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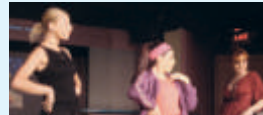
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FROM THE EDITOR

## Wealth, community and an "island neighborhood"

C. Dean Metropoulos is one of the richest men in America, and yet from what he says the greatest joy of his long and illustrious career right now seems to be working with his sons and watching them broker deals almost as well as their old man did. "They push me hard," he says, and he loves it.

Manhasset, New York is one of the richest communities in the United States, an "island neighborhood" with a Miracle Mile of stores too rich to even venture in the parking lot. And yet the affluent Greeks who have settled there and made it their own say almost to a man that what they liked about the area was its community feel and sense of neighborhood.

"I got such tremendous support from the Greeks in the community," says Nikos Katopodis, who opened his upscale gourmet store in Port Washington and was soon visited by his fellow AHEPA brothers toting shopping baskets and offering both support and counsel.

The heartening example of the Metropoulos family and the Greeks of Manhasset is that to Greeks everywhere family is paramount and community is an extension of family and the most vital part of any neighborhood, no matter how ritzy. Metropoulos takes obvious relish in working with his sons and credits his wife with their moral fibre. Money isn't everything, he implies. The affluent Manhasset Greeks don't talk much about their bank rolls, but they do talk much about running into each other often on the common grounds and how well their last AHEPA meeting went.

Greeks put down roots everywhere and do well everywhere, but it is encouraging to see that they never forget their values or inherent need to be with each other. As Plato once said about the Greeks living on the islands that ring the Mediterranean: We gather like frogs around a pond.

As Manhasset shows, expatriate Greeks will do that wherever they are and whatever their circumstance, and even the most privileged among us remember our common bond of family.

Dimitri C. Michalakis

**NEO**  
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**Editor in Chief:**  
Dimitri C. Michalakis  
d.michalakis@neomagazine.com

**Features Editor**  
Katerina Georgiou  
katerina@katerinageorgiou.com

**Western Region Desk**  
Ken Kassakhian  
neomagwesternus@gmail.com

**Baltimore Desk**  
Georgia Vavas  
(410) 227-2560  
gvavas@comcast.net

**Photo/Fashion**  
ETA Press  
Christos Kavvadas  
Alexandros Giannakis

**Graphic Design**  
NEOgraphics Inc.  
Adrian Salescu

**Publishing Committee Chairman:**  
Demetrios Rhompotis  
dondemetrio@neomagazine.com

**Marketing and Advertising Director**  
Kyprianos Bazenikas  
k.bazenikas@neomagazine.com

**Athens Liaison**  
Konstantinos Rhompotis  
(01130) 210 51 42 446  
(01130) 6937 02 39 94  
k.rhompotis@neomagazine.com

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Kakkouris of the Republic of Cyprus was there on behalf of the other Hellenic state. "The White House is a great symbol for independence and freedom and liberty, and it's a fitting place to celebrate the independence of Greece," George Bush declared. "All free people stand on the shoulders of Greece. In the ancient world where political power usually came from the sword, the people of Athens came together around a radical and untried idea that men were fit to govern themselves. It was this freedom that allowed them to create one of the most vibrant societies in history. And that

the Hellenic American National Council, Panicos Papanicolaou, President of the Cyprus Federation of America, Ike Gulas, the Order of AHEPA Supreme President, Karen Stamatiades, Daughters of Penelope Grand President, Gene Rossides, founder and Chairman of the American Hellenic Institute, Andrew Athens, President of the United Hellenic American Council and the very Reverend Alex Karloutsos, whom President Bush greeted personally during his address.

The annual celebration of Greek Independence Day at the White House was

blessings of liberty around the world," President Bush said, who despite his tight schedule devoted to the event almost an hour.

The program concluded with the Archdiocesan Metropolitan Youth Choir, led by Maria Koleva and accompanied by classical pianist Arete Giovannou, performing American and Greek songs in the presence of President Bush and with Archbishop Demetrios translating for him the Greek lyrics.

# President Bush salutes Greek Independence

By Demetrios Rhompotis

In a straightforward manner rarely used by diplomats and politicians nowadays, Archbishop Demetrios of America, taking advantage of his warm rapport with President George W. Bush (the president has said the Archbishop "soothes my soul") used the annual celebration of Greek Independence Day this past March 25 at the White House to deliver some unequivocal messages to the seat of power on behalf of American and global Hellenism.

"This very same Greek nation, in a series of sensitive national issues, receives by some nations treatment which is unjust by any standards. The issues of the reunification of Cyprus and of the name of the Former Yugoslav Republic of Macedonia, for instance, are two characteristic examples of this," the Archbishop, Macedonian himself, said. "Speaking rather boldly, on this solemn day, we express our firm conviction that you will exercise your unique authority and leadership in order to facilitate a course of action that will treat sensitive issues related to Greece in a fair and dignified way."

And reminiscent of the noblest figures of the Greek Orthodox clergy at times of extreme hardship, the Primate of the Greek Orthodox Catholic Church in America and a former Harvard Professor, reminded the leader of "the free world" that "Greece is not seeking special favors of unreasonable deference ...The Hellenic nation is a proud and honorable nation, a faithful ally of the United States for generations, and throughout its long history has established, as a fact, that it does not depend on favors, but on justice and respect."

"I'm always open for a few suggestions (laughter). You are an easy man to listen to," said President Bush, opening his remarks, and although somehow taken aback, seemed to appreciate the Archbishop's frankness and to feel quite at ease among more than 200 Greek-Americans from all over the country.

Development Minister Christos Folias who crossed the Atlantic especially for the occasion, represented Greece, along with Ambassador Alexandros Mallias. Ambassador Andreas

society deeply influenced America's founding fathers when they sought to establish a free state centuries later." He went on to remind that "liberty only survives when brave men and women are ready to come to its defense. In the years leading up to Greece's war of independence, one of the rallying cries of the Greek people was that it was better to be free for an hour than to be a slave for 40 years. Those were the kinds of folks who had their priorities straight."

Speaking of the Greek-American community, President Bush who counts many supporters, among them Alex Spanos, number one financial contributor to his presidential campaigns in the entire country, said that "today more than 1.3 million Greek-Americans trace their ancestry back to Greece and we're better off for having them here ...In celebrating Greek Independence Day, we commemorate the heritage of freedom both our countries hold dear, and we remember the Greek-Americans whose strong spirit, resolve and courage helped create America."

Among the about 200 guests were former US Senator Paul Sarbanes, former US Ambassador to Belgium Tom Korologos, US Envoy to Sudan Andrew Natsios, Dr. John Brademas, President Emeritus of NYU and first Greek-American to be elected in Congress, Ted Spyropoulos, Coordinator for the Council of Hellenes Abroad USA, Emmanuel Velivassakis, President of

established after an initiative by the late Archbishop of North and South America Iakovos. Every year, every American president since, has offered the nation's recognition to the contributions of the millions of Greeks in every field and sphere of the American life and society. It also underscores the exceptionally important political influence of the Hellenes in the American political scene, expressed not only in votes and financial contributions but in key figures at every level of power. Moreover, it is an opportunity to stress the close relationship between the US and Greece, a staunch ally at every major war America was involved.

"Today, our nations remain allies in the cause of freedom, and are working to lay the foundations of peace and to spread the

Earlier in the day, a Mass and a commemorative Doxology for the Anniversary of Greek Independence was celebrated in Washington's Greek Orthodox Cathedral of Haghia Sophia. Minister Christos Folias was the keynote speaker.

In the evening, Ambassador Alexandros Mallias hosted a reception at the Greek Embassy which former Undersecretary of State Nicholas Burns attended, among numerous dignitaries. In his brief remarks – partly in Greek – Mr. Burns who served as US Ambassador in Athens, reminded that the spread of Greek civilization started with Philip and Alexander of Macedon, resetting the record straight and receiving the warmest of applause of the more than 150 Greek and non Greek guests who had filled the Greek Embassy's reception halls to capacity.



Development Minister of Greece Christos Folias speaking at the Haghia Sophia Cathedral after the Mass officiated by Archbishop Demetrios (center).

PHOTO: KYP-BAZEN



Minister Christos Folias with Theodora Hancock (left) and Maria Stamonlas, Founding Member and President of the Hellenic American Women's Council respectively.

PHOTO: KYP-BAZEN



From left, Jimmy Kakridas, Alex Cristo, Georgette Kakridas and Dino Rallis.

PHOTO: KYP-BAZEN

PHOTO: KYP-BAZEN

Former Undersecretary of State Nick Burns addressing the guests at the Greek Embassy. From left also are, Assistant Secretary of State Daniel Fried, Ambassador Alexandros Mallias, the evening's host, Minister Christos Folias and former US Senator Paul Sarbanes.





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From left, Emmanuel Argyrakis, Georgia Tavlarios, Celia Critbariotis-Tsakos, Costas Kellas, Nikolas Tsakos (the honoree), Nicholas Agrotis, James Hansel, Anthony Kontomichalos and Emmanuel Karavanos.

