

# Making the Market

**Insights from Art and Design Experts**

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# For the reader

***”It is worth it to attend the same fair at least three times.”***

***”Ask a colleague you admire to be your mentor.”***

***”Remember that art market is international from the beginning.”***

In this unique guide, six influencers of the art world, working in Finland and abroad, share their tips for a long-lasting, international career. We gain valuable insights of how a beginner or an emerging artist or designer can get their foot in the door of a gallery or a fair, while also learning about the principles of unique or collectible design markets. On top of that, we hear wisdoms that the professionals have learned through years of experience, wisdoms that are always topical, even if the global pandemic permanently transforms the logic of events industry and online shopping.

This publication is part of Making the Market, a joint venture by Ornamo, The Finnish Institute in Germany, Institut finlan-

dais and Finnish Cultural Institute for the Benelux. Through exhibitions, discussions and guidebooks, Making the Market brings together professionals, makers and visionary thinkers of art and design with an aim to create new opportunities and global partnerships.

The chapters of this guidebook help one to navigate towards a successful international career: Be persistent and confident, find a suitable mentor, reach key people, make space for your works and know your context. Towards the end of the guide, we also share the picks of professionals of key galleries, fairs and events in Europe and the United States.

Wishing you inspirational reading moments!

**Ornamo, The Finnish Institute in Germany, Institut finlandais and Finnish Cultural Institute for the Benelux**

**”Strong professional  
communication is always key.”**

**Liv Vaisberg & Clélie Debehaut,  
the founders of COLLECTIBLE**

# Liv Vaisberg & Clélie Debehaut, COLLECTIBLE



# Liv Vaisberg & Clélie Debehaut, COLLECTIBLE

When we are scouting for new designers we travel a lot but we also buy tons of magazines and check Instagram thoroughly, so PR work is very important for us. If you can afford a PR budget, do it. Try to find young freelancers that believe in your work and can pitch for you. Try to set up shows or get into a group show and ask a PR agent to promote your work. If you cannot pay for a PR agent, write your own press e-mail and send it to journalists with a short, clean portfolio along with professional images of your work. Pitch your work directly. Many print and online publications are eager to get new content for their pages. Also put some work into your Instagram account, it has become a very serious source of information for all of us. We do judge accounts by how professional they look and how the content is edited and updated.

