



THE POWER OF LOYALTY

*X15 Cummins rated at 600 hp powers
the Treloar ProStar.*

When John Treloar and his father Cliff bought a secondhand International S-Line in 1985 they were on their way to securing a truck brand that would play a key role in the success of their Tasmanian business. It was also the start of a rock-solid partnership between Treloar and Cummins.

Based in the rural town of Sheffield at the foothills of Mt Roland in north-west Tasmania, Treloar Transport is a family operation involved in all facets of construction, civil contracting, earthmoving and quarrying. At the time of writing, the company was in the process of delivering 10,000 tonnes of aggregate – via one of its mobile crushing plants – for road maintenance on Maria Island on Tasmania's east coast under a contract with the Parks and Wildlife Service.

The company is currently running eight Cummins-powered Internationals on tipper work – the first ProStar sold in Australia, four 9900 Eagles that went into service from 2011, two Transtars that were bought in the late 1990s, and a 1980s S-Line. In addition, there are two 2005 Iveco PowerStars with Cummins Signature power.

When John Treloar bought two new 9900 Eagles in 2011 he was worried they might mark the end for International trucks in Australia.

“I thought that was it, so I went out and bought another two second-hand Eagles to try and keep us going into the future. I thought I'd be able to rebuild these, but for our new trucks we didn't know where we'd go to next,” he says. “Then the first announcement came that International might be coming back with the ProStar, which was great news.”

Asked about his loyalty to the International product, he says it stacks up in the “quality versus cost” equation in the Treloar operation.

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Fuel economy exceeding expectations.

The ProStar entered service early in 2018, operating at 48 tonnes gross coupled to a three-axle dog trailer. Its Cummins X15 was initially rated at 550 hp/1850 lb ft before being updated to 600 hp with peak torque of 2050 lb ft. At the 20,000 km mark, the X15 was averaging 2.0 km/ litre – a figure that has exceeded John Treloar's expectations.

"We cop it here in terms of road conditions," he says. "It's real hard work." Anthony 'Franky' Frankcombe is piloting the ProStar and says the truck is now doing the job easier with the 600 hp rating which must benefit fuel economy. "We operate in what we call billy goat country," he quips. Previously at the wheel of one of the Treloar Eagles with a Gen II Cummins Signature 620, he's enjoying the progression to the ProStar. "It's very comfortable and its handling is first-class," he says.

John Treloar is a strong believer in loyalty to his equipment suppliers. "It's a reciprocal thing," he states. "The aim is to get good support by sticking to one brand rather than chopping and changing. It works for us." Cummins is firmly entrenched in the business, and Treloar appreciates the current support from Cummins in Tasmania under the leadership of operations manager Jason McLaughlan.

Treloar Transport had its origins in the mid-1950s when Cliff Treloar began carting fuel in drums for farmers and logging contractors.

The business expanded into logging in the early 1970s, with Cliff running three trucks on log haulage to the woodchip mill at Long Reach in northern Tasmania. "I was still at school but helped out with maintenance, kicking tyres, and trying to get behind the wheel whenever I got the opportunity," recalls John. He was on his road to the future though at that moment he probably wasn't sure exactly where the road was heading.

In 1978 trucks became locked permanently into John Treloar's life when he bought a Bedford TK to cart gravel for road maintenance for logging contractors.

"The Bedford wasn't built for this kind of work... I was blowing a diff every week," says John. He rectified that when he found a derelict Ford Thames truck with an Eaton 2-speed diff that was in workable condition and could be fitted to the Bedford.

Sold on Cummins.

A couple of bonneted MANs followed the Bedford before John Treloar struck on the truck brand that he has favoured ever since. He bought his first International, an S-Line, in 1985 – a second-hand unit that had already done 450,000 km in logging. "We converted the S-Line to a tipper, coupled a two-axle pig trailer to it, and worked it around the clock until 1989 when it had done around 900,000 km," he recalls. "It had a 350 Big Cam Cummins and the cost of the kit for a full in-chassis rebuild was \$1500.

"That sold me on Cummins... the longevity of the engine and the cost of the rebuild," says Treloar.

The engineering integrity of the S-Line also appealed to Treloar. "It was a pretty basic truck but was very reliable and cheap to fix." A 1980s S-Line, with Cummins Big Cam 350 power, still earns its keep in the Treloar fleet as a road maintenance truck. It is equipped with an underslung grader blade for levelling and a cross-conveyor at the rear for spreading aggregate.

Other examples of long-serving Cummins engines that continue to provide cost-effective operation in the Treloar fleet include N14-525 Select Plus and Gen II Signature 620 units.

The Treloar business has obviously been built on sensible goals. John Treloar's pride in what has been achieved is indeed justified, with all the critical elements of a successful business in place to underpin the quality service provided by the company. ■