



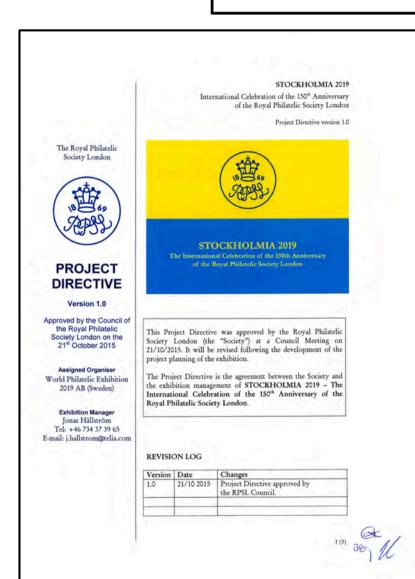
# FINAL STATEMENTS AND REPORT

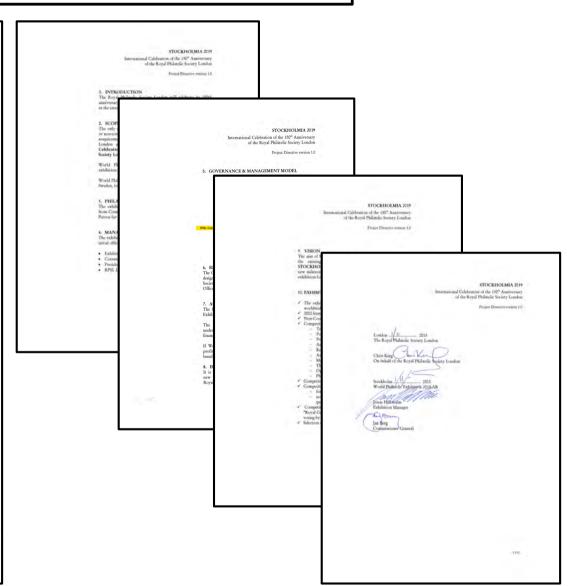
Jonas Hällström RDP FRPSL

Exhibition Manager CEO World Philatelic Exhibition 2019 AB

This report is approved by the World Philatelic Exhibition 2019 AB (WPE 2019 AB) Board of Directors.

#### PROJECT DIRECTIVE MUTUALLY AGREED RPSL & WPE 2019 AB





#### WPE 2019 AB ASSIGNED TASK



#### CONTENT

- Success Factors for the Execution of the Exhibition
- Success Criterions
  - o Visitors
  - The Royal Governance
  - o Patrons
  - o The Philatelic Partnership
  - Marketing Campaign
  - o Exhibition Design & Performance
  - o The Philatelic Program
  - The Social Events
  - o The Jury
  - o The Exhibition Medal
  - o STOCKHOLMIA Publications
  - Numerous Volunteers
  - o Extensive Feedback
- Patronship Contributions
- Budget Performance
  - o Downsides
  - o Upsides
- Profit Proceeds to the RPSL
- ☐ The Exhibition Management Medal
- Proceeds to the RPSL

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Company Confidential

### SUCCESS FACTORS "EXHIBITION EXECUTION"

- ☐ The Exhibition Plan (2.6), its Appendices, and the Concepts for the exhibition operations, defined the structure which at the end became the overall success factor.
- Exhibition Operations were executed as sub-projects:
  - o Marketing and Sales
  - o Philatelic Exhibitions
  - Trade Stand Holders
  - Exhibition Logistics
  - Exhibition Program Activities
  - Security Operations
- Outsourcing to Professional Partnerships
  - Destination Management
  - Conference Organisation
  - o Exhibition Design, Development and Built
  - Execution of Security Operations

## SUCCESS CRITERION VISITORS

2 683

Day	by	Day
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Tuesday 28 May	1 471
Wednesday 29 May	1 456
Thursday 30 May	1 425
Friday 31 May	1349
Saturday 1 June	1 252
Sunday 2 June	879
	7 832



Vernissage Tickets	170
Single Day Passes	1878
Exhibition Day Passes	635



The international width of our hobby was truly reflected through more than 50 different nationalities registered as visitors to the exhibition: Argentina, Australia, Austria, Belgium, Bermuda, Brazil, Bulgaria, Canada, China including Hong Kong, Colombia, Croatia, Czech Republic, Denmark, Egypt, El Salvador, Estonia, Finland, France, Germany, Hungary, India, Israel, Italy, Japan, Luxembourg, Malta, Mexico, Monaco, the Netherlands, New Zealand, Nigeria, Norway, Pakistan, Poland, Portugal, Puerto Rico, Romania, Russia, Saint Pierre and Miquelon, Saudi Arabia, Singapore, Slovenia, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, Ukraine, the UK, the United States and Uruguay.

