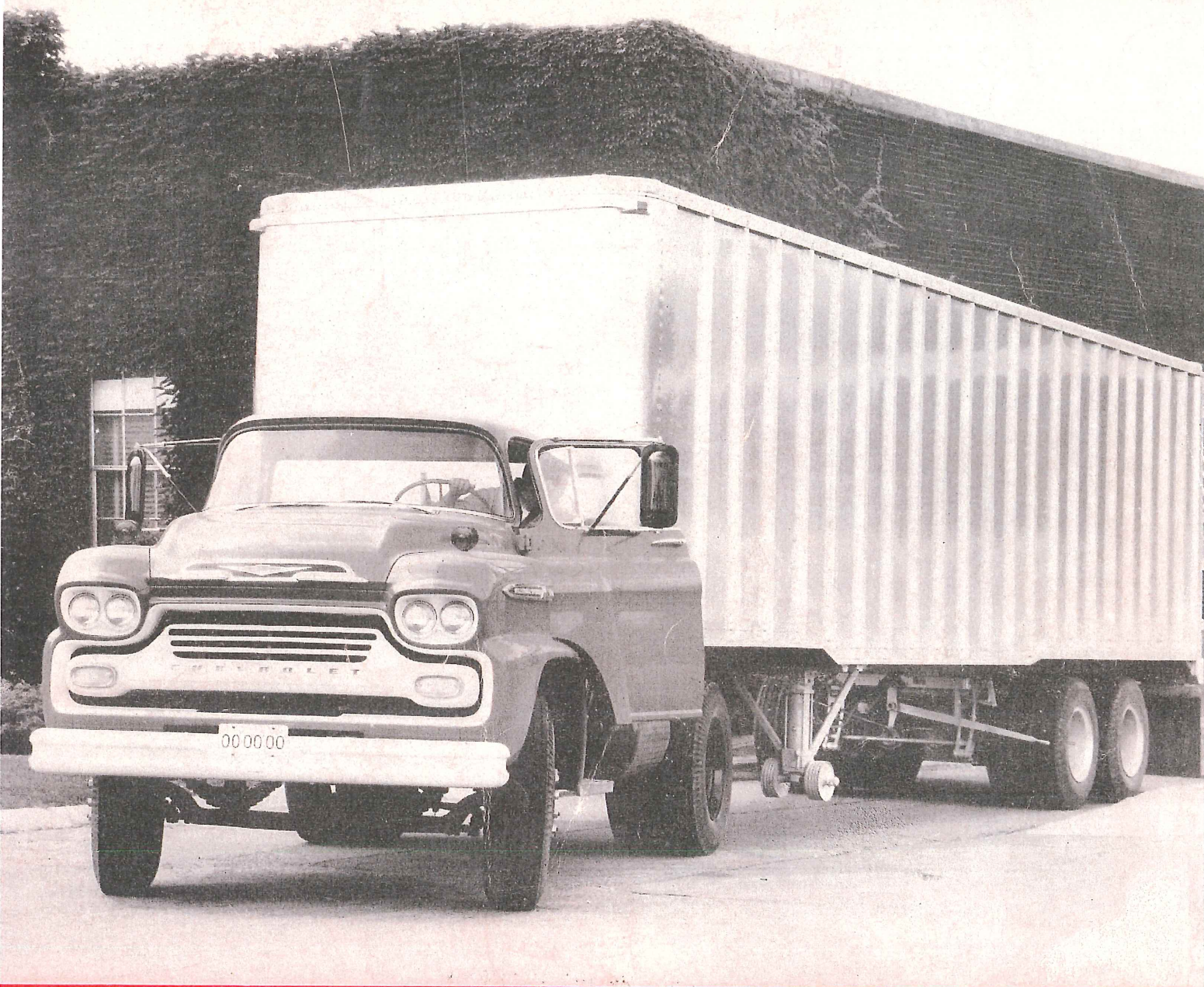


AMERICAN

Cartagemen

DEVOTED TO LOCAL AND SPECIALIZED HAULING



In this issue:

