DLG Aluminium & Glazing
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Australian Trade Remedies Commission
Investigations 1
GPO Box 1632
Melbourne VIC 3001

Dear Commissioner

DLG Aluminium & Glazing supports the findings of the Statement of Essential Facts in Investigation 691.

Our perspective comes from almost three decades spent manufacturing and installing aluminium windows, doors and glazing in regional Australia.

DLG started in a garage in Albury in 1995. Today, we employ nearly 50 people and operate from a purpose-built manufacturing facility in Thurgoona. During that time, both our business and the work we undertake have changed enormously.

What has not changed is that we are proud Australian manufacturers. We take aluminium and glass and turn them into finished windows, doors and glazed products for Australian buildings. Our people fabricate, assemble, glaze and install those products, supported by modern machinery, CNC technology and the accumulated knowledge of tradespeople who understand how these products perform in the real world.

Perhaps the best demonstration of the capability that exists within Australian manufacturing is the breadth of projects that pass through our factory.

On any given year, DLG can be producing windows and doors for homes and high-end architectural residences, while also delivering products for commercial buildings and major community infrastructure. Our project history includes the Albury Wodonga Regional Cancer Centre, Charles Sturt University Thurgoona Learning Commons, the Mercy Centre aged-care development and commercial developments such as Baker Motors. We also manufacture for residential, rural and architecturally demanding projects requiring different combinations of energy efficiency, acoustic, bushfire, structural and aesthetic performance.

That variety matters to the issues being considered in this investigation.

There is sometimes a tendency to talk about the Australian window industry as though its capability is confined to a particular type or scale of building. That is not our experience.

The same manufacturing business can move between very different projects because the underlying capability sits in its people, systems, equipment and technical knowledge. The size, configuration, glazing and performance requirements may change considerably from one project to the next, but adapting to those requirements is an ordinary part of what a capable window and glazing manufacturer does.

DLG has grown precisely because we have continued to build that capability.

As the business expanded, we relocated five times before investing in our current purpose-built operation. At every stage, we have continued to invest in machinery, technology and the trade skills fundamental to manufacturing quality windows and doors, while driving the productivity improvements the Australian built environment increasingly needs.

While shiny new machines are often top of mind when people talk about manufacturing productivity, the people behind them are just as important to us. Our workforce brings together people entering the industry for the first time and tradespeople with decades of experience. We train apprentices, work with schools and training providers, and give people the opportunity to build specialised skills in glazing and manufacturing. For a regional business, that matters. These are skilled jobs in Albury-Wodonga. They provide careers for local people and retain manufacturing knowledge in a regional community.

This is why the findings of the Commission matter to DLG.

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Confidential Commercial Information Provided to the Commission

While the above confidential table talks to Capability, we do not expect to win every project, nor do we seek protection from genuine competition. We compete with the market every day, and competition is a normal and healthy part of business.
Our concern is when that competition is distorted by dumped and subsidised fully manufactured imports.

There is a significant difference between losing a project because another supplier is more efficient, provides a better solution or is more competitive, and competing against finished imported products affected by dumping or subsidisation. The latter ultimately influences whether Australian businesses have the confidence to keep investing in plant, technology, apprentices and manufacturing capacity.

DLG's capacity and ambition have not disappeared because of import competition. We continue to have the people, factory, skills and experience to undertake a remarkably broad range of work across all classes of building. We want to continue growing that capability and competing for projects across the Australian construction market.

The confidential section accompanying this submission provides further information about our business and experience in the market. We have provided that information to give the Commission a clearer picture of the commercial realities behind the public statements in this submission.

DLG supports the Commission's essential findings because we believe Australian manufacturers should be able to compete on the merits of what they can manufacture and deliver.

We have spent almost 30 years building a manufacturing business in regional Australia. From a garage in Albury to a substantial manufacturing operation employing nearly 50 people, that growth has been based on a willingness to invest, adapt and compete. We intend to keep doing exactly that.

Fair trading conditions give businesses like ours the confidence to make the next investment, train the next apprentice and compete for the next Australian project.

Yours sincerely,



Leanne Luhrs
DLG Aluminium & Glazing