

# LBS Highways and Byways

*Leonard Bus Sales, Inc.*



## Leonard Bus Sales Celebrates 1<sup>st</sup> Anniversary With IC Corp/International

On October 2, 2002, Leonard Bus Sales, Inc. celebrated its first full year representing the IC Corporation/International product line in fifty-four counties of upstate New York. In commemoration of this significant milestone, we'd like to take the opportunity to thank all of our friends and associates for their unwavering support during this period, and to welcome those many new customers who have placed their trust in the Leonard Bus Sales team. We look forward to many more years of providing the best products and services in support of your transportation needs.



**Leonard Bus Sales, Deposit, NY**

### IC Corp. Launches New Website

CONWAY, Ark. Following the successful launch of its new IC™ brand, IC Corporation has established a new customer-focused Web site. The new site can be reached at [www.IC-Corp.com](http://www.IC-Corp.com). The site features full search capabilities and flexible messaging that links visitors to the latest news and promotions for IC brand buses, chassis and services. The site also features home study courses and information about local training available about IC brand products. The site contains downloadable photography and artwork, PDF "Tip Sheets" and "Did You Know?" letters, a comprehensive school bus safety program and more.

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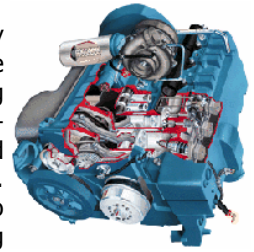
## Chautauqua County Flies West

Transportation Directors from the **Chautauqua County** area flew from Buffalo to Chicago to visit the home of International's legendary DT466E diesel engine. The twenty-two travelers, accompanied by LBS representative Johnny Johnston, arrived at the **Melrose Park Engine Plant** and were treated to lunch and a tour of the engine manufacturing facility. The group was also shown some of the design and testing procedures that go into making the DT466E the premium engine in its class. After the tour, the group was hosted by Tom Cellitti, International Vice

President, Bus Group for dinner at Harry Carey's. This popular Chicago restaurant, named for and owned by the family of long time Chicago Cubs announcer the late Harry Carey, has long been a watering hole for Chicago sports and political figures.

The group had to sleep fast, for an early morning flight took them to Indianapolis and the **Allison Transmission Plant**. Hosted by Tai Tran, Eastern Sales Manager for Allison, the Chautauqua County contingent toured the transmission assembly facility and had time for a side

trip to the Indy Speedway. While there, these racing fans saw the raceway test track and the Hall of Fame. They were able to do some test-driving of their own in dump trucks and semi's, a little different than the yellow school bus! At day's end, the group returned to Buffalo with some great memories of an exciting and informative trip.



## New Diesel Engine Oil: CI-4

The American Petroleum Institute (API) has formally released a new diesel engine oil standard identified as CI-4. The new oil is needed by engine original equipment manufacturers (OEM)s who are introducing new designs, such as exhaust gas recirculation (EGR), to meet the 2004 federal emission requirements.

The CI-4 engine oils are designed to maintain engine durability where EGR is used (such as in the new International VT 365 diesel engine for the International 3200 bus product) and is intended for use in diesel engines that are using diesel fuel that has

less than 500-ppm sulfur content. The new oil can also be used in older diesel engines.

The CI-4 rating took two and one-half years to develop and required extensive testing to assure high quality for trucks and buses. The tests are rigorous and well funded, so buying engine oil from an oil supplier that achieves a CI-4 rating from the API is recommended by IC Corporation. See your IC Corporation dealer for a list of CI-4 oil brands that are currently available.

## LBS Supports Head Mechanics Association

Leonard Bus Sales supported two NYS Head Mechanics Association events in July. "The school mechanics, and particularly the Head Mechanics Association are very important to us at LBS", said Mike Leonard, President of LBS. "They are the extension of our philosophy at LBS, that service and product support are the keys to a successful relationship".

