LATROBE VALLEY SHOPFITTERS
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29 October 2026

Australian Trade Remedies Commissioner
Australian Anti-Dumping Commission

Re: Case 691 – Aluminium Windows and Doors from China

Dear Commissioner,

I am writing on behalf of Latrobe Valley Shopfitters to provide our perspective as a business operating in the Gippsland region of Victoria, supplying and installing aluminium windows and doors.

We have spent more than 20 years building our business, establishing our reputation and developing strong, trusted relationships with our suppliers, employees and customers. Aluminium windows and doors are a major part of our operations, and our ability to remain competitive is essential to the ongoing success of our business and the employment of our staff.

One of the key challenges we currently face is the difficulty of increasing our prices to keep pace with rising business costs. Lower-priced competitor quotes make it increasingly difficult to pass these costs on to customers without risking the loss of work. This places ongoing pressure on our profit margins and limits our ability to operate sustainably, reinvest in the business and plan for future growth.

CONFIDENTIAL COMMERCIAL INFORMATION PROVIDED TO THE COMMISSION

The Commission's Statement of Essential Facts in Case 691 identifies concerns regarding price undercutting and the impact this can have on the Australian industry's ability to recover costs and achieve sustainable prices. These concerns are consistent with the pricing pressures we experience in our own market. While we cannot determine whether every lower-priced competitor quote involves imported products, we believe it is important that the Commission carefully considers the impact of dumped imports where the evidence establishes that they are causing injury to Australian industry.

We respectfully ask the Commission to consider the practical effects these market conditions have on Australian businesses, particularly smaller operators that have invested many years in building their reputation, supporting local employment and maintaining strong industry relationships.

We believe Australian businesses should have a fair opportunity to compete on a sustainable basis. We support an effective outcome in Case 691 that addresses any injury caused by dumped imports were established by the evidence, and helps ensure that Australian businesses can continue to operate, employ local workers and contribute to their communities.

Thank you for considering our submission and taking our experience into account as part of your assessment.

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Yours sincerely,

Glen Saunders



Latrobe Valley Shopfitters
Gippsland, Victoria