



Old Fox New Fox

There is no other furniture store in Australia quite like Fox on Collie. This huge Canberra furniture emporium has the space to showcase both antique and new furniture under the one roof.

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s soon as you enter Fox on Collie, you know you are in for a unique experience. With 3,000 square metres over three levels, it is a vast warehouse of hand-picked antique French furniture.

And now, with the introduction of a select range of designer, modern furniture, Fox on Collie has something for everyone.

"People are sick of sameness," explains owner Barry Faux. "They go to their friends' houses and see they all have the same furniture."

Barry says Fox on Collie is so successful because it offers furniture that is both unique and affordable. "No two pieces of furniture in our shop are the same. When someone buys a piece from us, they know no other person will have one the same; our customers are people who are looking for something different."

And Barry is quick to point out how affordable antique furniture has become. "Our customers can buy a one-off piece of furniture from

us for the same price as they would pay for a mass produced piece at one of the big retail chains."

But bringing affordable, quality antique furniture to the Australian market is not an easy task, it takes three trips a year to France and thousands of kilometres of driving. "When we are on a buying trip in France we cover over 5,000 kilometres in three weeks."

Barry says that on these buying trips it's what you don't buy that is more important than what you do buy.

"The only way to get as good a collection of antiques as we have here at Fox on Collie, is to dismiss 95 percent of what you see while in France as not being good enough or too expensive. You have to be ruthless and know what you are doing. I will only buy if the price is right."

People's taste in furniture has become more relaxed, Barry