## HABA honors TEN millennia of seafaring tradition

By Demetrios Rhompotis

“Our company moved 380 million barrels of oil this year, representing 40 days of the total United States (oil) imports. Our ships can keep the country running for 40 days,” said Niiokolas Tsakos, President, Chief Executive Officer and Director of Tsakos Energy Navigation (TEN), upon receiving HABA’s (Hellenic American Bankers Association) 2008 Executive of the Year Award for himself and his father Panagiotis, during a lavish gala held this past March at the New York Athletic Club. Soterios Johnson, host of NPR’s Morning Edition, WNYC Radio, served as Master of Ceremonies.

Greece, a country of about 12 million – two of which recent immigrants from neighboring countries – controls more than 20% of the global fleet, while the number of Greek owned ships place the country in the first place worldwide, continuing triumphantly a tradition that goes back to prehistoric times. “Geek shipping maintains a protagonist role in the maritime affairs of the world. It serves

the national society, not only with the best of ships, but with the best seafarers with more than 10,000 years seafaring experience,” Captain Panagiotis N. Tsakos, founder of Tsakos Shipping and Trading, declared in a televised message from his office on his native island of Chios. Captain Tsakos has demonstrated his commitment “To Save the Seas” by being a founding member of the Hellenic Marine Environment Protection Association (HELMPEPA), which promotes “Safer Ships in Cleaner Seas.” He is also an ardent supporter of Hellenism and Orthodoxy in the Americas, North and South.

Mr. Nikolas P. Tsakos has followed his father into the shipping industry. His company, Tsakos Energy Navigation (TEN), an NYSE-listed public company, which operates a fleet of 43 vessels, with over 4.7 million dwt, and an average age of just 5.4 years. Reflecting the Tsakos family’s concern for the environment, 100% of TEN’s fleet is of double hull design. Mr. Tsakos is the former President of the Hellenic Marine Environment Protection

Agency (HELMPEPA), a member of the council of the Independent Tanker Owners Association (INTERTANKO), a board member of the UK P&I Club, a board member of the Union of Greek Shipowners (UGS), a council member of the board of the Greek Shipping Co-operation Committee (GSCC) and a council member of the American Bureau of Shipping (ABS), Bureau Veritas (BV) and of the Greek Committee of Det Norske Veritas (DNV).

“One out of every four cargos is carried on a Greek ship,” Nikolas Tsakos continued. “This (comes) from a country that really doesn’t produce very much. The only oil we produce is olive oil and it is not enough to fill any of our vessels. People used to think that shipping was threatened by the airline industry. A 747 jumbo carries 300 tons of cargo while one of our ships carries 300,000 tons.”

According to Capital Link President Nicholas Bornozis, who earlier in the day hosted an international shipping conference in New York, “another achievement of the Tsakos family, is how they paved the way for Greek shipping to tap the global capital markets... Shipping today is a vital link to the global economy and global trade ...it really takes a new generation to take the initiative to open the capital markets. So there we have to credit Nikolas Tsakos for founding the Tsakos Energy Navigation.”

“(Today) We have more than 30 Greek publicly traded companies on the NYSE, but we were the first ones. We were like the first Christians being fed to the lions,” said Nikolas Tsakos, touching upon the same theme.

Niovi Christopoulou, who practices law in Arnold & Porter’s New York office, introduced the honoree. “He comes from a family with a great tradition in shipping,” she pointed out. “His vision and background helped him bridge the family’s great shipping tradition with the world’s global markets. Despite his many accomplishments, Mr. Tsakos is also a fearless leader who has great

energy and a great sense of humor, and who loves his family.”

The Hellenic American Bankers Association, Inc. (H.A.B.A.), the event’s host, is one of the premier Greek-American organizations in the New York metropolitan area. Since its inception it has strived to serve the professional and educational interests of Greek-American financial professionals through the sponsoring of lectures, seminars, cocktail receptions with guest speakers and other events. Recently, a very successful outlook panel discussion on the US economy and the state of the real estate market was organized at the First American Title with acclaimed experts James Orphanides (First American Title,) Constantine Soras (Verizon,) and Peter Stavropoulos (Sailfish Capital) as guest speakers.

“This event (Executive of the Year Gala) exemplifies what HABA is all about,” James Hansel, the organization’s President, declared, visibly satisfied. “You saw everyone jumping around to different tables, meeting everybody else, that’s our purpose. We are here to connect people in business and finance.” Hansel, MSCS, CFA, Managing Director, Portfolio Manager and founder of Eight Winds Capital Management, LLC., resumed HABA’s leaderships about two years ago and with board members such as Nicholas Agrotis, managed to give the association new momentum, reestablishing it as one of Greek-American community’s most vibrant entities.

Further information on HABA and its activities can be obtained by calling (212) 421-1057, or visiting [www.HABA.org](http://www.HABA.org).



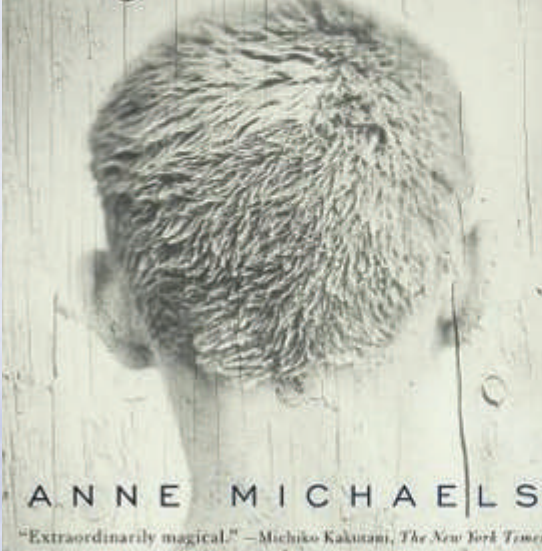
From left, Kostas Alexakis of York Capital, Topper Quinn of Challenge Capital, James Hansel (HABA’s President) of Eight Winds Capital, and Nikolas Tsakos (HABA Executive of the Year) of Tsakos Energy Navigation.



Beauty and brains! From left, Marina Souyioultrzi, Lehman Brothers, Myrto Charamis, American Standard, Soterios Johnson, NPR-WNYC New Anchor, Niovi Christopoulou, Dechert LLP, and Christina Plakopita, Global Finance.

## “Fugitive Pieces” movie at the Greek Press Office

### Fugitive Pieces



ANNE MICHAELS  
“Extraordinarily magical.” — Michiko Kakutani, *The New York Times*

A special screening of the film FUGITIVE PIECES will take place at the Press and Communication Office of Greece in New York, on Wednesday, April 9th, 7:30 pm.

Based on the international bestselling novel by Anne Michaels, FUGITIVE PIECES is a poetic and emotionally charged film about love, loss and redemption. The film, written and directed by Jeremy Podeswa (INTO THE WEST, upcoming HBO mini-series THE PACIFIC) and produced by Robert Lantos (EASTERN PROMISES, BEING JULIA, SUNSHINE) tells the story of Jakob Beer, a man whose life is haunted by his childhood experiences during World War II. As a child in Poland, Jakob is orphaned during wartime only to be saved by a compassionate Greek archeologist. Over the course of his life, he attempts to deal with the losses he has endured. Through his writing and the discovery of true love, Jakob is ultimately freed from the legacy of his past.

The film, a Canada/Greece synergy between Serendipity Point Films, Cinegram S.A. and Strada Productions, is co-produced by Sandra Cunningham, Dionyssi Samiotis and Takis Veremis.

FUGITIVE PIECES stars Stephen Dillane, Rade Sherbedgia, Rosamund Pike, Ayelet Zurer, Robbie Kay, Ed Stoppard, Rachelle Lefevre, Nina Dobrev and Themis Bazaka.

The music was done by the renowned Greek composer Nikos Kypourgos.

The film will be released by Samuel Goldwyn Films on May 2nd, 2008. For more information please visit [www.fugitivepiecesfilm.com](http://www.fugitivepiecesfilm.com)

R.S.V.P. by Friday, April 4th at 212 751 8788 or [greekpressny@greeceun.org](mailto:greekpressny@greeceun.org) (limited space).



Maria Pikoula, Panos Stogioglou and Christos Koutsis from Marathon Bank.

