



THE SECRET OF THE NIÑA AND THE PACT OF AMALFI

By Antonino Fischetti

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«We decide our own starting point.»

— K A L T R I N A



ILLUSTRATION I

Under the warm light of Tirana, young Alberto received a gift that would change the way he looked at the world. Edoardo, a wise man who smelled of salt and old books, handed him a dark wooden box. Inside was a brass sextant, an ancient instrument that served not only to measure the height of the stars above the sea, but to find one's own direction in the storms of life. "Sailing is not just commanding a ship, Alberto," Edoardo told him. "It is learning to find your bearing when the course does not yet exist."



ILLUSTRATION II

Alberto looked at his company, the Camino Holding, and felt like a captain facing an unknown ocean. Together with his wife Kaltrina, a woman of sharp gaze and brilliant mind, he wondered how to steer that great crew. “Finding your bearing is far harder than giving orders,” Kaltrina observed as she studied the city map. They realised that the company was not just an office but a brave ship, and that to make her travel safely they needed ancient rules, written with heart and reason.



ILLUSTRATION III

Their journey began in Genoa, among the narrow alleys that smell of history. In a dusty old archive, guided by the wise archivist Agata, they discovered incredible documents. The merchants of the past did not write only contracts for money; between the tightly sewn lines they hid secret messages to protect the people they loved. They learned that true wealth is not what is carried in the hold, but the care with which the secrets that keep a crew together are guarded.



ILLUSTRATION IV

Once in Amalfi, Alberto entered the monumental Arsenal of the Republic. There, beneath the tall stone vaults, their guide Rosetta told them of the “Pact of the Column”. It was a magnificent rule: in the old days, on board a ship, everyone — from the rich shipowner to the last of the sailors — were partners. They shared the profits when the voyage went well, but they stood by one another when the sea grew furious. “No one is alone on the column,” Rosetta explained, and Alberto understood that merit and risk must always be shared.



ILLUSTRATION V

As they walked along the cliff, Edoardo told Alberto of the terrible night of 1343, when an undersea earthquake unleashed a giant wave that destroyed the port of Amalfi. “The rules we write,” said Edoardo, gazing at the now calm sea, “are like shields. They protect us from storms we can only imagine, yet must be ready to face.” Alberto understood that prudence is not fear, but the wisdom of those who want to bring everyone home safe and sound.



ILLUSTRATION VI

“Look at the Niña,” Alberto said to his daughter Francesca, showing her the model of Columbus’s little caravel. They discovered that, after losing his largest ship, Columbus chose the small Niña to sail home. She was tiny, yet incredibly reliable and nimble. “Sometimes the small is stronger than the big,” Francesca whispered, brushing the cloth sails. The greatness of a company is not measured by its size, but by the strength of its bonds and the quality of its timber.



ILLUSTRATION VII

The journey went on to Greenwich, where time itself seems to begin. In front of the line of the “Prime Meridian”, Alberto and Kaltrina grasped a fundamental truth: that point was not created by nature, but chosen by many nations together. Deciding where the counting begins is an act of courage and collaboration. “We decide our own starting point,” Kaltrina said with a smile. Defining a common “Zero” is the only way to sail together without getting lost.



ILLUSTRATION VIII

Reflecting on their past, Alberto and Kaltrina found their family's true “Zero”. It was not a date on the calendar, but the exact moment when, years before, Kaltrina had signed the first contract, risking everything alongside him. That shared risk was the cornerstone of everything they had built. In front of the old yellowed document, they understood that love and work are made of the same substance: blind trust in those who sail beside you.



ILLUSTRATION IX

Alberto decided to put the lessons learned into practice. On a building site in Romania, among mud and the roar of machines, he met Genti, a young technician of extraordinary talent. Instead of following only the cold manuals, Alberto promoted Genti, trusting his instinct and the merit he had proven in the field. “Rules matter,” Alberto told Genti, shaking his earth-stained hand, “but the heart of those who work is worth more than any written page.”

A N O T E O N T H I S E D I T I O N

The Secret of the Niña and the Pact of Amalfi is an illustrated tale in nine illustrations, plus the illustrated cover: ten images in all. It tells of what comes before orientation: before the models, before the metrics, before Growing for Generations, there are the pacts that hold a crew together.

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THE AUTHOR

*«An inheritance is not a burden:
it is the fuel for your course.»*

Antonino Fischetti lives between Tirana and Brussels. For fifteen years he has sat at the tables of European family businesses at the most fragile moment of their history: the moment when the founder hands over to whoever comes next.

The Secret of the Nifia is born from his Opera Omnia: nine business volumes gathered in three series, and Growing for Generations, the manual in which the Walkman, the Moka and the Sextant take on their applied form for European family businesses.

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FROM HEISENBERG TO THE SPACE ECONOMY

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N E X T G E N

ONE SEXTANT. NINE STAGES. ONE COURSE.

The sextant that teaches a company to find its bearing when the course does not yet exist.

Before choosing a course, a company must know where it comes from. In this illustrated tale, Alberto, founder of the Camino Holding, and Kaltrina follow the traces of a brass sextant received in Tirana, of the Genoese merchants who hid secret messages between the lines of their contracts, of the “Pact of the Column” of Amalfi — where merit and risk are shared — of the wave of 1343 that taught prudence, of the small Niña that brought Columbus home, and of the Prime Meridian of Greenwich, chosen by many nations together.

Down to their family's true “Zero”: a contract signed with shared risk, years before. Nine stages, one secret: direction is passed on by listening to those who sail beside you.

«Sailing is not just commanding a ship:

it is learning to find your bearing when the course does not yet exist.»

E N E R G Y C I R C L E P U B L I S H I N G

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