

About Murphy Warehouse Company

In 1904 an Irishman named Edward L. Murphy, Sr., bought a team of horses and a wagon and launched a legacy that evolved into Murphy Warehouse Company, one of the Midwest's largest logistics companies, and Murphy Rigging and Erecting, a premier rigging and millwright organization in this region.

Today, marking their **100th anniversary**, these multi-million dollar operations employ approximately 225 people in multiple locations throughout the Twin Cities, serving more than 200 clients ranging from Fortune 500 to start-up companies here and across the country.

Defying the statistics of family business, Richard Murphy, Jr., president and CEO, is currently the fourth-generation of the Murphy family to run the family enterprise. (Statistically, most family businesses only last two generations.)

Today, Murphy Warehouse Company is one of the Upper Midwest's largest asset-based logistics companies. Murphy works with its clients to create logistical and supply chain solutions through a wide range of services, including warehousing, distribution, transportation, cross-docking, fulfillment, administrative, as well as international logistics through its Midwest International Logistics Center. Industries served range from food and beverage to hospital supplies, retail to recreational, automotive to power generation, and paper to publishing. Murphy services the entire supply chain from raw materials to in-process to finished goods resulting in JIT ("just-in-time") deliveries to production lines.

Back to the Future – with Rail

Murphy's success and longevity can be attributed to its commitment to continually innovate to better serve clients. Long focused on truck transportation, in the early 1990s Murphy made the strategic decision to offer rail services to clients and equip several of its warehouses with indoor rail yards – a unique move for a warehousing and logistics company at the time.

But rail has become an increasingly attractive option for shippers since it can be more economical than truck-based shipping for several industries. Recent U.S. Department of Transportation Hours of Service rule changes, a shortage of qualified drivers, as well as increasing costs to operate trucks, are contributing to the growth of rail business.

In fact, Murphy landed one of its largest beverage clients after walking them through one of their indoor rail facilities. The representatives from St. Louis were impressed (a little help from Mother Nature didn't hurt...it was 20 below zero that day) and Murphy won the business over national organizations.

Today, Murphy is the second largest rail user in the Twin Cities with over 10,000 cars handled annually. Only the local power company, Xcel Energy, surpasses Murphy's rail volume since it relies on rail to move coal to its power plants. Murphy currently runs rail-to-truck, rail-to-rail, and truck-to-rail transload operations on the BNSF, UP CN, CP, Progressive Rail and Minnesota Commercial Railroad sites. Most of this activity is handled within Murphy's specially designed indoor rail sidings in six of its eight warehouses.

This fall, the Ramsey County Historical Society will publish the Murphy story in a book, *Two Horses and a Wagon*. The story begins with the Irish immigrants who started Murphy, but goes on to cover how the family endured early St. Paul politics, the Great Depression, a violent labor movement uprising in Minneapolis during the 1930's, the post-war years boom, changing technologies and business practices, the trauma of post-deregulation of the transportation industry in the 1980s, and the many generational handoffs. Copies are available by contacting Lilja Inc. at 952.893.7140.