

# LBS Highways and Byways

*Leonard Bus Sales, Inc.*



## IC MANUFACTURING PROCESS GOAL IS 100% RELIABILITY FROM DAY ONE

IC Corporation is preparing to launch a new conventional school bus next year. With a focus on delivering the highest quality product from day one, the manufacturing process behind the new product is playing a key role in preparing for this launch. This multi-phase process evolved over a 28-month period before the planned launch date, according to company officials.

"The first step involved building prototypes by hand at a dedicated offsite location for the purpose of getting a complete understanding of how the products are best assembled," said Tom Cellitti, vice president and general manager of IC Corporation. "These prototypes then undergo 18 months of testing. This process helps us learn how to improve bus quality and durability."

From these results, the next round of units is built using production-quality parts. Another round of testing occurs with these products, giving IC a chance to ask more questions and probe further into the manufacturing processes.

Phase three begins with the building of units - one at a time - at the company's manufacturing plant in Tulsa, OK. Each unit is inspected to identify and address any concerns that come up during the build process and that insight is used to build even more of the new buses.

Finally mass production is tested with multiple units beginning to come off the line. By the first day of official production more than 100 vehicles will have been built and tested.

"This multi-phase method insures that facilities and workers are capable and production tooling and processes have been validated," said Cellitti. "The end result is that IC will deliver the highest possible quality products from day one of the official launch," he said.

"Many times, when a company releases a completely new product, customers experience flaws that require maintenance and result in down time. Our advanced manufacturing and testing process shows our new bus delivers outstanding quality and reliability from the first day it is available to our customers," said Cellitti.

Reprinted from School Transportation News, August 2003

## ADVISORY PANEL UP & RUNNING

The New York State School Bus Advisory Panel, first featured in the Fall 2002 issue of *LBS Highways and Byways*, has made significant progress in identifying and influencing product enhancements for both current and future school bus models. Since its first organizational meeting in February of this year, the panel has visited the International engine plant in Melrose Park, where interactive sessions with International's engine design and test teams were conducted. A subsequent session, with an emphasis on bus body enhancements, was held in August at Leonard Bus Sales' Deposit facility, where panel members had "hands-on" access to various bus models in concert with representatives from International's Customer Service, Field Support, and Engineering organizations. Panel members are:

George Beckwith  
Arlington C.S.D.

Cliff Berchtold  
Monroe Woodbury C.S.D.

Steve Brown  
Brown Coach, Inc.

Jack Burns  
Grand Island C.S.D.

Charlie Dionese  
Churchville Chili C.S.D.

Joe Grisanti  
Springville-Griffith C.S.D.

John Groff  
South Jefferson C.S.D.

Joe LaMarca  
Brockport C.S.D.

Bob Mowry  
Lancaster C.S.D.

Allen Rowledge  
Massena C.S.D.

Chuck Tanzer  
Saratoga Springs C.S.D.

Carmen Tomeo  
We Transport

The panel plans to continue its important work, with the next meeting scheduled for November of this year. At the next session, panel members will have access to IC Corporation's newest product offerings, and will see first-hand some of the results of previous panel recommendations. Thanks to all of the panel members for their contribution and commitment to the future of the school bus industry in New York State.

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## NEW M-W BUS IS SEAT BELT PIONEER

Monroe – A new, 20-seat bus parked at the Monroe-Woodbury School District bus garage on Mine Road could be the wave of the future – or an experiment that fizzles. The district is leasing a Girardin minibus equipped with shoulder-lap seat belts for passengers – technology that only became available for school buses about a year ago. In fact, with the addition of Bus No. 388 to its fleet, Monroe-Woodbury became one of the first public school systems in the country to put three-point belts on one or more of its buses.

"I'm hopeful that this will be a success, because I think this will be the next step in school safety," said Clifford Berchtold, the district's transportation director.

Some of his industry colleagues consider three-point belts an unnecessary expense because relatively few children are killed or hurt each year in school bus accidents.

The belts also reduce seating capacity on the buses because they require more seat space – another factor that would drive up a district's transportation costs. "It's not without a lot of skeptics, which is why we're doing this trial run," Berchtold said. "Maybe it's not practical."