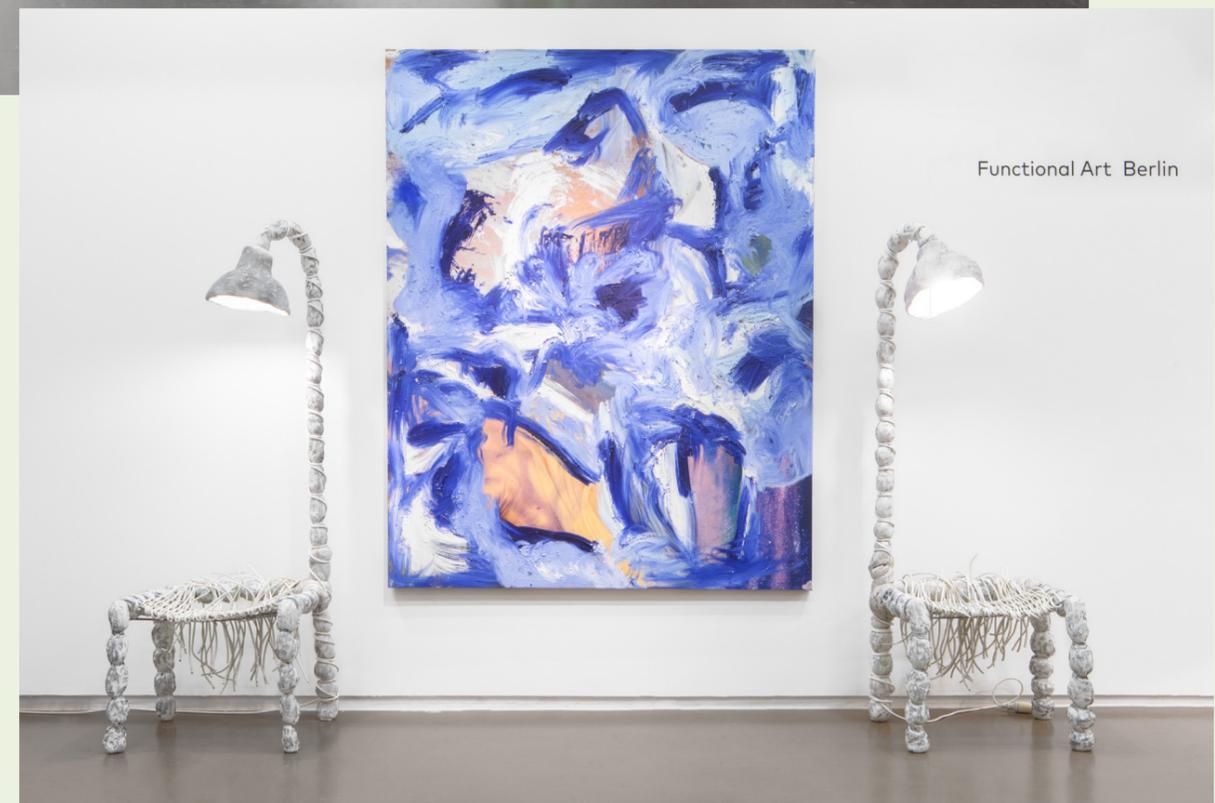
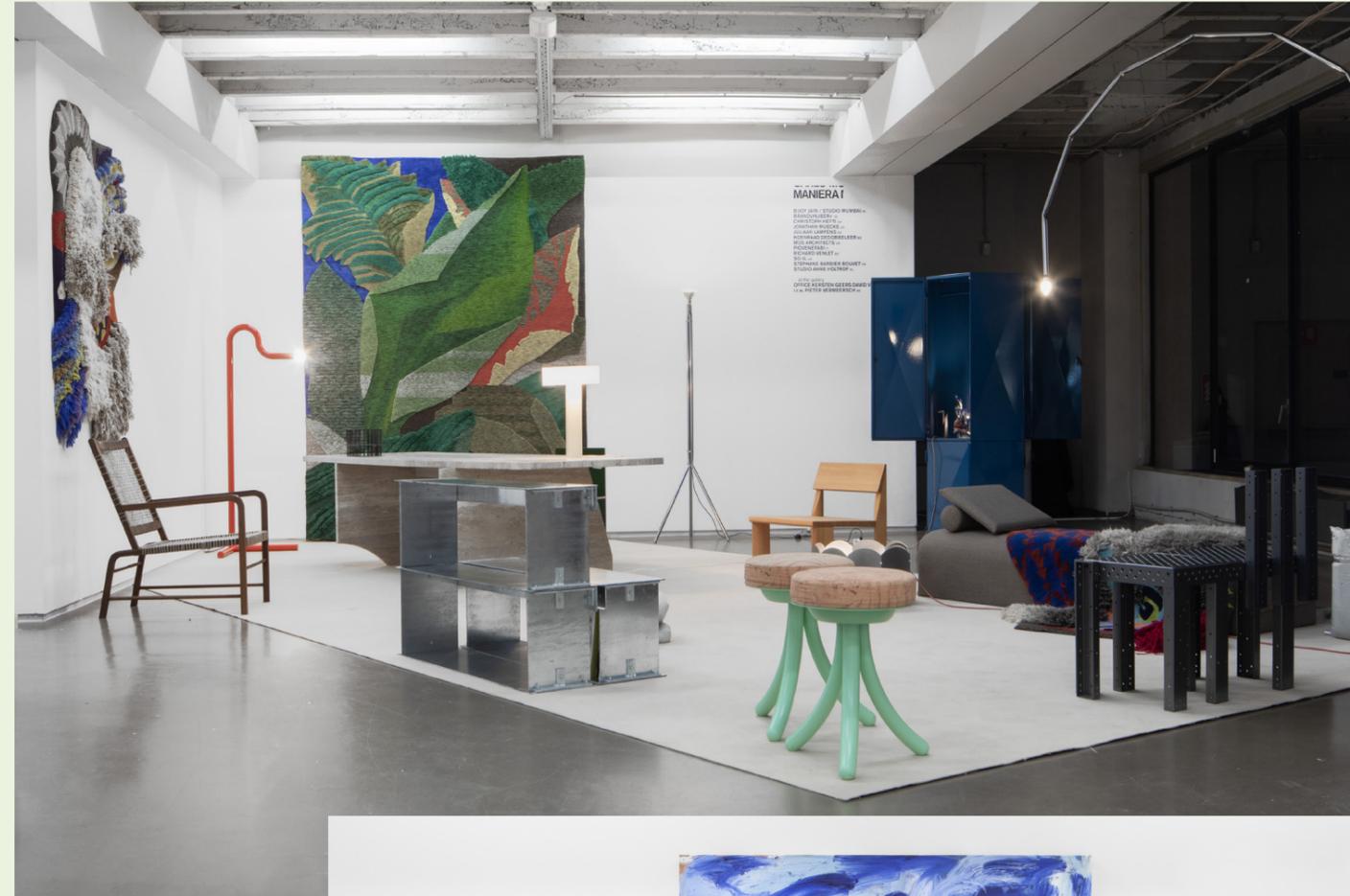
Nothing can replace a real life event, this we know for sure, especially for design that is best experienced in person and not virtually. We created **COLLECTIBLE** to have a one-stop-shop for professional buyers, interior architects and collectors to discover, understand and ultimately buy collectible design works. But fairs like ours are also important opportunities to get discovered by galleries and journalists. This is why, in a very unorthodox way, we feature unrepresented design studios and independent designers in our Bespoke and Curated Sections. We always enjoy seeing new collaborations coming together after the fair ends.



**Clélie Debehault** is an art and design consultant based in Paris and Brussels. Her professional experience lies in both the primary and secondary art markets. She has worked as a director at Galerie Vedovi in Brussels, as well as an associate director at Galerie Templon in Paris, and now advises companies, including luxury brands, online platforms, galleries, architects and designers, on the national and international development of their activities in art and design.

Based in Rotterdam, international artistic director **Liv Vaisberg** brings her innovative ideas and solid art fair experience to **COLLECTIBLE**. She is the initiator of **POPPOSITIONS** – a fair dedicated to emerging art located in Brussels and A Performance Affair, the first fair dedicated to performance art and the former co-director of Independent Brussels, the Brussels’ edition of the avant-garde art fair in New York.

[collectible.design](http://collectible.design)



# Liv Vaisberg and Clélie Debehault's tips for an international career

## Take part in fairs and design weeks

It is important to make international connections, which is why taking part in **COLLECTIBLE** can help as we are truly international. Depending on where you are from, try to get grants to participate in shows abroad, hold shows in Milan, London, New York with the support of your country's design council or export agency, see what help is available for someone with your profile. Travel independently to fairs and design weeks in the countries near you, talk to people, ask questions, show interest.

