

# LaborChart Automates Labor Transfers For Guarantee Electrical

**COMPANY  
NAME:**

Guarantee Electrical

**LOCATION:**

St. Louis,  
Missouri

**COMPANY TYPE:**  
Electrical Contractor

**PREVIOUS  
WORKFORCE  
MANAGEMENT  
TOOL:**

Spreadsheets,  
Magnetic boards

**# OF  
EMPLOYEES:**  
1000+


## THE PROBLEM

Guarantee Electrical was searching for a complete solution to manage labor transfers and align project oversight at six branches across four states.

The St. Louis-based electrical contractor, with more than 120 years of experience, had moved from large magnetic boards to Excel spreadsheets to try and collect data about the size of its crews and the projects each could handle. But every branch had its own set of spreadsheets and the information proved difficult to examine collectively and update.

"Finding information was antiquated and complicated with Excel," Dave Gralike, President, says. "We needed a way to be more consistent across branches."

Gralike, a former manpower coordinator, knew the value of getting the right information to the right people at the right time. So, he asked his peers how they tracked labor. The answer? LaborChart.

“ LaborChart was the first software that solved every issue for us. ”  
- Dave Gralike, President



## THE SOLUTION

Guarantee found consistency by making manual processes automatic with LaborChart to ensure that everybody was working with the same information and updates to the labor pool occurred in real-time.

### Viewpoint Integration

Guarantee integrated LaborChart with Viewpoint to eliminate manual data entry and pull in information about employee's work history, certifications and project experience.

"When we're running 1,000 people, it was very difficult with Excel to find somebody that has worked on a particular project or has a particular certification," Gralike says. "With LaborChart, we can go to one place and that information is just a couple clicks away."

## Automate Transfers

LaborChart's messaging feature was an important part of remaking Guarantee's process for labor transfers. With 30 people moving between project sites every day, Guarantee could immediately inform all the people involved by simply sending a text message simultaneously to the person moving, as well the superintendents gaining and losing that person.

"There's no more trying to call and leave a voicemail," Gralike says. "Everything is automated. LaborChart has made us a better company."

## THE RESULTS

LaborChart enables Guarantee to quickly and correctly understand exactly what its workforce and customers need on individual projects and within the landscape of the company's overall goals.

### Stronger Connections

Guarantee has a clearer picture of its workforce. And Gralike appreciates that he can visit branches or project sites and have a mobile reference with pictures of employees, so he can address each person he interacts with by name.

"The people most important to us are the [people] out there bending conduit," Gralike says. "And now they know we see what they're doing."

### Stronger Bids

Guarantee uses LaborChart to gather information that strengthens new project bids. The information available helps them understand the certifications of the available labor pool and compare it to the current and future workload.

"We can put together a very powerful proposal with an extensive resume of work and project specific experience," Vice President Market Strategies, Nick Arb, says.

With LaborChart, Guarantee has confidence that it can deliver on its promise to customers while effectively managing all of the projects in the pipeline.

“Regardless of what size company you are or whether you’re a specialty or general contractor, this software works and this software will make your company better.”

- Dave Gralike, President



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Guarantee Electrical was founded more than a century ago to electrify the St. Louis World's Fair. Guarantee is still headquartered in St. Louis; but now the employee-owned contractor has offices and works on electrical projects throughout Missouri, Illinois, Colorado and California.

## CONTACT US

See what LaborChart can do for your company. Want to learn more? Contact us for a demo.

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