Most school buses rely on a safety system that consists of high-backed, closely spaced seats that can absorb a child's impact during a crash.

New York and New Jersey are the only two states that require lap belts on full-sized buses. Florida, Louisiana and California have passed similar laws, but haven't imposed the requirement yet.

Federal rules requires seat belts on all school buses weighing 10,000 pounds or less – typically those that hold 12 to 20 children.

Nationwide, about 11 child passengers die in school bus crashes each year, according to the National Highway Traffic Safety Administration.

Monroe-Woodbury's 140 buses traveled 1.6 million miles last school year but had only five accidents, all minor ones with no injuries, Berchtold said.

The National School Transportation Association opposes lap belts on school buses because they could hurt children instead of protecting them, said Robin Leeds, regulatory liaison for the Alexandria, Va. based group.

Shoulder-lap belts, on the other hand, would provide protection and are a good option for schools, as long as students wear both parts, Leeds said

Two companies now make bus seats with three-point belts. IMMI, based in Westfield, Ind., makes the SafeGuard seats – the ones featured on Monroe-Woodbury's bus.

The district's bus distributor is leasing the Girardin minibus this year for a nominal amount, said Berchtold, who wouldn't reveal the actual cost.

The district will closely watch Bus No. 388 this year to see if students wear the three-point belts and find them comfortable. Officials will also watch to see how the equipment survives daily wear and tear.

The district would then decide whether to pay for seats with three-point belts when it buys or leases new buses to replace aging ones, Berchtold said.

"It may go nowhere," he said, "or it may be the next big thing."

Reprinted from [www.recordonline.com](http://www.recordonline.com)

## GETTING TO KNOW YOU - *Glenna Novak - Controller*

Glenna began her career with Leonard Bus Sales in August of 1982. At that time, LBS was a small business comprised of four employees, including Mike Leonard and his mother, Helen. It was operated out of the Leonard's basement home office in Hancock, New York.

In 1982, Helen had been hospitalized with appendicitis. Needing help with the business until his mother recuperated, Mike gave Glenna a call. Glenna answered that "call" and has been with LBS ever since.

Glenna has seen many changes over the years and the growth of LBS has been exciting and challenging. Her position and responsibilities with LBS have also grown over three decades, from bookkeeper to her present title of controller. She deals with information systems, policy decisions, procedures and workflow, and human resources, as well as the myriad of unexpected problems that arise on a daily basis.

Glenna takes great pride in being part of Leonard Bus Sales.

She believes that the potential for success is directly related to the way management deals with its employees, customers and vendors. Leonard Bus Sales encompasses that degree of integrity, compassion and respect for the individual, positive motivation and opportunity for advancement that makes that success possible.

As Glenna states, "I feel my job is easy because of the good people I work with".

Glenna has been married for 26 years and has 2 children, age 19 and 22. Her interests include traveling, gardening, home decorating and spending time with family and friends.



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## IC CORPORATION PARTNERS WITH EPA FOR "CLEAN SCHOOL BUS USA" PROGRAM

Washington, D.C. (April 18, 2003) Delivering the diesel engine and school bus industry's perspective, Tom Cellitti of IC Corporation, a subsidiary of International Truck and Engine Corporation, told participants at a recent school bus summit that if the U.S. Environmental Protection Agency's Clean School Bus USA initiative is to succeed in replacing and retrofitting bus fleets, there must be financial support for school districts that are already struggling with costs.

"The pupil transportation family wants to be part of the solution to clean the nation's air," Cellitti, vice president and general manager of International's bus vehicle center, said in the opening session of the two-day summit. "The EPA's program to encourage new and retrofit school buses needs to move forward with full involvement of the pupil transportation community and with significant funding to states or school districts."

International, certified by the EPA as well as the California Air Resources Board as the leader in low-emitting diesel engine technology, showed summit participants its Green Diesel Technology® school bus, which meets EPA 2007 particulate and hydrocarbon standards. More than 120 of these buses, using the ultra-low-sulfur fuel that EPA rules will require beginning in mid-2006, have already been sold to school districts in California.