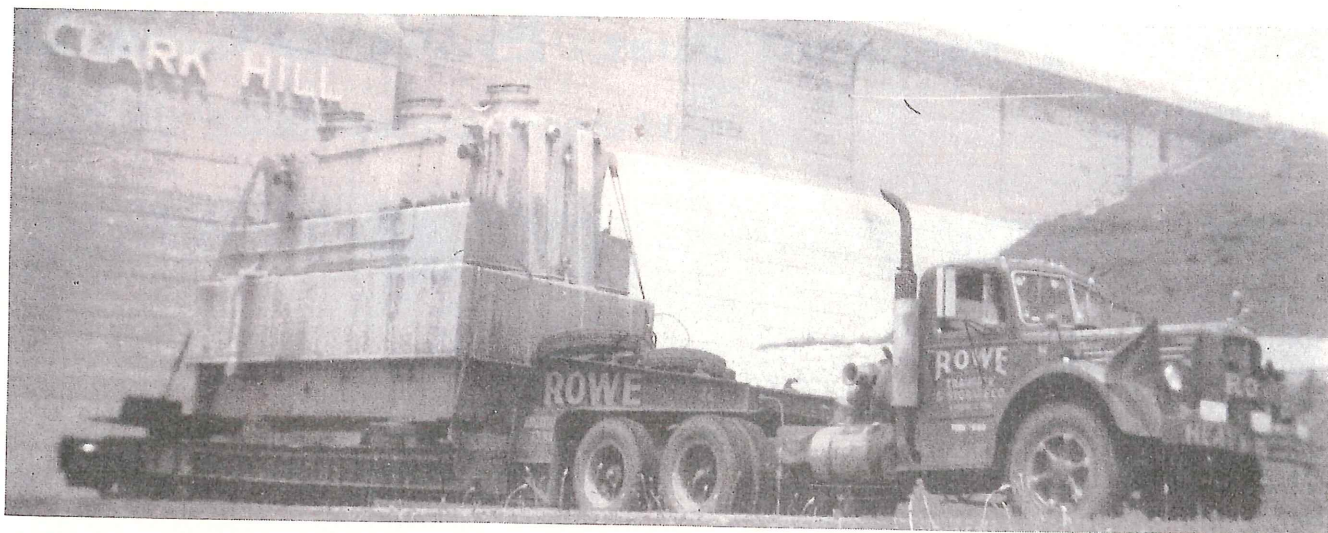
- ✓ Holding down traffic costs
- ✓ A message to non-members
- ✓ Operations gigantic



October
1958

Rowe Transfer & Storage Co.

"We Know How"—Specialized Hauling Since 1883



210,000 lb. transformer being hauled by the Rowe Transfer and Storage Company. Trailer is a 1958 model seven-axle Talbert.

**Steel
Erection**

**Machinery
Dismantling and
Erection**

**Motor Crane
Service**

**Household Goods
Merchandise
Storage**

**Packing and
Crating**

**Local and
Long Distance
Moving**

BANK REFERENCE:
Hamilton National,
Commercial Branch

**Complete
Cartage
Service**

INSURANCE: PL/PD—\$200,000/
\$500,000;

Cargo—\$100,000/\$300,000

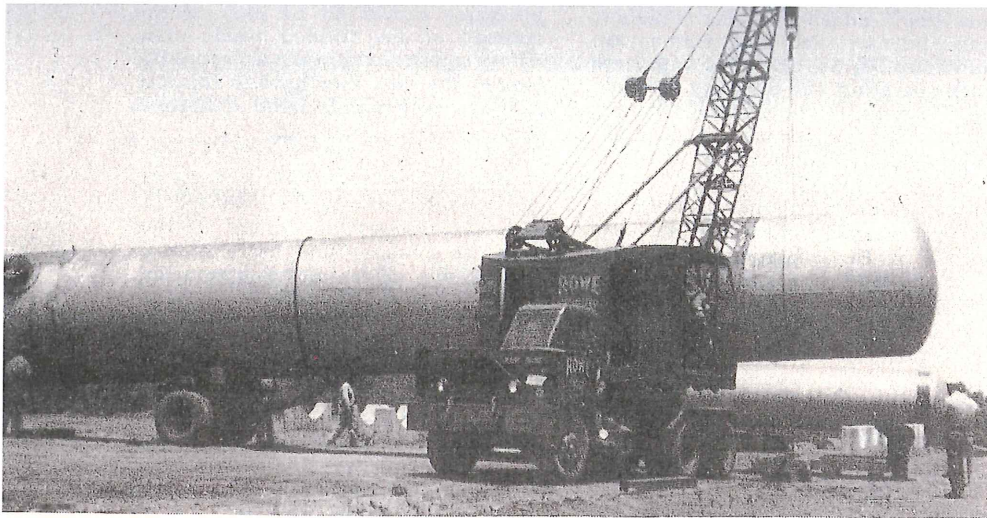
Members: ATA, LCNC, SW&MA,
TMTA and "Red Book of
Heavy Haulers"

SPECIALIZED HAULING BETWEEN ALL POINTS IN 13 STATES AND CONNECTIONS TO ALL OTHERS

ROWE TRANSFER & STORAGE CO.

CONTACT: J. P. "Jim" Freeman, President • 1319 Western Ave., S. W., Knoxville, Tenn. Phone 3-5118.

OFFICES: ROANOKE, VIRGINIA, P. O. Box 1154, Phone 3-9971 • ATLANTA, GEORGIA, 623 Kennedy St., N. W., Murray 8-8724
NASHVILLE, TENNESSEE, 138 Hermitage Ave., ALpine 4-6661 • MACON, GEORGIA, 4372 Pionono Ave., Phone 3-1268
JACKSONVILLE, FLORIDA, 1914 Talleyrand Ave., Elgin 6-0291 • MIAMI, FLORIDA, 1090 N. W. North River Dr., Phone 3-8378



ROWE ON THE JOB. This great cylinder is a propane tank, 85 feet long and 9 feet in diameter. Ten like it were hauled by Rowe Transfer & Storage Co. one mile from the railroad to the Ford glass plant in Nashville.

