

Certain Crystalline Silicon Photovoltaic Products from China and Taiwan

Inv. Nos. 701-TA-511 and 731-TA-1246-1247 (Final)

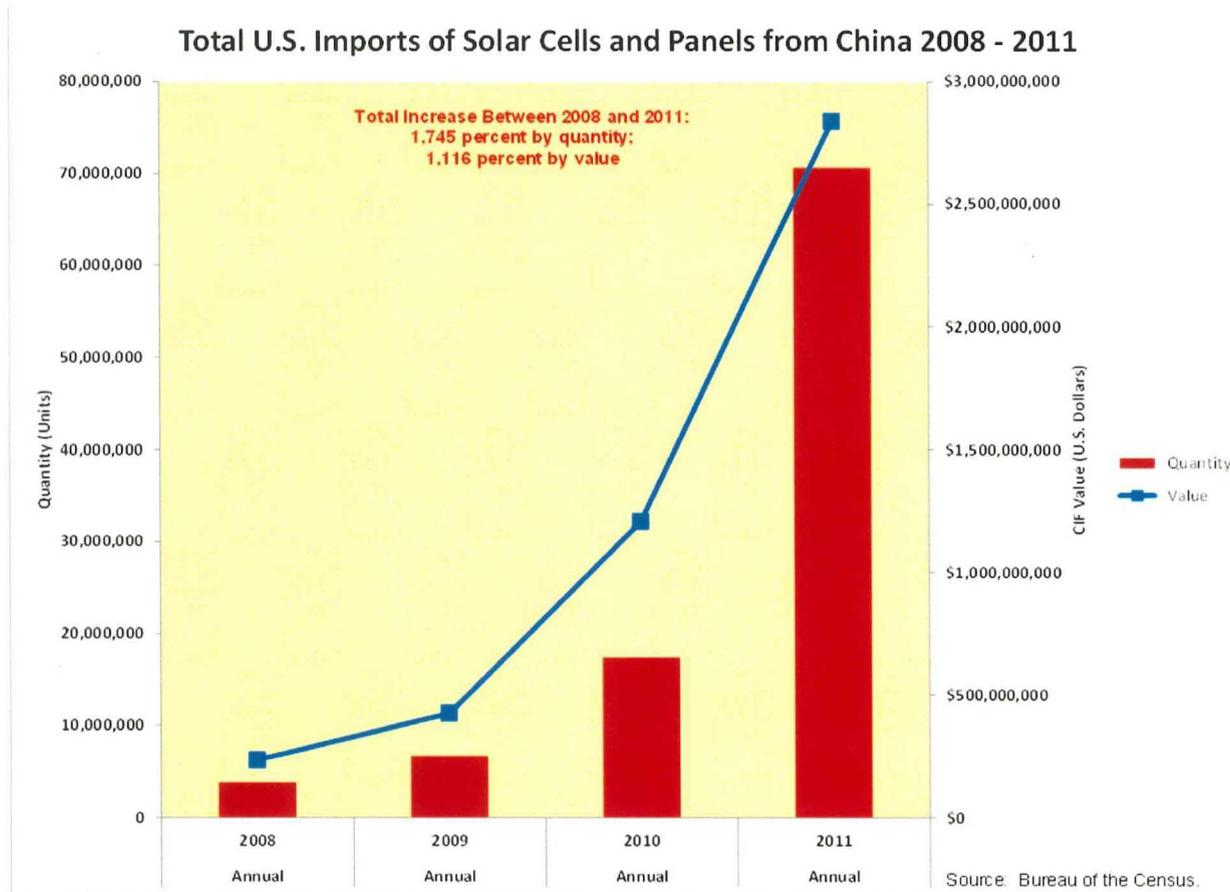
Hearing

December 8, 2014

Presentation on Behalf of Petitioner

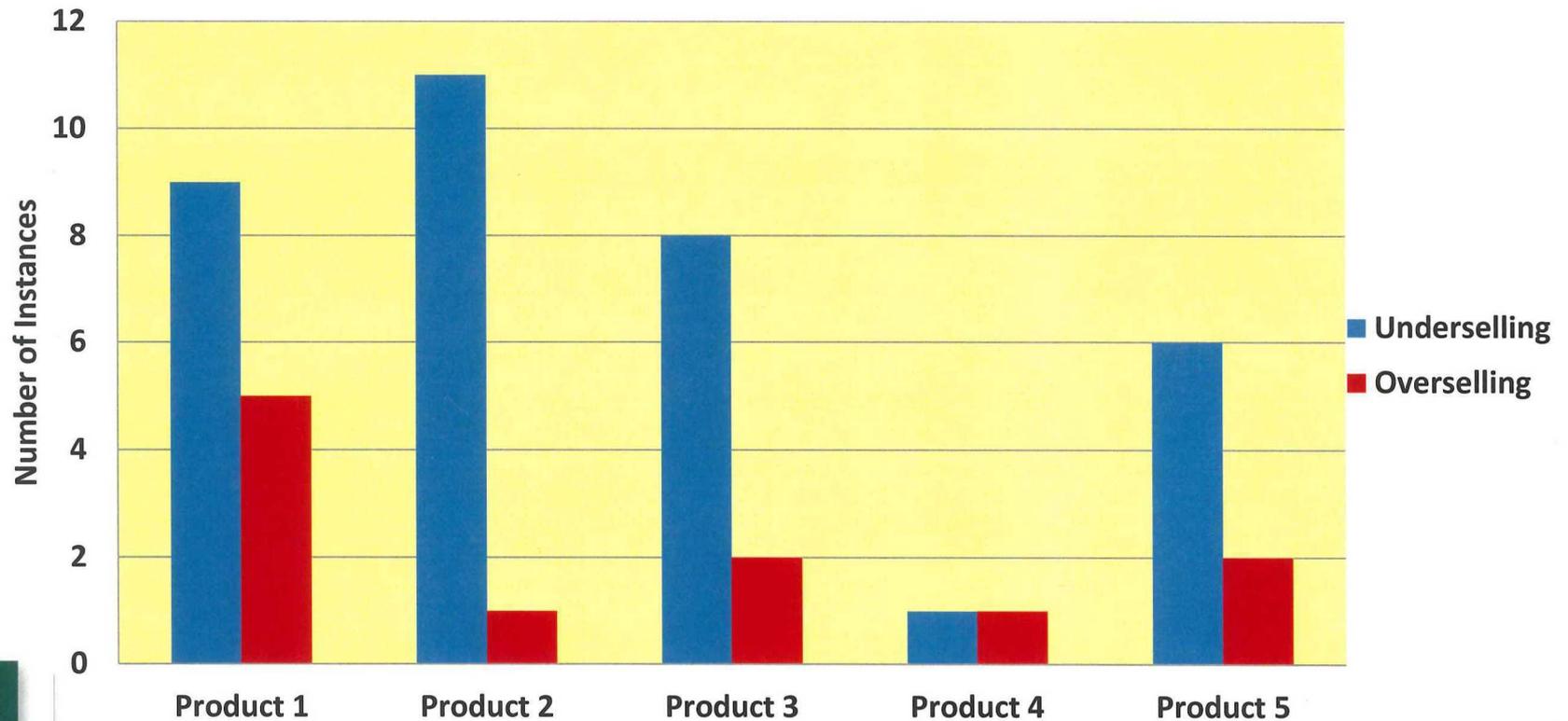
CSPV Cells and Modules from China *(2011-2012 Investigation)*

Subject Imports Increased by Over 1000%



CSPV Cells and Modules from China *(2011-2012 Investigation)*

Underselling Was Pervasive and Significant



CSPV Cells and Modules from China

(2011-2012 Investigation)

