

Business Club Australia: Australian Member Profile

Furniture Manufacturing Company Australia (FMCA) Queensland.

Established by Robert Falzon in Brisbane 1986, Furniture Manufacturing Company Australia (FMCA) has grown from a small manufacturer of high quality fully upholstered furniture for the Interior Design and Architectural Markets (commercially and domestically) to Australia's leading manufacturer of custom-built furniture.

FMCA were actively involved in Rugby Business Club Australia in 2003 and worked closely with the BCA team to strengthen its negotiations with an overseas client.

“The timing of the 2003 World Cup Rugby fell at just the right time for our company to use this event and our BCA membership. FMCA presented a business case to Rugby Business Club Australia outlining our view that our future business dealings with this particular client would be enhanced through being part of the BCA hospitality program,” Mr Falcon said.

“For our company this presented the chance to not only bring this customer to see the World Cup Rugby, but also the opportunity for this client to know that we were supported by the Australian Government in our efforts to secure vital overseas contracts.

“I am pleased to say that we have subsequently had a very positive outcome, with this overseas company now a valued customer of FMCA,” he said.

In 2004 FMCA consolidated its business activities and now focuses on 3 niche markets:

- Supply of custom designed furniture for hotels / resorts
- Fit-out and design of interiors of luxury motor yachts
- Manufacture of custom designed furniture for specialised projects

Over time FMCA has gained an unsurpassed reputation throughout the Architectural and Interior Design fields in Australia. The growth of FMCA has been impressive since it's founding and the company now boast a very respected client base, with a much-envied projects completed list. Along with this, FMCA has received several testimonials and industry awards based on company performance and quality.

Company Details:

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