From a horse-and-wagon enterprise started in 1883, Rowe Transfer & Storage Co. has developed into a leading heavy-specialized hauler ready, willing and able to take on any 'impossible' task in

Operations gigantic

SEVENTY-FIVE YEARS have gone by since D. P. Rowe started as a local hauler in Knoxville, Tenn., with two "horse-drawn moving cars," four horses and four men.

As he sat in one of his wagons, scorched by summer sun or whipped by winter wind, or stretched his legs on Wall Street in front of Jack Ash's saloon, where his equipment stood when there was no work to be done, D. P. Rowe might have mused about the future of his business. But in none of his musings could he have imagined to what stature it would grow in the three-quarters of a century to come.

Today, the lineal descendant of that little enterprise of 1883 still

bears the Rowe name—as the Rowe Transfer & Storage Co.—and its base remains in Knoxville. But there the resemblance ends.

The creaking "moving cars" have vanished; now, smoothly-rolling, precisely-engineered trailers of wide variety and capability carry the burdens. The faithful horses are hardly a memory; now, powerful engines, astonishing in performance, pull the trailers. D. P. Rowe, and the men who worked with him, long have been gathered to the dust; now, new men, vigorous, imaginative, resourceful, carry on the ever-expanding business.

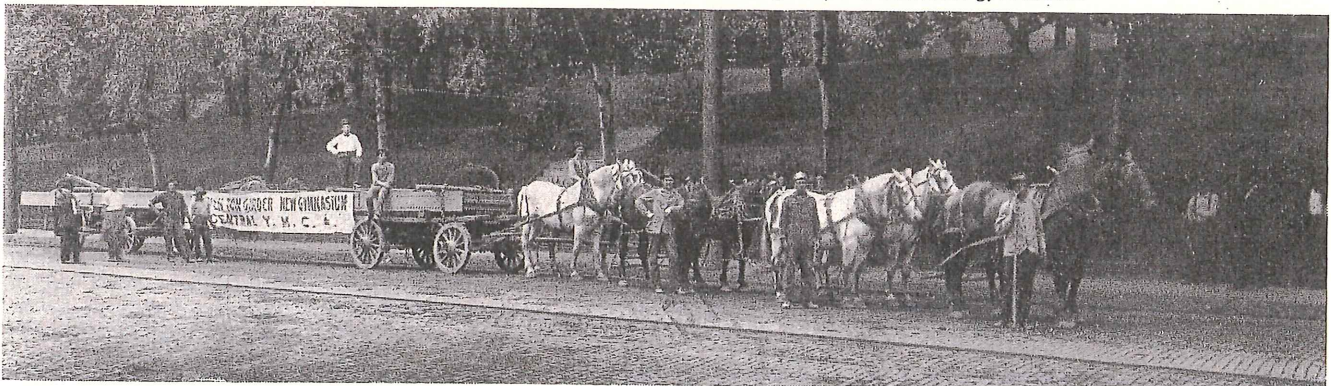
What in the beginning was a purely local operation, confined largely to furniture moving, has become virtually nationwide, with the daily car-

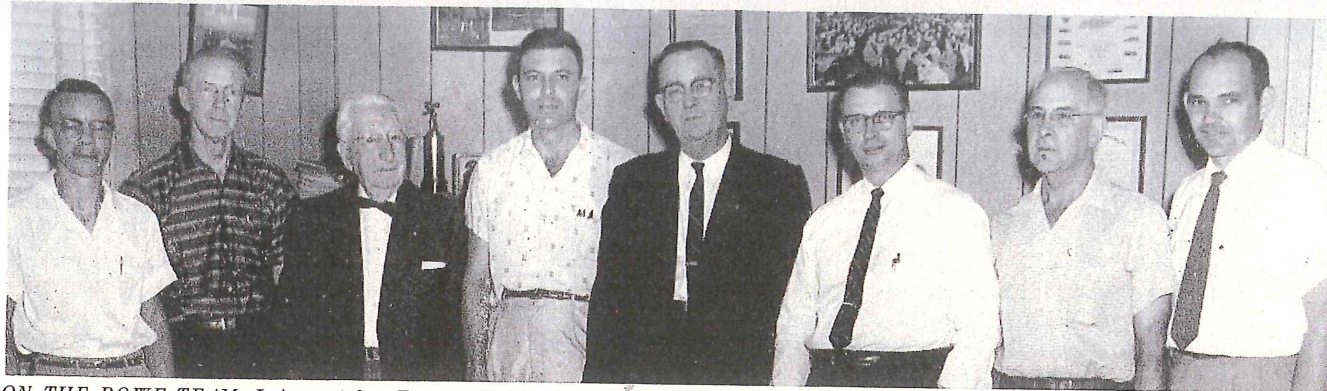
goes the heavy commodities of the Technological Age and the radioactive materials of the Atomic Age.

