

WHAT A LESSON IN ORGANIZING PHILATELIC EXHIBITIONS!



Pillars of the Exhibition. From left: Lorenzo Chazapis, in charge of hospitality and airport, Costas Chazapis, General Commissioner; George Sparis, President of the Organizing Committee and Joakim Chalvatjdopoulos, the floor manager (photo by Nikos Mallouchos member of the OC responsible for Customs matters).

Many philatelists around the world thought that it was an utopia when they heard the concept behind NOTOS 2015. Organisers had as main ingredients: Exhibitors willing to exhibit; A strong team of qualified volunteers and a suitable exhibition hall. Their principal targets: High exhibition standards; Low exhibitor's fees (20 Euros/ Frame); Reasonable budget: Free-of-charge exhibition hall; No publications or printings except Certificates; Instead: updated website, on-line forms etc.; No exhibitors' medals; Certificates, SP, GP etc. as per GREX, FREGEX; No remuneration to Jury and Commissioners; Travel and accommodation as per GREX, FREGEX; Lots of man-hours contribution.



Left photo: Signature of the FEPA Patronage Contract: Georges Sparis, President of the Organizing Committee, Alfred Kunz, FEPA Consultant and Costas Chazapis, General Commissioner of NOTOS 2015. Right: The exhibition is fully mounted. Wolfgang Maassen, Pantelis Leoussis and Jose Ramón Moreno, Presidents of the AIJP, Hellenic Philatelic Federation and FEPA respectively.

Lots of efforts were necessary from the member of the O.C. and their team, since the FEPA Patronage contract was signed until everything came into reality.

What happened in practice? The truth exceeded the most optimistic expectations. The ability, imagination, expertise and friendship applied, made of NOTOS 2015 an incredible success with a budget of 41.000 euros only i.e 10% approximately of the standard budgets for similar exhibitions. The amazing thing is that the funds were provided by the Hellenic Philatelic Society only. Which Philatelic Society can finance an international exhibition, if we possibly exclude APS or RPSL?

NOTOS 2015 proved to be a milestone in the organization of future philatelic exhibitions for many reasons.



Left: Costas Chazapis, General Commissioner of NOTOS 2015, welcomes the audience on behalf of the OC and the Hellenic Philatelic Society. Right: General view, Grand Opening of "NOTOS 2015 International Philatelic Exhibition"

The venue, the very good and plenty of space Peristeri Exhibition Center, was 15 minutes far from the official Hotel, by direct line Metro. The design of the exhibition was very clever in order to admire the excellent exhibits they were able to attract; The completely renovated 4 stars Hotel right in the centre of Athens, in front of the Parliament, next to Metro station, providing excellent facilities and services; The organisation was efficient, punctual but still friendly made easier the Commissioner's tasks. The website was outstanding. Please do not miss it: <http://hps.gr/notos2015>



Left: José Ramón Moreno, FEPA President, Pantelis Leoussis President of the Hellenic Philatelic Federation and Wolfgang Maassen President of the AIJP, Association Internationale des Journalistes Philatéliques while cutting the ribbon. Right: Moses Constantinis Philatelic Counsel to the Hellenic Post with ex Minister George Anomeritis and members of the Hellenic Post stand

The work of the Jury and the Expert Team was especially valuable as seldom you can find a jury with members so knowledgeable of the material of the South European and Balkan countries. All of it impregnated of innovative solutions which for sure will be applied in the future international exhibitions.



Many children visited the exhibition. On the left picture 12-year olds children of the 14th Elementary School "Dimitris Pikionis". Right, View of one of the exhibitions Halls with Mr. and Mrs Christakis Ioannou looking at the frames.



The header at the entrance of the Peristeri Exhibition Center

To achieve it is necessary not only to be very clever, efficient and ready to work extremely hard as they has done, but also a lot of courage to go over such enormous task with such a limited budget, that was not noticed as the quality of all aspects of the exhibition exceeded the international standards. Congratulations!



The great philatelist George Dolianitis sponsored a wonderful dinner right in front of the Parthenon for all Commissioners, Jurors and other guests. Left photo, Anthony Virvilis during his memorable welcome speech. Right photo, group of attendees with the illuminated Parthenon at the back.