LBS representatives Jim Hogan, Paul Schoch and Wayne Bouchoux attended the annual **Head Mechanics Association Summer Session** in Syracuse this July. This event attracted over

250 attendees who had the opportunity to visit the LBS exhibit and review information on products along with parts and service support programs.

Leonard Bus was also given the opportunity to thank the **Head Mechanics Association of St. Lawrence, Clinton and Franklin** counties by hosting a luncheon in July. The over thirty mechanics in attendance were presented with valuable information concerning ABS and other Bendix products. Sales representative Nick Crane hosted the LBS-sponsored event.

## International Advisory Panel to Continue

The New York School Bus Advisory Panel, formed by International Truck and Engine Corporation over three years ago to facilitate an open dialogue between the manufacturer and the users of International school buses, is set to resume operations. The activities of this important user organization have been temporarily suspended during the major shift in International Bus marketing and representation in New York State. While the majority of International/IC Corporation buses sold in New York are of the integrated design and are sold by International dealers, a number of International chassis are still being sold with Blue

Bird bodies. "This panel will represent both groups", said Pete James of Chautauqua Transportation Services, who as a consultant for International has moderated the panel since its inception.

"The School Bus Advisory Panel is an important forum for exchanging and understanding the views of the International school bus users", said Mike Leonard, President of Leonard Bus Sales. Leonard Bus Sales and Truck King International are the contracted International school bus dealers in New York State, who along with the International Fleet Sales office in Albany will continue to support the efforts of the advisory panel. "The work of this panel is too important to stop now. We have learned so much from each other that it's in our mutual interest to continue.", said Leonard, who also pointed out that many modifications and enhancements made to the new International buses originated from recommendations made by this panel. More information concerning the panel and its mission will be featured in the next *LBS Highways and Byways*.



## International Night at NYAPT

Monday night at the NYAPT summer conference was the setting for an old fashioned patriotic, God Bless America dinner dance. Leonard Bus along with International, were proud to host this event for some 550 of our best friends. Everyone seemed to be in good voice while accompanying the "Yankee Doodle Band" in their many patriotic renditions of old and new favorites. The dinner, different this year from the normal buffet, was well received and the com-

ments were very favorable. Dancing with the "Sundowners" continued through the night and was thoroughly enjoyed by all. We are all "proud to be an American" and we certainly showed it on Monday night at NYAPT. Visit [www.leonardbus.com](http://www.leonardbus.com) for photos of this gala event, and we look forward to seeing you all next year. How do we top this?



## 2002 Engine Emission Deadline Clarifications

In 1998, several engine manufacturers agreed to lower diesel engine emission levels by October 2002 in a consent decree with the U.S. Environmental Protection Agency (EPA). This compliance requires that diesel engine manufacturers lower their engine exhaust emissions to meet 2004 levels by October 2002. The consent decree that International Truck and Engine Corporation agreed to was different than other engine manufacturers, which means that International engines are not under the same restric-

tions. Because of this, many International engines are not required to meet the 2.5 grams per brake horsepower hour (g/bhp-hr) nitrogen oxide (NOx) + non-methane hydrocarbon (NMHC) levels until 2004. For example, the International T444E, International DT466, and International HT530 engines are certified to today's standards of 4.0 g/bhp-hr NOx emissions performance level until 2004. However, all engine products that are introduced will have reduced levels of NOx + NMHC.

## Mechanics Have Had A Busy Summer

Mechanics in central and western New York State have had a busy summer participating in the many Leonard Bus Sales sponsored training programs.

Three Maintenance Training Programs presented by International were held during July and August at **Churchville, Baldwinsville and Lake Shore**. These training sessions, consisting of three day in-

depth programs at each location, attracted over fifty mechanics that participated in the various seminars on ABS brakes, engine diagnostics, along with chassis and body electrical training. Johnny Johnston and Rich Chasey were pleased to host these events.