Numerous U.S. Producers Shuttered Facilities and/or Declared Bankruptcy

Action	Company	Facility	Date	Jobs Lost
<u>Shutdowns:</u>				
	Schott Solar	Billerica, MA	July-09	225
	Evergreen Solar	Devens, MA	Mar-11	800
	SpectraWatt	Fishkill, NY	Apr-11	117
	SolarWorld	Camarillo, CA	Sep-11	186
	Solon Corp	Tucson, AZ	Oct-11	65
	BP Solar	Frederick, MD	Mar-12	320
	Transform Solar	Nampa, ID	May-12	250
	Siliken	Windsor, CA	May-12	110
	Company Total			2,073

CSPV Cells and Modules from China

(2011-2012 Investigation)

The Commission made a unanimous affirmative material injury finding:

- **Capacity:** “subject producers in China had substantial capacity and substantial unused capacity throughout the POI, and they continued to increase their capacity and unused capacity throughout this time.”
- **Market Share:** “Most of subject imports’ increase in market share came at the domestic industry’s expense”
- **Volume:** Subject imports “maintained... a substantial and growing presence in the U.S.”
- **Underselling:** “subject imports of both lower- and higher-wattage products pervasively undersold the domestic like product at wide margins in sales to all segments... The substantial and increasing volume of low-priced subject imports... prevented the domestic industry from pricing the domestic like product at levels that would permit it to recover its costs”
- **Impact:** “subject imports had a significant adverse impact on the domestic industry during the POI... {T}he domestic industry’s financial performance was very poor and deteriorating because of the significant volume and adverse price effects of subject imports”

CSPV Cells and Modules from China (2011-2012 Investigation)

China's unfair trade practices culminated in the imposition of AD and CVD duties at margins ranging from 30 to 250 percent.

Notwithstanding these significant margins, U.S. imports of solar cells and modules from China and Taiwan have continued to increase substantially, depressing prices and severely injuring the domestic industry.

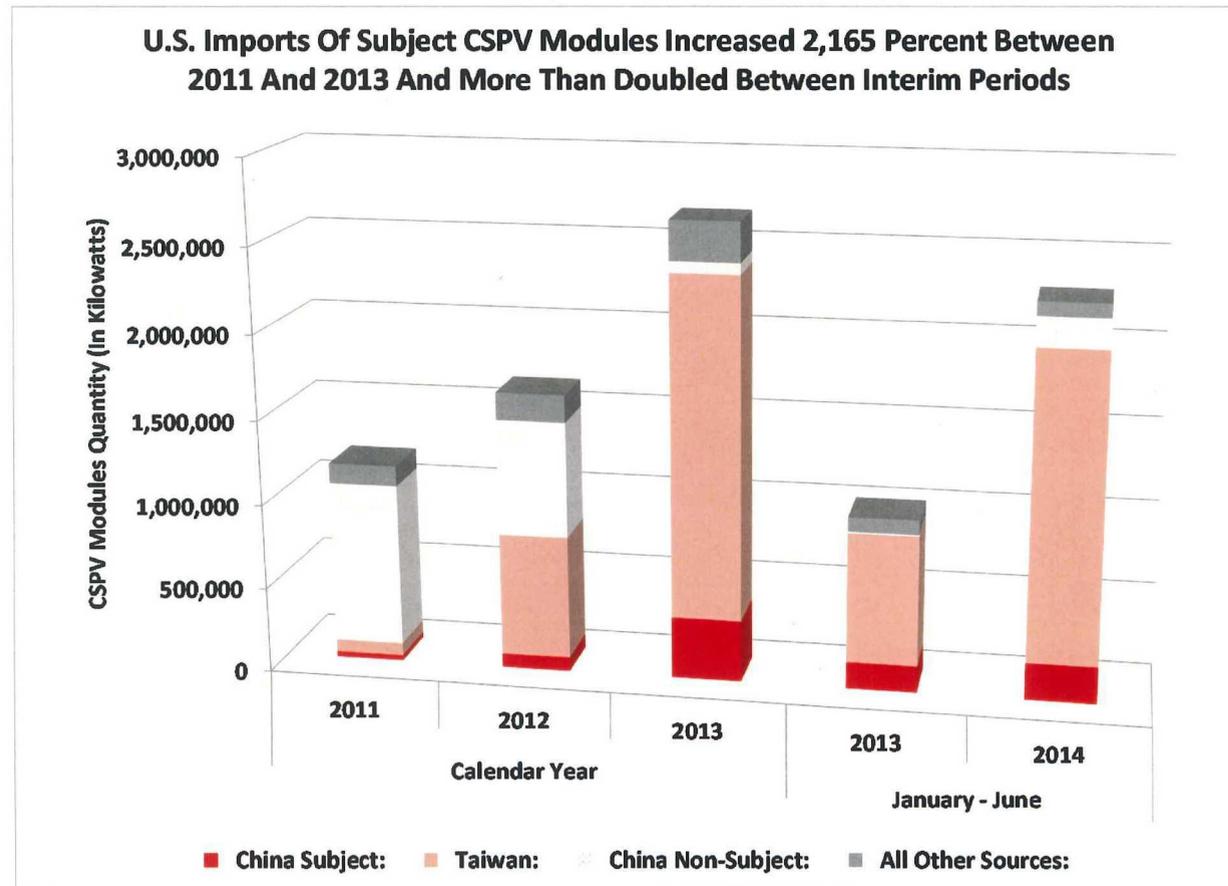
Evasion of Orders on CSPV Cells and Modules from China

