



our first  
*50 years*

*to Adriano and Otello Campion brothers'*

*June 2014*

## THE ROOTS

*Early in the XX century, when tractors and trucks were still unknown, the farm labours were made with the towing of horses and oxen. These animals needed special shoes to be able to walk on pebbly roads.*

*Therefore, very skilled in these jobs, blacksmiths were the key players.*

*They were men able to forge the iron and put it under the paws of the animals, in a very skilled manner passed on from father to son.*

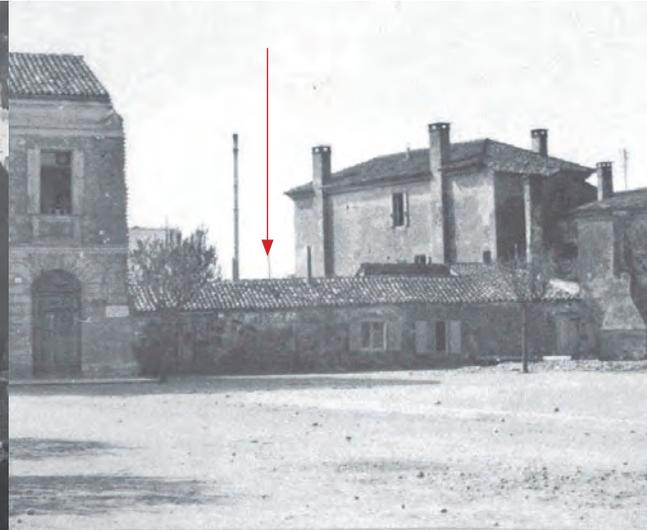
*Among these skilled blacksmiths was the Campion's family*



Campion Fortunato  
1876 - 1961



Campion Dino  
1912 - 1991



old blacksmith's building  
Fratta Polesine

## THEY STARTED VERY EARLY

The two brothers Adriano and Otello Campion, continue the tradition of “iron workers” inherited by their father Dino and their grandfather Fortunato.

Adriano, since he was a child, “played” with his grandfather to be a blacksmith. After the primary school, when he was 10 years old, he joined his father in his blacksmith’s workshop. His talent in working the iron came up right off.

Infact he modifies tools and machinery, very often junks and scraps, turning them into tools needed for the activity, making authomatic some works otherwise to be manual, reducing thus the labor cost.

Otello, after the primary school, started to attend evening schools, but very soon, by necessity, he follows his brother and helps his father in his blacksmith shop.

After having learnt the basic principles of the job, his aptitude for business and relationship comes up.

Therefore he looks around, searching new opportunities, makes experience even under someone else employ, but than he comes back to his father’s blacksmith workshop.



*on the photo starting from the left  
Adriano and Otello*

## THE FIRST COLUMN

After having produced all that the iron allowed to produce, in 1964, when the workshop moved in a bigger area in Madonnina street in Fratta Polesine, they started to produce the first columns.

The mayor of Fratta Polesine asks to his friend Dino, to produce the first columns to light the train station street of the village, and so the firm CAMPION DINO AND SONS, produces the first columns.

We keep one sample of these columns, dismantled in 2004, in our factory showroom.



OFF. CARPENTERIA  
CAMPION DINO e Figli  
FRATTA POLESINE . (Rovigo)

## EARLY IN THE 60'S • THE FIRST PLANT DEDICATED TO THE PRODUCTION OF THE COLUMNS

The reputation for the good job done, spread in the neighbouring villages, and the request of lighting columns grows up. Otello starts to promote the jobs already done having public relations with local authorities, electric factories, building firms, who made infrastructures connected to light streets and squares of villages, cities in general.

In 1966 there is an opportunity for a big job, 500 columns for Trieste city to be done in a very short time; impossible even to think about it for the small blacksmith's workshop.

But Adriano built a rotating desk making the welding process automatic, and making thus the big job possible



## YEARS '70 • FACTORY IN A DE GASPERI STREET, CURRENT HEADQUARTER

Considering the good results obtained with the columns, they decide to invest. They bought a plot of land and they built an hangar with annex home.

Thus rises OFFICINE F.LLI CAMPION SRL, having as associates to the 50% the two brothers Adriano and Otello in A de Gasperi street in Fratta Polesine, current headquarter of the company.  
The main activity concerns the production of steel lighting columns stepped obtained by pipes sections welded between them.