## Manhasset, New York: An island neighborhood second to none

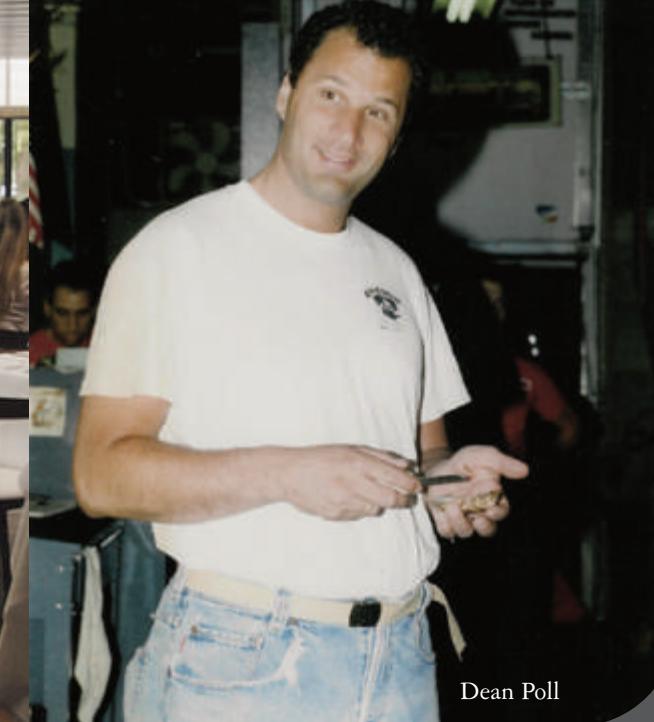
Manhasset is a native American term that translates into "island neighborhood" and that's exactly what this community has always seemed to Greeks since the early decades of this century when Jim Poll's uncle owned his deli there and the young Poll had his eye on living there himself someday. He eventually realized his dream, and so have other Greeks who once visited there and got hooked (a common theme in the Manhasset Greek community). Now Manhasset has its own church, AHEPA Gold Coast chapter and a community that is among the most affluent not only in New York, but in the United States, and the very model of a gilded "island neighborhood). In the following pages, we profile a cross-section of its prominent citizens:



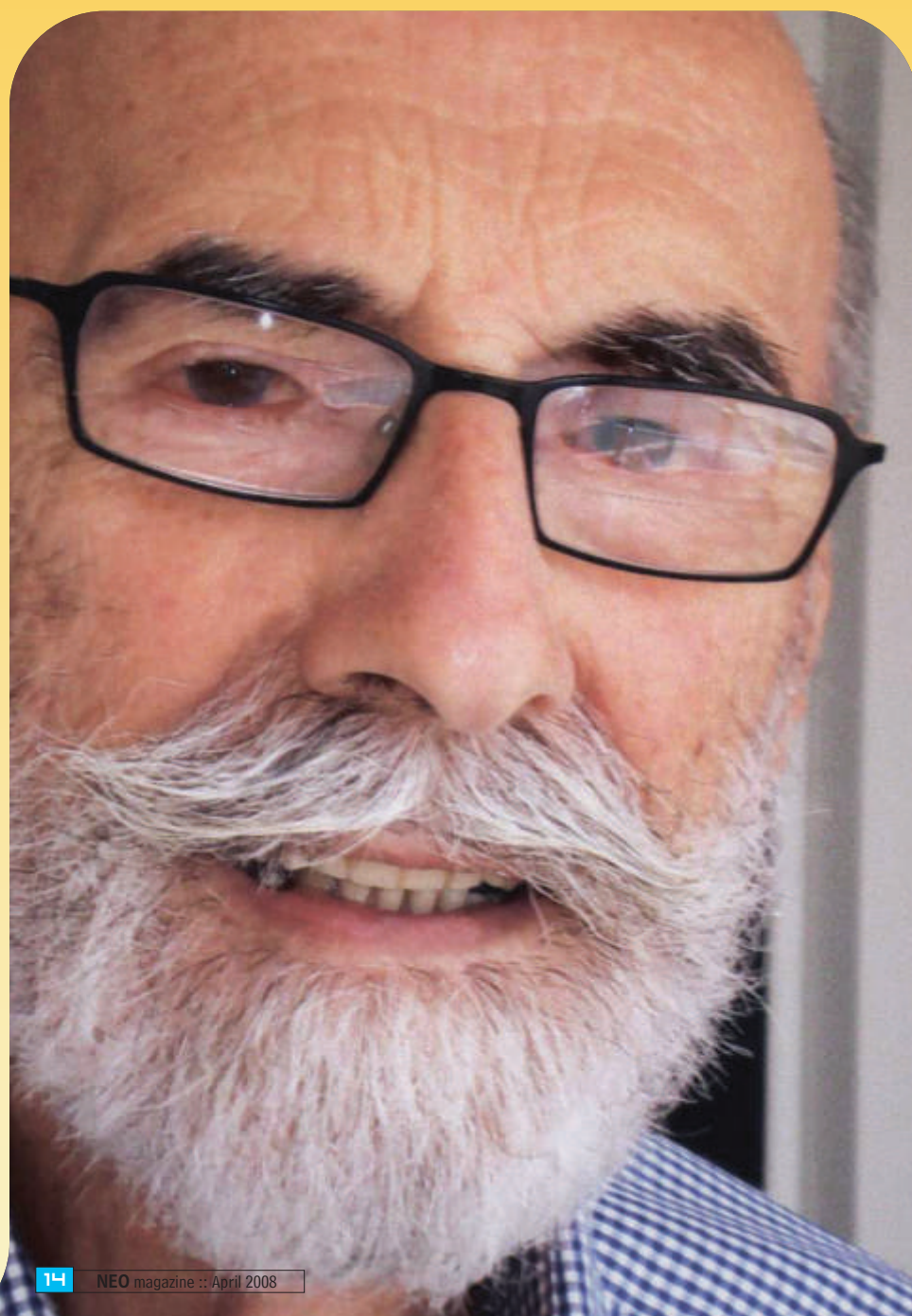
## Jim Poll and family: an institution in Manhasset



George and Gillis Poll



Dean Poll



Jim Poll is one of the acknowledged patriarchs of Manhasset: tall, spare, and with the regal mustachios that are his trademark, he used to visit his uncle's deli in Manhasset (the Plandome) when he was a boy and only three Greek families lived there (Lambardakis, Papsos and Makris) while he dreamed of living there himself.

"I always wanted to have a house in Manhasset," recalls the 88-year-old former shipping executive and legendary restaurateur. "So when I got married I bought my first home there in 1952."

And the area wasn't that much different then. "It was always like living in the country," he says. "It's now very affluent, but it always had very good schools and very good transportation to Manhattan: we now have a direct line that goes to Penn Station. No other area has that. You can get to Penn Station most days within a half hour."

It was also a terrific place to raise his three boys Dean, George and Gillis ("They thank me for raising them in Manhasset") as more and more Greeks are re-discovering. "There are so many now," he says, "both older and younger."

That includes a membership boom in the AHEPA Gold Coast chapter, of which he is a mainstay, and whose membership spiked when he introduced some perks. "We used to have about 40 members in the chapter and we would get about ten people coming down to the meetings in the American Legion Hall in Manhasset," he remembers. "Then I started bringing food to the meetings and each meeting cost us about \$600 for food and drinks. But now everybody flocked to the meetings."

The trick was honed over Jim Poll's long and storied career in the food business, which actually began with his father. The family name was Voyiatzis in Thrace, became Papadopoulos, and eventually became Poll in America when Angelo Poll arrived in 1910. Angelo opened the Angelo Poll specialty store on Lexington Avenue, and when he was killed in 1932 in a freak railroad accident, his brother took over and the store became known, as it continues today, as William Poll. "We still sell the most caviar in America," says Jim Poll, who was a delivery boy at the original store. During the war, Poll went into service in the Coast Guard, and after the war he got into shipping business with the Kulukundis firm and stayed there from 1947 to 1963, eventually becoming managing director.

"It was thrilling to be in shipping," he says. "Shipping is a fascinating business." He owned a tanker with Manuel Kulukundis, but when the old man retired from the business and the firm foundered, Poll was forced to seek other work. "I had to do something fast," he says. "And I did something fast and went into the restaurant business."

He heard about a restaurant for sale in Sheepshead Bay, Brooklyn, right next to the legendary Lundy's, run by the equally-legendary Pappas family. "And I didn't buy it for \$5000," he admits. "But I went six months later and bought it for \$55,000."

Pappas Restaurant under Poll became resurrected as a Brooklyn landmark and he became synonymous with it ("No matter where I went, they knew me," he says. "I would have a hot dog in the street and people would say, 'Hey, Pappas, what are you doing here?' People come here and say, 'Hello, Mr. Pappas, I knew you from Sheepshead Bay.")

Then in 1971, he joined with some partners and opened the Casino Russe in Manhattan and he became known as "Count" Dimitri. "In the restaurant business, nobody cares who the owner is," says Poll. "In the nightclub they want to know the owner. All the movie stars wanted to know me and take my name down so they could go back and say, 'Oh, I met Dimitri'...Henry Kissinger asked to meet me."

The sea still lured him, though, so he bought a 5000-ton ship called the MARTHA S and started making runs of grain and sugar to Central America for the Pillsbury corporation. But, unfortunately, the market fell, he had to sell the ship, and in the '70s he got back into the food business with three restaurants run out of the same kitchen in Rockefeller Center: the Bonjours Coffee Shop, Dawson's Pub, and La Petite Brasserie. His son Gillis, who had started as a bus boy at Pappas, helped to manage the restaurants and Dean worked all stations.

"My father always had some type of job for me," says Dean, "no matter what age I was. If I was eight years old, I could sweep the floors, if I was ten years old, I could clean shrimp, there was always a job for us...And the restaurant business is infectious. I always liked busy places and my father always had busy places. He had restaurants with a lot of synergy, with the big crowds coming in and having to deal with a lot of people. That's the fun of it."

Dean and his brothers were working in Rockefeller Center when the opportunity came up in 1979 for them to buy the Riverbay in Williston Park, then known as Ionian Sea Fare and featuring "a rowboat in the middle of the place," sniffs Poll.

