28 October 2026

Australian Trade Remedies Commissioner
Australian Trade Remedies Commission
Investigations 1
GPO Box 2013
Canberra ACT 2601

Dear Commissioner,

Support for Statement of Essential Facts No 691

I support effective final duties in Case 691 that allow Australian window and door manufacturers to compete on fair and sustainable terms. For WindowsCo, the issue is whether we can keep manufacturing locally while covering the costs of doing business in Australia.

I am the Director of WindowsCo, an aluminium window and door fabrication business in Campbellfield, Victoria. We have operated for approximately six years and manufacture locally for residential and commercial projects throughout Victoria. Our work includes fabrication, machining, assembly, glazing, hardware installation and quality assurance.

During FY2025 and into FY2026, builders increasingly told us they were sourcing windows and doors from China because of lower prices. Some showed us Chinese supplier quotations to negotiate our prices down. We experienced fewer successful quotations and greater pressure to reduce prices to retain work. A specific lost project and further business impacts are described in the confidential section below.

At the same time, our costs for aluminium, glass, hardware, labour, energy, freight and insurance increased. We have often been unable to recover those increases without risking the loss of work. This experience is consistent with the SEF's discussion of price suppression and competition through quotations and tenders (SEF 691, pp 176 and 190–192).

We also manufacture for projects in Class 2 and above buildings and have capacity to take on further work, subject to project requirements and normal commercial considerations. Our experience supports the SEF's finding that Australian manufacturing capability extends beyond Class 1 buildings (SEF 691, p 15).

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Builder insolvencies and delayed payments have also aUected us. These are additional pressures; the repeated comparison with lower imported prices has separately aUected our ability to win work and recover our manufacturing costs.

CONFIDENTIAL COMMERCIAL INFORMATION PROVIDED TO THE COMMISSION

A fairer competitive environment would help us recover legitimate manufacturing costs, maintain viable margins and support our employees. It would also improve our ability to revisit the hiring, machinery and expansion plans we have delayed.

I support AGWA's efforts to secure effective measures that address the injury from dumping and subsidisation. I ask the Commission to ensure the final outcome gives Australian manufacturers a meaningful and durable opportunity to compete and continue investing in local production.

Yours sincerely,

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