



Henry Ford



*"Coming together is a beginning.
Staying together is progress.
Working together is success."*



People serving people was a core value for Henry Ford. He believed that a successful company must be devoted to customer service and employee teamwork.

“The only foundation of real business is service.”

“It has been thought that business existed for profit. That is wrong. Business exists for service.”

“We boast of independence. There is no such thing. There is only interdependence.”

“The spirit of true service will create for us. We have only each of us to do our parts sincerely.”

“What is desirable and right in life is never impossible... it only takes a little more teamwork.”

“A business absolutely devoted to service will have only one worry about profits. They will be embarrassingly large.”

“Coming together is a beginning. Staying together is progress. Working together is success.”

*“If everyone is moving forward together,
then success takes care of itself.”*

“If there is any one secret of success, it lies in the ability to get the other person's point of view and see things from that person's angle as well as from your own.”

“My best friend is the one who brings out the best in me.”

“Business grows big through the service it renders not through any ‘control’ it exercises over materials, money or people.”



Teamwork
and Service



Henry Ford believed that no one was too old to stop learning or innovating. From the Ford Motor Company to the Model T to the Ford V8, he was always discovering or creating something new and better.

“Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young.”

“Thinking is the hardest kind of a work a mortal can do and just because it is hardest, the higher rewards are reserved to it.”

*“Education is not preparation for life,
but a part of life - a continuous part.”*

“Businesses that grow by development and improvement do not die.”

“There is no use in living if we can't do things better than our fathers did.”

“I am looking for a lot of men who have an infinite capacity to not know what can't be done.”

“I cannot discover that anyone knows enough to say definitely what is and what is not possible.”

“The wisdom of life is to keep on planting. Some...never plant after youthful imagination dies, and they reap only the one crop which they planted in youth. Plant every season and life will be a succession of harvests.”

“Success does not come by imitation.”

“Be ready to revise any system, scrap any method, abandon any theory, if the success of the job requires it.”

Learning and Innovation

The Ford Motor Company, founded in 1903, was Henry Ford's third attempt to launch his automobile company. Both of his previous ventures (one of which became Cadillac) helped him learn valuable lessons that led to his eventual success.

"Even a mistake may turn out to be the one thing necessary to a worthwhile achievement."

"Obstacles are those frightful things you see when you take your eyes off your goal."

"Life is a series of experiences, each one of which makes us bigger, even though sometimes it is hard to realize this. For the world was built to develop character, and we must learn that the setbacks and grieves which we endure help us in our marching onward."

"When everything seems to be going against you, remember that the airplane takes off against the wind, not with it."

"The only real mistake is the one from which we learn nothing."

"One who fears failure limits his activities. Failure is only the opportunity to more intelligently begin again."

"One of the greatest discoveries a man makes, one of his great surprises, is to find he can do what he was afraid he couldn't do."

"The man who thinks he can and the man who thinks he can't are both right. Which one are you?"

"Success is 99% failure."

"There is no failure except failure to serve one's purpose."

