

# TRANSCRIPT: MURRAY EDWARDS INTERVIEW

Mr. Murray H. Edwards · Serial Agribusiness Entrepreneur

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## TRANSCRIPT

Interview with Mr. Murray H. Edwards, Serial Agribusiness Entrepreneur. Edwards is a 1973 graduate from Texas A&M and an inducted member of the Tyrus R. Timm Honor Registry.

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Mr. Murray H. Edwards | Transcript  
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Could you please introduce yourself and tell us a little about your career?

I'm Murray Edwards, class of 1973 agricultural economics major from Clyde, Texas. After graduate school, I became an agribusiness entrepreneur, started out in California. Along with some partners, I started a irrigation business. Came to Texas—came back to Texas several years later, and have been involved in the grain elevator business, feed manufacturing, cattle feeding, vegetable processing, and commodity trading businesses since then.

What aspects of your personality helped give you the flexibility of your career?

I feel like that... what allowed me to move from different areas of responsibility was persistence, or stick-to-itiveness. I've also had a lot of discipline, which came in handy because invariably businesses get a downturn or hit a rough spot, and your ability to stay in there and hang in there until things improve I think has been a critical factor, at least for me. I've always been a person who wasn't afraid to take risks, although I tried to keep those risks mitigated, to some degree. I've never been afraid to walk while others ran or run while others walked, and I've never been afraid of businesses that weren't glamorous, and I've never been afraid of hard work.

What advice do you have for students looking to match your own successes?

Well, the advice I have for a student, when you walk into a room, invariably, there will be someone in that room who's smarter than you are, or someone who's more talented, or more gifted. Those are things that you really can't control. You can control, however, your ability to outwork everybody in that room, and I would suggest that one of the key things you could do, besides out working everyone in the room, is finding a good mentor, not only in college or graduate school, but also as you approach your business life, and a mentor is someone who not only pats you on the back occasionally, but sometimes gives you a piece of critical advice that may be a little painful to hear. Sometimes it may be a little kick in the behind when you need to get going, but it's not someone who merely just gives you platitudes all the time. The other piece of advice I would say is that a lot of students, typically those who grew up in Texas, want to live in Texas, and Texas is a great state, and I don't blame them, but there's a lot of the world to see outside of Texas. Over the span of a 50-year career, I think it's good to live somewhere outside the state for five or ten years, maybe outside the country. You can always come back to Texas.

Is there anything else you would like to tell the viewers?

I think one of the most important things about a student at his first job, or even later on in life, is making yourself indispensable to your partners, or to your company, or to your organization, and that means being willing to do all kinds of extra things that someone else may or may not be willing to do. Maybe it's creating spreadsheets, or making the difficult sales calls, or perhaps it's acting as the janitor from time to time, but understanding that there is no job that's too insignificant for you to do, and then making yourself indispensable. The other thing is that there is the Aggie Network, and it is alive and well, and it is very appropriate for you to be a part of that Aggie Network, both as a taker, particularly in your early years, but later as a giver. I think that's one of the great things that makes this university unique, and finally I would say that the...the notion that when you graduate from college or graduate school that someone will come knocking at your door and offer you success is a myth. Success doesn't seek you out, you have to seek out success. Your parents, and your professors, significant other, your friends won't lead you to success. You have to find that success. Improve yourself one-on-one in a business world. The great news is that you're very well equipped coming out of a great university like Texas A&M.

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