralized Telephone Bureau in Bridgeton, which handles all telegram and mailgram orders originating in 24 central states.
- 1973** – Guarantee expands computerization, obtaining an NCR Century Model 50 (replacing the NCR 500). Dave Boushie supervises the conversion, allowing Guarantee to process payroll 10 times faster, hold files/job histories longer and

access faster, and process a complete cost analysis of company's contracts every week.

- 1974** – Guarantee enters design-build hospital market full force, performing all electrical wiring and interiors for new 450-bed Christian Northeast Hospital. Guarantee Interiors also performs interiors at Community Memorial Hospital in Staunton, Ill., Oliver Anderson Hospital in Maryville, Ill.; and the East Pavilion of Barnes Hospital.
- 1974** – Guarantee and Guarantee Interiors responsible for all electrical installations and interior finishes at new Boatmen's Tower.
- 1974** – Guarantee helps Pulitzer Publishing Co. install better, faster printing process at Northwest Plant, creating the most modern, most automated newspaper plant in the country. (Visitors come from all over the world, including Japan, to see installation.) Guarantee designed and installed the system, handling everything from wiring master control panels used to operate the giant presses to installing all supporting equipment and offices. GECO later contracted to do work in a new Tucson, Ariz., plant.
- 1974** – Spring. Al Wedelich passes away – longest employee of Fred Oertli's at GECO – who began work in November 1941.
- 1975** – Fred Sr. and Chuck Oertli purchase Bent Avenue Industrial Park from the Hoover Company and lease the facilities to GECO and others.
- 1975** – GECO leases full 16-acre, 300,000-square-foot complex on Bent Avenue. Bill Baldwin Sr., VP of sales, passes away after 25-year career with Guarantee.
- 1975** – Guarantee installs lighting in new Commonwealth Stadium at the University of Kentucky and electrically designs and installs new roller coaster at Six Flags Over Mid-America.
- 1975** – Guarantee participates in expansion at Nooter Corp. – a new fabrication aisle (90' by 500') with a 60-foot ceiling height. Uses helicopter for lifts to rooftop.
- 1975** – Guarantee hosts group of engineers attending the convention of the Association of Iron and Steel Engineers at the Chase Park Plaza.
- 1975** – July 1 – Chuck Oertli assumes office as president of the St. Louis chapter of the Missouri Society of Professional Engineers.
- 1975** – Guarantee awarded electrical design work for UE's Solid Waste Utilization System, planned for completion in mid-1977. (Was to handle all the solid waste generated in the St. Louis metropolitan area, including the city of St. Louis, and six adjacent counties in Missouri and Illinois and be used as fuel to generate electricity.) That same year, Guarantee participates in Mercantile Tower topping out ceremony, marking the completion of this 35-story tower. Bill Kohr, executive secretary to president Chuck Oertli, passes away.
- 1975** – John Norris appointed director of advertising and PR for Guarantee, the Interiors Division and GISMO Division.
- 1975** – Despite Recession, Guarantee experiences record growth. Guarantee completes the \$27.5 million Christian Hospital Northeast and begins work on 349-bed general hospital in the DePaul Community Health Center, marking the largest to date electrical contract in St. Louis but also generating a million dollar savings to

- the owner. Guarantee also electrifies the new Boatmen's Tower, an additional 500,000 square feet for downtown.
- 1976** – Guarantee and GISMO complete work on the Screamin' Eagle at Six Flags, marking the company's seventh year of working as the electrical design-build contractor at this entertainment facility
 - 1976** – GISMO continues to expand, with a work force in excess of 125. GISMO doing work for large companies around the country, including Anheuser-Busch, Shell Oil, Boise Cascade, Ralston-Purina, Mallinckrodt, Standard Oil, Procter & Gamble, etc. GISMO completes the first composite can making machine for Boise Cascade Corp., to be used in Liven, France, assembled and wired in St. Louis and then installed in France by GISMO in under six weeks.
 - 1977** – GECO electricians install Christmas bow on the St. Louis Planetarium.
 - 1977** – GECO begins work on outdoor illumination of Union Station. Sales revenues are listed at \$29 million.
 - 1977** – Fred J. Oertli Sr., head of the company since 1948 and a 50-year employee, becomes chairman of the executive committee. Chuck Oertli succeeds his father as chairman of the board. Art Kaspar remains as vice chairman of the board. Fred Oertli Jr. named president.
 - 1977** – Guarantee installs all electrical systems in Anheuser-Busch's new eight-story Stock House 17.
 - 1978** – GECO purchases building in Louisville for branch office.
 - 1978** – Chuck Oertli named St. Louis Engineer of the Year.
 - 1979** – Building 8A built on Bent Avenue to accommodate assembly and testing of GISMO's two-piece beverage can production lines; GECO purchases IDI-150 computer, the first CAD unit in the Midwest. (IDI stands for Informational Displays Inc. The system incorporates a fiber optic light pencil that can design two subjects simultaneously and draw a third.)
 - 1979** – Guarantee completes major plant projects for American Can Company and Metal Container Corp. The \$40 million American Can Gateway Plant in Pevely, Mo., was completed 10 months after groundbreaking. American Can Gateway Plant up and running by July 1979.
 - 1979** – Guarantee selected as design-build electrical contractor for Anheuser-Busch World Headquarters. GECO becomes a leader in office technology for electrical contractors, installing a new IBM System 34 computer, replacing the outdated NCR system.
 - 1980** – GECO purchases Bent Avenue Industrial Park from Fred Sr. and Chuck Oertli.
 - 1980** – Guarantee awarded 800,000-square-foot Tract III facility for McDonnell-Douglas McAuto complex, a \$20 million total electrical contract scheduled for completion Dec. 31, 1980. Guarantee also is responsible for all electrical work on the rebuilding of 45 coke ovens at Granite City Steel Co. and handles the electrical for the \$23 million expansion of St. Mary's Health Center.
 - 1981** – GECO moves headquarters to Bent Avenue Industrial Park. Guarantee awarded electrical contract on new \$30 million, 20-story 1010 Market Building.