## Pitch short and sweet

You can't expect that just bringing your pieces of furniture to the location and then waiting is enough. We see this too often. You need to really talk to people, approach them and be ready to deliver your pitch. Don't offer too many uncalled for technical details or give a long monologue, just pitch the why and the how, short and sweet. People see a lot, you need to stand out. And ask for contact details, follow up

the same day if you can, especially if the contact might want to buy your piece. Always follow up quickly, while the fair is still going on. It can be too late to wait a few days. For designers taking part in the Curated Section, we provide a salesperson. All you need to then do is to bring your work.

## Be persistent

Once you start getting into the system by participating as an exhibitor, be confident and commit – you need to take part at least three times in a fair to be noticed and to become part of the circuit. Try to secure the same stall at the fair. Also try to be noticed on Instagram and other platforms. Nowadays the magic of the Internet enables you to be noticed from afar even if you are new in the field. Strong professional communication is always key.

**“Contact people directly and tell them about yourself and your wishes for collaboration.”**

**Hannakaisa Pekkala**

# Hannakaisa Pekkala, UUMARKET



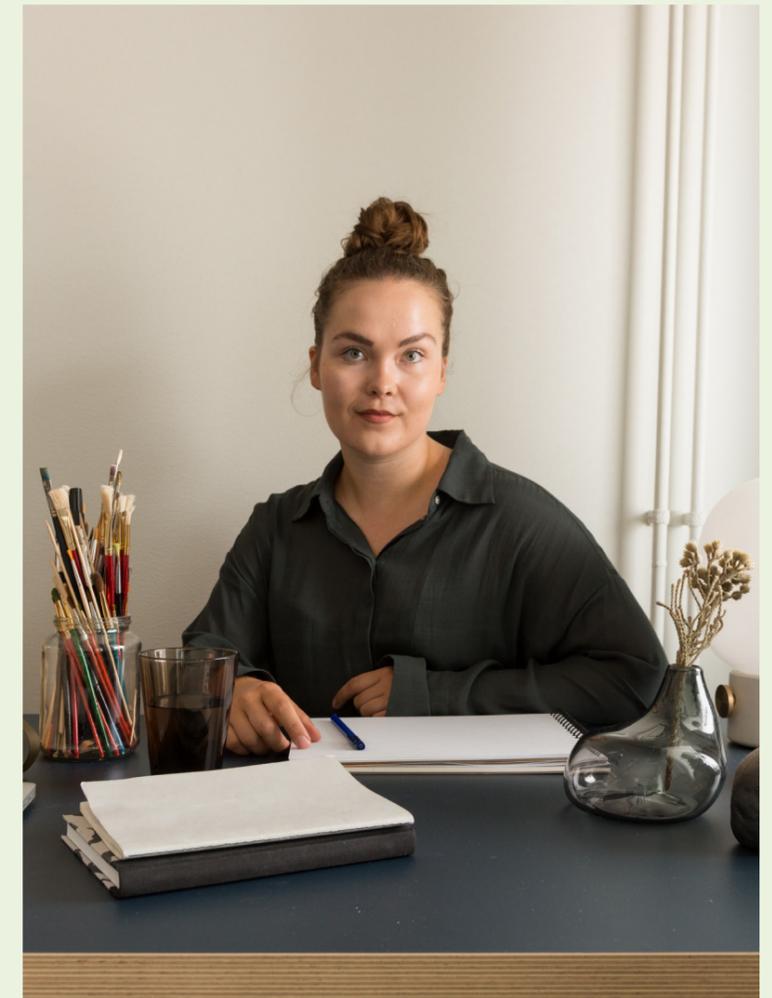
# Hannakaisa Pekkala, UUMARKET

**UU MARKET** was born when we started together with **Milla Vaahtera** to consider what was needed in the field right now: new community-minded environments and ways of exhibiting and selling art and design.

The international *maker movement* is currently experiencing a boom. At the core of the movement is the desire to produce things oneself and also to ensure that the production process is sustainable through and through. Building every last thing independently is however arduous and time-consuming for a design professional: building a brand, a network and working as both designer and manufacturer. In short, taking over each and every role in the whole production and distribution chain. The founding idea of UU Market is that by bringing designers together, it is possible to

build a community that benefits everyone. Once a customer knows the name of one maker and browses through their works, they will also come across forty other designers.

People want to touch products, to feel the material with their hands, and to have a sense of the time-consuming process required to make something. While we had a clear vision of focusing on an online shop and presence when we started, we have noticed that selling art needs to be experiential. People might, for instance, discover an artwork at a fair and then purchase it online. Visibility and presence in online stores and galleries as well as in physical spaces therefore both play an important role.



**Hannakaisa Pekkala** is a young designer and a creative entrepreneur. She is the Co-Founder of UU Market, a new kind of online sales platform and productization service for Finnish artists and designers. As a furniture designer herself, she has seen the change in the industry. She believes that in order to keep the traditional craftsmanship and know-how alive today in Finland, we need new ways to operate in the creative field.

Pekkala's work has been awarded and exhibited internationally. She has produced exhibitions together with Institut finlandais and the Finnish Craft Museum, and participated and produced exhibitions in several international design fairs, such as CHART Art Fair, Milan Design Week and Stockholm Furniture Fair. Now she continues to do her own creative work alongside UU Market.

[uumarket.fi](http://uumarket.fi)

[hannakaisapekkala.com](http://hannakaisapekkala.com)



# Hannakaisa Pekkala's tips for an international career

## Contact people directly

Compile a list of platforms and events where you would like to exhibit your art. Contact the names on your list directly and tell them about yourself and your wishes for collaboration. If you do not have any finished products, show your product ideas or prototypes. Also, do not hesitate to get in touch with us at UU Market. While we do not have time to work on product development with designers, we still want to bring together a diverse selection of both well-seasoned artists and designers and those at the start of their career.