## YEAR 70' • THE PAINTED COLUMNS

At that time columns were not galvanised, as it is normally done nowadays, but they were protected against corrosion with a coat of external paint.

### ***Adriano remembers:***

*“We were always in a rush to satisfy the customers, and it often also happened to take the paint brush in hand also on Sunday, in order to finish the columns that should have been delivered on Monday”*



## 1976 • THE FIRST BIG TROUBLE

Some year after the hangar were built, a strong tornado, torn down the factory, took the roof of the hangar off, and damaged the tools.

The production had to be stopped just in a period with a big demand. But the Campion brothers were not discouraged. And together with their coworkers, without waiting for external help, cleaned everthing out so that in a few days the production started again. During the week they produced the columnns in “open air” and in the week-end they repaired the roofs.



## YEARS '80 • THE PRESS, THE CONICAL COLUMNS

Big investments were made for the production of conical columns made from welded steel plate, a new product which was spreading on very quickly during those years.

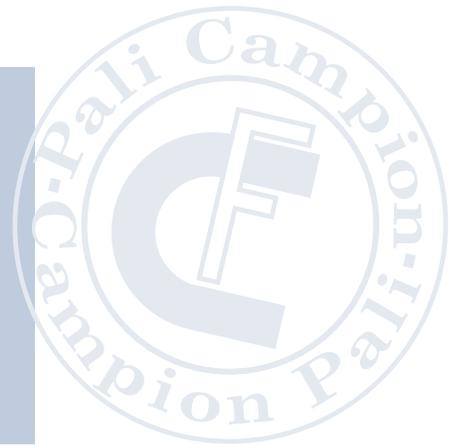
A new hangar was built, the big press for bending of plates (13m length in one piece the only one in Italy) was bought together with a cutting machine designed to cut the trapezoids.

The welding machine, and the tool to straighten and finish the column are completed designed and made inside the company.

With the same machinery they manufactured also the first columns with polygonal cross section.

### **Otello remembers:**

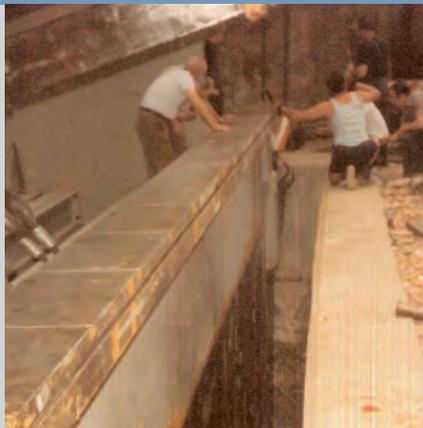
*“The press for the conical columns gave us big satisfactions with the time being, but what a deal to install it, it almost didn't even enter into the hangar. And what an adventure to make it working;  
The manufacturer disappeared immediately after the installing, the press didn't work, but we were already selling the conical columns... I remember that I went searching for the designer and working night and day we succed to make it works. And moreover the welding desk which we bought was not suitable, so Adriano made a new one suitable and made thus possible the production of the first columns sold”.*



*Hangar for the press 1980*



*Foundation of the press, 6m*



*Phases of the mounting of the press*



*Finished press*



*Cutting machine 28m*



*Welding plant*



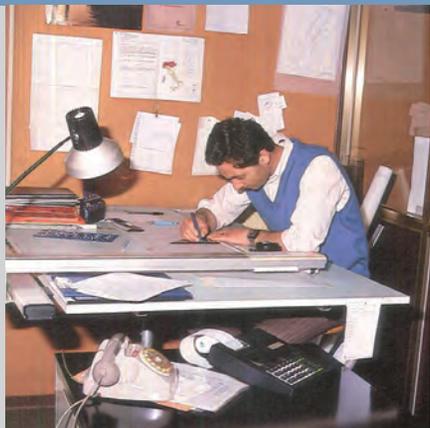
Factory in the '80 years



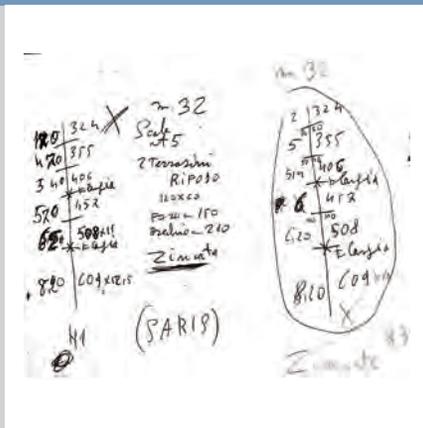
The first INTEL lighting shows in Milano - Year '80



