



**GREYSTONE**  
ENERGY SYSTEMS INC



## ABOUT US

Greystone Energy Systems Inc. is internationally recognized as one of the largest ISO registered manufacturers of HVAC sensors and transmitters for Building Automation Management Systems. Through leading-edge design technology, prompt technical support, a commitment to providing our customers the highest level of service, and over 30 years of experience designing, manufacturing and supplying HVAC sensors and transmitters, we are proud to have established a worldwide reputation as an industry leader.

### OUR MISSION

We are a global family engaged in socially responsible and inclusive operations worldwide. As a provider of high quality sensing and measuring devices to the HVAC industry, we are committed to providing competitively positioned products of superior quality with the following objectives:

- Our customers receive superior value.
- Our employees and business partners share in our success.
- Our shareholders receive a superior return on their investment.

### OUR VISION

To be the premier independent global supplier of high quality sensing and measuring devices to the HVAC industry. This vision is realized through our dedication to:

- Providing exemplary service to our customers.
- Adhering to strict quality standards.
- Our ongoing quest to advance the state of the industry through R&D.
- The genuine pride we take in our work.

## OUR LEADERSHIP

Over the past twenty-five years, Greystone has experienced continuous growth. An integral part of our growth strategy was to develop both a strong management team and business advisory group; tasked with advancing sales growth, and supporting and fostering a value-based organization that is committed to its mission statement and vision to become the premier independent global supplier of high quality sensing and measuring devices for our industry.

The Greystone management team has been strategically built with some of the most talented and experienced manufacturing professionals. Our organization recognizes the value of diversified experience, and it is reflected within our leadership. Several of our team members have been with Greystone for over 20 years, allowing them to contribute an immense amount of industry and Greystone knowledge; while our newer team members bring decades of senior level management experience in manufacturing and international business along with extensive educational backgrounds.

## INDUSTRIES & CUSTOMERS

Greystone Energy Systems is proud to be a leading supplier of quality assured and approved sensors and transmitters for the HVAC/R industry. With a robust, competitively priced product line and superior technological competence, customers benefit on both price and performance.

Our customers' satisfaction and successes are our successes, so we strive to deliver devices that enhance the end user's ability to monitor and control equipment and environments with peace of mind. Whether it is a controls contractor for building automation jobs or an OEM seeking devices that enhance their own equipment's functionality, our sales team are at the ready to deliver high quality products that fulfill our customer's specific project requirements.

### Typical installations of our HVAC sensors and transmitters.

- Commercial Buildings
- Hospitals
- Refrigeration
- Pharmaceuticals
- Green Houses
- Parking Garages
- Educational Institutes
- Sports Venues
- Data Centers
- Airport Terminals
- Manufacturing Facilities
- Correctional Facilities

We value our customer's experience and our sales team is committed to providing second to none customer service. Since its inception, Greystone's leadership has had a global focus on growth, expanding into the United States in 1987, into South East Asia in 1989, and further expanding into the Middle East in 1998. Most recently our market expansion has focused on South and Central America. With this global vision and representatives in nine global locations, including offices in Canada, United States, United Arab Emirates, India, Singapore, and Malaysia, customers can be assured our sales team's years of combined industry experience and market knowledge will deliver the service, care and knowledge they deserve.

## INTERNATIONAL GREYSTONE

### Head Office & Manufacturing

Moncton, New Brunswick, Canada

### North America Sales Offices

Toronto, Ontario, Canada

Sherwood, Oregon, US

Avon, Indiana, US

Somerset, Pennsylvania, US

### International Sales Offices

Bangalore, India

New Delhi, India

Mumbai, India

Dubai, United Arabs Emirates

Peninsula Plaza, Singapore

Kuala Lumpur, Malaysia



# OUR PRODUCTS

For over 30 years, Greystone Energy Systems has manufactured HVAC sensors and transmitters for building and energy management systems. Our expertise with sensory type devices and custom design engineering capability has complimented many original equipment manufacturers for building automation and direct digital control. Distributors, contractors, and facility engineers have trust in the Greystone brand delivering high quality, competitively priced products to their commercial and light industrial projects.



## TEMPERATURE

Properly regulate temperature for optimum comfort, building preservation and equipment longevity.



## HUMIDITY & DEWPOINT

Protect building structures, contents and processes by accurately monitoring and controlling humidity.



## PRESSURE

Monitor, maintain and control the movement of air and liquid pressure for HVAC systems.



## AIR & GAS

Air quality detection for VOC's, Carbon Monoxide, Carbon Dioxide, Nitrogen Dioxide for health and safety.



## AIR FLOW

Measured to insure ANSI/ASHRAE Standards are adhered to and to determine Indoor Air Climate.



## CURRENT

Status indication for various motorized equipment as well as feedback for maintenance requirements.



## NETWORKING

BACnet® and Modbus communication protocols monitoring multiple points for system notification.



## SIGNAL INTERFACES

Perfect for retrofits, equipment changes, where one signal exists but another signal is required or desired.