## Plan your content with precision

It is crucial to document your work. Make concise and thorough plans right from the start to show your work. Where do you want to be visible? What kind of content works well on that channel? Images build up the story of your product or artwork and you can use visual storytel-

ling to grow in your desired direction. For example, glass reacts strongly to light. Glass is often photographed in a dignified studio environment, which communicates a feeling of exclusivity. I challenge artists and designers to experiment with different styles and look for their own distinct way of showing their works.

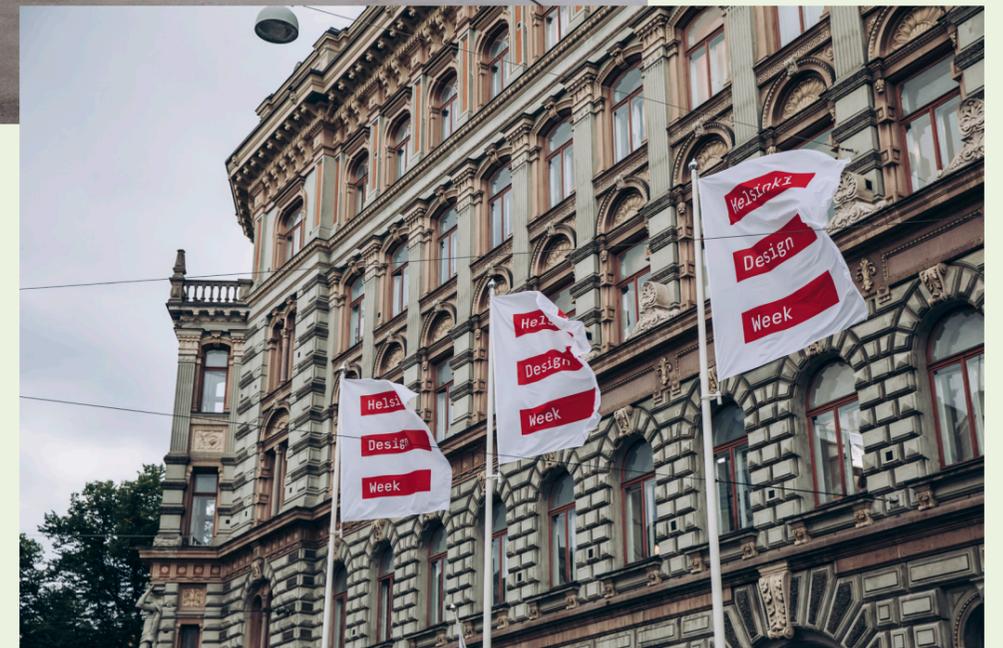
## Find a suitable mentor

I wish that mentoring culture were more appreciated in Finland – it is a fine way for people working in the same profession to find information and receive advice. Mentoring is a two-way street, and a mentor also learns from their mentees. Scan widely to see if you can find individuals who you admire. Ask how they succeeded in what they have done. You can find new perspectives, as well as new friends!

**“A new era of art buying  
has begun.”**

**Kari Korkman**

# Kari Korkman, Helsinki Design Week



# Kari Korkman, Helsinki Design Week

A career in art or design is never confined by the borders of a single country, as art and design are universal by nature. A work of art can resonate anywhere in the world, and an international mindset is decisive when working in marginal fields of art. This does not come as news: we have already been a firm fixture of the international circuit of applied arts since the early 20th century.

There is a rupture underway: we as consumers are shifting from unsustainable mass production towards standing out through individualised and wiser consumption patterns that exemplify our values. And, as we are spending more time at home on account of the current circumstances, we are also longing for more aesthetic experiences on the home front. A new era of art buying has begun as consumption is becoming more symbolic.

Becoming a collector is a route for some, but more and more regular consumers are also starting to express their values through art and art purchases.

A significant factor influencing a young designer or artist who has recently entered the market is the framework that they step into. The core strengths of Finnish studio crafts and design are high recognisability and a strong international reputation, as well as traditions that go a long way back. More specific assets include technical expertise, education and quality. The field of applied arts in Finland has been active in the contexts of both high culture and industry over the past 100 years, and we need to also highlight and support these strengths with well-timed, targeted and increasing international collaboration.



**Kari Korkman**, M.Sc. (Econ.), is the CEO of Luovi Productions Oy, the founder and director of Helsinki Design Week and the Fiskars Village Art & Design Biennale, as well as one of the founders of the World Design Weeks network. Since the early 1990s, Korkman has been involved in numerous product development and launch projects and has curated several design events and exhibitions in Finland and internationally. Korkman has received much recognition for his achievements in promoting Finnish design and fostering urban culture. In 2019, he was appointed as an honorary doctor of Aalto University.

[helsinki.designweek.com](https://helsinki.designweek.com)



# Kari Korkman's tips for an international career

## Be strategic

When a designer or artist wants to be entrepreneurial and improve the sales of their products or artworks, the artist needs to focus on using their communication channels, such as Instagram, to find customers and seal the deal. If you want to boost the attractiveness of your work for collectors and consumers and get them interested in buying and selling it, this needs to be built into your message. Not in a superimposed or aggressive manner, but in a clear way. If there is no strategy, tactic or plan to your communication, you are not harnessing the true potential of different channels. The best strategy is to be different. Finding your own ways of standing out from the flood of information, be it through your works or through the communication itself, is vital.

## Take care of your existing relationships

Your existing customers are by far your most important target group. It is easy to forget this in a time where there is too often a focus on

reaching new markets and followers. It is much easier to get messages across and sell to your current customers than to reach new ones. You need to take care of customers who are already loyal.