The boys ran it and renamed it Pappas ("Because everyone knew the name," says the patriarch), and ten years later and after a \$1 million extension was added, they spent another \$700,000 and hired top architect Morris Nathanson (who later did Molyvos in Manhattan) to renovate the 260-seat restaurant.

"And then we didn't need the name Pappas anymore, we had a beautiful place and we rechristened it Riverbay, to emphasize its seafood menu," he says.

In 1985, the brothers bought the old Manero's Restaurant in Roslyn, renovated that, and opened it as Bryant & Cooper in 1987. And they've expanded their empire ever since (Dean bought The Boathouse in Central Park and his brothers, who also own the Majors Steakhouses in Woodbury and Merrick, most recently opened Toku, an Asian restaurant in the Americana Shopping Center in Manhasset, where they also own the trattoria Cipollini).

Meanwhile, Jim Poll doesn't sail anymore (he was a champion sailor who almost competed in the worlds) but he and his wife Alexandra travel to Florida for the winter, but always return to Manhasset for the spring.

"Manhasset is home," he says. "I accomplished my dream when I got married and moved to Manhasset."



# Peter Mesos and Len Zangas



*The health of the commercial real estate market is very good, say Peter Mesos and Len Zangas*

Peter Mesos and Lenny Zangas have been in the commercial real estate business together practically since they became in-laws and they complement their skills: Mesos, 67, calls Zangas a “hands-on guy” while Mesos, an old marketing exec at XEROX before he got into real estate, is the advance scout on property and what he calls the “rainmaker.”: “I’m going to go and buy the property and put the deal together. Len will get out in the field and work with the managing agents. He’s extremely good at that.” They got started in Astoria, but have expanded their holdings everywhere (Mesos diplomatically calls himself “a city boy”) and their Vision Enterprises office on Northern Boulevard is now a fixture of the Miracle Mile. NEO spoke with Peter Mesos.

**How good is the current health of the commercial real estate market?**

Good. Very good. The better markets in Long Island are very strong. The commercial side in these areas is very strong. And the retail is strong, also: you don’t see many vacant stores. As landlords, you want your tenants to survive, because if they survive, you survive, too. And in Queens the commercial market is even stronger. In Manhattan it’s outrageous, of course. We deal in Manhattan, Queens and Nassau, basically.

**Is Long Island still considered the suburbs?**

You tell me. I don’t think so. But for a number of reasons companies like the Long Island climate. In our case, we moved to Long Island for the sake of our commuter tax. Our business generates out of Nassau, as opposed to Queens, which helps us tax-wise. Manhasset has the big buildings on Northern Boulevard and they’re booked. You can rent space there for half the price of Manhattan: between \$25 and \$35 a square foot as opposed to double that in the city and here they have both parking and tax advantages.

**You were originally where?**

We were originally in Astoria, and then we went to Bayside, but now Lenny and I live here, him in Manhasset, me in King Point. For me, over thirty years altogether in Long Island.

**When did Vision Enterprises get started?**

In the ‘70s, though me and Len were doing this prior to that. I remember I was on the Long Island Railroad one day when I read that Gov. Nelson Rockefeller had just passed the decontrol law. And I told Len the following

day, We have to buy ourselves a rent-controlled building. So we went out and got a couple of guys from XEROX to chip in and we bought our first building in Astoria. Thirtieth-Avenue and 29th Street. It had stores and 66 apartments. And there were ten of us involved in that deal, with Len and me the managing agents.

**What made you decide to leave marketing and get into real estate full time?**

I liked it. I realized I had to get into this full-time. I went full-time in ‘76. We opened our first office on the third of the Crystal Palace on Broadway. We were above the lawyer on the second floor.

**What do you like about the business?**

Everything. Love it. I really do. I think it’s exciting, it has great leverage—the leverage is what I like: to be able to buy a building that will give you income is great leverage. It’s like going to a bank and saying I want to put in \$100,000 dollars but I want you to give me a six percent return on a million. They’re not gonna like that. But in the commercial real estate market, the industry has a normal growth of 5 or 6 percent per year. It sounds simple, it’s the best of both worlds: you’ve got your investment and you got your leverage increasing 5 or 6 percent a year.

**What’s it like working with your brother-in-law?**

Oh, terrible...Actually, he’s best. We get along. The two of us are perfect. We have different personalities and it works.

**How would you describe your personalities?**

Oh, don’t do that to me.

**You seem to be a people person.**

Well, yeah, whatever that means. I like people. And Lenny is very good hands-on. He’s a hands-on guy. He likes to touch, feel, be there. I’m kind of the rainmaker. And we knew our strengths at the time and we both followed them. I’m going to go and buy the property and put it together. For instance, the building that we bought yesterday, Lenny is going to handle it. He’s good at that. He’s got managing agents and he’s a hands-on guy, so basically we’ve learned how to work off each other and not do the same thing. In the beginning we started doing the same thing: we started handling a building together—worst thing we ever did. He was doing that and I was doing that and we decided, okay, you take your buildings and I’ll take mine and I was kind of going out there and finding the properties which is what I do today too. Lenny knows what the managers

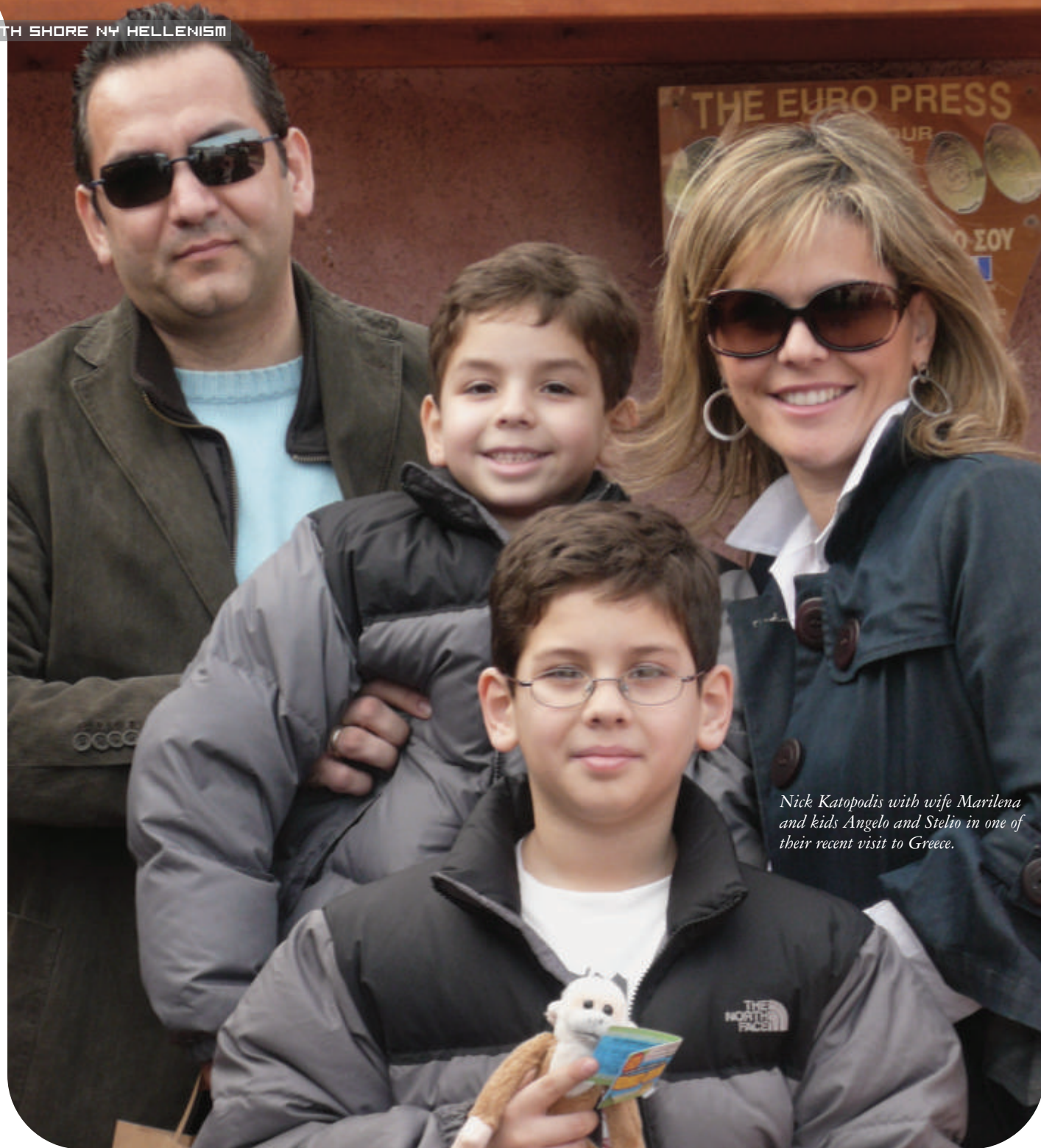
are doing. I don’t. I have no clue what they’re doing out there and he does.

