STOCK WINDOWS AND DOORS

Take away the delay, in stock straight away!

Partnered with CDK

27/10/2026

The Commissioner

Australian Trade Remedies Commission

Re: Anti-Dumping Case 691 – Aluminium Windows and Doors from China – Response to Statement of Essential Facts

Dear Commissioner,

The SEF describes what I see in the market every week. Australian manufacturers are being undercut on price by dumped imports, and it is costing us work, growth and jobs. I support a final duty that works in practice, because that is the only way Australian manufacturers get a fair go against imported product.

I work for Stock Windows, a manufacturer in Cranbourne, Victoria. We make aluminium windows and doors, flyscreens and timber windows, and deliver mostly within Victoria and also interstate. Aluminium windows and doors are about half of our work. We are proud to supply only Australian made windows.

For us, imports have meant losing work on price, and often on larger projects. The medium density housing market, which includes townhouse and unit developments, is almost completely out of our reach now. The gap between our price and the imported price can be very large (examples are in the confidential section). I have also seen builders use imported product despite bad experiences with it, because the price difference is so big. Price is what decides these jobs. I know the winning price was from an overseas supplier because I have been told by the builders when I followed up on our quotes.

The effects go beyond lost quotes. Our margins are tighter and it is harder to recover cost increases. We have less work for the factory. Because of this I have started targeting small renovations and window replacements instead of larger volume jobs. We have not made anyone redundant, but we have not replaced people who have left. We have also put off investing in more staff, a larger factory and factory upgrades (details in the confidential section). At a previous company I worked for, I saw a lot of redundancies before I left.

This matches what the SEF found. The Commissioner found that half of the tenders Australian industry members lost to dumped and subsidised imports were undercut by 30% or more, across several building classes including Class 1, and that undercutting continued before and after the investigation period (SEF p190). What I see in our own quotes is consistent with that. The SEF also reports that 75% of industry members surveyed had deferred or reduced investment (Table 27, p180). That is true of my business too.

If the market were fairer, I would employ more factory workers and our own site glaziers, instead of subcontracting that work. We would likely need a larger factory, and I would certainly go after larger jobs again. That is my own view of what would happen, based on how I run this business. If the current conditions continue, I expect we will carry on much as we are now, focused on renovations and replacements, as I don’t expect imports to move strongly into that part of the market. That limits where we can grow.

CONFIDENTIAL COMMERCIAL INFORMATION PROVIDED TO THE COMMISSION

I support AGWA's submission to the Commissioner.
Product quality and compliance are outside the scope of this case, but from what we have seen, non-compliant imported windows further damage the industry and make a level playing field harder to achieve.

Thank you for considering my response.

Yours sincerely,

Scott Hughes - 0499 327 148

Accout Manager at Stock Windows

scott@stockwindows.com.au