#### **SUCCESS CRITERIONS** THE ROYAL GOVERNANCE





SE-113 39 STOCKHOLM

Monday 17th June 2019

Dear Jonas.

SWEDEN

Jonas Hallstrom. Tomtebogatan 1A

On behalf of Her Majesty the Queen, I am writing to thank you for your untiring help and support given to the Royal Philatelic Collection throughout the preparation and execution of Stockholmia 2019.

The undoubted success of the Exhibition reflected your excellent management of the project, with your far sighted "plan" and attention to detail. It is one we will remember for many years to come.

Would you please express our gratitude to all those members of your team for their friendship and commitment.

It has been a privilege to work with you and I look forward to meeting with you in the near future.

Yours sincerely

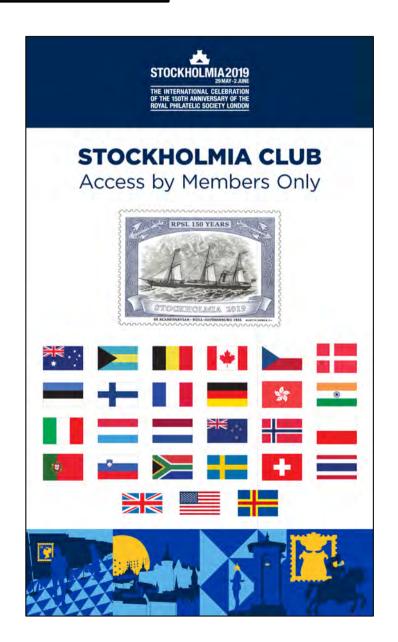
Rod Vousden

Acting Keeper, Royal Philatelic Collection

## SUCCESS CRITERIONS PATRONS

	241
SUPPORTERS	51
PATRONS	73
GOLD PATRONS	83
LEADERSHIP PATRONS	34

Australia	6	Luxemburg	1
Bahamas	1	Netherlands	2
Belgium	6	New Zeeland	1
Canada	3	Norway	5
Czech Republic	4	Poland	2
Denmark	2	Portugal	2
Estonia	1	Slovenia	1
Finland	1	South Africa	3
France	3	Sweden	51
Germany	24	Switzerland	10
Hong Kong	5	Thailand	1
India	2	United Kingdom	36
Italy	5	USA	61
Japan	1	Åland Islands	1
			241



# SUCCESS CRITERIONS THE PHILATELIC PARTNERSHIP

















### SUCCESS CRITERIONS MARKETING CAMPAIGN

- ☐ Target Group 1
  RPSL Members
  - Advertising and Information in The London Philatelist
  - President's and Independent Newsletters
  - o **346 members** signed the Members' Book in Stockholm
- ☐ Target Group 2 International Philatelists
  - Philatelic Partnership with
     The Global Philatelic Network
  - Extensive pre-exhibition advertising (anonymously sponsored by the one and same Patron)





















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### SUCCESS CRITERIONS MARKETING CAMPAIGN

- ☐ Target Group 3
  Philatelists in Sweden
  - National Partnership with
     The Swedish Philatelic Federation
  - Advertising in Svensk Filatelistisk
     Tidskrift 2017-2019



- Social Media Compaign Facebook
- On Site Advertising in Stockholm
   by KulturReklam
- Newspaper Advertising
  - Dagens Industri
    - DI Digital
    - ½ Pages (5)
    - ½ Pages (2)
    - 1/1 Pages (2)
  - Dagens Nyheter
    - 1/1 Pages (4)