Even before preliminary duties were imposed, Chinese and Taiwanese producers changed their production models to avoid paying duties:

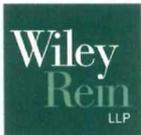
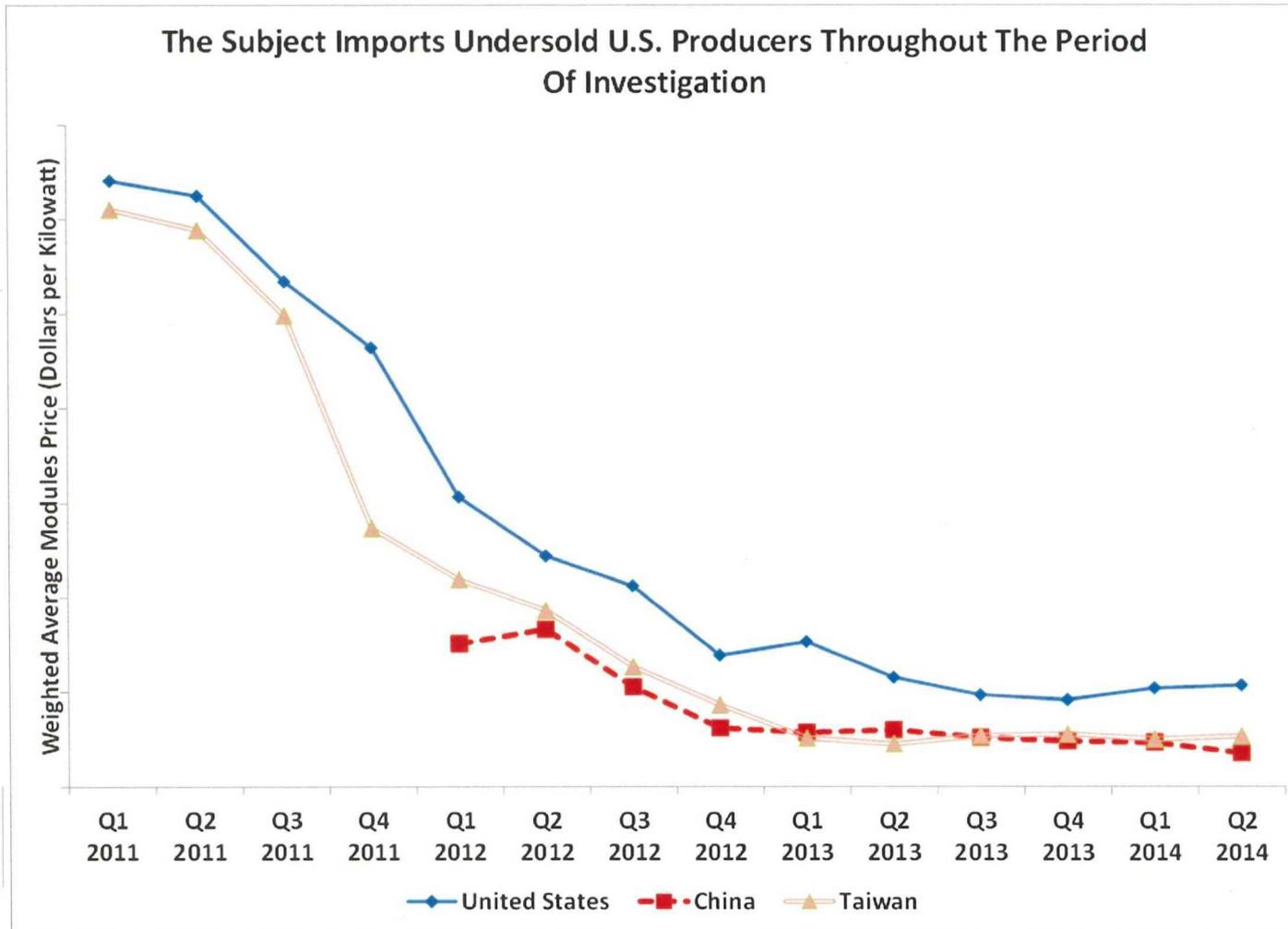
- **Grape Solar**: In Nov. 2011, the president of the U.S. importer “said that Chinese manufacturers wanted to keep wafer production in China, but were making plans to ship wafers to Taiwan or South Korea for conversion into solar cells, as one way to potentially avoid any new tariffs...”
- **Trina Solar**: an executive acknowledged that “{g}oing forward... we’re looking at alternatives that wouldn't be subject to those duties.” In June 2012, the President of Trina Solar Europe acknowledged that “modules that we're shipping now to the U.S. have solar cells that are made from outside of China and so in that sense we’re not so affected by {the tariffs}.”
- **Suntech**: In May 2012, an analyst stated that it “will experience no further impact”; Suntech is “sourcing all cells outside of China going forward for all {its} U.S. shipments, so {it has} no exposure to tariffs.”
- **Canadian Solar**: According to its CFO: “Now all U.S.-bound modules would be made with... slightly more expensive Taiwanese cells to avoid the tariff.”

According to CCCME’s Secretary-General, “70 percent of the companies that export to the US market are now using Taiwan-manufactured solar cells” -- *Solar firms face "total eclipse" in the US* (Jan. 8, 2014)

