The Broken Glass and Aluminium Specialists!

29 October 2026

Australian Trade Remedies Commissioner
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RE: Anti-Dumping Case 691 – Aluminium Windows and Doors from China – Response to Statement of Essential Facts

Dear Commissioner,
I am writing in support of the findings in the Statement of Essential Facts for Case 691 and the introduction of effective, ongoing anti-dumping duties on aluminium windows and doors imported from China.
In my view, Australian manufacturers need a level playing field. The current situation is a recipe for disaster if it is allowed to continue.

I am the CEO of True Blue Glass, a South East Queensland business that has been operating for over 20 years. We employ approximately 30 people and manufacture, supply and install aluminium windows and doors for both residential and commercial projects throughout the region.
Australian-made aluminium windows and doors are a major part of our business, and we have experienced firsthand the impact that cheaper imported products are having on our industry.
We regularly face pressure to reduce our prices to compete with imported products. This has resulted in reduced profit margins and lost projects. In many cases, we only discover that imported windows and doors have been installed when we return to a site to carry out other work.
We are effectively being forced to choose between reducing our margins to remain competitive or losing the work altogether. Neither is sustainable for an Australian manufacturer.
This reflects the findings in the SEF regarding price undercutting and price suppression, particularly the findings outlined on pages 18, 176 and 190.

The consequences extend beyond individual projects. Reduced profitability and fewer successful quotations directly affect our ability to employ additional staff and invest in the future of our business.
We have plans to expand our manufacturing operations, but the current competitive environment is making those plans increasingly difficult to justify. With a fairer market, we would absolutely be looking to employ more people, increase production and move forward with our expansion.
Another concern we regularly encounter is the quality of some imported products and the difficulties associated with subsequent repairs, replacement glass and obtaining compatible parts. While I appreciate that product quality and compliance fall outside the scope of this investigation, these issues create further problems for our industry and customers.

I also want to emphasise that Australian manufacturers are capable of supplying aluminium window and door systems for commercial developments, including floor-to-ceiling window-wall-type applications. We manufacture these products locally and have completed recent commercial projects demonstrating this capability. Examples are included in the confidential section below.
I support AGWA's efforts in this investigation and believe meaningful, ongoing anti-dumping measures are necessary to give Australian manufacturers a fair opportunity to compete.

Ultimately, we aren't asking for special treatment. We simply want the opportunity to compete fairly, make a reasonable profit, employ local people and continue investing in Australian manufacturing. If the current situation continues unchecked, I believe it will become increasingly difficult for businesses like ours to grow and remain competitive.

I urge the Commissioner to recommend effective and durable anti-dumping measures that address the injury identified in the SEF and help restore fair competition in the Australian aluminium window and door market.

Yours sincerely,
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