

## Local solar panel manufacturer breaks into international market

Friday, January 13, 2012  
Tribune  
Eddie Chau

WELLAND — The sun is shining brightly on OSM Solar Corp.

The solar panel manufacturer has inked a deal with LDK Solar Co., the world's largest producer of solar wafers, to produce 20-megawatt solar modules at its north Welland manufacturing facility.

The partnership also includes a non-exclusive distribution agreement for OSM to manufacture and distribute LDK modules.

OSM vice-president Al Wiley said the agreement brings the company to the next level.

"Now we get to supply our panels on an international market," Wiley said. "It makes us a very competitive company in the market. Everything is being made out of Welland."

Xiaofeng Peng, chairman and CEO of LDK Solar, said in a news release the partnership will allow both companies to expand their relationship.

"This relationship will allow LDK Solar to take advantage of the wealth of solar opportunities that OSM has developed in Ontario, Canada," Peng said.

Dan Degazio, Welland's manager of economic development, said the municipality has been chasing LDK for three years attempting to get the Chinese company to set up shop in Welland.

"We pursued them at a number of trade shows. (OSM president) John Gamble's knowledge and contacts in the industry helped create a meeting," Degazio said.

"This is a great opportunity for OSM and great positive news for Welland."

Late last year OSM's 5,110-square-metre facility was in the midst of expansion to accommodate an increased demand for solar panels from its clients.

With more than 50 employees now working at OSM, Wiley said the company will further expand its facility with the LDK contract, creating more jobs in the future.

"We should be doubling our employment by the third quarter of this year," Wiley said. "This is a nice thing. It's nice to have a bright light on Welland."