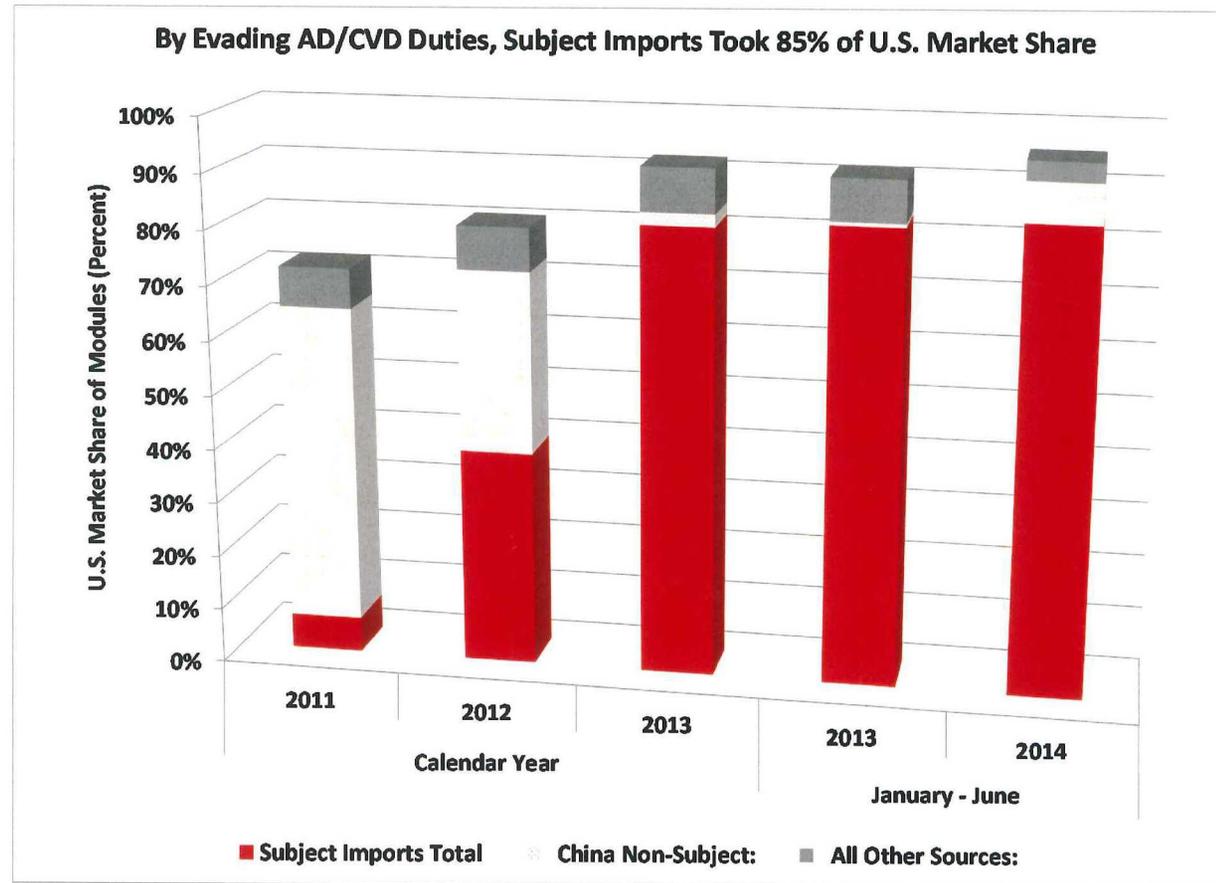
Chinese Producers Used Taiwanese Cells to Continue to Target the U.S. Market