Rowe is authorized to transport heavy commodities in 13 states—from the Virginia seaboard to the Arkansas-Oklahoma line and from the city limits of Chicago to Key West, Fla. As a member of the Red Book Division of the Heavy-Specialized Carriers Section of the Local Cartage National Conference, its vehicles go through from the Atlantic to the Pacific and from the Mexican to the Canadian border.

The company has rights to move radioactive materials from specified points in Ohio, Kentucky, Tennessee, South Carolina and Georgia. Through interchange arrangements, it trans-

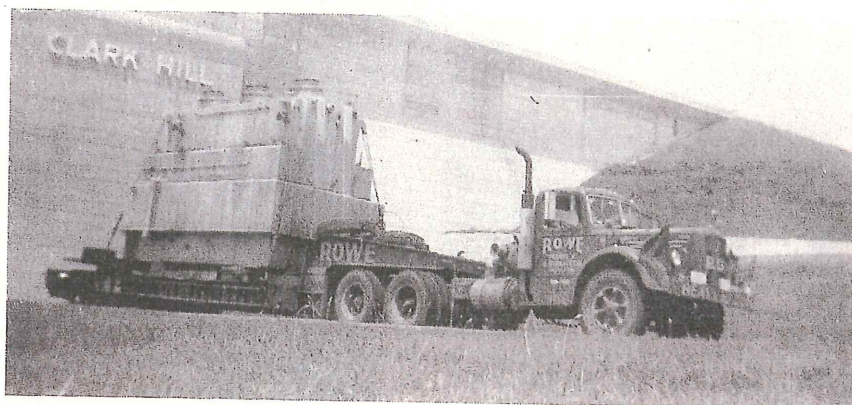
BACK IN 1907. The motive power was provided by eight horses as the Rowe company, more than half a century ago, hauled "about the biggest steel girder ever seen in these parts" on two wagons for a Y.M.C.A. gymnasium.



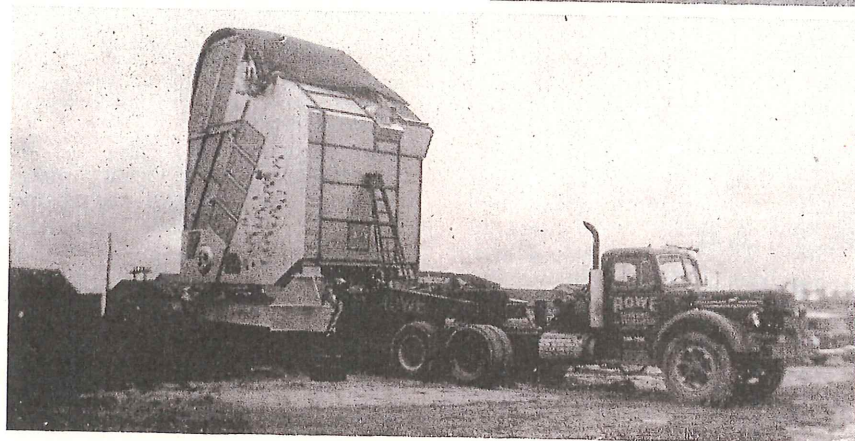


ON THE ROWE TEAM. Left to right: Emmett Hubbard, bookkeeper; E. V. Bruce, warehouse manager; John E. Dupes, board chairman; L. H. Anderson, traffic manager; James P. Freeman, president and general manager; N. Giles Carter, assistant treasurer; D. L. Keller, assistant traffic manager; Art Olson, salesman.

PRIDE AND JOY. A seven-axle 1958 model Talbert trailer, delight of the Rowe Transfer & Storage Co., is carrying a 210,000-pound transformer in this scene. Rowe's tractors and trailers are made to company specifications. ➡



TIME AND TIDE . . . An 8-foot tide forced loading of this marine boiler on a barge between 2 and 4 o'clock in the morning. It got to the Philadelphia Navy Yard on schedule. It weighs 180,000 pounds, is 26 feet high, 14 feet wide. ➡



Aero Mayflower Transit Co.—for 25 years—its five vans go everywhere in the United States.

It also engages in steel erection, machinery dismantling and erection, packing and crating, household goods and commercial storage, motor crane and cartage service.