**What do you see as the future as your business?**

I hope good. I have found in our market the price has always gone up and down. And gone up again, but each time it’s gone up, it’s met a new plateau. It went up in the 70s, then dropped in the 80s, late 80s it made new highs, then in early 90s we were dying—just dropped terrible—and came 92, 93 we turned around. And you buy buildings in rent rolls. Today in Manhattan we’re talking 20 times, 22 times the rent roll, and in Queens were talking 12 times the rent easily. You meet new plateaus. But it takes patience and deep pockets. It will eventually hit new plateaus. It will happen every time. It’s just a matter of being around for it.

**Besides doing business here, what made you decide to live in Long Island?**

My wife and I came out here and saw a very pretty house that a fellow Greek had and I liked it and I bought his house and that’s how it came about. I was 30-something at the time. I bought my first house before I got married: it was a two-family and I was 22 years old. With no money. I had no money at all and I never rented in my life, by the way, though I made my money on rentals. Yet I never rented in my life. I went from my mom’s house right to a two-family that I bought. I took out a home loan, a personal loan for \$2000, I was getting engaged and my young bride took out the loan, but she was too young and I forged her birth certificate. She went to the bank where she was working and she got a \$2000 loan and I put another \$1000 together on my own—never borrowed from my dad—and with \$5000 I got a mortgage for 20 and I bought my first two-family house in Jackson heights in ‘77. I lived in the small apartment below the three-bedroom, and I rented the five apartments above. Best thing since sliced bread. I had \$200 dollars coming from upstairs and my mortgage was \$160. It was great.



Nick Katopodis with wife Marilena and kids Angelo and Stelio in one of their recent visits to Greece.



## SCORE to honor Nick Kato

SCORE (Service Corps of Retired Executives) is a national volunteer organization of working and retired executives who provide free counseling and mentoring to entrepreneurs. On Long Island alone, we have several hundred volunteers working with our Long Island business people.

Nick Katopodis, principal of North Shore Farms, is our honoree for this year's event. He has a long career in the food business and is a long-time supporter of SCORE.

The dinner will take place on May 16, 2008 at The Plandome Country Club, Plandome, NY. The event will start at 6:00 PM and will include cocktails and dinner.

Please indicate your commitment by RSVP no later than May 1st, to Mark Dobosz, at 941-371-3107 or email him mark.dobosz@scorefoundation.org.



Nick and family with Glen Cove City Mayor Ralph V. Suozzi inaugurating the new North Shore Marketplace.

Nick Katopodis lived in Manhasset since 1996 when he got married, but it wasn't until years later that he heard about the old supermarket on Port Washington Boulevard that was up for sale.

"It was a very traditional fruit and grocery store," says the 41-year-old Katopodis in the basement headquarters of what would soon become his flagship store. "It was like a supermarket of the '60s. Actually the equipment here was from '60s. The original owner was a gentleman named Lou Campanelli and I asked him for some information. But he told me not to come here: 'All the big guys are here, King Cullen, Stop & Shop, what are you going to do?' But I knew what I wanted to do. I wanted to transform it."

Katopodis had been running upscale markets in the city for years with his brother-in-law John Zoitias and he soon made the 12,000-square-foot hulk of the old market into the showpiece of the neighborhood. North Shore Marketplace opened in 2003 (and a Glen Cove branch six months ago) and it soon became the talk of the town.

"It attracted a lot of attention," admits Katopodis, with a shy but proud smile as he sits at his desk, while an ultra-modern bank of cameras show him every aisle and every room in both stores. "It became very successful."

What made it successful, he explains, is the upscale service and quality he learned to provide from his years in the city, but also the quality of his customers.

"What I realized is that in this neighborhood you're dealing with very educated consumers," he says. "And the more knowledgeable the consumer is, the more my stores attract them, because they know what they want, what kind of quality they want, and they also know what price they have to pay to get it. They're very educated."

North Shore Marketplace offers over 400 varieties of cheese and dozens of fish from around the world (chosen fresh every day

from the New Fulton Fish Market in Hunt's Point) in a mix that is completely different from the traditional supermarket.

"I try to differentiate what we sell here with the King Kullens and Stop & Shops of the world," he says. "A traditional supermarket is more grocery-oriented, dry goods-oriented. Their sales are probably 70 percent dry goods and 30 percent perishables, foods and vegetables. I'm the other way around: 70 percent perishables and 30 percent dry goods. They can offer the dry goods at almost the same price or better prices than me. But they can't compete with the quantity or quality of our fresh goods."

North Shore also provides the service to educate even educated customers.

"You move imported cheese to an educated consumer because you know how to cut it, package it and merchandise it and then that consumer wants to buy it," says Jamie Litchhult, a supplier to the market. "Experience is what sells the product."

And freshness, adds Katopodis. "You want to give people anything that's fresh, as fresh as can be, whether it's produce, meat, cooked foods or gourmet and imported foods at reasonable prices. And when you move it as fast as we do, we never have a problem with freshness."

Katopodis first learned the business back in Greece.

"My first experience in this business was at the age of 13," he recalls. "After graduating elementary school, my parents didn't want me to take the bus every day to go to high school so I lived in town with an uncle of mine who was in this line of business. And every afternoon when I didn't have anything to do I went and helped him. And I enjoyed it, I enjoyed talking to people, I enjoyed learning the aspects of buying and selling. It created a passion for me and it evolved into passion—and I do have a passion—for food."

"This is the only thing I've ever done in my

life," he admits with a smile. "I haven't done anything else. Nothing else. This satisfies my passion, absolutely."

Katopodis gets to the store early, stays late and often pitches in anywhere ("I do anything and everything in this business—from serving customers to cleaning the floor if I have to"). He is helped by his wife Marilena, his father-in-law Stelios Frankis, and by colorful chef John Kouros, who calls himself "Mr. Lovely" and who does the catering and provides impromptu entertainment.

Of his two sons, Angelo and Stelios, their father says, "My little one comes and spends time. He says he wants to get into the business and do what I do: walk around and collect the money."

And his regular customers include many members of the surrounding Greek community and many of his AHEPA Gold Coast brothers.

"I've never experienced anything like this anywhere else," says Katopodis. "When they realized there was a Greek in this establishment, they gave me major, positive support—they helped in any way possible. I'm trying to give back for the support they gave me. I'm a member of the Gold Coast chapter of AHEPA and I keep seeing members walking through the store with their hand baskets. You hear good things and positive criticism from your own people."

And recently Katopodis was given the Lou Campanelli award by SCORE (an organization advising small business) for "his knowledge of the food industry combined with his outstanding ability to set priorities and proceed so confidently (which) distinguishes him from all the rest."

It is a fitting tribute from the man who once advised Nick Katopodis not to buy his old supermarket. "Now he calls and visits here all the time," says Katopodis, with a pleased smile.

# Nick Katopodis: Bringing upscale food to educated consumers



The Manhasset branch officially opened in October 2007. From left, Yannis Kyriakopoulos, Paul Stathouloupoulos, Tina Chandras, Homeric Tours President Nick Tsakanikas, Town Councilwoman Maria-Christina Poons, Bill Kartsonis, Zoe Koutsoupaki and Branch Manager Nick Kostacos.

Athenian-born Nikos Kostacos has been in banking 21 years with a wide range of experience at Atlantic Bank, EAB, and JP Morgan Chase before coming to Marathon Bank which “is backed by one of the largest banking institutions in the world, the bank of Piraeus, with over 50 billion euros in assets. It’s expanding over the world and I think it will expand in the United States, as well. Right now we have fourteen branches in New York and New Jersey. And I don’t think we’re going to stop expanding.” The Manhasset branch on Northern Boulevard is ultra-modern and the 45-year-old Kostacos is an elegant host: he glides easily from the glass partitions of station to station and prides himself on providing personal service. “What makes a good banker?” he asks. And then he replies in a mix of fluent Greek and English. “Being able to listen to clients and know what exactly they need. Because if you don’t listen you can’t find out what they need and provide them the right product.”

#### Why come to Manhasset?

There was no Greek banking presence in Long Island and I think Marathon, with Piraeus bank, made a good choice in locating here. We have a sizeable Greek American community here, between the communities of Manhasset, Brookville and Hicksville. And they all wanted a Greek banking presence. Of course, Marathon isn’t just a Greek bank. It’s a banking institution for everyone. There are a number of large banks in Manhasset, and then there is Marathon. But, right now, Marathon is the only bank, as our chairman says, with Greek DNA.

#### What makes Marathon different?

You could say Marathon is more a business bank. The service is a little more private. We

handle all sorts of financing and we are a little more creative about it. That’s our strength: that we can do transactions that other banks can’t and we’ve always been partners with the food and construction industries. We do construction loans, we do real estate loans for multi-families. We cut through the red tape and we have an excellent loan department.

#### What are the benefits of this location?

We’re in the center of a community that, obviously, is very affluent. If you look at the demographics, Manhasset is a community with an average median income that is very high. And the other banks I don’t think can have any sizeable growth here. I think we can. Others who had accounts in other banks like the atmosphere here and the fact that they can come in and discuss any matter with us and get a quick reply. They don’t have to wait in line to get served. In fact, we chose this location so we can service the business community better. This is a very busy commercial area. We get a lot of people coming in every day and asking about us, and many of those are not Greek Americans. We are very satisfied with this location.

