

# FlashNote

By MAKE Consulting

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## U.S. Tower Trade War Against China and Vietnam

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The U.S. wind towers market is exhibiting increasing strain as it faces the combined threats of a depressed wind market, oversupply of manufacturing capacity, and higher volumes of lower cost imports from Asia. The latest sign of unease is a trade lawsuit filed by a consortium of U.S.-based tower manufacturers alleging Chinese and Vietnamese towers are being subsidized by the countries and “dumped” on the U.S. market at costs far below fair value.

If U.S. trade regulators rule in favor of the consortium, new import duties could be imposed on Chinese and Vietnamese towers, potentially altering the import options and cost incurred by turbine OEMs that have partly relied on low cost imports to maintain profit margins.

This Flash Note provides data driven text, graphs, and analysis on total Asian tower exports to the U.S., breakdown by country, and analysis of the major players in the tower and turbine OEM side that may be affected by the lawsuit.

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	Q1	Q2	Q3	Q4
Market Reports	Market Outlook	Supply Side	Demand Side	Wind Turbine Trends
Business Studies		U.S. Wind Power	Offshore Wind Power	China Wind Power
Research Notes	Min. Two Research Notes	Min. Two Research Notes	Min. Two Research Notes	Min. Two Research Notes
Flash Notes	Min. Five Flash Notes	Min. Five Flash Notes	Min. Five Flash Notes	Min. Five Flash Notes
Forecasts	Annual/Semiannual/ Quarterly	Quarterly	Semiannual/ Quarterly	Quarterly
Project Pipelines		Project Pipeline	Project Pipeline	Project Pipeline
Policy Event Horizons		Policy Event Horizon		Policy Event Horizon

*Annual publishing plan is tentative and subject to change*

**Market Reports** are 40-60 pages of high quality industry forecasts, trend spotting and analysis, giving the reader a detailed insight into the demand side, the supply side, wind power development in a range of countries as well as current wind turbine trends. Our market reports are published four times a year.

**Business Studies** are 60-100 pages detailed in-depth strategic market studies of key segments of the wind industry. In 2012 the business studies will focus on the US-, offshore,- and China wind power markets.

**Research Notes** are 10-20 pages of comprehensive analysis of specific trends in the industry. They are published 8 times a year and cover topics such as capacity shortages, order announcements, emerging markets, policy changes and strategic changes in the competitive landscape etc.



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**Flash Notes** are 1-2 pages of instant expert responses to important events. They are published ad hoc and cover topics such as M&A activities, major contracts, product launches, policy changes etc. Flash Notes are published minimum 20 times a year.

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