For all these tasks, Rowe has 45 power units and 50 trailers, including

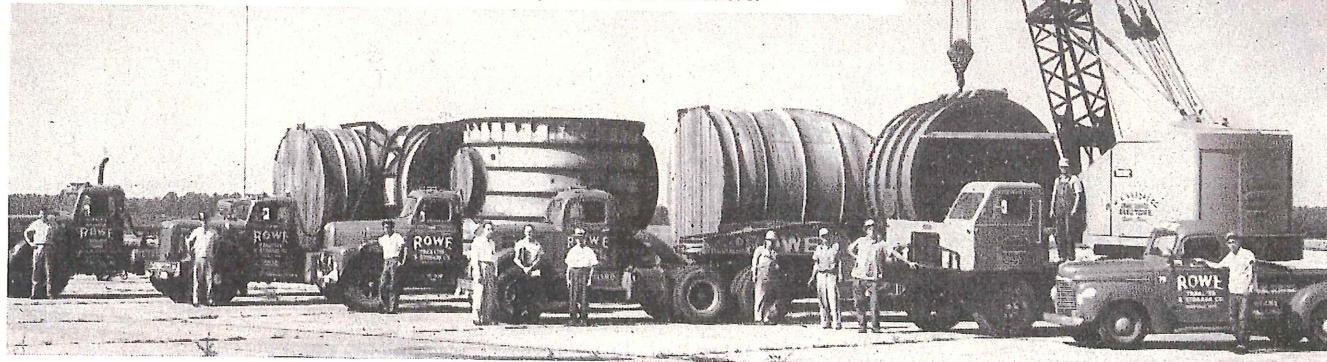
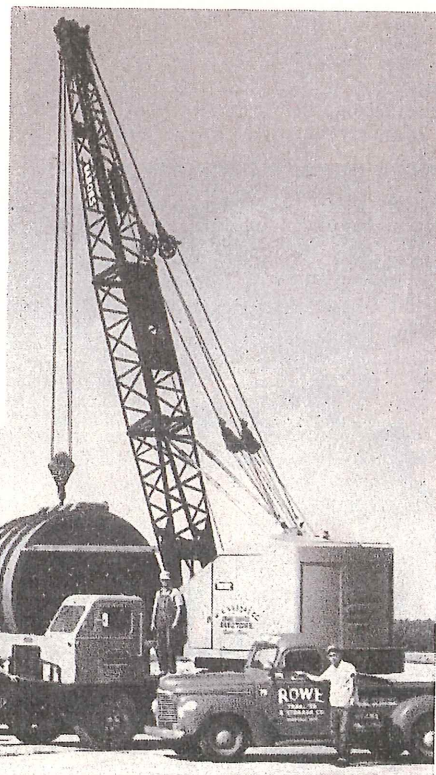
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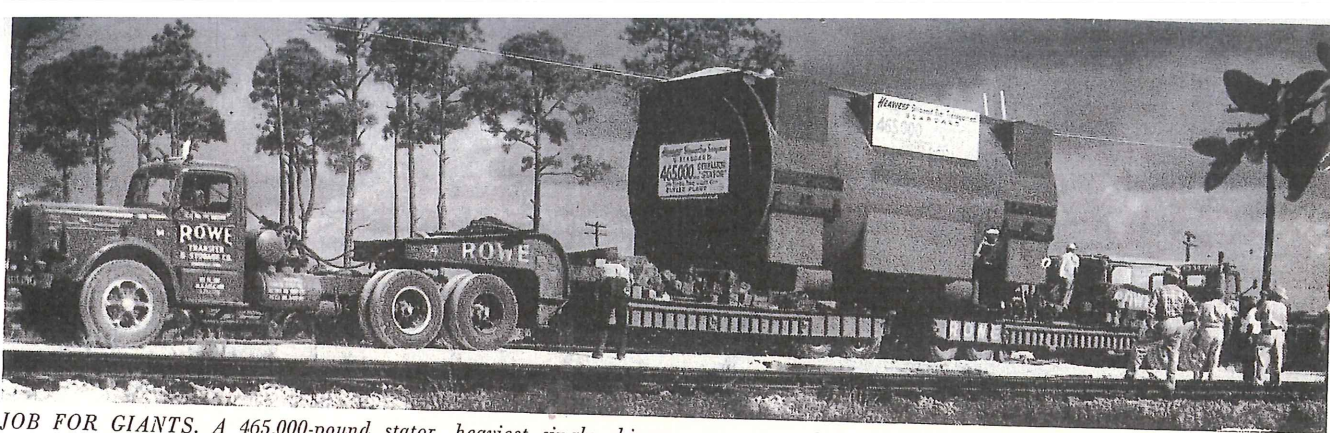
ports such materials between the plants of the Atomic Energy Commission and its contractors. Among the places it serves is Oak Ridge, to which it hauled construction equipment when that great installation was being built in the Tennessee hills. Its

experience in this field is long and extensive and most of its drivers have been cleared to do the work.

Rowe still moves furniture. It has household goods rights in Tennessee, Kentucky, Georgia, North Carolina and South Carolina. As agent for

WAR PRIZE. These are segments of the Yakusuka wind tunnel which was captured from the Japanese. Some pieces weighed 40,000 pounds. Rowe transported them from the Cumberland River to the Tullahoma Air Base, and later to Baltimore.