#### What is a large part of your business?

There is always a need for real estate loans. Properties are always changing hands. That’s the nature of the business—it’s a business constantly in movement, especially in mixed-use properties, with the ground level commercial and top floors residential. These structures both increase in value and change hands constantly. And the loan activity is also busy for multi-family homes used for rentals, as well. Condominiums and co-ops. And, right now, construction might slow down a little, but the rates are dropping and we expect greater movement in this sector.



## Nikos Kostacos brings elegance to the elegant new branch in Manhasset, NY

#### What is the wave of the future in banking?

I believe that electronic transactions are going to sweep the market. Everything is going to be done electronically, eventually. With a few of my colleagues here we have implemented these types of programs and now I can say we can offer this service at this bank and it’s going to benefit a lot of our clients and new clients.

#### How does it apply to everyday banking?

For example, we have remote deposit right now. You don’t have to be in the neighborhood to visit with us. I could be on the other end of Long Island and still bank here. You process your deposit from your office. But I still believe you’d need a branch, to provide a personal touch and to act as a business center, where professionals can discuss loan services that you can’t access through the Internet. So the branch will become a business center. But I don’t think branches are going to de-emphasize in the immediate future. They will become business centers and you’re going to have specialists on staff from all departments of the bank.

#### How did you get into banking?

I come from a military family, but I chose to come and study here and one job led to another. I almost worked on Wall Street, but it was Black Monday and that deterred me from working on Wall Street.

#### And what does a branch manager do?

(At that moment one of the bank employees walks in and tells him he has to activate the alarm in the basement and he fishes for his keys.) What does a branch manager do? (He laughs.) A branch manager does a lot of things.



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# Acquisition king C. Dean Metropoulos - and sons



*C. Dean Metropoulos is among the Grand Marshals of this year's Greek Independence Day Parade in New York City and a classic rags-to-riches story of an immigrant son who made good.*



*Right to left: Evan Metropoulos (Dean's Son), Hillary Clinton and Darin Metropoulos (Dean's Son).*

*by Dimitri C. Michalakis*

"I'm in the acquisition business," says C. Dean Metropoulos simply. "And I love it. I love finding opportunities, negotiating the deals, repositioning the businesses, many of which are troubled, though many are not. Even with healthy companies, you can still find wonderful ways to make them grow organically or via strategic add-on acquisitions. There are many opportunities out there that need energy, focused hands-on management and financial expertise."

And in 25 years of deal-making (the majority in consumer product companies: "I like basic industries that I can understand and I can

contribute to"), Metropoulos has earned a sterling reputation in the private equity investment world. He's made over 68 "acquisitions" over those years involving \$12 billion of invested capital. The Morningstar Group was acquired for \$1 billion in 1996, International Home Foods for close to \$3 billion in 2000 and taken public and Hilldown Holdings for \$4 billion that same year. In 2004, his Greenwich, Connecticut-based CDM Group acquired Pinnacle Foods, which owns a bundle of venerable brands such as Aunt Jemima, Duncan Hines, Log Cabin, Swanson frozen dinners, Armour canned meats, Lender's bagels, Celeste Pizza, Mrs. Paul's seafood and Van De Kamp's, among

others. Pinnacle was sold to Blackstone in 2007.

"If we're proud of anything, it's that no one has ever lost money with us," says the 60-year-old acquisitions maven, who says he's generated an average 44% return for himself and his various banking and financial partners. "No one has ever been disappointed. You can talk to JP Morgan, Goldman Sachs, Morgan Stanley, Lehman, or Bank of America and the feedback will be one of consistent respect. Integrity and performance is how they define CDM & Co. Our integrity is everything. I always say that to the boys, and their mother reinforces it stronger than I do."



*Dean's family (1987)*



*Archbishop Demetrios, Mikhail Gorbachev, Dean Metropoulos, Fauren Acri and Daren Metropoulos*



*Dean becoming an Archon (2005)*

*With Ecumenical Patriarch Bartholomew*

His wife of 30 years is Marianne (now producing a movie and a founder of the "Campaign to End Childhood Hunger" and Paul Newman's "Hole in the Wall Gang" cancer camps) and the boys are his sons Evan, 27, and Daren, 24, who have been principals in his various enterprises since they were barely old enough to peer over the conference table at their father's various companies.

"My two sons have tremendous creative ideas on how to resurrect iconic brands that have been around for a very long time but have lost their competitive appeal," says their father proudly. "They bring fresh, guerilla-marketing ideas and outside-the-box thinking. They push me harder than I'd like to be pushed, but they challenge me and often change my views."

Evan graduated high school at 16 and was the youngest MA intern at Deutsche Bank's London office and together with his brother was advising his father right from the start. Metropoulos loves to tell stories about their business prescience and what he calls their "wonderful virgin views and perceptions."

"Chef Boyardee was a wonderful \$600 million iconic brand which they helped me recreate," he recounts with relish. "My wife Marianne and I were driving up to Boston from Greenwich and the boys were 14 and 16 years old at the time. While on Route 95, they saw a WWF billboard on the side of the road and one of my sons says, 'Dad, is that WWF?' I wasn't sure. But when we get back to the office on Monday, Evan takes one of my senior VPs of marketing, a professional who makes a couple of million dollars a year, and he says to him, 'Let's go visit WWF.' So they go down to WWF headquarters and my son tells the receptionist there, 'I'd like to see Vince McMahon. We own a company called International Home Foods, which includes things like Chef Boyardee, and we want to do a deal with him.' Now remember, International Home Foods, at the time, was a \$3 billion dollar business. And Vince McMahon, the owner of WWF, is a very commercial animal."

McMahon's wife Linda, president of WWF, came out to the talk to the youngest business executive and he convinced her to strike a deal with International Home Foods. "Dad," Evan told his father later, "this is a perfect demographic for this product. All these people who watch WWF, they're great consumers for Chef."

"So," his father concludes, "we got into this very financially-attractive relationship where WWF would market our product and also shoot our ads. American Home Products, which had previously owned the brand, would spend \$800 million shooting product ads, but with WWF, which has an in-house production company, we spent barely \$200,000. And we got to use people like The Rock, Cold Stone, Mankind and get featured at all their internationally televised events. That was a phenomenal thing."

Another phenomenal thing, he hurries to relate, was the Gulden's Mustard deal with Jennifer Aniston proposed by the boys.

"Evan had gone to the Ionian Village in Greece and there he met Jennifer Aniston's cousin from Philadelphia," Metropoulos tells the story. "And Jennifer and Kevin Bacon were shooting a movie called Picture Perfect. In the movie, Jennifer plays a young advertising executive coming out of graduate school, working for Kevin Bacon and trying to sell him on how she was going to put a big campaign behind a brand. My son read this and through the Aniston cousin he met at the Ionian Village he got in touch with Jennifer Aniston's agent and we got the name of Gulden's Mustard in that movie for nothing: as the brand that Jennifer was pushing on Kevin Bacon. It became part of the plot. Forty-three minutes of that movie featured Gulden's Mustard. You can't buy that kind of advertising!"

Then there was the boys' coup with Bumble Bee tuna, which their father had acquired (and which Evan headed as president at 17 and Daren at 14—"That's a \$700 million company!" their father exclaims).

"And one day my wife was driving up to the Greenwich school here and the boys were listening to the radio talk show host Howard Stern," he tells that story. "And Howard mentioned somewhere in these wisecracks that his mother never fed him, so he'd always come home and open up a can of Bumble Bee tuna and that was his favorite meal. When Evan heard that, he comes home from school

and he calls the station and he says, 'My name is Evan Metropoulos. I'm the president of Bumble Bee Tuna—he didn't tell him how old he was—' And I'd like to come and talk to you about advertising the brand on the show.' So Evan goes with his brother Daren plus two of our attorneys and when they get there the boys were 16 and 14 and they sit in a conference room and they make a deal to advertise Bumble Bee tuna on Howard Stern. And it was a very attractive deal and Howard would pitch it all the time and the boys became his favorite guests. But I told them, 'Boys, you let him suck you into sexual stuff and I'm going to pull the plug.'

Then there's the story of how their father acquired Perrier Jouet champagne and the boys made it the cool and "in" champagne for the young affluent market by having their friends in the entertainment industry feature it in their videos and concerts. "Snoop Dog, Limp Bizkit, all of them, the boys would donate the champagne and when these guys did their concerts and videos they would open up our champagne. In fact, it was even worked into some of their lyrics. And it became a very hot little brand."

Metropoulos is justifiably proud of his sons' business prowess and loves to talk about it, but then again he was no slouch himself as a business wunderkind.

Born in Greece, he came to America at nine when his father came looking for a better future for his children. "And he made a very great sacrifice, like many immigrants before them. My parents both worked very, very hard and I pause at least once a day, because I lead a good life, and I say none of this would be possible if it wasn't for the tremendous sacrifices by my mom and dad, Katerina and Jimmy. They are blessed people."

The family lived in Watertown, Massachusetts, where Jimmy Metropoulos worked at the Star Market and later owned a restaurant in Newton called Cabot. Metropoulos went to college on a scholarship, and after graduate school at Babson and a year-and-a-half towards his doctorate at Columbia, he went to work for GTE.

