

# 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 Champion 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.

In October of 2001, Leonard Bus Sales ended their long-standing relationship with Blue Bird and decided to enter into a new distribution relationship with International, now IC Bus.

Since then, Leonard Bus Sales has grown and expanded to more than 200 employees with facilities across New York State. In addition to the company headquarters in Deposit, Leonard Bus Sales operates "one-stop-shops" in Rome, Bergen, and Saratoga Springs. Leonard Bus Sales operates satellite locations in Middletown, Brushton, and Cattaraugus Little Valley. The company also operates a Trans Tech-only facility in Garden City Park, Long Island.

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 give its customers the best is driving the company successfully into the future.