JOB FOR GIANTS. A 465,000-pound stator, heaviest single shipment ever carried by the Seaboard railroad, was hauled by Rowe on two lowboys with a total of 52 wheels from the tracks to a Florida power plant.

two new Talbert lowboys of great versatility, a 20-ton crane, and other equipment necessary to fulfill its specialized role.

There is a yard in Knoxville and one in Nashville. There are agents or offices in Atlanta and Macon, Ga.; Memphis; Miami and Jacksonville, Fla.; Roanoke, Va.; and Cambridge, Ohio.

Rowe has 75 employees, many of them veterans, many of them specialists.

Guiding spirit of the company is James Polk Freeman, president and general manager, who delights in working out tough problems in heavy-specialized hauling.

His "right arm" is L. H. (Andy) Anderson, the traffic manager, who has devoted his abilities to the company for the past ten years.

Others on the "team" are Emmett Hubbard, the bookkeeper; E. V. Bruce, the warehouse manager; N. Giles Carter, the assistant treasurer; D. L. Keller, the assistant traffic manager; Art Olson, salesman, to name a few.

Mr. Freeman regards every man who works for Rowe as vital in the operation.

James Merrell, for instance, is a

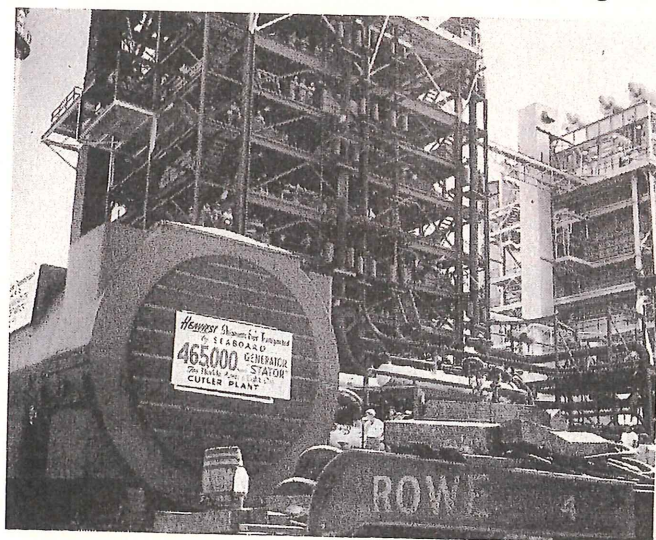


ON THE WAY. Police precede the Rowe movement of the stator. Two Mack tractors of 200 horsepower each, one pulling and the other pushing, slowly—at .73 miles per hour—and steadily moved the massive cargo down the road.

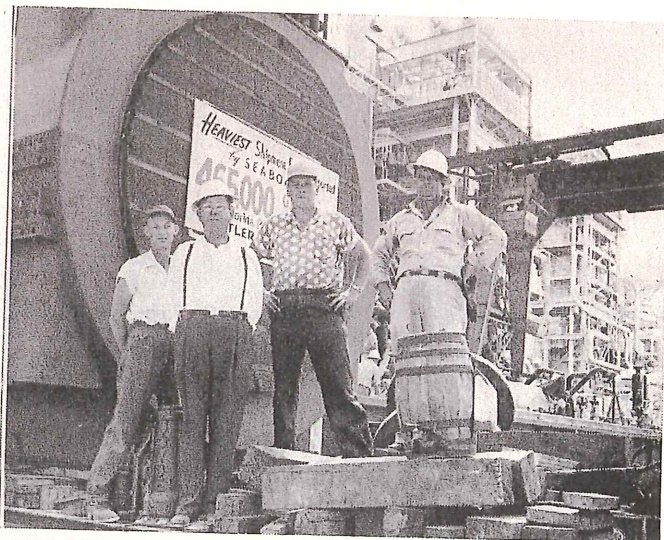
wizard at fixing things. A real old-timer, he used to be a crane operator. He tells of the time when he could "set down a bucket of concrete on a dime." Mr. Merrell's son, James, Jr., has been in Rowe's employ for a decade.

Chairman of the board, a man endowed with remarkable memory, is John E. Dupes, who, at 84, still would rather go to his office than take it easy in a rocking chair.

Mr. Dupes was a young boy up from Blount County, Tenn., where his father ran a sawmill and a grist mill, when D. P. Rowe used Wall Street as his "office." The lad worked as a clerk in C. M. Goode's candy and cigar store, near the Jack Ash saloon. The store had a telephone. More often than not, when the telephone rang, the call was from someone wanting Mr. Rowe to move his furni-



JOURNEY'S END. The stator is at the Cutler Plant of the Florida Power & Light Co., four miles from the railroad. Rowe got special permission to move the stator without planking the roads and proved that such a job, properly done, will not harm roadbeds.



THE MEN WHO DID IT. Masters of their craft pause after a task well done—the end of the stator haul. Left to right: W. A. Rollins, truck supervisor; Jim Freeman; "Big Ed" Davis, truck driver; "Doc" White, rigger foreman.

ture. John Dupes then would dash out to Mr. Rowe and convey the message. For this important chore he received no compensation. He had no idea then that he would be the successor to D. P. Rowe.

