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Australian Trade Remedies Commission
Investigations 1
GPO Box 1632
Melbourne VIC 3001

Dear Commissioner,

I am writing on behalf of Dynamic Windows in relation to Anti-Dumping Case 691 and the Statement of Essential Facts. Dynamic Windows supports effective, durable measures where the evidence supports them.

From our own experience as an Australian aluminium window and door manufacturer, we believe a fair and level playing field is essential if Australian manufacturers are to continue investing, employing people and competing for projects in our own market.

Dynamic Windows fabricates and supplies aluminium windows and doors from Bairnsdale, Victoria. Aluminium windows and doors are our primary focus, and we currently employ approximately 80 people. We have built our business around Australian manufacturing and supplying products to residential, commercial and larger-scale developments.

Over time, we have experienced increasing pressure from imported aluminium windows and doors competing in the Australian market. In some cases, the pricing has reached a point where we have reduced our margins significantly and still been unable to compete.

Dynamic Windows also believes it is important to highlight that Australian manufacturers have the capability to supply larger and more complex developments. A recent example is an apartment development in regional Victoria. This was a Class 3 building where Dynamic Windows fabricated and supplied a large volume of aluminium windows and doors as outlined in the confidential business information below.

The project included a mixture of installed window walls, which, as per the AS2047 are, are floor-to-ceiling multi-light windows generally spanning horizontally, together with standard aluminium windows and doors. This project is just a recent demonstration that Australian manufacturers have the workforce, skills and capacity to successfully deliver projects incorporating more complex aluminium window and door solutions across varied building classes.

Confidential Commercial Information Provided to the Commission

Looking forward, our concern is that if the current market conditions continue, our ability to grow through competing for larger projects will be limited.

Dynamic Windows wants to continue investing in Australian manufacturing and creating employment opportunities. However, if projects become increasingly difficult to pursue because of unsustainable pricing pressure, this will limit future growth opportunities and the potential for additional employment within our business.

We support measures that create a fairer competitive environment for Australian manufacturers. We believe Australian businesses should have the opportunity to compete based on capability, service, quality and efficiency, rather than being forced to compete against unfair pricing levels that make sustainable manufacturing increasingly difficult.

Thank you for considering our submission and our experience as an Australian aluminium window and door manufacturer.

Yours sincerely

Rod Cullinan
Dynamic Windows