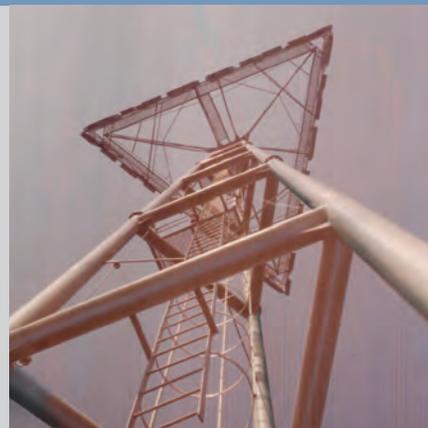
Office in the '80 years



Workshop sheet in the '80 year



The first masts



## YEAR '80 • THE POWER HAMMER

At that time the high mast for football fields were made using tubes, welded between them, with decreasing diameters upwards.

The reduction at the end of the different sections were made by means of a big power hammer, which squeezed the tube while it was turning.

### ***Mirko remembers:***

*“I was nearly 10 year old, and we lived on the first floor of the house where now we have our offices. I remember the house trembling when the power hammer started to work.”*



## YEARS '90 • THE CRISIS AND THE REORGANISATION

Early in the '90s the crisis of the public field connected with the “Cleaned hand” gate, produced a big reduction of demand. To this, another big economic damage was suffered due to the bankruptcy of one of the biggest customer of that time. The company staggered with it and also the serenity of the owners. The daughters and sons of Adriano and Otello start to join the company in chronological order of seniority in the company: Antonella Katia, Emanuela, Erika, Mirko, Annalisa, Eleonora. The family became more compact and Otello and Adriano found again the will and the passion that always distinguished themselves, and with big perseverance, they went beyond this very difficult moment. Now they start a process to upgrade the company to the reached dimensions. They passed from a typical “handycraft” approach to an industrial managing system, also with the help of international criterion, according to the standard of the quality system ISO9001. The first jobs for the foreign market are done. The new offices are done. A technical department is established, dedicated to the design of the manufactured structures. New products are developed such as the high masts with mobile crown.

*Otello and Katia with a customer  
from Arabic countries*



*Otello and Emanuela in China*



*Mirko, Erika and Emanuela in the lighting  
exhibition*



## YEARS '90

*Factory in the '90s*



*The new offices*



*High mast with mobile crown*



## YEARS '90 • THE FIRST BIG STADIUM - MILANO ARENA

### 50M HIGH MASTS WITH 100 FLOODLIGHTS

#### **Adriano remembers:**

*“We almost stopped all the production... the sections occupied the whole hanger. We were aware that we were manufacturing big structures, but when I saw them assembled at site, I was very impressed... they were giant.”*



**ARENA DI MILANO 1990  
TORRE ALTEZZA 50 MT**



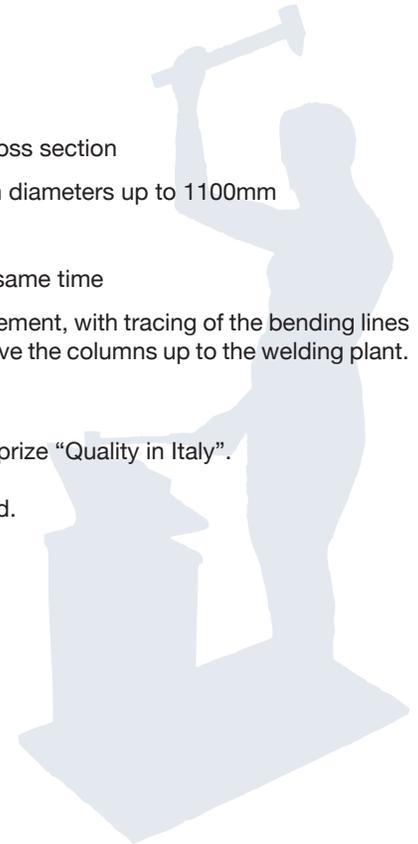
## 2000 - 2005 • THE INVESTEMENTS

Now the company made considerable investments to improve the automation and the optimisation of the production.