- 1982** – GECO/GISMO receive the Missouri Governor's New Product Award for new Econo Line two-piece modular line. (Joint effort with Container Technology Corp. Inc. of Denver.) Guarantee assembled the first two-piece Extruded and Ironed (E&I) modular can manufacturing line, known as the Econo-line. The first Econo-line unit was shipped in November for the Mitsubishi Co. to a customer in Venezuela – to be installed by Guarantee in a fruit canning facility, followed by plants in China, Canada, Australia, Turkey and Hong Kong.
- 1982** – Guarantee powers and lights first St. Louis Veiled Prophet (VP) Fair and serves as design-build contractor for the next 15 years.
- 1983** – Guarantee installs the world's newest, most technologically advanced scoreboard at Busch Stadium – Instant Replay '83.
- 1984** – GECO closes Louisville branch office. Guarantee continues work on One City Centre, Interco Corporate Tower and Union Station hotel interiors.
- 1984** – GECO forms Hi-Tech Communications (HTC).
- 1985** – Guarantee projects include the Embassy Suites hotel downtown, the modernization of the A.O. Smith plant in Illinois and the Lever Bros. Plant in St. Louis. GISMO designs and factory assembles cubes with back-to-back toilet tunnels, which are installed at Deaconess Hospital.
- 1986** – Guarantee issues first illustrated holiday card by John Blair.
- 1986** – Guarantee purchases Hi-Tech Communications (HTC) to offer its customers resources for installing, maintaining and repairing all types of telecommunications systems, renames it Sonacom. Maintains Illinois Construction Division in Granite City, Ill., and opens GECO branch office, including Guarantee Industrial Systems West Inc. in Denver, Colo. Guarantee Interiors also installs drywall at new St. Louis Galleria.
- 1987** – Guarantee celebrates 85th Anniversary at VP Fair. Guarantee opens Electrical Contracting Division in St. Peters, Mo.
- 1988** – Guarantee awarded SW Bell Data Center (\$235 million total project). HTC, renamed to Sonacom, expands with acquisition of Rentel Inc. Guarantee awarded its third cathodic protection installation for a local parking garage (process by which electrical cable is installed near the concrete surface in order to stop the corrosion of rebar).
- 1988** – Guarantee installs electrical in A.G. Edwards' new North Corporate Tower.
- 1989** – Rick Oertli purchases Sonacom from Guarantee and moves to West Park Avenue. Guarantee begins work on new Washington University dormitories. Guarantee completes electrical construction on new Federal Records Center Extension at 9700 Page.
- 1991** – Guarantee sells GISMO to a group of investors.
- 1994** – Doug Mertzluft becomes vice president/chief financial officer.
- 1995** – Guarantee helps build new St. Louis County Justice Center and completes new Batman ride at Six Flags. Also completes work on new 74-foot FAA tower at Lambert International.
- 1996** – GECO is recapitalized and a new management team is introduced, including Rick Ledbetter as president and Roger Oertli as executive vice president.