## Reach key people

The market of applied arts runs to a large extent on word of mouth and personal recommendations. Curators and influencers communicate to their own followers who is worth following. Pinpointing and reaching these key personalities has the potential to widely expand your network with minimal effort. These days, niche audiences within the art world find each other easily across scattered networks. The strength of marginal groups and media lies in the fact that their members are committed. A ceramic artist, for instance, does not need to find the largest possible audience – they need to target the right customers.

**“You don’t need to be able  
to do everything yourself.”**

**Katja Hagelstam**

# Katja Hagelstam, LOKAL



# Katja Hagelstam, LOKAL

An important part of exhibiting and selling art is making sure that high-quality photographs are made of the presented works. As a curator and photographer, I naturally pay great attention to photos. A good photo must not only be a well-executed shot technically, it must also bring new layers to the presented work: it must transmit an emotion, story or sense of place.

My work at Lokal Helsinki is about curating sustainable design and unique studio crafts for exhibitions and the online sphere. Instagram is an important tool, even if the platform has its shortcomings. We receive a lot of inquiries from makers who wish to take part in an exhibition or sell their work in our online shop. The best messages are direct and clear. Good images, a short introduction

or CV, that's it. Your portfolio needs to be in shape if you wish to stand out or be remembered among the flood of information.

Becoming part of Glasshouse Helsinki has meant that Lokal Helsinki represents a wider range of artists and designers. In a way, we are doing what we were doing earlier but on a larger scale, and we are also highlighting more and more new and previously unknown artists and designers. Our international customers are especially fond of anecdotes and stories about the artworks and products. I enjoy witnessing close up the increased appreciation for artisan skills and how young artists and designers are daring to work in a more self-confident and curious manner, without following trends too much.



**Katja Hagelstam**, the Curator & Founder of Lokal, breathes Finnish art and design. She enjoys nothing more than bringing people together, spotting talent and ultimately providing a platform for a creative community to flourish, all the while promoting sustainable, ethical and ecological values within the field. Katja developed her keen eye for quality, detail and timeless aesthetics as a photographer, focusing mostly on interiors, architecture and art objects for over 30 years. Since the opening of Lokal in 2012, Katja has curated close to 60 exhibitions at the gallery various other locations in Finland and abroad.

[lokalhelsinki.com](http://lokalhelsinki.com)



# Katja Hagelstam's tips for an international career

## Make use of your vision in your surroundings

You don't need to be able to do everything yourself. Don't be alone; have the courage to ask for help when you need it. If you lack communication skills, ask a colleague or friend to coach you. If you are collaborating with a gallerist, make use of their expertise and if possible, plan communication efforts together.

## Make space for your works

I often notice in my work how many artists have started only using Instagram to exhibit their craft, even if a website is still a fully reasonable channel. A website does not need to be crammed or complicated, even just three pictures and clear contact details help a lot. All kinds of product details and descriptions of techniques and processes supply important information when new exhibitions are being planned. If you use Instagram and you have a tendency to post a lot of cat pics

in between your product posts, it may be wise to create two profiles and use just one of them for your professional activities.

## Find your audience

Banging away on your own is often draining – we have all noticed this during the present exceptional circumstances. We need to share our everyday life and find mirrors for our thoughts. It is easier for new artists and designers in particular to find new modalities of work and new audiences together with other people. Try to become part of an artist collective, community or, for instance, a like-minded co-working space. A good team can help cut costs, support mutual learning and create life-long friendships.

**“International gatherings are crucial for boosting networks, but they are also not the only opportunities.”**

**Martta Louekari**

# Martta Louekari



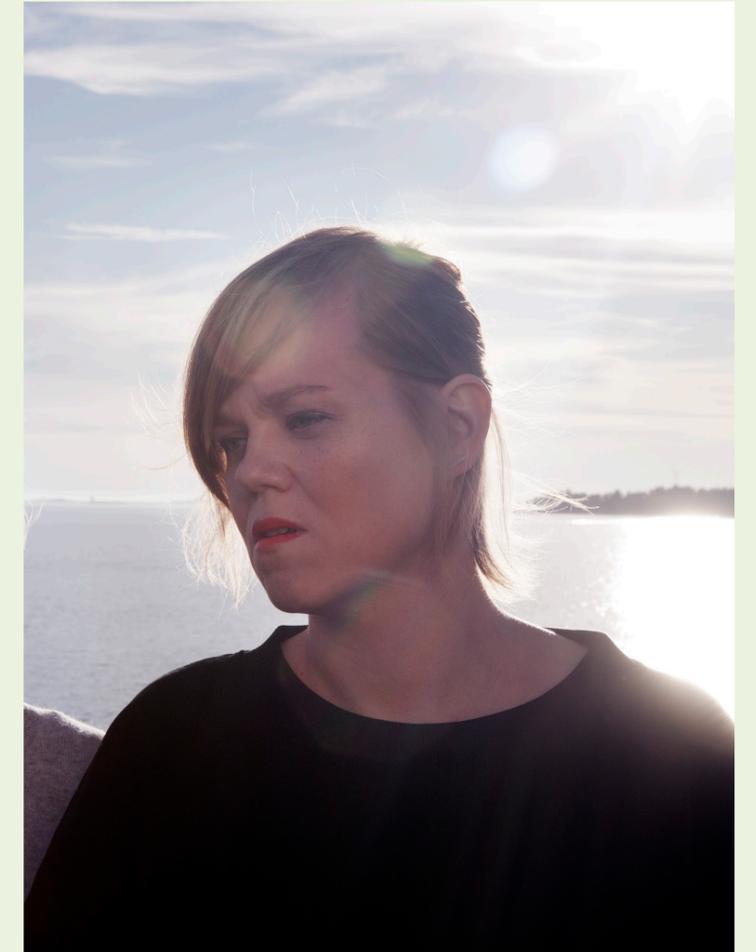
# Martta Louekari

First of all, spend a moment thinking about what message you wish to communicate. Reaching international audiences need not require huge resources anymore, but rather a focus on crystallising, clarifying and defining target groups precisely.