Left: L. Chazapis, Dr. Rui Tereno, Ambassador of Portugal, Mrs. Mary Tsiota, Deputy Mayor of Peristeri, J-R Moreno FEPA President, Pedro Vaz Pereira President of the Portuguese Philatelic Federation, Mrs. Vaz Pereira, Eduardo Barreiros, and Mrs. Tereno. Right, L. Chazapis hosting an elementary school pupils with their teachers among the frames.

The entry forms were accepted from: Exhibitors of the 21 invited NOTOS countries (Bosnia & Herzegovina abstained) with any kind of exhibit. Exhibitors outside NOTOS with exhibits related to the European South. Philatelic Literature for exhibitors worldwide with no restriction on the subject.

The initial target of 800 frames was easily surpassed, since exhibitors mainly from the countries of the European South applied for considerably more frames. The Organizing Committee decided to increase the total exhibition space to 3.500 m², so that, a total of 1250 frames were finally accommodated, including three invited collections and Jury Class exhibits.

Participated the 20 invited countries of the European South and Balkan Peninsula, along with exhibitors from Austria, Canada, Chile, Czech Republic, Denmark, Germany, Netherlands, Pakistan, People's Republic of China, Poland, Republic of Korea, Russia, Switzerland, Ukraine, United Kingdom and United States. In total there was a participation of 36 countries.



Left, the evaluation of the Literature Class was done at the premises of the Hellenic Philatelic Society. Right: The 127 exhibits of Philatelic Literature were then presented at a specially provided area of the Exhibition Hall, in order to display the richness of philatelic research and the development of philatelic knowledge. In front of the Literature Corner, the Special Prizes.

The Philatelic Literature Supplement is a wonderful catalogue including all relevant details of every item, not to be missed: <http://hps.gr/notos2015/philatelic-literature-supplement/>



The Commissioners of NOTOS 2015. From left: Thimjo NIKA, Albania; Les GLASSMAN, Israel; Christakis IOANNOU, Cyprus; Dino MURIC, Croatia; Francisco GALLEGOS, Spain; Jose Ramon MORENO, FEPA President; Sinisha PAVLESKI, FYROM; Costas Chazapis, General Commissioner; Tomo KATURIC, Montenegro; Slobodan MEANDZIJA, Serbia; Alfred Kunz, FEPA Consultant; Veselko GUŠTIN, Slovenia; Mehmet AKAN, Turkey; Spas PANCHEV, Bulgaria; Pedro VAZ PEREIRA, Portugal; Francisc AMBRUS, Romania; Claude DESARMENIEN, France.



The international Jury of NOTOS 2015. From left: Emanoil SAVOIU, Peter SUHADOLC, Eliahu WEBER, Alexios PAPADOPOULOS (Apprentice), Eduardo ESCALADA-GOICOECHEA (Expert), Jean François BRUN (Expert), George THOMAREIS, Mario MENTASCHI, José Ramón MORENO, Alexandre GALINOS, Anthony VIRVILIS, Zoran STEPANOVIC, Sherif SAMRA, Alfred KUNZ (FEPA Consultant), Nicos RANGOS, Jean Pierre MAGNE, Manuel PORTOCARRERO, Ziya AĞAOĞULLARI, Akis CHRISTO (Apprentice), Boncho BONEV and Neoklis ZAFEIRAKOPOULOS



Anthony Virvilis and Costas Chazapis meet to thank and congratulate the volunteers at the headquarters of the Hellenic Philatelic Society



Left P. Leoussis, President of the Hellenic Philatelic Federation handing over the National Grand Prix to Anestis Karayannidis (Canada).
Right Anthony Virvilis President of the Jury handing over the Grand Prix International to Vittorio Morani (Italy).



Large Gold winners present at the Palmares. Photo Sergey Rodin



Left, J-Ramon Moreno, Michele Chauvet Grand Prix winner of the Class des Champions, A. Virvilis and J-P. Magne Secretary of the Jury. Right, A. Kunz, FEPA Consultant of NOTOS 2015, handing over the FEPA 25th anniversary commemorative memento to A. Virvilis, past Board member of FEPA.

The level of the exhibition was very high as demonstrated by the results: 27 Large Gold were awarded and 52 Gold.



Left, Spas Panchev President of the Bulgarian Philatelic Federation (middle) handing over to Costas Chazapis, General Commissioner of NOTOS 2015 (left) and A. Virvilis a commemorative medal for the success of NOTOS 2015. Right, J-R. Moreno FEPA President handing over to Costas Chazapis a silver plate for his outstanding work in NOTOS.



