



November 30, 2021

Greystone Energy Systems Inc & COVID-19 - A Message to our Customers - #11

Dear Valued Customer,

During my last update I mentioned that we were continuing to manage through the global shortages and supply chain challenges. This continues to be the case. Our team is working hard to ensure our continued ability to deliver to you, our customers.

The friction in the supply chain continues to be very real. In addition to the premiums that are being charged for electronic components availability continues to be a challenge. We have been sourcing these materials from alternative vendors, often at an additional premium, to maintain our ability to supply. And I am extremely proud of how our team has maintained our ability to support our customers as we navigate this unprecedented period.

In addition, the logistics challenges associated with securing material are well documented. Whether it is container log jams at the major ports around the world or natural disasters disrupting rail and truck traffic there are times when we seem to be living in a perfect storm.

We appreciate your flexibility as your sales team may propose alternates for your preferred product. This is to ensure that despite the continued challenges that we can continue to be able to supply the complete product line.

We have been trying to limit the impact of these challenges on our pricing. However, effective on January 1st, 2022, we will be implementing a modest price increase of 5%. This will be reflected in our price lists.

We have been very fortunate in these difficult times and we appreciate your continued support. We will continue to try and limit the impact of the ongoing supply chain issues to your businesses and provide as much notice of any customer facing impact as possible.

We wish you, your families and your employees continued good health during these challenging circumstances.

Best regards,



Robin Drummond
President & CEO