



# Tesla solar roof beijing

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"Even hotter than carbon neutral" is how one Chinese media report described investor enthusiasm for Building-Integrated Photovoltaics (BIPV) -- technologies that integrate solar power products into buildings. Multiple local governments, including Shanghai, Beijing, and Tianjin, have introduced (in Chinese) policies to promote the construction of BIPV in the next three to five years.

One company that is moving fast is LONGi Green Energy Technology (601012.SS), the world's largest solar wafer producer. LONGi is based in Beijing and listed on the Shanghai Stock Exchange, with a \$49.2 billion market capitalization.

LONGi recently began to focus on BIPVs, in particular on technology that integrates the power generating functionality of solar cells with building materials like roof shingles.

Luz Ding is The China Project's Business & Technology staff writer. She is based in Washington, D.C., and covers all things China and U.S.-China related. She previously worked as a researcher for the New York Times in Beijing and a reporter for Caixin Media. [Read more](#)

A Chinese firm has developed a glass-topped solar roofing tile that should go on sale later this year, a potential challenger for Tesla's Solar Roof in the upscale solar market.

Hanergy, which is based in Beijing, announced last month it would introduce a new generation of its HanTiles in the U.S. The tiles, which combine thin-film photovoltaics with high-transmittance glass, can replace conventional roofing.

The company has opened a sales office in Burlingame, California, and says it plans on national distribution once the tiles have been certified by Underwriters Laboratories. That process should be complete by June, sales and marketing director Jeff Shubert said in a telephone call.

For now, the company is staying mum about most of the details. The announcement posted on the website PR Newswire says each tile weighs about 11 1/2 pounds, and Shubert adds that each tile could generate up to 35 watts of electricity. But no pricing information has been released, and even the physical dimensions of a tile are under wraps.

Like Tesla solar tiles, HanTiles come in two versions -- one that produces electricity and one that doesn't. Solar and non-solar tiles look exactly the same, Shubert said, so the electrical output of the roof can be adjusted without any obvious visual clues. The single layer of glass on top of the thin-film collector is in a wavy pattern with three distinct arches.



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Shubert said the tiles can be installed as a new roof, or installed over an existing roof. Asked whether the tiles were a walkable surface, Shubert said they were but the company wouldn't encourage it.

Prices weren't announced, but Shubert said HanTiles would cost more than a conventional roof. "These are for an upscale homeowner who wants a beautiful system," he said. "The aesthetics are what we're selling."

It was bound to happen With Elon Musk's bizarre comments and behavior yesterday on the phone, Tesla's stocks dropped 5%. Porsche announced that it has built all electric vehicles that will compete with Tesla. The Porsche Mission E will compete with the Model 3 and the Turismo will compete with the Tesla X. With Tesla, Consumer Reports ranked the Model X among the 10 least-reliable vehicles in its survey and there have been well-documented fit and finish issues.

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Web: <https://www.hollanddutch tours.nl/contact-us/>

Email: [energystorage2000@gmail.com](mailto:energystorage2000@gmail.com)

WhatsApp: 8613816583346

