

**Global Safeguard Investigation:  
Crystalline Silicon Photovoltaic Cells and Modules (Whether or Not Partially or Fully  
Assembled into Other Products), Inv. No. TA-201-75**

**Statement of Bastel Wardak  
President  
California Solar Systems  
August 15, 2017**

(1) Good afternoon, I am Barry Wardak. I am president of California Solar Systems, or CSS. We are a regional full-service integrator of solar electric projects for residential customers. We employ 50 people and install about 400 residential solar systems each year. Today, you have heard from larger American companies, like Sunrun, but I'm here to give my perspective as a small solar company that also opposes this case. I have firsthand experience with Suniva and I do not believe either petitioning company deserves safeguards relief.

(2) As a company specializing in the residential market, I buy through distributors. In May 2016, I switched from foreign suppliers to Suniva, based on the commitment from our distributors that we would have sufficient supply of modules that met our requirements. We transitioned from imported products to Suniva because we wanted to "Buy American." By August 2016, installations began using Suniva modules, but Suniva informed us almost immediately that it could not deliver as promised. The products we ordered were backlogged for at least the next three months. Suniva offered to exchange a lower wattage product line, but our residential customers demand higher efficiency. Homeowners cannot justify putting solar panels on their roofs unless the system saves them money on the cost of electricity.

(3) Suniva's lengthy delay was unacceptable. We decided to switch to SolarWorld, even though their modules were more expensive. We justified the premium because we could market the modules as "Made in the USA." However, we became concerned with the news of the

insolvency of SolarWorld's German parent company. We decided to diversify our suppliers in case the parent's insolvency should affect SolarWorld America's ability to deliver the quantity of modules that we require.

(4) Solar is a very competitive market. We are seeing a shrinking demand pool, as 15-20% of solar-qualified homes in California have already gone solar. The "low-hanging fruit" are already taken - meaning buyers who are less price sensitive because they have high electricity bills and high credit scores or are motivated by their interest in environmental protection.

Convincing the other remaining 80-85% of customers to "go solar" is more difficult, as they are mostly motivated by cost, and are comparing the cost of solar with other alternatives.

Competition in the residential market is therefore becoming similar to the utility sector - in order to compete, solar must reach "grid parity," where the ultimate price paid for solar-driven electricity is on par with natural gas, wind, and other lower-cost alternatives.

(5) Thank you for the opportunity to speak today.