Left, A. Virvilis, Wolfgang Maassen, President of the International Association of Philatelic Journalists and Authors and the members of the Organising Committee J. Chalvadjidopoulos, B. Petrochilos, N. Mallouchos, A. Nikolaidis, A. Manoloudis and C. Chazapis deliver the AIJP flag.



From left, C. Chazapis, A. Virvilis, the members of the FEPA Board J-R. Moreno, B. King, A. Kunz, B. Bracic, N. Rangos and P. Leoussis, President of the Hellenic Philatelic Federation, deliver the FEPA flag. Photo Sergey Rodin

"NOTOS 2015" BEHIND THE CURTAINS

Interview by Nicos Rangos

Experienced collaborators: Costas Chazapis and Anthony Virvilis

1. When and how did you grasp the idea of the organisation of the exhibition "NOTOS 2015"?

The idea of an international philatelic exhibition intrigued us repeatedly at the Board of the Hellenic Philatelic Society. As we all know, the current situation has resulted to fewer international large stamp exhibitions with high exhibitor's fees and therefore reduced participation. Having been convinced that the main reason is not the economic downturn but the crisis of principles and ideas and the lack of resources, we decided to take the risk and organize an international philatelic exhibition based purely on cooperation and volunteering with main weapons our own experience and determination, as well as, the financial contribution of our society's members..

2. When the Organizing Committee was established and by whom?

Two years ago, when we decided to organize the national level exhibition "Hellas-Cyprus 2013", we the Hellenic Philatelic Society appointed an Organizing Committee which, after acquiring the proper homogeneity, coherence and the necessary experience for its younger members, it would go ahead to organize a bigger international.

The Organizing Committee was appointed as follows: George Sparis, President, Ioakim Chalvatzidopoulos, Costas Chazapis, Lorentzos Chazapis, Haris Chrysostomou, Nikos Mallouchos, Anthony Manoloudis, Andreas Nikolaidis and Vasilis Petrochilos.

3. What was the first step?

The first step was to obtain the necessary and appropriate exhibition venue. Our problem was solved by a real, clever and open minded friend of us, the Mayor Andreas Pachatouridis, who provided the Peristeri city hall Exhibition Centre totally free of charge. We are very grateful to him.



One of the two great halls of the Exhibition centre

4. What was the next step?

The second step was to ensure the support of both the Hellenic Philatelic Federation, the Hellenic Post (ELTA) and the Federation of European Philatelic Associations (FEPA), which granted patronage to NOTOS 2015, at its annual Congress in Lugano last year. We are grateful, as well, to all of them.

5. What were the expectations of the Organizing Committee?

- *The definition of the size of the Exhibition: 1190 sixteen-page exhibition frames in competition, 124 Philatelic Literature entries and 3500 m2 total exhibition space.*
- *Twenty one countries of the European South were invited. The following 20 countries decided to participate with Commissioners' privileges: Albania, Bulgaria, Croatia, Cyprus, Egypt, Former Yugoslav Republic of Macedonia, France, Israel, Italy, Malta, Moldova, Monaco, Montenegro, Portugal, Romania, Serbia, Slovenia, Spain, Turkey and Greece.*

- Other countries of Europe and all over the world were invited to participate only with exhibits related to the European South.
- The following 17 countries, outside of NOTOS, decided to participate: Austria, Canada, Chile, Czech Republic, Denmark, Germany, Netherlands, Pakistan, People's Republic of China, Poland, Republic of Korea, Russia, Sweden, Switzerland, Ukraine, United Kingdom and United States
- Philatelic Literature: Open with no restrictions whatsoever. One copy only was required.
- Exhibitor's low entry fees: €20 per frame or per Philatelic Literature entry.
- Competition: All FIP classes plus the experimental Open Philately and the "Classe des Champions" for distinguished exhibits plus 3 invited collections in Honour Class.
- The International jury was consisted by FIP accredited Jury members
- The Patronage was granted by the Federation of European Philatelic Associations (FEPA) and by the Association Internationale des Journalistes Philatéliques (AIJP)
- Organizers: Hellenic Philatelic Society the oldest Philatelic Society in Greece founded in 1925.
- Parallel invited events: FEPA Congress 2015, AIEP General Meeting 2015

6. How many participant federations?

The total number of participant federations finally was 38.