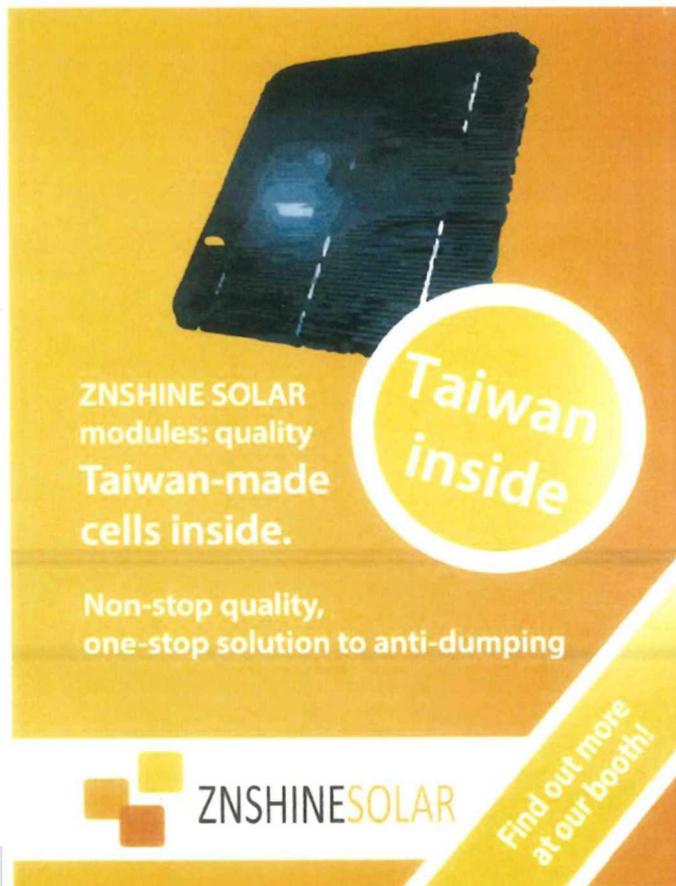
Subject Imports Undersold the Domestic Like Product



