6 steps to prepare **for Section 232**

By The Strong Tail Solar Alliance

We are an alliance of companies across equipment, financing, technology, and services, that help local and regional installers **lower costs** and give more homeowners the benefits of solar ownership.

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6 steps to prepare for Section 232

New tariffs take effect December 4. Prices are expected to rise on **both imported and domestic modules** in 2027. Here's how to prepare.

Starting Dec 4: $0.38/W minimum price on imported modules, plus a 15% tariff



Step 1: Know what's changing

Section 232 sets minimum import prices for modules, cells and wafers, plus a 15% tariff. Imported modules could go from the low $0.30s/W today to the mid $0.40s/W by Q1 or Q2 2027, about $1,000 to $1,500 more on a 10 kW system.

Step 2: Lock pricing on jobs you've sold

Pre-tariff inventory should hold prices steady until about January 30. Order or reserve modules for signed contracts before your distributor reprices.

Step 3: Ask your distributor for a Q1 forecast

Get their best estimate and put it in your proposals before it shows up on an invoice.

Step 4: Tell homeowners prices go up in January

A real date helps people decide, the same way the tax credit deadlines did in 2019 and 2025. Be specific about what it means for their system.

Step 5: Remember domestic modules go up too

Most US-made modules use imported cells and wafers, which Section 232 also covers. Domestic content prices could rise $0.07 to $0.15/W, so the gap between cash/loan and TPO equipment remains.

Step 6: Join the Strong Tail Solar Alliance

Members get preferred pricing, including up to 10% off JA Solar modules and up to $0.15/W off with Krannich.

The cash/loan vs TPO gap remains

Module cost on a 10 kW job

Both go up, so the gap remains

	TODAY	2027 EST.
Imports cash/loan	$3,100	$4,300–4,600
Domestic TPO	$6,000	$6,700–7,500
Difference	**$2,900**	**$2,400–2,900**

Modules only. Domestic content jobs also pay more for inverters and racking.

Sources: Proclamation 11052 (Aug 6, 2026), Roth Capital, Intertek CEA, and the Strong Tail webinar with JA Solar and Krannich. Today's prices are from distributor pricing shared in the webinar (imports about $0.31/W; domestic content about $0.60/W). TPO jobs use domestic content equipment to qualify for the tax credit adder. 2027 figures are estimates, not guarantees. Partner offers follow each partner's terms. Financing by Climate First Bank, subject to approval.

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