- 1996** – Guarantee launches 24-hour service department and introduces GEM (Guarantee Electrical Maintenance) program.
- 1996** – Guarantee teams with McCarthy to build massive new production facility for MEMC in St. Peters. Guarantee is one of only two contractors to receive the 1996 Anheuser-Busch Safety Award.
- 1996** – Guarantee lands new Enterprise Leasing Office and Northeastern Correctional Facility in Bowling Green. Other prison work includes new Federal Correctional Institutions in Greenville and Pekin, Ill.
- 1997** – Guarantee selected to install all electrical in new \$47 million educational and training facility for McDonnell-Douglas.
- 1997** – Guarantee selected to join BJC team of experts for The Campus Integration Project, a 10-year integration and renovation project that would change the appearance and layout of the area's largest hospital complex – material and contracts representing a more than \$23 million electrical contract.
- 1999** – Fred Sr. passes away; Fred Jr., Chuck Oertli and their families purchase GECO.
- 1999** – Guarantee has record year, surpassing \$100 million in revenues for the first time. That same year, Guarantee receives eight AGC Safety Awards, its third consecutive DBIA Excellence Award, and the 1999 Keystone Project of the Year award.
- 2001** – Rick Oertli sells controlling interest in Sonacom to return to GECO as chief executive officer; GECO implements transition plan with Chuck Oertli as chairman, Rick Oertli as CEO and Roger Oertli as chief operating officer on July 16, 2001.
- 2001** – Guarantee is recognized with Specialty Contractor Project of the Year for Level 3, Inc. of St. Louis Gateway, and is a finalist for the MCI World Com Corporate Center.
- 2001** – Guarantee selected to provide new power distribution controls and instrumentation in 70-year-old TUMS facility, the company's only production facility. Other major projects include Sigma-Aldrich and the new Uncas Whitaker Biomedical Engineering Building at Washington University.
- 2001** – In March, Guarantee begins work on the largest single electrical project in St. Louis history – a \$24 million contract to power more than 1 million square feet of new office, training and data center space for A.G. Edwards. Guarantee nears completion on integration project at BJC North and South Campus, keeping hospitals in operation during construction. Guarantee also completes the new Sheraton hotel downtown and begins work on the new Renaissance Grand.
- 2002** – Guarantee celebrates 100th Anniversary. Guarantee kicks off its centennial year with a Children's Safety Art Fair in January and holds events each month, including a presentation on the 1904 World's Fair by Sue Oertli, an employee softball game at the Gateway Grizzlies' stadium, an employee golf tournament, a St. Louis Cardinals baseball game outing, a foreman's appreciation night and a safety awards program at Harrah's. Sept. 14 is declared Guarantee Electrical

- Company Day by St. Louis City and County to coincide with a gala celebration at the World's Fair Pavilion in Forest Park.
- 2002** – Chuck Oertli receives the Lifetime Achievement Award in the Building the Community Awards, sponsored by the March of Dimes and St. Louis building community.
- 2002** – Guarantee receives a Keystone Award from the Associated General Contractors of St. Louis for its completion of nearly \$13 million of electrical work at the new Ameristar Casino Entertainment Center in St. Charles.
- 2003** – Guarantee is named Electrical Company of the Year in the Thomas & Betts 2002 Signature Awards, recognizing Guarantee for its technical and construction developments as well as community service.
- 2003** – Guarantee provides design-build and power for a number of landmark projects, such as the Renaissance Grand Hotel, St. Charles Criminal Justice Center and St. Louis Mills. Guarantee also begins work on three sections of the MetroLink extensions.
- 2003** – Guarantee acquires Denver-based Kimsey Electrical Contracting, which specializes in commercial and industrial electrical construction, traffic signal and heavy highway work, plant construction and maintenance, and voice/data and fiber optic installations.
- 2004** – Guarantee acquires TEL-Vi Communications, one of the largest independent providers of voice/data/video (VDV) network installation services in the St. Louis area.
- 2004** – Guarantee begins work on several major projects, including Alberici Corp.'s platinum LEED-rated headquarters, the St. Charles Convention Center, Maryland Walk and renovations to Barnes-Jewish Hospital's operating rooms.
- 2005** – Guarantee consolidates its low-voltage services into a single group offering voice and data infrastructure, temperature control, life safety, security and audio-visual services. The group is called GECO Systems.
- 2005** – Guarantee Electrical Contracting of Denver (formerly Kimsey Electrical Contracting) merges with the Denver office of Cache Valley Electric. CVE brings experience in the design, installation and service of high-speed cable and fiber optic cabling for data and voice networks.
- 2005** – Guarantee opens an office in Benicia, Calif., to support growing business with the Valero Oil Refinery and other opportunities.
- 2005** – Guarantee receives a Keystone Award from the Associated General Contractors of St. Louis for the Alberici Constructors headquarters.
- 2006** – In January, Guarantee makes its first contribution to its Employee Stock Ownership Plan, which offers employees ownership in the company.
- 2006** – Guarantee begins work on a hotel and parking garage for Ameristar St. Charles, the renovation of the historic Syndicate Trust building, and a massive renovation and addition to St. Anthony's Medical Center.
- 2006** – Guarantee launches a new electronic newsletter in place of its printed "Current" newsletter.



- 2006** – Guarantee is recognized as a finalist in the AGC Keystone Awards for its work on a campus-wide fire alarm upgrade for Monsanto.
- 2007** – Guarantee receives a Keystone Award from the Associated General Contractors of St. Louis for Lester's Sports Bar & Grill.
- 2008** – Guarantee expands its health care resume with construction of St. Clare Medical Center and Alton Memorial Hospital and new tower additions at St. John's Mercy Medical Center and St. Anthony's Medical Center.
- 2008** – Guarantee and White Electrical are honored with the Joint Venture Award by the Federated Electrical Contractors (FEC) for two new concourses at the Jacksonville International Airport.
- 2009** – Guarantee achieves record revenue of 180 million dollars, and the ESOP attains status as the largest single shareholder. Gary Neal is elected Chairman.