



Courtesy of ABC Supply Co.

## **Kenneth Hendricks**

**Age:** 66

**Net Worth:** \$3.5 billion

**Origin of Wealth:** Building supplies

**1. What did you dream of becoming when you were a kid?**

An architect.

**2. In terms of time, what was your study-to-party ratio in college?**

I did not attend college, but in high school I was not a "partier," and I'm sure I would not have been one in college.

**3. Which entrepreneur do you most admire?**

Fred Smith with Federal Express.

**4. What is your favorite hobby?**

Riding my Harley Davidson motorcycle.

**5. How much of your success do you attribute to sheer luck?**

Probably half of my success would be luck, and the balance would be my instincts and my perseverance to achieve my goals.

**6. What is your greatest guilty pleasure?**

Having an overzealous desire to go places that are off limits—such as going down a private driveway that is marked with a "No Trespassing" sign.

**7. Where do you get most of your information on your industry?**

From individuals within the industry who have knowledge or experience.

**8. What has been the best day of your life so far?**

The days our children and grandchildren were all born healthy.

**9. On average, how many employees do you interact with each day?**

At least 20.

**10. When was the last evening that hadn't been scheduled in advance? What did you do?**

Two nights ago—we went out to a local pub for a hamburger.

**11. What is your worst quality?**

Not listening well enough to others.

**12. What is your favorite book and why?**

I really do not have a favorite book, but I love to read autobiographies about successful business people.

**13. Which decision in your life took the most courage?**

The decision to not sell my companies.

**14. If you could share a drink with anyone on the planet, who would it be?**

I would love to have a candid conversation with President Bush.

**15. Say you have \$100,000 to invest: What do you do with it?**

I would invest it in one of my own companies and put it to work.

**16. If you had three months to live, how would you spend them?**

I would spend those three months on a vacation with my family.

**17. How much is the correct amount to leave to your children?**

I don't know, but I wish I did know.

**18. What is the hardest lesson you've had to learn?**

That people are not created equal in any sense of the word.

**19. What's the next billion-dollar idea waiting to be exploited?**

The use of hydrogen.

**20. So much of what passes for wisdom is wrong. What piece of contrary advice can you offer?**

Wisdom is knowledge—but growth, accomplishment and success are driven by opportunists who have the intuition and vision to challenge the past, present and future.

[Kenneth Hendricks on the Forbes 400 Richest List](#)

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