"I worked for this wonderful company called GTE, which is now Verizon, and I was 24 years old, and I lived in Europe, Paris, Hong Kong, Geneva and London, and in my 20s I was running the international business as the youngest senior VP in the company's history and I loved it," he rhapsodizes still. "We had joint ventures in Argentina, Mexico, India, Japan and operated in 62 different countries.

And I fell into a situation on my first deal where I bought a very small business in Europe and it turned out to be very successful and it got me into the acquisition business."

That first acquisition was a company based in Italy and Belgium that manufactured space heaters and air conditioners and, he says, "I bought that business with all the money I ever had, plus I sold this beautiful factory which was worth about \$58 million to a real estate family in Italy, I sold it for \$42, so I could use the money to buy the company." The price tag of that first acquisition was \$72 million and for a time the young executive had his hands full trying to keep up the cash flow and the company solvent. Until one day he was flying back to the States for a Greek wedding and he happened to sit next to a Honeywell executive in charge of the company's joint ventures in Europe.

"And I said to him, Who makes all the frames for Honeywell? And he said, We subcontract most of that stuff out. And I said, Gee, I have a wonderful company that can do that for you. And he said, Well, next time you go back over there I'll introduce you to my colleagues and I'll suggest to them that they give you guys a trial. I said, I'm taking the flight right back. He said, You're gonna go back? I thought you were going to a wedding? I said, No I'm going right back. And I apologized to the groom and the bride and I flew back and got the order from this guy and it became a big part of our business."

C. Dean Metropoulos & Co has grown considerably since then, and the deals now average in the billions and multi-billions, but at 60, Metropoulos says he still has the same zest for the deal and still looks for the opportunity "to grow a company" which he always did. "And if I think that I bring something to that equation of growing it financially and successfully then I go for it. If I don't think I bring something to that equation I avoid it."

And of course now his sons are part of the equation and the partnership works both ways.

"I respect them because they do push me harder than I've ever been pushed," he admits. "They're very bright and very creative. But I tell them to root all their decisions on business fundamentals and have integrity and compassion above all. And we all agree, if you don't enjoy what you're doing, don't do it. We all love what we're doing and we love working with each other."



# MINOAN CRETE, EUROPE'S FIRST CIVILIZATION, ON DISPLAY AT THE ONASSIS CULTURAL CENTER

*Bull's Head Rhyton, Late Minoan IB, Palace at Zakros, West Wing, Herakleion Archaeological Museum.*

More than 280 artifacts from the ancient land of Crete, most of which have never been shown outside of Greece, are on display at the New York City's Onassis Cultural Center. "From the Land of the Labyrinth: Minoan Crete, 3000–1100 BC" features a wide range of rare objects revealing the history of Crete's luminous Minoan civilization, the first fully-developed culture to establish itself on European soil. On view through September 13, 2008, the exhibition uses ancient artifacts and works of art to reveal aspects of daily life in the Minoan civilization—including social structure, communications, bureaucratic organization, religion and technology—during the second and third millennia B.C.

The exhibition, warmly embraced by the Pancretan Association of America—an entity that engulfs thousands of Americans of Cretan descent across the US—is presented in collaboration with the Hellenic Ministry of Culture. An inaugurating reception, hosted by Anthony S. Papadimitriou, President of the Alexander S. Onassis Public Benefit Foundation, was held at the Olympic Atrium, in the presence of Michael Liapis, Greek Minister of Culture who cut the ribbon, Archbishop Demetrios of America, former Prime Minister of Greece Konstantinos Mitsotakis, Ambassador of Greece to the US Alexandros Mallias, Ambassador Michael

Soterhos, Ambassador Loukas Tsilas, Onassis Cultural Center (USA) Director, Governor of Crete Serapheim Tsokas, Prefect of Chania Gregory Archontakis, Member of Parliament representing Herakleion Lefteris Avgenakis, Dr. John Brademas, President Emeritus of NYU, Andrew Athens, former President of Council of Hellenes Abroad, Mr and Mrs Peter J. Goulandris, Eugene Rossides, Chairman American Hellenic Institute, John Catsimatides President and CEO of Red Apple Group, Emmanuel Velivasakis, President of the Pancretan Association, Stavros Semanderes, President of the World Council of Cretans and Charles Marangoudakis, President of the New York Cretan Society "Omonia," among others.

"From the Land of the Labyrinth: Minoan Crete, 3000–1100 BC" was organized by Dr. Maria Andreadaki-Vlazaki, Vili Apostolakou, Christos Boulotis, Nota Dimopoulou-Rethemiotaki, Lefteris Platon, and Giorgos Rethemiotakis.

The exhibition chronologically maps 11 thematic sections covering the establishment and great achievements of the Minoan culture. As the first advanced civilization to arise in the European region, the exhibition explores the historical and cultural context of this celebrated society, and sheds light on its mystery. Information gathered from studies

of the Early, Middle, and Late Minoan periods—also referred to as the Prepalatial, Protopalatial, Neopalatial and Postpalatial periods—is derived mostly from objects excavated from the island's burial grounds and settlements. It is known that Minoan civilization was named after the legendary King Minos of Knossos, who commissioned the Labyrinth, a mazelike structure made famous in Greek mythology. Through each themed-section, the exhibition will piece together the culture's past with objects—such as the gold jewelry deposited in the rich tombs of the elite, the inscribed clay tablets that disclose the fundamentals of the Minoan economy, ceremonial vessels found in the palaces and tombs, and votive figures of clay as symbolic offerings to protective deities—on loan exclusively from the archaeological museums in Crete, in collaboration with the Hellenic Ministry of Culture.

The Alexander S. Onassis Public Benefit Foundation (USA) and the Onassis Cultural Center are located in Olympic Tower in the heart of midtown Manhattan, at 645 Fifth Avenue, entrances on 51st and 52nd Streets, between Madison and Fifth Avenues.



*Archbishop Demetrios and Greek Minister of Culture Michael Liapis inaugurating the exhibition in the presence of Anthony Papadimitriou, President of the Onassis Public Benefit Foundation, and former Prime Minister of Greece Constantine Mitsotakis.*

PHOTO: ETA PRESS

*Emmanuel Velivasakis, President of the Pancretan Association of America, addressing a special reception for Cretan-Americans. From left, Anthony Papadimitriou, President of the Onassis Public Benefit Foundation, Ambassador Loukas Tsilas, Director of the Onassis Foundation USA, and Michael Liapis, Greek Minister of Culture.*


PHOTO: ETA PRESS



PHOTO: ETA PRESS

*From left, Kostas Marangoudakis, Governor of the Pancretan Association of America, Charles Marangoudakis, President of Cretan Society "Omonia", Orsa Velivasakis and her husband Emmanuel, President of the Pancretan Association of America, Gregoris Archontakis, Prefect of Chania, and Gus Karalekas, Youth Coordinator Council of Hellenes Abroad.*

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PHOTO: TED KOSTANS



Archbishop Demetrios addressing the event.



AHEPA Supreme President Ike Gulas and U.S. Representative Gus Bilirakis (R-FL-9) in the Rayburn Room, U.S. Capitol Building.

PHOTO: TED KOSTANS

# AHEPA's Biennial DC weekend a great success

In anticipation of this year's National Convention in Athens, Greece, the American Hellenic Educational Progressive Association (AHEPA), the leading association for the nation's 1.4 million American citizens of Greek ancestry, and Philhellenes, welcomed a capacity crowd at its 38th Biennial Salute Banquet, on March 7, honoring those in public service.

The 2008 Aristotle Award went to Chairman and CEO of Red Apple Group John Catsimatides, and the 2008 Demosthenes Award to George Bitsis, Editor-in-Chief of the Voice of America Greek Desk. After the presentations, the honorees were afforded the opportunity to tell the attendees about their life as Greek-Americans and our influence in everyday American culture.

Another 30 Greek American elected officials who traveled from all parts of the United States received the AHEPA Paul Tsongas Public Service Award. "Everyday public servants sacrifice their time and energy to ensure our rights, issues and causes are represented across our nation," said AHEPA Supreme President Ike Gulas. "We are fortunate to be given an opportunity to say 'thank you.'"

An international, capacity crowd, including Congressional members and staff, federal officials, and local and national business leaders from across the country filled Renaissance Mayflower Hotel in Washington, D.C., where the first biennial banquet was held by the organization's pioneers. This year's speakers included his Eminence Archbishop Demetrios of America, Ambassadors Alexandros Mallias and Kakouris for Greece and Cyprus respectively, Erato Kozakou-Marcoullis, Former Foreign Minister of the Republic of Cyprus., Dr. John Grossomanides, the event's Chairman, Karen Stamatiades, Grand President, Daughters of Penelope, Rick Pecka, Supreme President,

Order of the Sons of Pericles, and Stephanie Maniatis, Maids of Athena Grand President.

US Congressmen John Sarbanes and Zach Space who also emceed, were among the dignitaries who addressed the event and spoke of the AHEPA's importance and contribution to the American Hellenism. Dr Alfred Barich, District Governor of AHEPA-Hellas, who came all the way from Greece, leading a numerous delegation, saluted the banquet and invited everyone to Athens for this year's convention, promising to be an unforgettable experience for all.