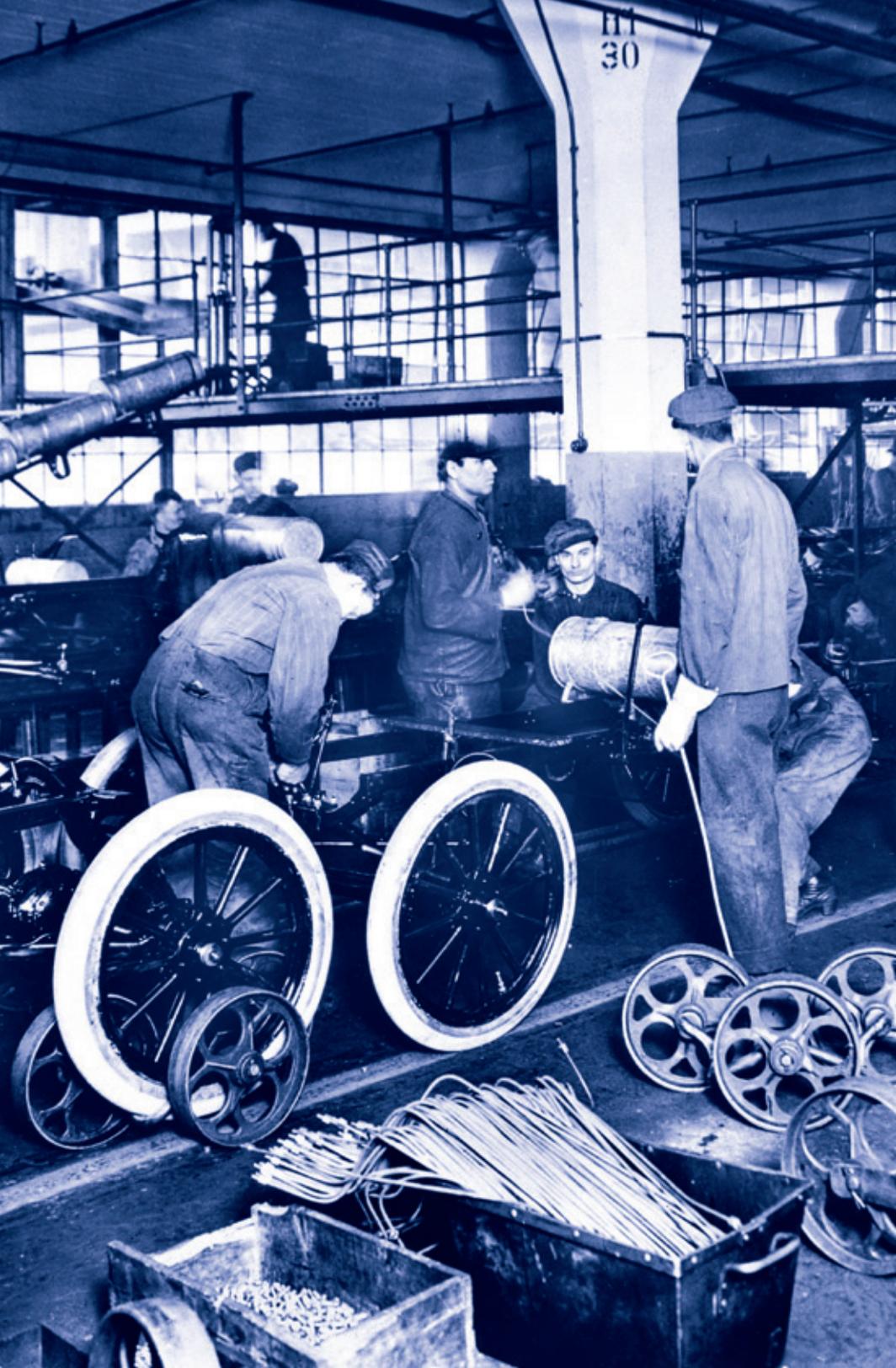
"One of the greatest discoveries a person makes, one of their great surprises, is to find they can do what they were afraid they couldn't do."

"The way to learn to do things is to do things. The way to learn a trade is to work at it. Success teaches how to succeed. Begin with the determination to succeed, and the work is half done already."



Vision and Perseverance

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Some of Henry Ford's many innovations included the modern auto assembly line, vehicle components made from soy beans, and a personal hydroelectric plant that powered his Fairlane Estate. He was far ahead of his time when it came to concepts like productivity, renewable resources, and even alternative energy.

"The best way is always the simplest."

"Nothing is particularly hard if you divide it into small jobs."

"I foresee the time when industry shall no longer denude the forests which require generations to mature, nor use up the mines which were ages in the making, but shall draw its raw material largely from the annual produce of the fields. I am convinced that we shall be able to get out of yearly crops most of the basic materials which we now get from forest and mine."

"There is on this continent almost every variety of scene that the wide world can furnish. There are mountains which for majesty and grandeur cannot be equaled in any other country; stately rivers, magnificent lakes, boundless woods, mighty waterfalls. In spite of improved highways and cheaper transportation, this vast heritage is not appreciated as it ought to be."

"To resent efficiency is a mark of inefficiency."

"We are entering an era when we shall create resources which shall be so constantly renewed that the only loss will be not to use them. There will be such a plentiful supply of heat, light and power, that it will be a sin not to use all we want. This era is coming now. And it is coming by way of Water."