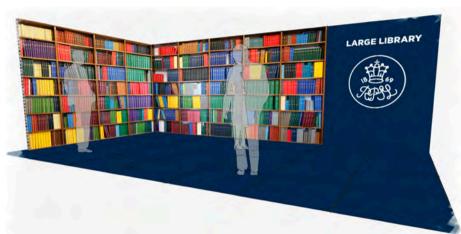








#### SUCCESS CRITERIONS EXHIBITION DESIGN & PERFORMANCE











### SUCCESS CRITERIONS THE PHILATELIC PROGRAM

#### ☐ 183 events

- o Congresses
- o Meetings
- Master Classes
- Current Trends Sessions
- Lectures
- Book Presentations

#### ☐ 161 different speakers

- o 12 RDPs
- o 74 Fellows of the RPSL
- o 30 Speakers gave two or more presentations
- The busiest day during the exhibition was Thursday 30 May (46 events).
- o At the peak there were as many as 9 parallel sessions
- □ Attendance was generally very good
  - o The most popular events were the Master Classes
  - o Most of the Current Trends Sessions also had rooms full of attendees



### SUCCESS CRITERIONS THE SOCIAL EVENTS

- □ 28 May Vernissage
  - o 1471 visitors
- ☐ 29 May STOCKHOLMIA CLUB Dinner
  - o Winterviken 405 guests
- ☐ 31 May Excursion to Drottningholm Palace
  - o Two full cruising ships (340 guests)
- ☐ 31 May RDP Ceremony
  - Hall of Mirrors at the Grand Hôtel
  - o 44 RDPs attended the largest gathering ever
- ☐ 1 June STOCKHOLMIA BANQUET
  - o Vasa Museum 700 guests











## SUCCESS CRITERIONS THE JURY

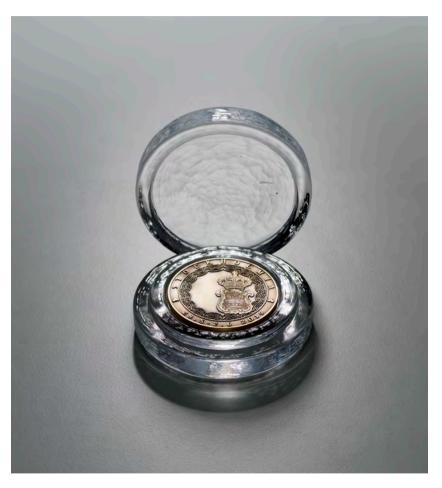
- ☐ 28 Judges
  - o 14 different nationalities
- ☐ The Jury Process
  - o Selection
  - o Information and Advertising
  - Preparations
  - o Execution
  - Jury Feedback to Exhibitors
- ☐ The Result

	TR	PH	PS	REV	AER	TH	OP	PP	LIT	
LARGE GOLD	23	32	3		2	5	1	1	5	70
GOLD	28	39	4	1	2	2	1	1	18	96
LARGE VERMEIL	19	31	6	1	7	5	6	1	21	96
VERMEIL	15	15	2	2	1	3	1	2	28	69
LARGE SILVER	3	6	1		2	3	5	1	17	36
SILVER		2	1		1	1	3	1	8	15
SILVER BRONZE	1	1			1		1	1		2
BRONZE			1				1	1	1	2
CERTIFICATE					I I	1	l I	1		1
	89	126	15	4	15	20	17	3	98	387



### SUCCESS CRITERIONS THE EXHIBITION MEDAL





The unique STOCKHOLMIA medal (edition 375) in classic format and presentation, styled with two front faces, tracing the two countries' equal importance by depicting the world's most recognized stamps in stylized design.

Sebastian Schildt

## SUCCESS CRITERIONS STOCKHOLMIA PUBLICATIONS

#### ■ Bulletins

#1 (April 2017)#2 (August 2018)





edition 3,000 edition 4,000

#### □ Handouts Series

o #1 (25 May 2017)

o #2 (1 December 2018)

o #3 (16 February 2018)

o #4 (31 August 2018)

o #5 (28 May)

o #6 (29 May)

o #7 (31 May)

o #8 (1 June)

















edition 300 edition 400 edition 125 edition 500 edition 500 edition 250 edition 1,200





