

U.S. International Trade Commission
Inv. No. TA-201-75
Remedy Hearing Testimony

DuPont – Pete Alyanakian
October 3, 2017

Thank you for the opportunity to address the Commission. My name is Pete Alyanakian, and I am the North American Industry Director for DuPont Photovoltaic & Advanced Materials, a business unit of E.I. du Pont de Nemours and Company which has its corporate headquarters in Wilmington, Delaware.

I have served in the energy industry for over two decades at the utility, federal and private sector levels, in various roles with companies such as Exelon Energy, Conergy, First Solar, and Trina Solar, as well as with the DOE's Office of Energy Efficiency and Renewable Energy for the Mid-Atlantic region, as a senior policy advisor.

Lastly, I also teach as an adjunct professor of Energy Policy at Villanova University College of Electrical and Computer Engineering.

Today, I would like to make clear DuPont's opposition to the remedies requested by the petitioners. We believe remedies anywhere near the magnitude of those proposed would irreparably harm the broader U.S. PV industry and eliminate U.S. solar-related jobs.

The solar industry already faces enormous challenges. Significant remedies, when added to the pre-existing duties, would stifle industry growth and collaboration and negatively impact our overall value chain. Fundamentally, we strongly believe in the global elimination of trade barriers, including resolving all trade actions in this industry, and related industries, from polysilicon to modules, in all countries.

Please allow me to offer some context.

DuPont is a leading, global supplier of specialty materials to the solar energy industry. We manufacture products in the U.S. that are sold globally and used by customers in the production of solar cells and panels. In addition, we produce in the U.S. key intermediates and raw materials necessary in the further production of some of our products in the U.S. and other locations. Our U.S. manufacturing sites are located in Kentucky, New York, North Carolina, Ohio and Puerto Rico. Our solar products business is also supported by research and development facilities in Delaware. Since 1975, it is estimated that more than half of the world's installed solar panels contain DuPont materials.

Additionally, beyond being a supplier, DuPont is a PV system owner and electricity user, with PV systems in use at 16 current and former DuPont sites around the world. DuPont materials have been used in the field for over 30 years.

DuPont's two flagship products, DuPont™ Solamet® PV metallization pastes and DuPont™ Tedlar® polyvinyl fluoride films, have been recognized by many as benchmarks in the industry. We have invested hundreds of millions of dollars in solar R&D, as well as \$295 million invested in manufacturing facilities to complete the expansion of production in North Carolina and Ohio. DuPont employs approximately 46,000 employees globally. Approximately 500 U.S. employees are located at DuPont facilities that support our global solar products business.

We strongly oppose significant remedies as we believe they would essentially double the price of imported solar panels, many of which contain DuPont products, putting solar energy out of reach of mainstream America. This would be felt throughout the entire U.S. solar industry, resulting in a dramatic decline in the purchase and installation of solar panels in the country and endangering tens of thousands of skilled/high paying U.S. jobs, including U.S. jobs at DuPont.

Resolving the current and existing trade disputes and adopting an approach across the broader value chain would encourage sustainable U.S. and global growth, resulting in higher demand for our specialty solar materials and increasing U.S. manufacturing jobs and associated exports growth.

We express our hope as the Commission deliberates regarding what remedies it will recommend to the President, that it consider the impact on the entire U.S. solar industry.

Thank you, again, for the opportunity to provide the DuPont perspective on this serious matter. I look forward to questions from the Commission.

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