Efficiency and Resources

With the introduction of the Model T in 1908, Henry Ford made reliable automotive transportation available and affordable for millions around the world. Since then, Ford, and the company that still bears his name, have always focused on delivering innovative, high-quality vehicles at the best possible value.

"I will build a motor car for the great multitude...constructed of the best materials, by the best workers [men] to be hired, after the simplest designs that modern engineering can devise... so low in price that no one [man] making a good salary will be unable to own one and enjoy [with his family] hours of pleasure in [God's] great open spaces. When I'm through, everybody will be able to afford one and everyone will have one. The automobile will be taken for granted... and we will give a large number of people [men] employment at good wages."



“The Ford car blazed the way for the motor industry and started the movement for good roads. It broke down the barriers of time and distance and helped to place education within the reach of all. It gave people more leisure. It helped people everywhere to do more and better work in less time and enjoy doing it. It did a great deal, I am sure, to promote the growth and progress of this country.”

“Quality means doing it right when no one is looking.”

“A market is never saturated with a good product, but it is very quickly saturated with a bad one.”

“The man who will use his skill and constructive imagination to see how much he can give for a dollar, instead of how little he can give for a dollar, is bound to succeed.”



Quality
and Value

In 1999, Fortune Magazine editors selected Henry Ford as their “Businessman of the Century,” recognizing his achievements as an entrepreneur and managerial thinker who completely changed the world we live in. It’s no surprise that many of Ford’s insights remain both relevant and even revolutionary today.

“It is not the employer who pays the wages. Employers only handle the money. It is the customer who pays the wages.”

“There is safety in small beginnings and there is unlimited capital in the experience gained by growing.”

“Business is never so healthy as when, like a chicken, it must do a certain amount of scratching around for what it gets.”

“There is one rule for the industrialist and that is: Make the best quality of goods possible at the lowest cost possible, paying the highest wages possible.”

“The competitor to be feared is one who never bothers about you at all, but goes on making his own business better all the time.”

“Competition is the keen cutting edge of business, always shaving away at costs.”

“I do not believe a man can ever leave his business. He ought to think of it by day and dream of it by night.”

”A business that makes nothing but money is a poor business.”

“The business itself does not fail; but the man who is “boss” of a business that he does not know to its last operative detail is certain of failure before he begins.”

“The best road to the white collar is through blue-jeans and practical brains.”

“Asking 'who ought to be the boss' is like asking 'who ought to be the tenor in the quartet?' Obviously, the man who can sing tenor.”



Business and Industry

The many recorded quotations of Henry Ford include his observations and opinions on a wide range of topics including business, technology and everyday life. Although he was born in 1863, many of Ford's remarks are as true, and often as funny, as they were when he first spoke them.

"You take all of the experience and judgment of men over 50 out of the world and there wouldn't be enough left to run it."

"If money is your hope for independence you will never have it. The only real security that a man will have in this world is a reserve of knowledge, experience, and ability."

"You can't build a reputation on what you are going to do."

"Before everything else, getting ready is the secret of success."

"Don't find fault, find a remedy."

"If we have come so far and so fast, is it likely that we shall stop now?"

"An idealist is a person who helps other people to be prosperous."

"You can't learn in school what the world is going to do next year."

"As we advance in life we learn the limits of our abilities."

"Most people spend more time and energy going around problems than in trying to solve them."

"There is joy in work. There is no happiness except in the realization that we have accomplished something."

"The only real security that a man can have in this world is a reserve of knowledge, experience and ability."

"Wealth, like happiness, is never attained when sought after directly. It comes as a by-product of providing a useful service."

"There are no big problems, there are just a lot of little problems."

“A bore is a person who opens his mouth and puts his feats in it.”

“It has been my observation that most people get ahead during the time that others waste.”

“You can't build a reputation on what you are going to do.”

“If I had asked people what they wanted, they would have said faster horses.”

“Chop your own wood and it will warm you twice.”

“Vision without execution is just hallucination.”

“You say I started out with practically nothing, but that isn't correct. We all start with all there is, it's how we use it that makes things possible.”

“I see no advantage in these new clocks. They run no faster than the ones made 100 years ago.”

“There are three things that grow more precious with age; old wood to burn, old books to read, and old friends to enjoy.”

“The whole secret of a successful life is to find out what is one's destiny to do, and then do it.”