At **JUNI**, our work often addresses the brand development of creative professionals, or of large companies in the fields of fashion and design. We also shape content into something that can garner attention. I completely understand that not everyone these days wants to be visible and build a person-driven brand, but at least in the beginning it is helpful to have a PR agent or spokesperson. Because we are undergoing such a dramatic shift in many fields, it is easy for small and new companies to find a voice on things that are gaining a lot of significance – sustainability, unisex thinking,

good and durable values, community building, and so on. Individual makers and their stories, and the fact that a product is produced sustainably, can become much more interesting stories than big companies and their machinery. At the same time, a large company can brand itself in a more credible and enticing manner through collaborations with creatives and designers.

In an international environment, relationships are worth gold. International gatherings are crucial for boosting networks, but they are also not the only opportunities. The most important thing is to take an active role in making contacts. If you have someone in mind who is involved in what you do and could be interested in your work, strike up a conversation and send a message. You can never know where a first contact can lead.



**Martta Louekari** is specialised in communication & PR and has established a network of influential co-operators, partners and media worldwide. She works in the fields of fashion, design and architecture. Louekari has over 10 years of experience with international projects especially in China and Hong Kong. Louekari has received Allocated State Award of Public Information in 2008 from the Ministry of Education in Finland. In 2010-2012 she was working for the World Design Capital Helsinki 2012 project and was in charge of the architecture and fashion related initiatives.

[juni.fi](http://juni.fi)



# Martta Louekari's tips for an international career

## Define your core audience

If you are at the start of your career and lack resources, take special care to consider who is the core group that you wish to reach. It is easier to get your message across to a clearly defined group. Think through whether your chosen core group uses social media communities where your message will be heard and shared, or if you can identify an influencer that represents this group. Word-of-mouth and communities have a huge significance. Buying art and design is, to a large extent, based on recommendations and therefore it is fundamental to reach the key gatekeepers.

## Clarify your brand

Instagram is based on visuality, and how well you can produce visual content is key. It is just as important to also have a product and story that are easy to understand. Designers tend to get excited quickly. A simple thought can meander and flow in many directions and you can feel the urge to execute all ideas at the same time. A useful notion especially for early-career artists and designers is that one needs to repeat a singular idea for quite a while to have it understood.

## Know your context

It is important to understand how one's own work is situated into the global context of art and design. The desirability of your work can be increased by combining it more widely with worldwide topics and contexts – if you want to also sell your products or art abroad. Constant air travel is obviously not sustainable or wise, but you need to also gain perspective and sense the specificities of the market in which you wish to sell your works. I believe that in the future we will spend longer periods of time in individual locations instead of being constantly on the move in order to really zoom into that environment and have enough time to build networks. Local knowledge is extremely important and shapes the continuity of your work.

## Don't forget what is right next to you

The Finnish market is small, but it should not be looked down on. There are many young designers who think that they will head abroad directly, and when doing so they may miss out on many closer opportunities. There is less competition in Finland and it is more likely to make your work known domestically, at least in the beginning. When your artwork, product or story are known here, it is always easier to expand that to bigger international markets.

## UNIQUE DESIGN, ART AND CRAFTS:

# Key Events

## EUROPE

**Art Basel**, Basel, Switzerland  
[artbasel.com/basel](http://artbasel.com/basel)

**ART Paris**, Paris, France  
[artparis.com](http://artparis.com)

**Biennale Interieur**,  
Kortrijk, Belgium  
[interieur.be](http://interieur.be)

**Berlin Design Week**,  
Berlin, Germany  
[berlindesignweek.com](http://berlindesignweek.com)

**Chart Art Fair**,  
Copenhagen, Denmark  
[chartartfair.com](http://chartartfair.com)

**Collectible**, Brussels, Belgium  
[collectible.design](http://collectible.design)

**Cologne Fine Art and Design**,  
Cologne, Denmark  
[colognefineart.com](http://colognefineart.com)

**Design March Reykjavik**,  
Reykjavik, Iceland  
[designmarch.is](http://designmarch.is)

**Dutch Design Week**,  
Eindhoven, Netherlands  
[ddw.nl](http://ddw.nl)

**Heimtextil**, Frankfurt, Germany  
[heimtextil.messefrankfurt.com/frankfurt](http://heimtextil.messefrankfurt.com/frankfurt)

**La Biennale di Venezia**,  
Venice, Italy  
[www.labiennale.org](http://www.labiennale.org)

**London Design Festival**,  
London, UK  
[londondesignfestival.com](http://londondesignfestival.com)

**Maison&Objet**,  
Paris, France  
[maison-objet.com](http://maison-objet.com)

**Nomad Circle**,  
Multiple locations  
[nomad-circle.com](http://nomad-circle.com)

**PAD London**, London, UK  
[padesignart.com/london](http://padesignart.com/london)

**PAD Paris**, Paris, France  
[padesignart.com/paris](http://padesignart.com/paris)

**Paris Design Week**,  
Paris, France  
[maison-objet.com/en/paris-design-week](http://maison-objet.com/en/paris-design-week)

**Révélations - Biennale  
Internationale Métiers d'Art  
et Création**, Paris, France  
[revelations-grandpalais.com](http://revelations-grandpalais.com)

