



October 1, 2023

Price Increase Letter

Dear Valued Customer,

It has been a while since Greystone's last update. Since then, we are proud to have launched our new Total Indoor Air Quality Monitor. The IAQ monitors up to 6 parameters that include Particulate Matter (PM1.0, PM2.5, PM4.0 & PM10), Volatile Organic Compounds, Carbon Dioxide, Formaldehyde, Humidity & Temperature. Featuring field replaceable sensor modules, a configurable full-color capacitive touch screen LCD, and an alarm relay output, in a new modern, quick mount enclosure.

We are still experiencing challenges within our supply chain such most notably, cost increases and material shortages. To mitigate these increases, we are continuing to expand our options for many components, and despite our best efforts these changes often results in an increased cost. These increases can come from the alternate components or the additional manufacturing costs associated with re-engineering and re-testing products already in production.

While we have done our best to limit the impact of these increases, we find it necessary, to implement an average list price increase of 5.5% effective January 1st, 2023.

We appreciate your business, and we are doing our best to limit these increased costs and provide as much notice as possible the impact of any increases we most pass along.

Your continued flexibility and willingness to accept alternates for your preferred product is helpful and helps to ensure our ability to supply the complete product line in a timely manner.

Best regards,

Robin Drummond
President & CEO