Niagara Wheatfield was the location and August was the time for a three-day

International engine diagnostic seminar presented by Wayne Kosco of International. Twelve mechanics attended this event and participated in specialized engine training. This informative session was sponsored by LBS and hosted by John Johnston. Visit our website for information about upcoming training opportunities in your area.

## Did You Know?

- Leonard Bus Sales is a full service parts provider for IC Corporation, International, Girardin, Cummins, Ricon, Braun, Q'Straint, and many other manufacturers.
- Leonard Bus Sales offers free shipping for all orders over \$50.00.
- Leonard Bus Sales' dedicated toll-free number for parts orders and inquiries is (800) 527-1687.
- Leonard Bus Sales is backed up by the most comprehensive ordering, distribution, and dealer network in the bus industry - International Truck and Engine Corporation.
- Supplementary parts management tools are available for qualified users, including Diamond Connection and Fleet Charge - call today for details.

## 2003 TRAINING CLINIC SCHEDULE

JANUARY 13-17

FOUNDATION BRAKES/SLACK ADJUSTERS/TIP SHEETS

APRIL 7-11

BODY/CHASSIS ELECTRICAL

SEPTEMBER 22-26

BASIC ENGINE ELECTRONICS/MD FLEET/ISIS

NOVEMBER 17-21

2004 ENGINES/NGV PRE-COURSE

Start planning now to attend these informative seminars! Each session will consist of five clinics to be held on consecutive days across upstate New York, times and locations to be announced.

Visit our website at [www.leonardbus.com](http://www.leonardbus.com) for more information.



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"Depended Upon Since 1965"

**We're on the Web!**  
**[www.leonardbus.com](http://www.leonardbus.com)**



## Information Just a Click Away!

***The information highway  
is right at your door!***

Valuable information from Leonard Bus Sales and its major suppliers is available right at your fingertips.

Visit the websites of:

Leonard Bus Sales, Inc.  
**[www.leonardbus.com](http://www.leonardbus.com)**

Girardin Minibus  
**[www.girardin.com](http://www.girardin.com)**

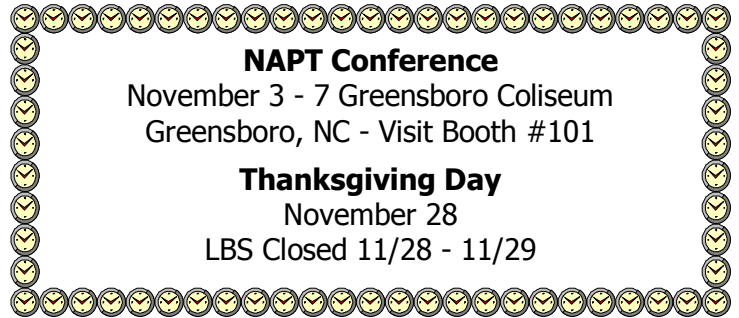
IC Corp.  
**[www.IC-Corp.com](http://www.IC-Corp.com)**

International Truck and Engine Corp.  
**[www.internationaldelivers.com](http://www.internationaldelivers.com)**

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

**Log on today!!**

## Calendar of Events



### **NAPT Conference**

November 3 - 7 Greensboro Coliseum  
Greensboro, NC - Visit Booth #101

### **Thanksgiving Day**

November 28  
LBS Closed 11/28 - 11/29

## **Congratulations to the Schock Absorber**

School Transportation News recognized the NYAPT newsletter, The Schock Absorber, as the "Best Public Sector Newsletter". Each year STN selects the best transportation newsletters from across the country for its prestigious award. STN recognizes the "best of" in a number of categories in addition to Public Sector such as; best graphics, best private sector news, best editorial content, most innovative and best monthly newsletter. The object of these STN awards is to recognize newsletters who do an outstanding job of communicating news, information and events concerning the school bus transportation industry. Well done, NYAPT's Schock Absorber!