**Romanian Design Week**,  
Bucharest, Romania  
[romaniandesignweek.ro](http://romaniandesignweek.ro)

**Salone del Mobile**,  
Milan, Italy  
[salonemilano.it](http://salonemilano.it)

**Stockholm Design Week**,  
Stockholm, Sweden  
[stockholmdesignweek.com](http://stockholmdesignweek.com)

**Triennale di Milano**,  
Milan, Italy  
[triennale.org](http://triennale.org)

**Tallinn Design Festival**,  
Tallinn, Estonia  
[disainioo.ee](http://disainioo.ee)

**Skopje Design Week**,  
Skopje, North Macedonia  
[ministryofpleasure.net](http://ministryofpleasure.net)

**Vienna Design Week**,  
Vienna, Austria  
[viennadesignweek.at](http://viennadesignweek.at)

**Zlín Design Week**,  
Zlín, Czech Republic  
[zlindesignweek.com](http://zlindesignweek.com)

Attending to art and design fairs is often an arduous and expensive project. Finding a well networked gallerist can guarantee success throughout your career, yet finding the right person may be slow and challenging. With the help of professionals and experts we gathered the key events, galleries and museums of unique design and crafts in Europe and in United States. The data was collected with a survey directed at artists and designers who participated the exhibitions and events organised as a part of Making the Market. Additionally, information was collected from Finnish cultural institutes, as well as members of Ornamo Art and Design Finland. Surveys were conducted in 2020.

## UNIQUE DESIGN, ART AND CRAFTS:

# Key Events

## USA

**Art Basel,**  
Miami Beach Florida, Hong Kong  
[artbasel.com](http://artbasel.com)

**Art Miami,** Miami, USA  
[artmiami.com](http://artmiami.com)

**Chicago Design Week,**  
Chicago, USA  
[chicagodesignweek.com](http://chicagodesignweek.com)

**Collective Design Fair,**  
New York, USA  
[collectivedesignfair.com](http://collectivedesignfair.com)

**DesignMiami,** Miami, USA  
[shop.designmiami.com](http://shop.designmiami.com)

**Mad Museum LOOT,** New York, USA  
[madmuseum.org/loot/about-loot-0](http://madmuseum.org/loot/about-loot-0)

**New York Textile Month,**  
New York, USA  
[textilemonth.nyc](http://textilemonth.nyc)

**NYCxDESIGN,** New York, USA  
[nycxdesign.com](http://nycxdesign.com)

**Salon Art + Design,**  
New York, USA  
[thesalonny.com](http://thesalonny.com)

**San Francisco Design Week,**  
San Francisco, USA  
[sfdesignweek.org](http://sfdesignweek.org)

**WantedDesign,**  
Manhattan and Brooklyn,  
New York, USA  
[wanteddesignnyc.com](http://wanteddesignnyc.com)

## FINLAND

**Arctic Design Week,** Rovaniemi  
[arcticdesignweek.fi](http://arcticdesignweek.fi)

**Design Market,** DesignOnTampere  
[designontampere.com](http://designontampere.com)

**Fiskars Village Art & Design  
Biennale,** Fiskari  
[fiskarsvillage.fi](http://fiskarsvillage.fi)

**Habitare,** Helsinki  
[habitare.messukeskus.com](http://habitare.messukeskus.com)

**Helsinki Design Week,** Helsinki  
[helsinki.designweek.com](http://helsinki.designweek.com)

**Kankaiden yö**  
[facebook.com/KankaidenYo](http://facebook.com/KankaidenYo)

**NYTdesign,** Tampere,  
[nytdesign.fi](http://nytdesign.fi)

**OMMEL,** Espoo  
[ommel.fi/en/ommel-festival](http://ommel.fi/en/ommel-festival)

**Ornamo Design Christmas**  
[finnishdesigners.fi](http://finnishdesigners.fi)

**Ornamo Art and Design Sale**  
[ornamo.fi](http://ornamo.fi)

**Finnish Craft & Design,**  
Tampere  
[kadentaidot.fi](http://kadentaidot.fi)

**The Night of the Fabrics**  
[facebook.com/  
groups/607269919803142](http://facebook.com/groups/607269919803142)

### Tip:

Check out the  
gallery listings of fairs  
and sales events of  
art associations!

# UNIQUE DESIGN, ART AND CRAFTS: Key Galleries and Museums

## EUROPE

**Adrian Sassoon**, London, UK  
[adriansassoon.com](http://adriansassoon.com)

**Ammann Gallery**, Cologne,  
Germany  
[ammann-gallery.com](http://ammann-gallery.com)

**Atelier Ecrû**, Brussels, Belgium  
[facebook.com/weareatelierecru](https://facebook.com/weareatelierecru)

**Camp Design Gallery**,  
Milan, Italy  
[campdesigngallery.com](http://campdesigngallery.com)

**Carpenters Workshop  
Gallery**, London, Paris  
[carpentersworkshopgallery.com](http://carpentersworkshopgallery.com)

**Carwan Gallery**,  
Athens, Greece  
[carwangallery.com](http://carwangallery.com)

**Design Museum Brussels**,  
Brussels, Belgium  
[designmuseum.brussels](http://designmuseum.brussels)

**Etage Projects**,  
Copenhagen, Denmark  
[etageprojects.com](http://etageprojects.com)

**Everyday Gallery**,  
Antwerpen, Belgium  
[everydaygallery.art](http://everydaygallery.art)

**Fondation d'entreprise  
Martell**, Cognac, France  
[facebook.com/fondationmartell](https://facebook.com/fondationmartell)

