HGJ Windows Pty Ltd t/a Hunter Windows
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29/10/26

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

Re: Investigation No. 691 – Aluminium Windows and Doors from China

Dear Director,

Support for Statement of Essential Facts No. 691

I am writing on behalf of HGJ Windows PTY LTD T/a Hunter Windows an Australian manufacturer/fabricator of aluminium windows and doors operating in NSW

Hunter Windows is a Newcastle-based supplier and installer of aluminium windows and doors servicing the Newcastle, Hunter and Central Coast regions of New South Wales. The business specialises exclusively in the supply and installation of aluminium windows and doors for the commercial construction market, with a strong focus on multi-residential and high-rise developments.

Hunter Windows currently employs 15 staff and generates its revenue entirely from the local aluminium window and door industry.

Over the past 12 to 24 months, Hunter Windows has experienced a significant decline in opportunities to supply and install aluminium windows and doors on larger commercial and residential developments, particularly projects exceeding 1,000 square metres of window and door area.

The primary reason provided by developers and builders for our unsuccessful tenders has been that our pricing is not competitive compared with imported window and door systems. We have observed a clear increase in the use of imported aluminium window and door products on projects that historically would have been serviced by local manufacturers and installers.

As a consequence of losing a number of major projects to suppliers of imported products, Hunter Windows was **forced to undertake redundancies earlier this year.** The reduction in available work has directly impacted employment within our business and reduced our future workload pipeline.

CONFIDENTIAL COMMERCIAL INFORMATION PROVIDED TO THE COMMISSION

The increasing prevalence of imported aluminium windows and doors, particularly on larger commercial and multi-residential developments, has materially affected Hunter Windows' ability to secure work.

The loss of major projects has:

- Reduced revenue opportunities.
- Resulted in staff redundancies.
- Reduced future workload certainty.
- Increased pressure on margins when tendering.
- Limited opportunities for local employment and skills development within the Australian aluminium window and door industry.

Based on our experience in the Newcastle and Central Coast market, imported products are increasingly influencing purchasing decisions, with price often outweighing the benefits associated with local manufacturing, local employment, product support and Australian industry participation.

This trend is having a direct negative impact on local manufacturers competing in the commercial construction sector.

We therefore support the imposition of effective measures that address the injurious effects of dumping and subsidisation and allow Australian manufacturers to compete on a fair and sustainable basis.

Yours sincerely,



Ben Smith
General Manager
Hunter Windows