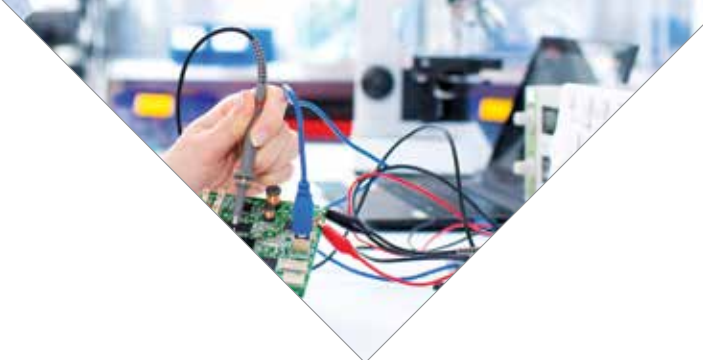
**ACCURACY BY DESIGN**

Products for the HVAC Professional





# GREYSTONE QUALITY



We have conscientiously established a reputation as a manufacturer dedicated to maintaining an exemplary adherence to Quality Management Standards. As an ISO registered manufacturer with ISO9001-2015 certification, we are able to meet stringent quality standards throughout our organization, and demand the same from our suppliers.

To achieve registration, we have implemented a comprehensive quality management system, and are audited annually by an independent outside agency. This certification system provides tangible evidence of product reliability and conformity with our customers' requirements. Our design engineers are continually providing advanced technological solutions to meet and exceed today's HVAC challenges. They are constantly researching industry changes to provide inspiration for new product innovation. They also work closely with our customers' engineering and sales departments to assist them in developing leading-edge products.

## QUALITY AS A COMPETITIVE ADVANTAGE



Driven by an effective quality management system that uses qualitative and quantitative techniques to reduce the variation throughout our processes, we are continually evaluating and improving our processes and controls to ensure high quality products that fulfill our customers' requirements. Through our continued focus on improving quality, we have reduced customer defect levels to less than 0.33%; levels considered to be well above industry average.

\*GREYSTONE  
3,300 dpmo

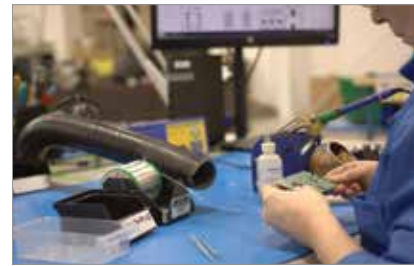
SIGMA	DEFECT RATE	PERCENTAGE	QUALITY STANDARDS
6	3.44 dpmo	0.001%	World-Class
5	233 dpmo	0.023%	World-Class
4	6,210 dpmo	0.62%	High Quality
3	66,811 dpmo	6.68%	Industry Average
2	308,770 dpmo	30.87%	Industry Average
1	690,000 dpmo	69.77%	Noncompetitive

\* Based on most recent 2017 data.

## OUR FACILITY

Greystone's production and operational headquarters (NB, Canada) expanded again in 2016; more than doubling the facility to approx. 4000 m<sup>2</sup> (42,000 sf). Additional investments in infrastructure, technology and employee training have increased production capacity and order fulfillment capability, improved product quality and further reduced customer order lead-times. Further, our commitment to LEAN operating principles and a continuous improvement philosophy has led to numerous improvements across the business.

At Greystone, we take great pride in our people, products and manufacturing process. With in-house design engineering resources and SMT/PCB manufacturing capability, we are meeting increased demand for our existing products while supporting robust new product initiatives. With our dedicated and highly skilled workforce we are well positioned to service our growing worldwide list of customers.



## LEAN MANUFACTURING



### PEOPLE

Experienced, knowledgeable, educated, skilled and long serving workforce, combined with ongoing technical skills and professional development training initiatives. Team is adaptive and responsive to changing needs, new opportunities and growth initiatives.



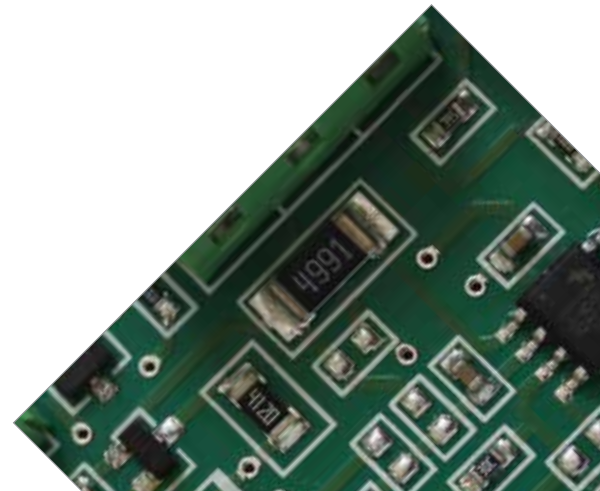
### TECHNOLOGY

Modernized production processes, equipment and work environment. Investments in training and equipment are improving product quality and reducing operational risk.



### PROCESSES

Committed to the principles of LEAN, continuous improvement and the pursuit of operational excellence. Keenly focused on the standardization of processes, the reduction of waste, high quality products and delivering superior customer value.





**World class buildings  
that have Greystone products.**

1. Burj Khalifa  
Dubai, UAE
2. Pearson International Airport  
Toronto, ON Canada
3. One World Trade Center  
New York City NY, USA
4. Ng Teng Fong General Hospital  
Singapore
5. Galaxy Macau Hotel  
Macau, China
6. Delhi Metro  
Delhi, India
7. Barangaroo Skyscrapers  
Sydney, Australia



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