"Diesel will continue to be the fuel of choice for school buses," said Cellitti, noting that over the last 10 years more than 98% of school buses sold have been diesel.

Cellitti said diesel school buses are preferred because of several benefits: the lowest cost of operation, safety of diesel fuel compared to other fuels, reliable per-

formance, and the amount of energy diesel delivers, resulting in 40 to 60% less fuel per mile.

Going forward, the engine and bus industry must continue technology achievements that have already cut more than 90% of emissions since 1988.

With 95 years in the bus chassis business and 70 years in the diesel engine business, International has been the leader in assuring diesel will be the fuel of choice going into the 21st century, Cellitti said.

The company demonstrated the first smokeless diesel in 1989, five years ahead of EPA requirements, followed by a demonstration in 1996 that it could meet the 2004 EPA regulations. The Green Diesel Technology school bus, demonstrated in 1999, is manufactured by International's wholly owned subsidiary, IC Corporation. It is the first in-service school bus certified to the 2007 particulate and hydrocarbon emission levels and uses the ultra-low-sulfur (less than 15% sulfur content) fuel that will be widely available as new EPA rules are implemented, but now available locally in some states.

Cellitti said that as government mandates regulations, and initiates programs such as the EPA School Bus USA initiative, a focus on financing is essential.

Schools are encountering financial crises as costs rise and state funds are restricted, Cellitti told the EPA conference. "Funding must be a priority by legislators and regulators in Washington and in the states," he said, "...so that unfunded mandates do not cause children to be removed from school buses and use less safe forms of transportation."

In his opening conference remarks, Cellitti urged participants to encourage the

use of sound science in policy decisions on fuel choice, noting that International along with others have encouraged new studies on emissions that are peer reviewed, published in recognized journals and now open for inspection and analysis.

"We invite our customers, the EPA, policy makers and all others in or outside the industry to put this research data to use," said Cellitti. "As we all move forward to build our plan to improve air quality, there is no room for irrational and emotional criticism about health and emissions," he said.

The research is summarized on the [www.greendieseltechnology.com](http://www.greendieseltechnology.com) web site.

IC Corporation, the nation's largest integrated school bus manufacturer, is a wholly owned subsidiary of International Truck and Engine Corporation. International produces school bus chassis, mid-range diesel engines, medium trucks, heavy trucks, severe service vehicles, and is a provider of parts and service sold under the International® brand. Both IC and International are subsidiaries of Navistar International Corporation (NYSE: NAV). Additional information can be found on the company's web site at [www.internationaldelivers.com](http://www.internationaldelivers.com) or [www.IC-Corp.com](http://www.IC-Corp.com).



### **2003 TRAINING CLINIC SCHEDULE**

**NOVEMBER 17-21**

#### **2004 ENGINES/NEXT GENERATION VEHICLE PRE-COURSE**

**Monday 11/17 - Holiday Inn, Liverpool**

**Tuesday 11/18 - Clarion Hotel, Newburgh**

**Wednesday 11/19 - Bing. Regency, Binghamton**

**Thursday 11/20 - Holiday Inn, Batavia**

**Friday 11/21 - Century House, Latham**



## Leonard Bus Sales, Inc.

4 Leonard Way  
Deposit, NY 13754

Phone: (607) 467-3100  
NYS: (800) 554-4504  
Fax: (607) 467-4550  
Email: sales@leonardbus.com

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IC Corp.  
**www.IC-Corp.com**

International Truck and Engine Corp.  
**www.internationaldelivers.com**

Each of these sites offers interesting information along with maintenance and training tips and current bus industry news.

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### Calendar of Events

#### **NYS School Boards Convention**

October 23-25 Rochester Convention Center

*Visit LBS at Bus Space 3 & 4!*

#### **NYS Association of Day Service Providers Annual Conference**

October 29-31 Saratoga Springs, NY

#### **NAPT Conference & Trade Show**

November 9-13 Salt Lake City, Utah

#### ***Give Thanks - Be Thankful***

Thanksgiving Day, November 27th

LBS Closed 11/27 & 28