

## Quotations from Werner von Siemens, 1854–1892 (selection)

„The words ‘I want to!’ contain a powerful magical force when they are meant seriously and energy is behind them! Of course, one must not dread impediments and diversions and must never lose sight of one’s objective for a single moment.”

(Werner von Siemens to his wife Mathilde, March 20, 1854)

“In my youth, I dreamed of founding an enterprise of world standing comparable to that of Fugger, which would give not only me but also my successors power and authority in the world.”

(Werner von Siemens to his brother Carl, December 25, 1887)

„Ideas alone have little value. An innovation’s importance lies in its practical implementation.”

(Werner von Siemens to his brother Carl, January 27, 1865)

“In-house production always provides a solid foundation.”

(Werner von Siemens to his brother William, March 15, 1851)

“A main reason of the rapid growth of our factories is, in my opinion, that the products of our manufacture were in large part results of our own inventions.”

(Werner von Siemens, *Recollections*, 1892)

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“The process of invention is useful and clearly successful only when it is closely linked to production for the purpose of solving today’s problems.”

(Werner von Siemens to Engineer Gilli, January 16, 1886)

“Technology has been given the means at present to generate electric power of unlimited strength inexpensively and easily wherever labor is available. The fact will be of essential importance in several areas of technology.”

(Werner von Siemens, lecture “On the conversion of mechanical energy into electric current without the use of permanent magnets”, published in the Report of the Berlin Academy of Sciences, January 17, 1867)

“The effects will be colossal, given the right construction. The whole thing has great potential for development and can pave the way for a new era of electromagnetism.”

(Werner von Siemens to his brother William, December 4, 1866)

“He who performs best will always take first place.”

(Werner von Siemens to E. Rau, January 18, 1876)

“The money I’ve earned would burn my hand like a red-hot poker if I didn’t offer the expected share to my loyal assistants.”

(Werner von Siemens to his brother Carl, June 16, 1868)

“I will not sell the future for instant profit!”

(Werner von Siemens to his brother Carl, December 29, 1884)

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“I see the business only secondarily as a financial asset. For me, what I’ve founded is more an empire and something I’d like to leave undiminished to my descendants so that they can continue to work within it.”

(Werner von Siemens to his brother Carl, December 25, 1887)

“It was not just humanity, but rather healthy egoism, that led us to form the [pension] fund.”

(Letter from Werner von Siemens to Factory Inspector Major von Stülpnagel, Berlin, November 19, 1875)

“The interest of the group embodies a higher law that must take precedence over individual interests.”

(Werner von Siemens from: Positive Vorschläge zu einem Patentgesetz, Denkschrift der Ältesten der Kaufmannschaft zu Berlin, October 13, 1863)

“Being well organized is better than doubling profits! You should always keep the distant future in mind – that’s what matters most.”

(Werner von Siemens to his brother Carl, July 17/18, 1868)