By Underselling U.S. Product, Subject Imports Took Significant Market Share



Subject Producers Have Continued to Offer Unfairly Traded Prices



ZNSHINE SOLAR modules: quality Taiwan-made cells inside.

Non-stop quality, one-stop solution to anti-dumping

Taiwan inside

ZNSHINESOLAR

Find out more at our booth!

Solar Express USA

Jinko Special

ONLY 181 PANELS LEFT

.59/watt for all 181

Jinko 235 watt poly

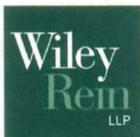
Jinko

Please call 205-593-4726 to ensure product is currently in stock and not sold out, ready for shipping. Prices are subject to change without notice. Typo errors are possible, therefore, Solar Express will not be held responsible in the event an error occurs in this promotional content.

For More Information on a Product or to Place an Order call:

205 -593 -4726

Email : sales@solarexpress-usa.com



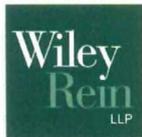
Subject Producers Have Continued to Offer Unfairly Traded Prices



**ONLY 170 PANELS
REMAINING**
Another Price Drop
Lightway 230 Poly
.60/watt takes ALL



Model ID LW-230P1640*990
 Manufacture Lightway



Pre Tariff - 20MW
Just Released, Going Fast
 Containers Only, call for pricing 500kW+



Topoint
 Container Orders Only, Bridgeton, NJ

All Panels **\$0.60/w**

Type/Wattage	Pcs/Skid	# of Skid	Pcs. not in Skids	# Total Pcs.
185w - Mono	52	9	127	595
190w - Mono	66	643	545	42983
190w - Mono	52	169	0	8788
240w - Mono	48	25	24	1224
245w - Mono	48	21	17	1025
220w - Poly	40	11	376	816
220w - Poly	52	95	0	4940
225w - Poly	52	455	106	23766
225w - Poly	40	251	0	10040
230w - Poly	52	0	263	263
235w - Poly	0	0	1	1

Subject Producers Have Continued to Offer Unfairly Traded Prices

Solar Price Quotes Received in 2014:

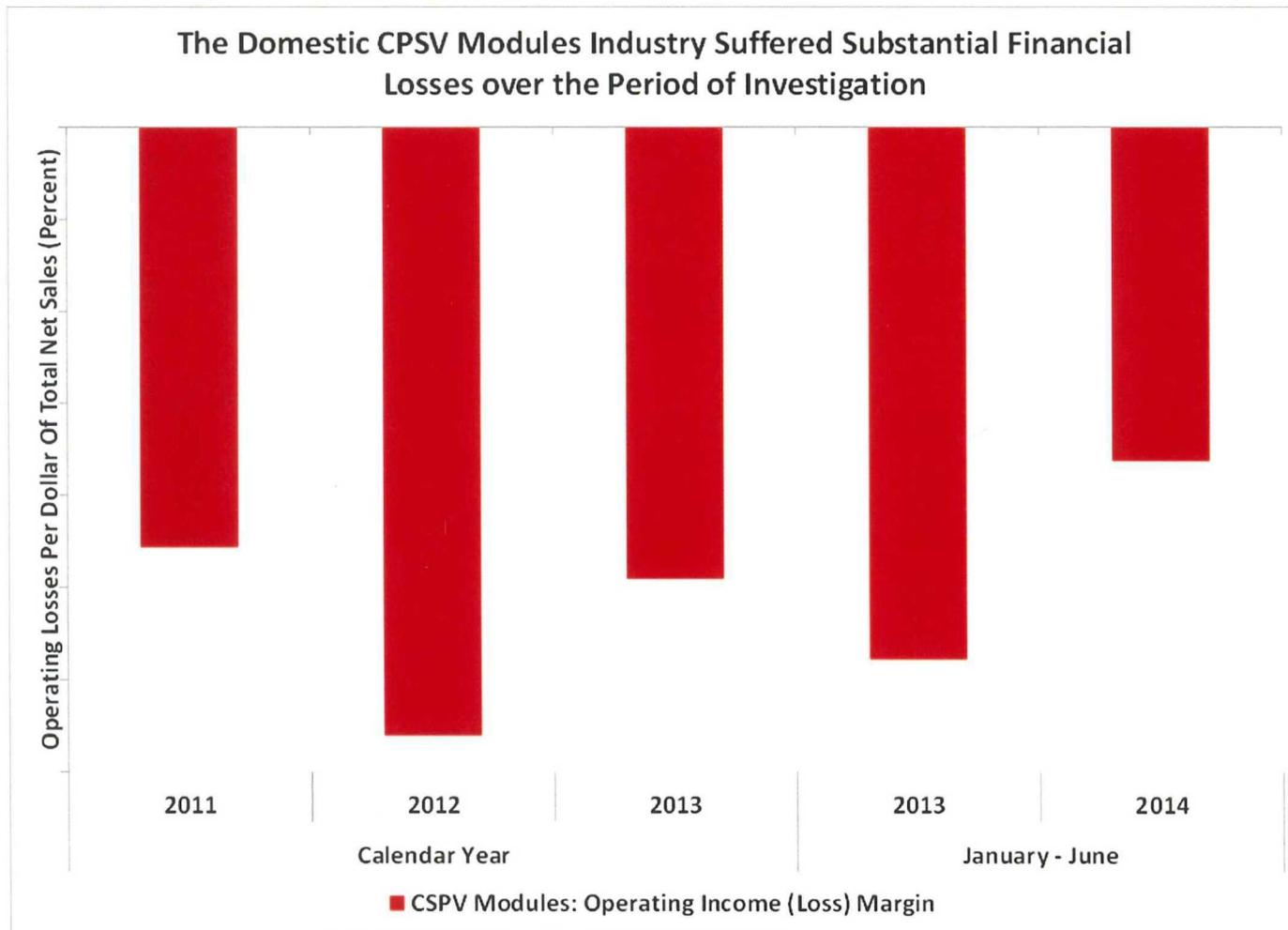
- Chinaland 250W \$0.59W
- Suntech 250W \$0.53W
- GCL 240W \$0.64W
- LDK 290W \$0.615W
- Topoint 225W \$0.58W
- Topoint 280W \$0.60W

U.S. Producers Have Continued to Suffer Shutdowns and Layoffs

Since Orders Were Imposed in *CSPV Cells from China*:

- In January 2013, Siliken Manufacturing USA and Siliken USA filed for bankruptcy, citing “continued downward price pressures for PV solar energy products.”
- Wisconsin’s Helios Solar Works suspended operations at its 50-MW capacity c-Si solar panel factory in Menomonee Valley, WI and filed for receivership in September 2013, stating that it was “among a dozen U.S. solar manufacturers forced to downsize because of unfair Chinese trade practices.”
- In March and April 2014, Sharp Corporation shut down module production at its Memphis, TN factory, laying off over 300 employees

The U.S. Industry Was Unable to Make a Profit During the POI



The Impact on the Domestic Industry Has Been Severe

From 2011 – 2013, U.S. module producers suffered:

- Reduced capacity
- Reduced production
- Reduced capacity utilization
- Reduced workers, hours, production
- Reduced research & development expenditures
- Reduced capital investments
- Reduced U.S. shipments
- Reduced market share
- Continued operating losses