Allvista Pty Ltd
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28/10/2026

Mr David Latina

Director, Investigation1

Australian Trade Remedies Commission

Dear Sir,

My name is Marie Harb, I am the Director of Allvista Pty Ltd. I make this submission in response to SEF 691 investigating the Aluminium windows and door exported from China.

Allvista Pty Ltd is a small Australian aluminium windows and doors company that was established in June 2014. We fabricate and install Aluminium windows and doors for **class 2 building**. Currently Allvista employs over 25 people either directly (employees) or indirectly (sub-contractors, installers). Please note that we do not import windows and doors for class 1 buildings which are normally for low rise buildings and homes.

Initially, we have purchased the window components for our projects from local suppliers and we were very satisfied of having a fair competition and making a slight and steady growth.

Things have changed in 2020, when Covid restrictions were imposed on businesses and ports and delayed the receiving of overseas products. In consequence, it has put the pressure on local aluminium suppliers as their purchase orders load have increased dramatically and they could not cope with the demand. Therefore, the delivery time got very large and our projects got delayed and we could not finalise our projects on the agreed time.

Further to that, the prices of local goods increased substantially and our profits got very minimal and we were losing in some cases.

Winning new tenders with the local market prices got very difficult as builders had existing signed contracts in place with set budget and they could not afford to pay for the increased costs and there were looking for the cheaper deals. Therefore, and to stay in business, our best and more efficient option was to import windows and doors from overseas in order to be able to compete with the local market prices and keep our doors open.

Please note that our company do not import any extra windows and doors to sell in the Australian Market. We order the windows and doors for each project as per Basix and engineers' specification.

By offering the builders overseas rates, we were able to win few windows and doors tenders for class 2 building. The windows for class 2 building are rigorously engineered and tested to meet more demanding specifications and criteria. These windows are integrated into the building envelope and must satisfy complex structural, thermal, acoustic, weatherproofing and durability performance requirements.

Consequently, we were faced by another problem; our factory could not cope with the manufacturing work load and unfortunately, we could not find the required number of local experienced manufacturers to join our team.

We do have an in-house team of estimators and drafters but not enough to manage the projects so we have found that dealing with an overseas company who had the manpower and expertise and support was our only option to be able to finalise those projects in a professional and timely manner.

Currently, we have few running windows and doors projects that are being prepared and manufactured in China for the value of around $12,000,000.

Some projects will be finalised in the next 6 months while others are still at the early stage and it may take around 2 years to finalise.

We have business loans in place to help us facilitate the purchase of materials and help our company with cash flow. We are paying high interest rate already and these interest rates as you know might go up again at any time.

We order the Aluminium windows and doors for our projects from A-tech Australia. A-Tech is an Australian Window company based in Australia and that has a factory in China. We order the windows and doors project by project basis and as per builders and engineers' specifications.

If the 24% tariff passes and gets applied to the aluminium windows and doors for all building classes and this gets passed to our supplier, it will for sure be added to the costs of our materials. This will have a severe bad financial effect on our business especially that our profit margin is kept at only 10 to 15%.

The builders we are currently working with, have expressed that they are not willing to pay the extra cost as we have a set contract in place and that will definitely hurt us and probably send us into liquidation.

We are asking from you, to please look with fairness at our situation and study each case by case if possible.

In case the tax imposition gets approved, we request the possibility of an exemption to be placed on the current ongoing projects and signed contracts. Also, we are hoping for the tax imposition, in case it is approved, to be delayed to give enough

time for the suppliers and builders to prepare and accommodate for the tax increase to prevent more businesses and builders going broke as this will have a very bad effect on subcontractors who might not get paid, on employees losing their job and on home owners losing the savings that they have invested to buy their homes.

We would like you to please consider, before making any final decision, the undesirable consequence that this extra tariff will have on the building industry that is already suffering, on suppliers that have set contracts in place, on the economy that is not in a good shape and on the housing prices that have become very high. As you know the Australian people are facing home shortages, increased rental rates and non-affordable home prices. Any price increase at this stage will hurt the new home buyers and put more people outside of the housing market.

We appreciate your understanding and support in this matter.

Yours truly.

Marie Harb



Director

Allvista Pty Ltd

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