

Kontrol Energy CEO on solving waste inefficiencies plaguing the \$200B annual energy industry

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“We are dealing with some of the largest industrial energy users, some of the largest building owners. The industry that we are serving is about \$200 billion annual energy industry. About 30% of that energy is wasted due to inefficiencies. That is about \$60 billion annual industry that is growing at about twice the pace of inflation.” States Paul Ghezzi, CEO of [Kontrol Energy Corp.](#) (CSE: KNR), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

Tracy Weslosky: Paul, I love the Kontrol Energy story. This story makes sense to me. Can you just introduce some of the InvestorIntel audience that may not know who you are to what Kontrol Energy is please?

Paul Ghezzi: Sure. Kontrol Energy is an energy technology company in the IoT, cloud and blockchain space and we are solving one of the largest energy challenges for North America

Tracy Weslosky: Okay. I find this fascinating. I know our audience would love to hear a refreshing change of pace, no offense to our cannabis friends, on what this can do to actually solve some big cleantech, greentech issues on our planet. Can you just kind of give us an overview about who your clients are because you are basically a new company for all intents and purposes?

Paul Ghezzi: Yes. We are dealing with some of the largest industrial energy users, some of the largest building owners. The industry that we are serving is about a \$200 billion dollar annual energy industry. About 30% of that energy is wasted due to inefficiencies. That is about a \$60 billion dollar annual industry that is growing at about twice the pace of inflation.

Tracy Weslosky: Okay. I am going to back up. How old is Kontrol Energy? I mean, you are relatively new and you are picking up these Fortune 500 companies. Give us a timeline please.

Paul Ghezzi: Sure. Kontrol is about 3 years old now. 2015 was the private entry into the market. 2016 we went public on the CSE. We have been trading for about 2 years now. We have done a couple of nice acquisitions in a vertical integration strategy. Our revenues growth has been off the charts and we expect that to continue.

Tracy Weslosky: Can you tell us what off the charts mean? I see you are ranked number 7 in the 2018 Start Up 50. What kind of revenue numbers are we actually talking about Paul?

Paul Ghezzi: We entered 2016 with about \$400,000 in revenue. We finished at about \$1.9 million. Last year was about \$6.9. This year we are on track for about \$10.5. We expect next year to be close to \$30 million. The growth has been phenomenal. We are very pleased. That is something that we are driving towards, faster growth on a very nice share structure.

Tracy Weslosky: Paul, what percentage of your clients are American and what percentage are Canadian presently?

Paul Ghezzi: Currently we are running at about 80% Canadian, 20% U.S. We expect that to shift to about 60/40 over the next 2 years. The U.S. is a natural market for us in terms of energy

consumption being 10 times bigger than Canada..to access the complete interview, [click here](#)

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Prophecy's Oosterman on being the only U.S. player for vanadium supply

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June 26, 2018 – “China controls about 56% of the vanadium in the world. The other two big players are Russia and South Africa. As a result, of course, it has been deemed as a strategic metal. The United States, for example, imports about 99% of its vanadium. It is a key metal in construction. It is a key metal in the aerospace industry. Really this is where our project is poised to basically be the only player in the United States for vanadium supply.” states Danniell Oosterman, Vice President of Exploration at [Prophecy Development Corp.](#) (TSX: PCY | OTCQX: PRPCF), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

Tracy Weslosky: Vanadium is one of those critical materials with regards to a lot of sustainability issues that are currently happening today that very few people understand. Would you mind giving us kind of an introduction to vanadium?

Danniell Oosterman: Vanadium, even though it is not widely known about, it is widely used and widely applied in a number of

applications. The principle application is actually steel. 92% of vanadium used in the world is used in steel. A small percentage added to steel actually doubles the strength and lightens it by 30%. As such it is ideal for, not only, rebar in construction and steel for skyscraper and such, but actually it is very useful in the aerospace industry as well.

Tracy Weslosky: Of course, we cannot forget the electric vehicles and the battery storage sector.

Danniel Oosterman: The battery space is a growing space, lots of excitement. You have a lot of big players, key players, like Robert Friedland, now are paying attention to it. That really puts us in a position where we with our project may be able to access every single one of these aspects, aerospace, chemical industry, steel industry, with our project in Nevada.

Tracy Weslosky: Respectfully, to Robert Friedland, which we all know in the resource sector, we have major players, mainstream players, like Elon Musk, that are drawing attention to the requirements for vanadium in their batteries. Give us a little bit of an overview of vanadium. We know that the Chinese control 90% of the rare earth and 80% of the graphite. What do the Chinese control of vanadium?

Danniel Oosterman: Well, Tracy, China controls about 56% of the vanadium in the world. The other two big players are Russia and South Africa. As a result, of course, it has been deemed as a strategic metal. The United States, for example, imports about 99% of its vanadium. It is a key metal in construction. It is a key metal in the aerospace industry. Really this is where our project is poised to basically be the only player in the United States for vanadium supply for the United States. That really just puts our project in an advanced position. If you look at the political landscape in the United States, with Donald Trump

deregulating a lot of things, he recognizes a lot of strategic value of certain metals. Principle of that, and we have had discussions with the Federal government in the United States regarding this, our project in particular is a high priority project because vanadium is considered one of these critical metals in the strategic sense that Trump has raised concern. As such we will essentially anticipate that we would move to the front of the queue in terms of our project going ahead and eventually put it into production...to access the complete interview, [click here](#)

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