- Dedicated line to cut the trapezoid of the octagonal columns
- Dedicated press for bending the octagonal columns
- Automatic longitudinal welding for columns in one shell with diameter up to 500mm
- Second welding line for the longitudinal welding of the conical columns with circular cross section
- Automatic plant for the assembling and longitudinal welding of columns in 2 shells with diameters up to 1100mm
- Beam for the longitudinal welding of big diameters up to 1700mm in 2/3 shells
- Automatic welding line for the stepped columns up to 5 circumferential welding at the same time
- Automation of the press of bending polygonal columns with a system for trapezoid movement, with tracing of the bending lines and placing by optic reading, extraction of the bended columns and chain system to move the columns up to the welding plant.
- Robot system for door and base plate cutting

The company awards a remarkable recognition to its organisation, resulting finalist to the prize “Quality in Italy”.

The company obtains the certification CE for lighting columns according to EN40 standard.



2000 - 2005

*Factory 2005*



*Welding on stepped columns*



*Automatic press*



*Second line for conical columns welding*



2000 - 2005

*Works on columns with big diameter*



*Automatic welding machine for polygonal columns*



*Cutting machine for polygonal columns*



*Plasma cutting machine*



## 2006-2010 • THE RESULTS

The big investments of the previous years produce the awaited results. The company reaches the peak of employment and turnover; 100 employees and a turnover of 18.000.000euro

The company continues to invest in technologies to improve its product and plants.

The company starts an approach on the decorative columns market, publishing a dedicated new catalogue named “i Paliarredo”.

The company realised a plant for the construction of conical columns with taper ration 14 mm/m obtaining with this slender profile, especially suitable to be employed in decorative design, and with better structural characteristics than the standar profile but in the meantime lighter and with a smaller use of material.



2006 - 2010

Welding machine for big diameters Base plate cutting plant



Tool for columns with taper ration 14



Copyright - lighting columns "I Paliarredo"



**BREVETTO**  
PER MODELLO MULTIPLO

STATO: ITALIA

DATA DOMANDA: 06.06.2008

NR DOMANDA: BO2008O000030

TITOLARE: OFFICINE F.LLI CAMPION S.R.L.

RELATIVO A: MODELLO MULTIPLO

PER ILLUMINAZIONE PUBBLICA

DURATA: ANNI 25

## 2011-2012 • FAMILY AS BASIC RESOURCE

Between 2001 and 2012 The company perfected a company operation introductory to the current generation passage. “Officine F.lli Campion” becomes the family Holding and it is named as “HFC spa Holding Campion Family” conferring the company branch referred to the columns activities, into the new company “Pali Campion srl” owned 100% by HFC spa.

The Company obtains the certification as authorised transformation center according to D.M 14-01-20188 (t.u.c).

The company obtains the certification of welding quality system according to UNI EN ISO 3834.



2013

The company made another considerable investment to enlarge the available space, buying a plot of land adjacent to the factory.

The company obtained the CE certificate for the ironwork structures according to EN 1090.



2014

The company celebrates its **50th anniversary**



## THE NUMBERS OF THE GROWTH

The “handycraft” activity of the years 60’s involves mainly the owners Dino, Adriano, Otello, and not more than 5 coworkers.

The staff reaches 10 workers in the year 70’s.

