

# LEONARD BUS SALES

## COMPANY HISTORY

Founded in 1965 by Gerald and Helen Leonard in Hancock, N.Y., Leonard Bus Sales is a third-generation family-owned company and leader in the distribution and support of IC Bus, Trans Tech, and GreenPower school buses.

The family business began as a Blue Bird distributor serving just thirteen counties in eastern New York State. By 1971, the company's territory had increased to twenty-eight counties. Following his graduation in 1973, Mike Leonard started working full-time in the shop. His duties soon expanded to include parts sales and service work which required him to spend a lot of time on the road. Back then, Leonard Bus Sales had just three other employees and two of them included Mike's parents.

After Gerald Leonard passed away in 1978, Mike and his mother, Helen, continued to grow the business, relying on the founding principles of honesty and fairness to guide them. When Helen retired in 1983, Mike committed himself to growing and expanding the family business based on the lessons he learned from his parents – the company has been flourishing ever since.

Leonard Bus Sales ended their long-standing relationship with Blue Bird in October of 2001 and decided to enter into a new distribution relationship with International, now IC Bus. Since then, Leonard Bus Sales has grown and expanded to nearly 200 employees with facilities across New York State. The company operates "one-stop-shop" facilities in Bergen, Deposit, Rome, Middletown, and Saratoga Springs.

In January 2020, Jon Leonard became the president of Leonard Bus Sales when he and his four brothers Patrick, Dan, Ben, and Chris jointly purchased the company from their father Mike.

Today, the founding principles of honesty and fairness are as prevalent with the third generation of Leonard's as they were when the company was founded by Gerald and Helen Leonard in 1965. The company's devotion to those principles, along with its commitment to passenger safety and determination to make it easy for their customers are driving the company successfully into the future.