“Because a thing is useful is no reason why it should be ugly.”

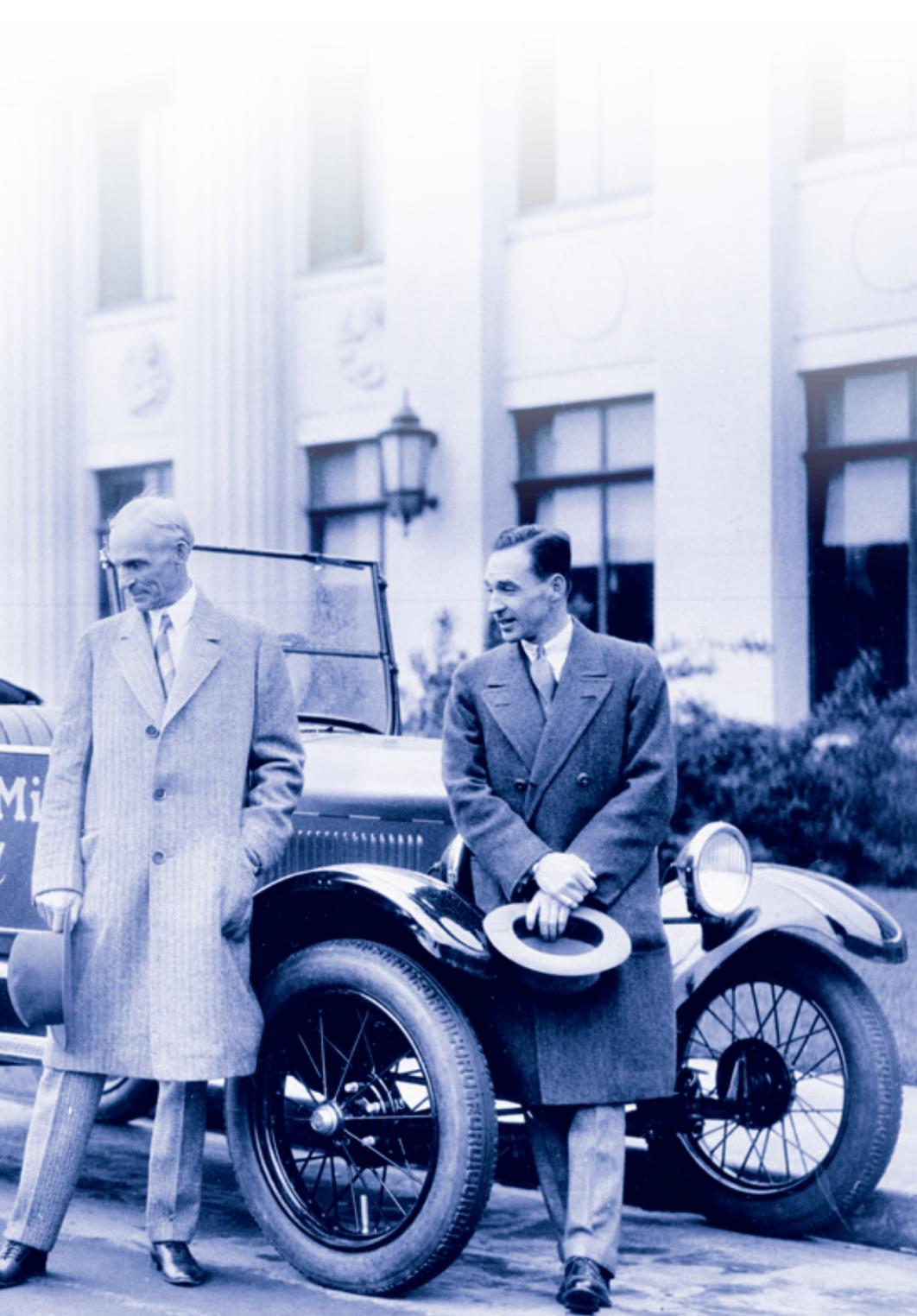
*“To be good is not enough;
man must be good for something.”*

“There is no progress in merely finding a better way to do a useless thing.”

Wit and
Wisdom

*"Whether you think you can,
or you think you can't, you are right."*





HENRY FORD

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