#### ☐ Special Handouts

 11 April 2019 Handout for the Presentation of the Exhibition Catalogues

o 28 May 2019 Exhibition Information and Program

edition 800

edition 8,000

### SUCCESS CRITERIONS STOCKHOLMIA PUBLICATIONS

#### ☐ The Exhibition Catalogues

- Volume 1 Softbound
- o Volume 2 Softbound
- o Hardbound Sets Vol 1+2





edition 2,700 edition 1,200 edition 300

#### ☐ The London Philatelist Special Editions

o #1 Stockholm Print 31 May 2019

London Print (Pardy)

o #2 Stockholm Print 2 June 2019

London Print (Pardy)

o #3 One Printing Only (Pardy)

edition 2,500 edition 2,500 edition 1,000 edition 2,500 edition 2,500

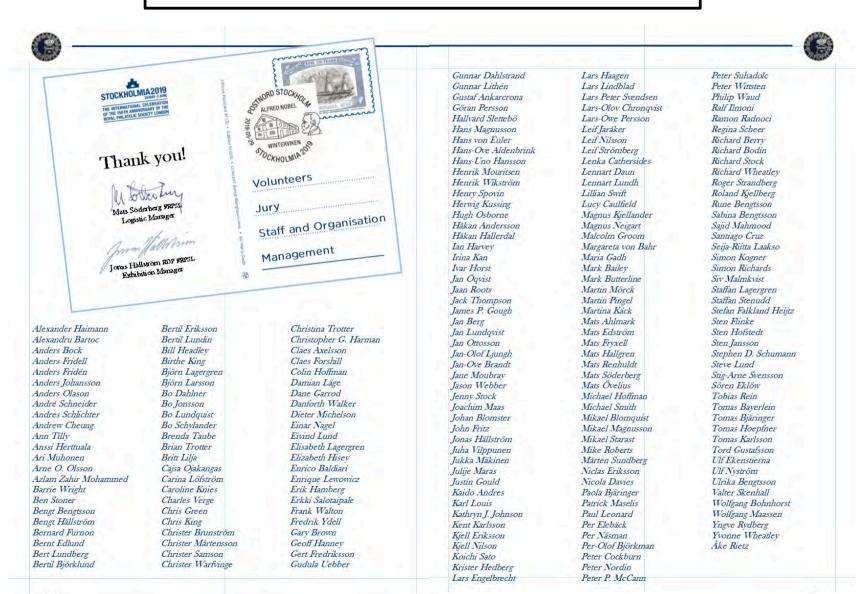






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#### SUCCESS CRITERIONS NUMEROUS VOLUNTEERS



### SUCCESS CRITERIONS EXTENSIVE FEEDBACK

My most sincere congratulations for a UNIQUE event! You set new standards!!!! I take pity on the organisers of future events ... Please pass my sincere thanks to everyone involved!





Best regards
Patrick Maselis RDP FRPSL
President
The Royal Philatelic Society London

### THE EXHIBITION MANAGEMENT MEDAL



- ☐ Her Majesty Queen Elizabeth II
- ☐ His Majesty King Carl XVI Gustaf
- ☐ The Royal Philatelic Society London
- ☐ Gustaf Douglas
- ☐ The Global Philatelic Network

  (in appreciation for the work of primarily by Dieter Michelson, Karl Louis and André Schneider)
- ☐ Bengt Bengtsson
- ☐ Jan Berg
- □ Tomas Bjäringer

- ☐ Christer Brunström
- ☐ Lennart Daun
- ☐ Lars Engelbrecht
- ☐ Gert Fredriksson
- ☐ Alexander Haimann
- ☐ Helga Haub
- ☐ Stefan Heijtz
- ☐ Jonas Hällström
- ☐ Mitch & Alan Holyoake
- ☐ Chris King
- ☐ Jan-Olof Ljungh
- ☐ Wolfgang Maasen
- Patrick Maselis
- ☐ Ari Muhonen
- ☐ Kjell Nilson
- Mats Söderberg
- ☐ Brian Trotter.

### PROCEEDS TO THE RPSL

- ☐ Archival Documentation to be delivered at the first RPSL Meeting of the season on 12 September
- ☐ Final Statements and Report, including profit forecast, to be given to RPSL Management on 31 October
- ☐ Profit proceeds to be officially announced at the LONDON 2020 Palmarès on the 8 May 2020

# WE MADE IT AND WE MADE IT TOGETHER