Supreme President Gulas was the last to address the attendees on the issues AHEPA has been educating members of the 110th Congress about, such as the Visa Waiver Program, Cyprus unification and Turkish troop withdrawal, the Greek Fires, FYROM and the Ecumenical Patriarch and Patriarchate. The Supreme President challenged the participants during his speech. "We can do more," he said, an important and inspired statement addressing the standing room only crowd on AHEPA's achievements over the past 86 years and for the continued dedication to the associations' goals.

He concluded by congratulating "all those who were instrumental in putting together one of the best Biennial Banquet weekends AHEPA has witnessed. Executive Director Basil Mossaidis and all at AHEPA Headquarters as well as our Banquet Chairman John Grossomanides did a fantastic job and the Mayflower proved to be a perfect setting for our gathering ... Many thanks to all banquet participants. Also, I would especially like to thank all of our AHEPA family members who traveled from Greece and Canada to be with us for the weekend."

AHEPA Supreme Vice-President Nick Karacostas; AHEPA Supreme President Ike Gulas; U.S. Senator Robert Menendez (D-NJ); AHEPA Supreme Counselor John Galanis; AHEPA Supreme Governor Colonel Nick Vamvakias and AHEPA Supreme Treasurer Anthony Kouzounis



PHOTO: TED KOSTANS

From left, John Catsimatides, receiver of the 2008 Aristotle Award, Supreme President Ike Gulas, Supreme Vice-President Nick Karacostas and Archbishop Demetrios of America.



PHOTO: TED KOSTANS

George Bitsis, Editor-in-Chief of the Voice of America Greek Desk, received the 2008 Demosthenes Award.



PHOTO: TED KOSTANS

Supreme President Ike Gulas was presented a framed cover of the Person of the Year issue by US Congressman John Sarbanes (first from right), along with NEO's Demetrios Rhompotis (second from right) and Kyprianos Bazzenikas.

## Ike Gulas NEO's Person of the Year

Past recipient Congressman John Sarbanes presented AHEPA Supreme President Ike Gulas with the 2008 NEO Magazine Person of the Year Award at this year's Biennial Banquet.

"Ike Gulas took up the reins of AHEPA this year as Supreme President and with his equally youthful Supreme Lodge has already galvanized the venerable 85-year-old institution with new energy and purpose," Congressman Sarbanes read from the tribute to the honoree. "He takes up the torch from his 84-year-old father, who was a pioneer of the Birmingham, Alabama chapter and a visionary in his own right. Because Ike Gulas represents the very best of both generations and is a model for his own, he was this year's choice for the 2008 NEO Magazine Person of the Year."

Mr. Gulas was presented a framed cover of the Person of the Year issue by Rep. Sarbanes, along with NEO Publishing Committee Chairman Dimitri Rhompotis and the magazine's Marketing and Advertising Director, Kyprianos Bazzenikas.

"Ike Gulas represents the new generation of leader, not only in AHEPA, but also in the Greek American community," said NEO Editor-in-Chief Dimitri Michalakos in the magazine's editorial. "He is both loyal to the ideals of the old generation and honors them, and yet a champion of a new vision and a new way of doing things and making things possible. He is building on the legacy that was his and leaving a new legacy for his own children."

Past recipients of the award, besides Rep. Sarbanes, include Eleni and Markos Kounalakis, the powerhouse Sacramento couple who have given generously both to charity and to a number of political and civic causes.

## AHEPA Capitol Hill Day

On Thursday, March 6, AHEPA hosted an event on Capitol Hill. Senators Jeff Sessions (R-AL) and Robert Menendez (D-NJ) spoke about the issues that both AHEPA, and Congress, support concerning Greek-Americans. The discussions revolved around the Ecumenical Patriarchate in Constantinople, the Cyprus issue and Turkey's need to adhere to the principles of human rights and religious freedoms.

Following the reception, President Gulas and his Supreme Lodge went to the Capitol Building to meet with Representative Gus Bilirakis (R-FL-9) in the Rayburn Room. Rep. Bilirakis, co-chair of the Hellenic Caucus and a member of AHEPA, has been a champion of all issues that concern Americans of Greek heritage and Philhellenes.

Friday morning, the Daughters of Penelope Salute to Women took place, honoring former Foreign Minister of Cyprus Ambassador Markoulis who in turn provided very appropriate remarks upon receiving her most worthy distinction.



From left, Christina Stephanidis, Eleni Avgousti, Larissa Antypa and Areti Palouki on stage.



# The Greek ΣΕΧ AND THE ΣΙΤΥ?

When four single, modern day Greek women come together and talk about men is something that put many people's fantasies on hold and certainly stuff for movies, well, plays for this matter. Such was the case "With Power from Kifissia," a contemporary comedy presented recently by the Center of Hellenic Culture (KEP from its Greek initials) in Astoria and written by Dimitris Kehaidis and Eleni Haviara two people who helped reinvent post war Greek playwriting. With their attentive eye they are respectful of their characters but condemn the alienation and immorality of everyday life. They challenge the audience and remind us that it is not people who are funny; it is life itself and our individual approach to it that is often comic. "Our plays are not comedies. It's just that the events we describe are viewed from a... twisted perspective," says Eleni Haviara.

Fotini, Maro, Aleka and her daughter, Electra, residing in the Athenian suburb of Kifissia, fall in love, laugh and cry, break up, want to be free and travel. In an attempt to overcome situations occurred after several failures in their relationships with men, they decide to take a vacation in Thailand. However, the trip is consistently postponed, as Aleka (Eleni Avgousti) is hoping to get back with her tenor boyfriend who shunned her because she – in a not so sacrificial mood slept with his opera director in order to give him the role of his life. Then Maro (Larissa Antypa) in her effort to get away from her former "fat" man falls in the hands of an every woman's dream blue prince only to find out along the way that he is a crypto-Nazi, Fuhrer's admirer! Fotini (Christina Stefanidis) is mad with her boyfriend's naturalist adventures and the coolest of all Electra (Areti Palouki), Aleka's daughter, is trying to get the three of them on the plane in order to bring her

boyfriend in her mother's apartment and enjoy a full week without their constant whining.

Although "With Power from Kifissia" was written long before HBO's "Sex and the City" came about, one cannot but notice striking similarities that show how the Greek culture has evolved into resembling that of the US and other more "sophisticated" Western societies. For people immersed in the New York relationship scene, the play's situations were familiar and predictable up to a point, but for those who came here a few decades ago, leaving behind a different Greece, certain parts might have been shocking!

Nevertheless, the play managed to produce good laughs and a kind of Greek spirit is kept throughout thanks to the writers' use of a sparkling language (which the English super titles did not manage to carry through successfully) and the girls' charming rendition. Eleni Avgusti completely mastered her role as if it were written for her, Larissa Antypa, gently sexy, displayed a genuine comfort in dealing with her character's ups and downs, Christina Stephanidis was lovely in both high and low pitch and Areti Palouki was absolutely convincing in controlling the situation to her favor.

Martha Tompoulidou, a former National Theater of Greece actress and a seasoned director, staged the play masterfully in the KEP's little den, Christos Alexandrou was her Assistant Director, Larisa Antypa Set and Costume Designer and Peter Christofidis Stage Manager/Sound & Light Operator.

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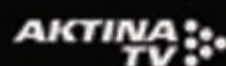
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# Joannie Danielides to receive prestigious MATRIX Award

Joannie Danielides, President and Founder of Danielides Communications, Inc., will be presented with the New York Women in Communications Matrix Award on April 7, 2008. The ceremony, sponsored by PEOPLE, will take place during a luncheon at the Waldorf Astoria and the award will be presented by WOR Radio Morning Show Co-Host and Former First Lady of New York City, Donna Hanover.

This award was created to celebrate the accomplishments of outstanding women who have distinguished themselves in communications fields such as advertising, arts & entertainment, broadcasting, film, magazines, newspapers and public relations. Danielides is one among eight extraordinary women to be honored this year, including designer Diane von Furstenberg, ABC News Anchor Robin Roberts, and journalist Ruth Reichl. They join past recipients such as Katie Couric, Meryl Streep, Barbara Walters, and Anna Quindlen.

Danielides is a second generation Greek American whose grandparents came from Tripoli, Arcadia. As a veteran Public Relations executive known for her bold and sophisticated ability to empower her clients through positive image change, she founded Danielides Communications, Inc. more than two decades ago. Since then, Danielides has worked diligently to represent women in both the entertainment and corporate industries, having worked as press secretary for former New York City First Lady Donna Hanover and client counsel for such clients as Emmy-award winning Susan Lucci and broadcast journalist Deborah Roberts. Recognized as one of New York City's leading women in communications, she served as President of New York Women in Communications (NYWICI) as well as President of NYWICI's Foundation, which is one of the countries leading communications industry organizations.

On the corporate side, she has represented the Hyatt Corporation, Citibank, Greenwich Hospital, AOL, Columbia-Presbyterian Eastside, Judith Leiber, LLC, Hudson Street Press, Hyperion, Lands' End, and Stuart Weitzman, to name a few. Her forte in image making has been a decisive tool as she has designed public image campaigns for launching and branding new businesses in a variety of industries from healthcare to finance.

Joannie Danielides lives in New York City with her husband and business partner Nicholas, and is the proud mother of their two sons, Philippe and Alexander.



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