robbo's glass

Anti-Dumping Commission
GPO Box 2013
Canberra ACT 2601

To whom it may concern,

RE: Submissions Response – Anti-Dumping Case 691 (Aluminium Windows and Doors from China)

I am writing to express my strong support for the Australian Glass and Window Association's (AGWA) submission regarding Case 691.

As a local Australian manufacturer, my business is facing direct material injury due to the influx of cheap, imported aluminium windows and doors bypassing our local industry.

Our business has been operating successfully since 2006 out of Mansfield, Victoria. We are a small team of seven employees, specializing in fabricating, glazing, and installing high-quality architectural aluminium window systems, primarily using AWS. We service both our local regional community and the broader Melbourne market, focusing on high-end residential architectural homes, schools, and small-to-medium commercial projects. Aluminium windows and doors are the absolute core of what we do.

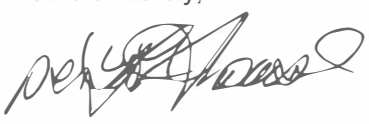
Over the last few years, we have observed a damaging shift in the market. Builders and property owners are increasingly bypassing local fabricators entirely to source fully or partially assembled products directly from overseas. The price gap we are expected to compete with is not a matter of minor competitive tension; we are seeing imported products entering the market at up to half the price of a sustainable local quote.

To demonstrate the reality of this impact, we recently missed out on a high-end residential project for one of our regular, long-term builders. Our quote for the project was approximately $XXXXX, calculated using standard Australian material and labour costs. The builder ultimately bypassed us, sourcing the windows directly from an importer for just over $XXXXX.

Losing reliable work from repeat clients to pricing that is undercut by 50% is unsustainable for a business of our size. It places immediate pressure on our margins, dampens our business confidence, and threatens our ability to maintain local employment and invest in our operations.

We pride ourselves on manufacturing compliant, high-quality products that support the local economy. However, we cannot compete against imported products that do not reflect true market costs. I urge the Anti-Dumping Commission to implement effective and durable measures to restore a fair and level playing field for Australian manufacturers.

Yours sincerely,



Daniel Robinson
Owner/Operator

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