ALUTRST Aluminium & Glass
22 October 2026

Australian Trade Remedies Commissioner
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Re: Anti-Dumping Case 691 — Aluminium Windows and Doors from China

Dear Commissioner,

The situation for my business has become desperate. We manufacture aluminium windows and doors in Melbourne, but we are struggling to find work and remain in business as customers increasingly purchase finished products from China. I am writing to support AGWA's efforts to secure fair conditions for Australian manufacturers and to explain what this issue means for a small business like mine.

I operate ALUTRST Aluminium & Glass. We purchase aluminium profiles from suppliers based in Australia and carry out fabrication and installation ourselves, serving the Melbourne market.

I have lost many jobs to businesses supplying windows and doors imported from China. Customers have shown me competing quotations, while others have told me the prices verbally. These experiences have placed considerable pressure on me to reduce my own prices. Further commercial details are provided in the confidential section below.

Another significant change is that customers now approach us solely for installation after purchasing finished windows and doors directly from China themselves. For a business that fabricates as well as installs, this means losing the manufacturing work and being approached only for the final installation.

I recognise that weaker demand is also affecting our business, which I associate with the broader economic conditions in Australia. However, based on my dealings with customers and the work I have lost, I consider competition from lower-priced imports to be the main pressure on our business.

The SEF's findings concerning lost production opportunities and the difficulty of achieving sustainable prices are relevant to the experiences I have described (SEF 691, page 18). My account is offered as the experience of one small Melbourne fabricator, rather than as evidence of conditions across the entire industry.

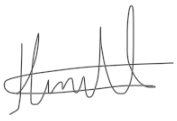
I am also concerned about the loss of Australian manufacturing businesses and the livelihoods they support. From my knowledge of the sector, a number of businesses have closed in recent years. I cannot establish the reasons for each closure, but the prospect of losing more local manufacturing capacity, jobs and skills is a serious concern.

I want to continue making windows and doors locally and earning a viable living from that work. Maintaining the standard of my workmanship matters to me. My concern in this submission is the pricing pressure and its effect on our ability to continue operating; I am not making allegations about the quality or compliance of particular imported products.

I support effective and lasting measures under Case 691, where justified by the Commission's findings, that allow Australian manufacturers to compete on fair terms. I also support AGWA's work in representing local fabricators in this investigation.

Please consider the position of small businesses like mine when reaching your final decision. Behind the industry figures are people trying to keep their businesses operating and earn enough to meet their everyday needs.

Yours sincerely,



Spiros Karagkoules
Managing Director
ALUTRST Aluminium & Glass
Melbourne, Victoria