7. How many were finally all applications together and how many by category?

Court of Honour: 3. Official class: 4. Jury class: 7.

Special Exhibits Class: 1. Classe des Champions: 11. Traditional Philately: 45. Postal History: 92. Postal Stationery: 8. Aerophilately: 4. Astrophilately: 5. Revenues: 3. Thematic Philately: 23. Maximaphily: 20. Open Philately: 11. Youth Philately (Exhibitor's age 10-15): 10. Youth Philately (Exhibitor's age 16-18):5. Youth Philately (Exhibitor's age 19-21):3. Total exhibits 252.

8. How many Literature participations?

Handbooks and Special studies: 65. Catalogues:27. Periodicals: 32. 124 exhibits of Philatelic Literature were presented at a specially provided area of the Exhibition Hall, in order to display the richness of philatelic research and the development of philatelic knowledge

9. How many volunteers?

Fifty three members of the Hellenic Philatelic Society and other philatelic societies from Athens plus friends of friends created a strong force that made possible the mounting of 1200 frames in time.

Volunteers gathered recently in Athens to celebrate their successful results of the "NOTOS 2015" FEPA exhibition.



10. Any dealers?

Yes, the Hellenic Post and nine dealers from Athens.

11. Did you ask from the visitors any entry fees?

There were no entry fees at all.

12. Do you have any indication about the visitors' number?

Many philatelists from Greece visited the exhibition. We were happy to welcome groups of 10-15 exhibitors and friends philatelists from Israel, Turkey, Italy, Holland and France coming to Athens and visiting the Exhibition halls. We also had visitors, exhibitors and friends, from Belgium, Sweeden, Switzerland and Pakistan. Furthermore, the delegates to the FEPA Congress and to the General Assembly of AIEP had their strong presence in the exhibition. Many school children supervised by their teachers were guided in the exhibition. as well.

13. All the invited National Federations, except Bosnia – Herzegovina, were present by their own commissioners?

The commissioners of Malta, Moldova and Monaco were not able to attend. They sent their participations by Post.

14. Are you satisfied by the composition of Jury members and their decisions?

They tried to do their best. In case of minor mistakes they ask to be pardoned.

15. How it happened and you received collections from northern countries?

We wanted to attract good quality collections related to southern European Philately irrespective of the country.

16. What was the budget available and where it came from?

The budget came from entry fees and Hermes Club only. The Hellenic Post helped by providing several services related to the frames (transportation, mounting and dismounting) which otherwise had to be paid. In addition the Hellenic Post granted to the Organising Committee €5.000 in stamps only.

17. Can you give us an overview of the main income and expenses?

Our budget reached €41.000 fully covered as it was scheduled to be based on frame fees and the Hermes Club funds. Hermes Club was founded in 1984 within the Hellenic Philotelic Society with the aim to support financially national exhibitions. Its funds are based in contributions. However, this year's appeal to members and friends for assistance in cash or services for NOTOS 2015 helped us, so the total contribution of the Hermes Club's assets to the exhibition was restricted to 400 euros in 2014 and 98 in 2015 only.

18. Are you satisfied with the number of the registered exhibits?

Yes, very much, especially in Philatelic Literature.

19. Did you discard some applications?

Yes, there were quite a few, really far from international standards.

20. In your opinion, did the total number of exhibits were expected?

The expected initial target was set to 800 frames using one hall but due to high demand we increased them to 1200 by using the second one as well. We thought we can do it because the number of the volunteers kept growing and of course because the venue was very large and at the same time free of charge.

21. Are you happy from the consultant appointed by the FEPA Board?

Yes, we are satisfied. Alfred Kunz was very cooperative full of sympathy and understanding. José Ramón and other Board members helped a lot, as well. Their encouragements and their useful advices supported decisively our dream.

22. To what extent has the FEPA Board on the success of the exhibition?

The goals of the exhibition were quite innovative. FEPA Board looked at the matter with a broad sense and the outcome was very good and excellent example for the future.

23. The composition and work of the Jury met you or disappointed you?

All Jury members were very cooperative and experienced in their fields.

24. Do you know if exhibitors were satisfied from the decisions of the Jury Composition which you selected with the agreement of the FEPA Board?

The Jury was elected by us only and agreed by FEPA Board as they were the best available for the material to be exhibited. So far, there are no complaints from any exhibitors.