**Fracas Gallery**,  
Brussels, Belgium  
[fracas-online.com](http://fracas-online.com)

**Functional Art Gallery**,  
Berlin, Germany  
[functionalart.biz](http://functionalart.biz)

**Galerie Dutko**, Paris, France  
[www.dutko.com](http://www.dutko.com)

**Galerie kreo**, London, Paris  
[galeriekreo.com](http://galeriekreo.com)

**Galerie Maria Lund**,  
Paris, France  
[marialund.com](http://marialund.com)

**Galerie Negropontes**,  
Paris, France  
[negropontes-galerie.com](http://negropontes-galerie.com)

**Galerie NeC**, Paris, France  
[facebook.com/Galerie-NeC-94712592386](https://facebook.com/Galerie-NeC-94712592386)

**Galerie Collection**,  
Paris, France  
[facebook.com/galeriecollection](https://facebook.com/galeriecollection)

**Galerie burster**,  
Berlin, Germany  
[galerieburster.com](http://galerieburster.com)

**Gallerie BSL**, Paris, France  
[galeriebsl.com](http://galeriebsl.com)

**Gallerie Format**, Oslo, Norway  
[format.no](http://format.no)

**Gallerie Philia**,  
Geneva, Switzerland  
[galerie-philia.com](http://galerie-philia.com)

**Gallery Fumi**, London, UK  
[galleryfumi.com](http://galleryfumi.com)

**MAD Paris - Le Musée des  
Arts Décoratifs**, Paris, France  
[madparis.fr](http://madparis.fr)

**Maria Wettergren**,  
Paris, France  
[mariawettergren.com](http://mariawettergren.com)

**Mima Museum**,  
Brussels, Belgium  
[mimamuseum.eu](http://mimamuseum.eu)

**Nationaal Glasmuseum**,  
Leerdam, Netherlands  
[nationaalglasmuseum.nl](http://nationaalglasmuseum.nl)

**Nilufar**, Milan, Italy  
[nilufar.com](http://nilufar.com)

**Object Rotterdam**,  
Rotterdam, Netherlands  
[facebook.com/  
ObjectRotterdam](https://facebook.com/ObjectRotterdam)

**Officine Saffi**, Milan, Italy  
[officinesaffi.com](http://officinesaffi.com)

**Pierre Marie Giraud**,  
Brussels, Belgium  
[m.pierremariegiraud.com](http://m.pierremariegiraud.com)

**Side Gallery and Casavells**,  
Madrid, Spain  
[side-gallery.com](http://side-gallery.com)

**SEEDS**, London, UK  
[seedslondon.com](http://seedslondon.com)

**Sirin**, Copenhagen, Denmark  
[sirincph.com](http://sirincph.com)

**Spazio Nobile**,  
Brussels, Belgium  
[spazionobile.com/projects/  
gallery](http://spazionobile.com/projects/gallery)

**Valerie Traan Gallery**,  
Antwerp, Belgium  
[valerietraan.be](http://valerietraan.be)

**Vessel gallery**, London, UK  
[vesselgallery.com](http://vesselgallery.com)

**V&A Dundee**, Dundee, UK  
[vam.ac.uk/dundee](http://vam.ac.uk/dundee)

**Victoria and Albert Museum**,  
London, UK  
[vam.ac.uk](http://vam.ac.uk)

**Victor Hunt**, Brussels, Belgium  
[victor-hunt.com/](http://victor-hunt.com/)

**Ateljer Jespers**,  
Brussels, Belgium  
[atelierjespers.com](http://atelierjespers.com)

## UNIQUE DESIGN, ART AND CRAFTS:

# Key Galleries and Museums

## USA

**Carpenters Workshop Gallery,**  
San Francisco, New York  
[carpentersworkshopgallery.com](http://carpentersworkshopgallery.com)

**Cooper Hewitt,** Smithsonian Design  
Museum, New York, USA  
[cooperhewitt.org](http://cooperhewitt.org)

**Chambers Fine Art,**  
New York, USA  
[chambersfineart.com](http://chambersfineart.com)

**Christina Grajales Gallery,**  
New York, USA  
[cristinagrajalesinc.com](http://cristinagrajalesinc.com)

**Colony,** New York, USA  
[goodcolony.com](http://goodcolony.com)

**Friedman Benda,** New York, USA  
[friedmanbenda.com](http://friedmanbenda.com)

**Gallerie Philia,** New York  
[galerie-phia.com](http://galerie-phia.com)

**Hostler Burrows,** New York, USA  
[hostlerburrows.com](http://hostlerburrows.com)

**Jason Jacques Gallery,**  
New York, USA  
[jasonjacques.com](http://jasonjacques.com)

**Les Ateliers Courbet,**  
New York, USA  
[ateliercourbet.com](http://ateliercourbet.com)

**Museum of Arts and Design,**  
New York, USA  
[madmuseum.org](http://madmuseum.org)

**Patrick Parrish,** New York, USA  
[patrickparrish.com](http://patrickparrish.com)

**R & Company,** New York, USA  
[r-and-company.com](http://r-and-company.com)

**Saatchi Art,** Los Angeles, USA  
[saatchiart.com](http://saatchiart.com)

**Salon 94 Design,** New York, USA  
[salon94.com](http://salon94.com)

**The Future Perfect,** New York, Los  
Angeles, San Francisco, USA  
[thefutureperfect.com](http://thefutureperfect.com)

## FINLAND

**Didrichsen,**  
Helsinki  
[didrichsenmuseum.fi](http://didrichsenmuseum.fi)

**EMMA Museum of Modern Art,**  
Espoo  
[emmamuseum.fi](http://emmamuseum.fi)

**Galerie Forsblom,**  
Helsinki  
[galerieforsblom.com](http://galerieforsblom.com)

**Gallery Lemmetti,**  
Helsinki  
[lemmetti.fi](http://lemmetti.fi)

**Lokal,**  
Helsinki  
[lokalhelsinki.com](http://lokalhelsinki.com)

**The Finnish Glass Museum,**  
Riihimäki  
[suomenlasimuseo.fi](http://suomenlasimuseo.fi)

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