

**BEFORE THE
UNITED STATES INTERNATIONAL TRADE COMMISSION**

**Crystalline Silicon Photovoltaic Cells, Whether Or Not Partially
or Fully Assembled Into Other Products, Investigation No. TA-201-75**

**Testimony of Paolo Maccario
General Manager and COO, Silfab Solar Inc.**

Good afternoon, Commissioners. My name is Paolo Maccario. I am the General Manager and Chief Operating Officer of Silfab Solar, Inc., a producer of solar modules based in Ontario, Canada. We produce state-of-the-art solar modules containing high-efficiency cells and are proud of our high-quality, fully automated, and efficient production process.

Our limited imports into the United States, like all Canadian imports, help to meet the needs of the strong and growing U.S. solar energy market.

We have worked closely with Suniva over the past three years and are one of the largest creditors in its bankruptcy. In 2014, we began producing Suniva-branded modules through a toll-processing arrangement. Suniva provided us with cells, which we assembled into modules for Suniva to import into the United States.

Suniva also sold us a small quantity of cells for our use and sale under our own brand to our customers. We tried contractually to purchase many additional cells from Suniva, but they were unwilling or unable to sell us larger quantities.

In sum, our relationship accounted for a majority of Suniva's total module sales in 2015 and 2016. And we expanded our capacity twice, just for them.

I'd like to provide additional details. First, most end customers require the delivery of modules, not cells. Suniva was able to procure more cells than modules in 2015 and 2016. Accordingly, Suniva needed us to assemble a large portion of its cells into modules in order to meet the needs of its U.S. customers.

Matt Card, who testified for Suniva, stated more than once that our modules were the best they ever sold.

Second, I know from my personal experience that Suniva struggled to develop its own module assembly production in Saginaw, Michigan. Silfab provided easy fixes to these difficulties, including being next to Michigan and providing just-in-time module assembly.

Regrettably, as detailed in my confidential Declaration submitted to the Commission, our partnership suffered from quality and volume problems with Suniva's solar cells. Notwithstanding, we continued to do business with Suniva as its troubles mounted: for example, as recently as early 2017, Suniva requested to reserve additional module production capacity from us. But, they failed to meet their promises and our expectations. Accordingly, in the end it has been Silfab, not Suniva, that has been harmed by our relationship.

Thank you.