25. Apart from the final anticipated fatigue, what were the main difficulties encountered to the end of your course?

The Organising Committee was a small team with a lot of responsibilities for each one; however everybody worked perfectly with the help of 53 volunteers in every stage who were a great asset!

26. A few words about the best exhibits of the show.

We are happy that the invited exhibitors accepted to show their exhibits. It was a great honour for example that J. Hackmey exhibited his "France", an exhibit never shown in France yet... We are happy that all participated countries and exhibitors sent their best exhibits. It is a sign that our vision was accepted and we are grateful to all of them.

27. What were the positives and negatives of the exhibition and what advice you could be directed to the organizing committees of the National Federations of Europe? Some of them find it difficult to organise a national, regional or European Philatelic Exhibition.

The balance sheet of NOTOS that follows below, shall show to everybody how a low cost but at the same time high standards exhibition can be organised, taking into consideration the particular circumstances of every country. The website helped a lot to spread the world that a new era is coming, if we want to have philatelic exhibitions in the future.

As negative we may count that the awards are not recognised by FIP and this is a matter which should FEPA see it very closely in the near future as long as a FEPA patronised exhibition does not differ at all from FIP one.

28. On what do you attribute the great success of the exhibition?

The enthusiasm and hard work of the Organizing Committee, the volunteers' assistance and the excellent relationships between European philatelists are the main reasons of the expected success.

29. Any innovations applied to the successful exhibition "NOTOS 2015"?

- Financial independence or other, from State Authorities
- Back to reasonable exhibitor's fees: €20 per frame or Literature entry.
- Equal treatment to all invited Federations: Same Commissioner's privileges with no restrictions on minimum number of exhibits.
- Entry forms were submitted on-line, directly from the exhibitor to the OC and the respective National Commissioner.
- One copy only for each Philatelic Literature exhibit.
- No traditional bin room, no traditional inventory lists.
- Truly paperless exhibition: no publications, no printings.
- A well-documented and fully informative website. Active for a lifetime.
- It is worth to pay a visit at: www.hps.gr/notos2015/



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NOTOS 2015

Balance sheet

INCOME

Frame fees 1 st period (1)	882
Frame fees 2 nd period	23.820
Dealers' stands	1.350
Palmares dinner tickets	3.535
Hermes Club (2)	<u>11.425</u>
Total	€ <u>41.012</u>

EXPENDITURE

Presentation of NOTOS in Lugano (Sept. 2014)	400
FEPA Consultant's trip to Athens (Aug. 2015)	640
FEPA Patronage	5.000
Jury air tickets (2)	3.370
Jury catering	850
Security	2.508
Exhibition hall constructions, services, installations etc. (3)	7.100
Hotel accommodation for Jury/Commissioners	12.145
Palmares dinner	5.500
Refreshments at the AIEP Gen. Assembly and FEPA Congress	330
Transportation of Jury/Commissioners etc. (4)	1.450
Secretariat and various expenses (5)	1.534
Bank charges	<u>185</u>
Total	€ <u>41.012</u>

Notes

1. NOTOS 2015 international (12-15 Nov.) was preceded by NOTOS 2015 Collectables (4-10 Nov.) which except philately catered all other possible collections at 3 euro/frame.
2. The appeal of Hermes Club in 2015 to the Hellenic Philatelic Society members and friends resulted to 10.927 euro. The balance was covered by the Hermes Club assets. In addition, three Jurors offered not to be compensated for their air tickets, a member offered the two Grand Prix plates and the three plates for the invited collections in the Court of Honour, whereas the Hellenic Philatelic Federation offered one Grand Prix plate.
3. The Hellenic Post covered the transportation and mounting/dismounting expenses of the frames.
4. The Jury/Commissioners were provided with metro tickets between the hotel and the exhibition. However, two general strikes of public transportation, on the first and last day of the exhibition, forced the OC to hire coaches. The transportation of Jury/Commissioners from the airport (11 Nov.) was taken care of mainly by OC members and volunteers.
5. Mainly printing and various smaller expenses plus the photographer. All flags but one were offered by the Municipality of Athens and various Embassies.
6. The Hellenic Post supplied the OC with stamps of 5.000 euro face value. They were mainly used for posting the certificates and sending back some exhibits.

TREASURER

V. Petrochilos

PRESIDENT

G. Sparis