Mr. Dupes remembers that wagon drivers in the days before the turn of the century worked from sunup to sundown—and later—six days a week and got \$4.50 for their efforts.

A load of household goods would be picked up anywhere in Knoxville and delivered to any other location in the city for \$1.50.

In the hot, humid summer, the men roasted. The horses drew flies, which bothered both beast and man. In the winter, the horses were roughshod, their shoes armed with spikes or calks. Snowfalls were copious. The horses plunged and slipped. Iced-over hilly streets became impossible. But the work went on, even when the mercury skidded to 16 below one exceptionally bad winter.

After a time, Walter T. Rowe and Corbin Rowe went to work with their father. Rowe acquired the moving business of Edlen Transfer & Storage Co. That company still operates a warehouse in Knoxville as Edlen Storage Co.

Mr. Dupes went into the coal office of Stanton & Adams in 1903. He soon took over from Mr. Adams the agency for the Procter Coal Co. Then he went into partnership with T. E. Burns. The latter sold out to A. J. Taylor and the company became Dupes & Taylor.

Dupes & Taylor had eight or nine teams. Mr. Dupes recalls that often a haul of a dozen miles would consume a day and part of a night. For the services of the wagon, the team and two men, the customer paid \$5.

The Dupes & Taylor wagons were built by F. H. Post & Co. They lasted. The Post company remains in business, but makes wagons no longer.

If the wagons were sturdy, so were the horses. They were bred and trained to the job. An operator had to know how to pick his beasts of burden, and upon his selection depended success or failure.

The big dray horses, Mr. Dupes says, were Clydesdales and Percherons. He would go to Indianapolis to buy them. More than once he bought a carload.

"I'd always insist upon Iowa horses," he reminisces. "That was because there was lime in the ground in Iowa and lime was essential to give the horses good feet for work on city streets."

There were those who believed the mule to be a better animal for hauling. The mule men could cite a dozen things in their favor. And the horse men, not to be outdone, could cite a score.

"The arguments ran hot and heavy," Mr. Dupes recalls. "Well, it was like this—the horse ate more

• Continued on page 22



This close-up view of a transfer operation shows how the H-5 Hydrocrane can squeeze into narrow alleys, use its telescoping boom to reach out and up while handling freight from truck to building.

To give you a money-makin' edge H-5 HYDROCRANE'S BUSY BOOM PICKS UP EXTRA JOBS— EXTRA PROFITS

Boom swings left and right . . . telescopes in and out . . . moves up and down—independently, at the flick of a lever. That's how Bucyrus-Erie's *all-hydraulic* H-5 Hydrocrane can get in more lifts per day, build up extra profits. With the H-5 boom, you can hoist, change boom angle and swing or telescope at the same time, slip cargo in and out of buildings, vans, congested yards—chalk up a real money-makin' edge on competition.

And, there's plenty of reach. Boom telescopes hydraulically 12 feet on this 12-ton crane. For longer reaches, 3-piece boom and 10 and 20-ft. jibs are available.

Then, for fast between-job travel, the boom retracts into a compact unit carried over the cab . . . makes the machine legally transportable in terms of overall length (less than 35 feet overall).

Your Bucyrus-Erie distributor is ready to show you this busy boom that gives you a money-makin' edge on competition.

269H58

OTHER H-5 HYDROCRANE MONEY-MAKIN' EDGES

- * low-cost new or used standard commercial motor truck mounting
- * short tail swing for close-quarter jobs
- * quick setups and knock-downs, open road speeds up to 50 mph
- * precise, smooth hydraulic control and power

**BUCYRUS
ERIE**

South Milwaukee, Wisconsin

Over 50% of Hydrocranes Sold Last Year Were Repeat Sales

Operations

Continued from page 13

grain and the mule ate more hay, so you came out about even there.

"Now, as to work. The mule and the horse were workers, all right. But if the mule fell down and skinned its knees, it would stop working, no matter what you said or did. The horse would get up and go right to work again."

Dupes & Taylor combined with Rowe's company to form Rowe Transfer & Coal Co. Business got better and better. Post, the wagon maker, was kept busy for a whole year making wagons for the company. After a while, Rowe Transfer was handling all the merchandise coming into Knoxville over the Louisville & Nashville Railroad. There were days when 125 cars stood in the yards for servicing by Rowe.

In 1916, when Rowe bought its first trucks, the growing company had 75 horses and 75 mules in a huge stable.

The first trucks were two chain-drive Macks. They had solid rubber tires. They performed satisfactorily for years.

Willing to tackle anything, the company found itself doing more and more specialized hauling. An old photograph, taken about 1907, shows eight horses — two black in the lead, two white behind them, two more black and two more white — drawing two wagons on which rested "about the biggest steel girder ever seen in these parts."

