Oceans 5
glass · aluminium

30 October 2026

To: Australian Trade Remedies Commissioner
Re: Anti-Dumping Investigation 691 – Aluminium Windows and Doors from China
Submission in response to the Statement of Essential Facts

Dear Commissioner,

We support the findings outlined in the Statement of Essential Facts and believe effective and lasting measures are necessary to provide a fairer competitive environment for Australian aluminium window and door manufacturers.

Oceans 5 is an Adelaide-based aluminium window and door business operating from Edwardstown, South Australia. We fabricate, supply, glaze and install aluminium windows and doors, employing approximately 10–15 personnel. This is our entire business, and our ongoing viability is directly dependent on the Australian aluminium window and door industry.

The pressure we are experiencing

Our experience is that we are increasingly being asked to supply premium Australian-manufactured products while competing against substantially cheaper imported alternatives. This creates considerable pressure to maintain competitive pricing, often leaving little to no margin for the business.

We have experienced both lost projects and reduced margins in order to remain competitive. It is becoming increasingly difficult to justify the investment, resources and responsibility involved in operating a local manufacturing business when competing prices are so far apart.

The SEF identifies similar issues across the industry, including significant price undercutting, margin compression and lost sales opportunities. The Commission found that half of the tenders reviewed were undercut by 30% or more (SEF, p.190). This is consistent with the level of price pressure we have experienced.

The impact on our business

The impact extends beyond individual projects or profitability. Reduced margins and lost work affect every part of our operation, including our ability to retain existing employees, recruit additional personnel, invest in machinery and facilities, and plan for future growth.

As a business employing local people and undertaking manufacturing in Australia, we need a reasonable return to support these commitments. Without that, the risk involved in operating and growing the business becomes increasingly difficult to justify.

Ultimately, the risk versus reward of running an Australian manufacturing business is becoming questionable.

We have experienced this firsthand on a four-storey apartment project where we were advised by another builder, who had also tendered unsuccessfully for the same project, that we had come second to an overseas importer. We were advised that the competing price was approximately 20–30% lower than ours. While this information was relayed to us by the other builder, it demonstrates the level of price difference we are encountering in the market.

Our position moving forward

We want to continue operating, manufacturing and employing people in Australia. However, the current market conditions make it increasingly difficult to do so with confidence.

A fairer competitive environment would provide Australian manufacturers with a more reasonable opportunity to compete on price without continually sacrificing the margins required to operate a sustainable business.

We support AGWA's efforts in this investigation and believe any final measures should be effective and durable enough to properly address the injury identified by the Commission.

Australian manufacturers should have the opportunity to compete fairly, invest in their businesses and provide ongoing employment without being continually forced to compete against dumped pricing.

Thank you for considering our experience and the impact these market conditions are having on our business.

Yours sincerely,

Drew Paull
Oceans 5 Pty Ltd

Signed: 

Date: 30 / 10 / 26