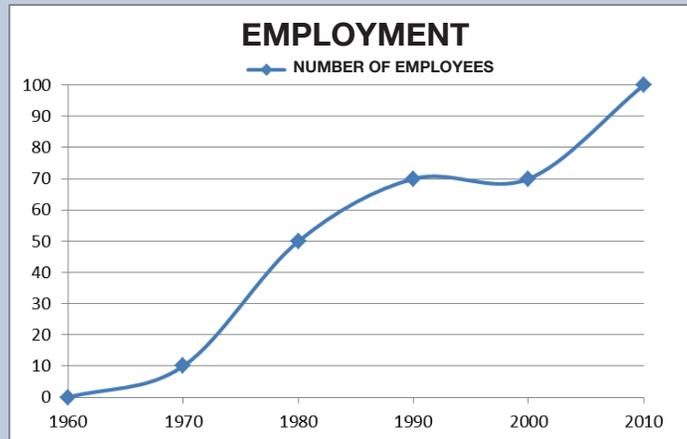
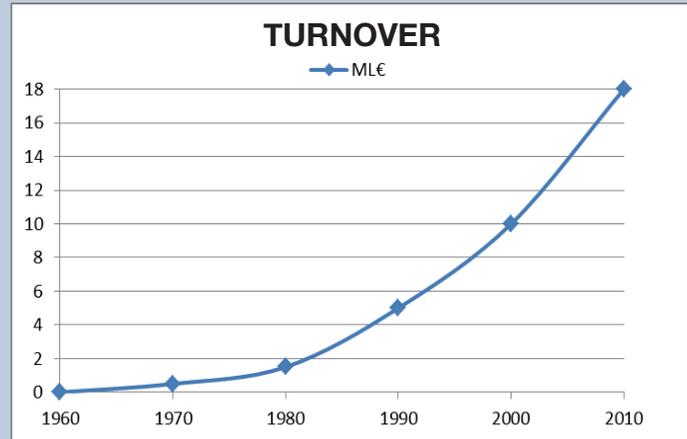
Then it grows to 50 workers in the 80’s with a turnover of approx. 1.500.00 eur (3 billions lira in the correny of that time).

In the 90’s the turnover is approx 5.000.000 eur with an average staff of 70 workers.

In the 2000’s, the big investements done to automate the production make the turnover increase up to 10,000,000eur maintaining the average staff always with 70 workers.

Nearby the 2010 the company reaches the peack of employment with 100 workers and a turnover of 18.000.000eur.

In spite of the Italian and International crisis of the last years, Pali campion srl, succedes in making its results stable, thanks to the big flexibility in the production which distinguishes itself, and to a different mix between the Italian and Foreign market, reducing the part of the Italian maket and increasing the foreign one.



# AWARDS



1966

*Campion Dino - gold metal.  
Fidelity to work - economic progress.  
Chamber of Commerce of Rovigo*



1998

*Quality system certificate ISO 9001  
IGQ Italian Institute for quality guarantee  
IQNET Internation Certification Network*

## AWARDS



2002

“Prize Italian Quality”  
Industrial Trade Association



2003

Certificate “QS quality, safety, enviroment”  
ACAI association of italian steel manufacturers

## AWARDS



2005

CE certificate for lighting columns UNI EN 40  
IGQ Italian institute for quality guarantee

**Ministero dello Sviluppo Economico**  
*Direzione generale per la lotta alla contraffazione*  
*Ufficio Italiano Brevetti e Marchi*

**ATTESTATO DI REGISTRAZIONE PER DISEGNO E MODELLO**

SERIE  
**N. 0000096198**

Il presente attestato viene rilasciato per il modello oggetto della domanda sotto specificata:

num. domanda	anno	C.C.I.A.A.	data pres. domanda	classifica
000030	2008	BOLOGNA	06/06/2008	2603

TITOLARE/I OFFICINE F.L.L. CAMPION SRL  
FRATTA POLESINE (RO)

MANDATARIO MODIANO MICAELA NADIA

INDIRIZZO DR. MODIANO & ASSOCIATI S.P.A.  
VIA MERAVIGLI, 16  
20123 MILANO

TITOLO MODELLO MULTIPLO DI APPARECCHI PER ILLUMINAZIONE PUBBLICA

INVENTORE/I CAMPION MIRKO

2008

National patent for safeguard of the design of  
decorative lighting columns - Ministry of the  
economic development fight to the forgery, brand  
and license department.

## AWARDS



2009

European patent for safeguard of the design of decorative lighting columns with solar panel. European community, brand, design and models department.

**ATTESTATO DI DENUNCIA DELL'ATTIVITA' DI CENTRO DI TRASFORMAZIONE**  
N. 1836/11

In conformità al DM 14 gennaio 2008 "Norme Tecniche per le Costruzioni" si attesta che la Ditta:

**PALI CAMPION Srl**  
per il proprio stabilimento di:  
**Via A. De Gasperi, 45/b - 45025 - FRATTA POLESINE (RO)**

ha depositato presso il Servizio Tecnico Centrale la documentazione inerente il possesso dei requisiti richiesti dalla norma per la lavorazione dell'acciaio finalizzata alla:

**OFFICINA PER LA PRODUZIONE DI CARPENTERIA METALLICA**

Ogni confezione del prodotto lavorato è riconducibile alla Ditta di cui sopra, con tutte le informazioni utili ad individuare la commessa, attraverso la seguente etichetta:

OGNI CONFEZIONE DEL PRODOTTO LAVORATO DEVE CONTENERE PER LA SCELTA DELL'UTENTE UN'ETICHETTA CON LE SEGUENTI INFORMAZIONI:	
DESCRIZIONE FABBRICAZIONE	_____
FABBRICAZIONE	_____
INDICAZIONE SERVIZIO	_____
ESERCIZIO	_____

Il presente attestato di deposito ha il solo obiettivo di identificare il Centro di Trasformazione. In tal senso l'attestato di deposito non è finalizzato a certificare la concreta idoneità tecnica del prodotto di lavorazione alle diverse utilizzazioni cui può essere destinato e non può trasferire la responsabilità del Centro di Trasformazione e del progettista al Servizio Tecnico Centrale, restando nella responsabilità delle figure suddette ogni specifica applicazione del prodotto. Il presente attestato ha validità sino a che le condizioni iniziali, sulla base delle quali è stato rilasciato, non subiscano modifiche significative.

Roma, 13.12.2011

Il DIRIGENTE DELLA DIVISIONE III DEL SERVIZIO TECNICO CENTRALE  
**Ing. Brind SANTORO**

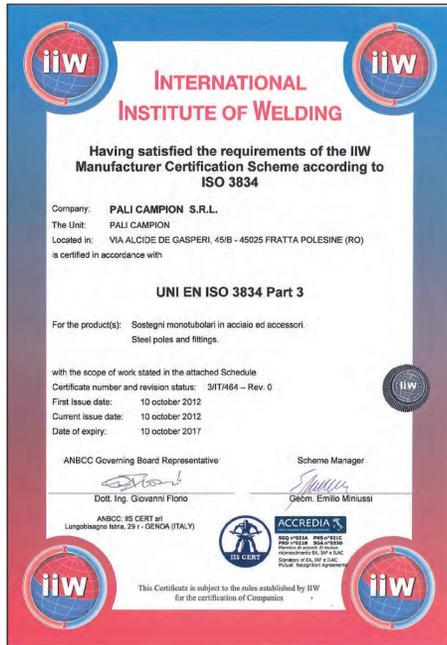
ORGANISMO DI CERTIFICAZIONE ED ISPEZIONE A PROPOSITO DI COSTRUZIONI  
AI SENSI DELL'ART. 29, D.P.R. 246/93 INTERV. A COMPLESSIONE DI ITALIA IN 1999  
ORGANISMO DI CERTIFICAZIONE TECNICO E DI PROVA PER LA REALIZZAZIONE DELLE OPERE SULLA D.P.R. N. 246/93  
ORGANISMO DI CERTIFICAZIONE AI SENSI DELL'ART. 14/01/2008

VIA MOMENTANA, 2 - 00161 ROMA -  
TEL. 06.4412-1101 - FAX 06.4428.7383

2011

Ministry authorisation, as transformation center according to D.M 14/01/2008 (Unic test for the construction) public work departments, central technical service.

# AWARDS



2012

Certification of quality in welding according to UNI EN IS 3834 - IIS italian Institute of welding - EWF European Wedling Federation. IIW International Institute of Welding



2013

CE certificate for steel structures ER 1090 IIS Italian Institute of Welding

## AWARDS



2013

*Pali Campion s-r.l*  
*Company prize for the social and economic development in Venetian region*



2013

*Campion Adriano e Campion Otello*  
*Gold medal "fidelity to the work - economic progress" Chamber of commerce of Rovigo*



## ***To Adriano and Otello Campion brothers***

*To spend a life to understand the examples and to ask “why”.*

*Within the offices, the hangers, and the huge apron the time seems never stop.*

*You seed and You are still seeding*

*You seeded Your keennes for those who slow down the way and they do not know what it is.*

*You seeded Your impulses, what is nice during the life is to leave not to arrive.*

*You seeded Your smile, beacause all must be permeate with harmony and kindness, to teach to others to smile.*

*You seeded Your dedication, life will be easier like this.*

*You seeded Your courage, You did all what the world fears to do... Luck belongs to brave people and only courage has its followers.*

*You seeded a deed, You gathered a habit.*

*You seeded a habit, You gathered a character*

*You seeded a character gathering a destiny.*

**[www.palicampion.it](http://www.palicampion.it)**