The front of the long steel member rested on one wagon and the rear on a second wagon, an idea employed in the modern pole trailer. The girder was for the new gymnasium of the Central Y.M.C.A. The building into which the girder was placed remains, but it has been many years since it served the Y.M.C.A.

To Make Heavy Hauling Easy Call—

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CRANE SERVICE

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TRANSPORTATION • WAREHOUSE
EXPORT • RIGGING

When you ship—ship via Philadelphia
When you ship via Philadelphia—ship via
Gallagher

The present name of the company was assumed in 1927, when Rowe constructed a warehouse for furniture storage. Mr. Dupes was president and general manager.

When, in March, 1943, Mr. Dupes suffered a heart attack, he asked Mr. Freeman to enter the company. Mr. Freeman accepted the office of assistant to the president and general manager, but only on a temporary basis. His initiative and ability were so well regarded that a few months later he was invited to take a block of stock. He became president and general manager in 1953.

Jim Freeman was 10 when he first saw how big men did big jobs. On school vacation, he served as a water boy on bridge and road projects being built by his father, James H. Freeman, and his uncles. His father died soon after the boy completed one year in high school in Knoxville, where he was born September 6, 1900.

The boy was next to the oldest of six children. He quit school to assist his widowed mother. He was working as a commissary clerk at 15. By the time he was 16, he was the driver of a rock wagon.

He was only 18 when he was placed in full charge of a construction crew of 30 men. They were tough men. They weren't going to take orders from a boy! Up in the hills, Jim Freeman had to show that he was the boss. He wouldn't budge an inch. When the men realized that he wouldn't, when they took another look at his muscular body, his straight figure, his clear, unwavering eye, they wavered. And he won.

Proud of him, his uncles planned bigger roles for the youth. They took him with them in the field, showed him how to estimate, read blueprints, lick the "impossible."

In the early 1920's, Jim Freeman was moving such great tools as the No. 28 Marion shovel—28,000 pounds — and the No. 4½ Champion crusher. If he couldn't get through one way, he tried another. But he always got through.

He worked out puzzles in half a dozen states. He planked many a muddy road and shored many a weak bridge to get over the ground.

And day by day he learned practical engineering.

In 1932, after the last of his uncles died, Mr. Freeman worked for other contractors as project manager on a commission-profit basis.

Since his affiliation with Rowe, the company has performed many dramatic tasks.

The Yakasuka wind tunnel captured from the Japanese was taken by Rowe from barges on the Cumberland River and transported to the U.S. air base at Tullahoma, Tenn. Some tunnel segments weighed as much as 40,000 pounds. Total weight was more than 3,000 tons.

Later, the tunnel was again moved

by Rowe — from Tullahoma to Baltimore — over a 580-mile route which was carefully surveyed before the movement began.

An 180,000-pound marine boiler, 14 feet wide and 26 feet high, was loaded on a barge between 2 and 4 o'clock one dark morning because an eight-foot tide necessitated such timing. The boiler got to the Philadelphia Navy Yard without an untoward incident.

Ten propane tanks, nine feet in diameter, were hauled by Rowe from the railroad in Nashville to the Ford glass plant there.

A cracking tower 128 feet long and weighing 128,000 pounds was hauled 43 miles by Rowe through the Kentucky hills and hoisted into place, a feat that some said couldn't be done without injury to other equipment at the site because of restricted ingress. Mr. Freeman "sat there all day Sunday" and worked the problem out.

Knowing just what to do after his day-long pondering, Mr. Freeman had his men on the job at the first blush of dawn Monday. When workers employed at the installation showed up at the regular time Monday, the cracking tower was in place and the Rowe men were gathering up their gear for the homeward journey.

Rowe personnel and equipment unloaded an eight-yard coal stripper from railroad cars and hauled it ten miles into the mountains of eastern Kentucky. There the Rowe specialists erected the gigantic machine, which had a total weight of 800,000 pounds!

The company and its men look back with pride upon their work in moving a 465,000-pound generator stator — the heaviest shipment ever transported by the Seaboard railroad — from the rail line near Miami to the Cutler Plant of the Florida Power & Light Co., four miles distant.

Rowe used two lowboys — with a total of 52 wheels — and two Mack tractors of 200 horsepower each, one pushing and the other pulling.

Florida officials didn't want such a load moving over their roads, not without planking them. A persuasive man, Jim Freeman pledged that no harm would be done to the road. He was as good as his word. The tractors, which were built to his specifications, moved at .73 miles per hour, down in the last gear reduction. The instruments trained on the roadbed detected no harmful deflection, even where the great load crossed five lines of drain pipe and two sloughs.

Insurance on that load was a million dollars!

Jim Freeman talks animatedly about these things in his office in Knoxville. They are the very breath of existence to him. And he has animated those around him with his enthusiasm, his desire to do bigger and ever bigger things.

And that's why the story of Rowe Transfer & Storage Co. is worth telling.