Solid incremental growth for over two decades while weathering and surviving recessions, outliving competitors, vendors, and at times - customers, is a testament to the staying power of any organization built upon a solid foundation and sound principles.

Our business philosophy is simple yet powerful. Don't spend money you don't have, keep your word at all cost, deliver what you promised, always proceed in an ethical manner, and never compromise your integrity.

Join our vendor pool and become a business partner.

## Gruber Technical Inc. Banking Information

| Primary Bank | Contact | Account Type |
|---|---|---|
| JP Morgan Chase Bank<br>2430 W. Happy Valley Rd.<br>Phoenix, AZ 85085 USA | Chad Hunter<br>Relationship Manager<br>623-337-9963 | Control Account<br>622230725 |

## Tax Information

| Federal ID Number | Tax License Numbers | |
|---|---|---|
| 86-1001733 | 07620864-Y - Arizona<br>001-TX-1002418909-001 - Nevada | 00010143 - Phoenix<br>2000484-346 - Clark County |

## Dun and Bradstreet

| Account | Rating |
|---|---|
| 04-009-5882 | 1A2 |

## Vendor References

| Eaton/Powerware | Schneider Electric Inc. | Leoch Battery Corporation |
|---|---|---|
| 8609 Six Forks Rd.<br>Raleigh, NC 27615<br>Main: 800-356-5794<br>Fax: 800-228-1899 | 132 Fairgrounds Rd.<br>West Kingston, RI 02892<br>Main: 401-789-5735<br>Fax: 401-788-2796 | 19751 Descartes<br>Foothills Ranch, CA 92610<br>Main: 949-588-5853<br>Fax: 949-588-5966 |

## Miscellaneous Information

### Annual Sales Volume

| | | | |
|---|---|---|---|
| 2007 | $20.8M | 2012 | $22.6M |
| 2008 | $22.1M | 2013 | $23.7M |
| 2009 | $18.5M | 2014 | $21.3M |
| 2010 | $20.8M | 2015 | $19.9M |
| 2011 | $21.8M | 2016 | $21.8M |

### Principals

| | |
|---|---|
| Pete Gruber | President/CEO |
| Mark Schaeffner | Secretary/CFO |

### Activities

Data Center Design & Construction
Structured Cabling Services
Service, Installation & Relocation
Engineering Services
Access Flooring