



## Girardin to acquire Blue Bird dealership, *New York Bus Sales*, a first-class team and organization with an outstanding reputation for customer service

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Chittenango, N.Y.--(BUSINESS WIRE)—The Girardin Family of Businesses and Marlene Costanzo Denney are proud to announce that they have concluded an agreement by which Girardin will acquire New York Bus Sales (NYBS) from the owner, Marlene Costanzo Denney. The transaction will be effective on June 3, 2019.

“New York Bus Sales has built a strong team and enviable reputation for customer service and support in the State of New York and beyond,” said Marlene Costanzo Denney. “The relationship with the Girardin Family and NYBS goes back decades and I could not imagine a better cultural fit for our dedicated employees and loyal customers.”

### **Business Continuity**

NYBS will continue to operate under the same name, out of the same locations with the same experienced and dedicated team.

NYBS will continue to offer the complete line of Blue Bird and Micro Bird by Girardin buses and minibuses with their best in class diesel, propane, gas, CNG and electric powertrains.

NYBS will continue to offer its customers rapid, reliable service, precious expertise and readily available bumper-to-bumper parts offerings for all makes.

“The Girardin Family of Businesses is excited and proud to have the opportunity to continue the legacy of New York Bus Sales,” said Dave Girardin, President of Girardin. “This association complements Girardin’s existing operations and will create additional opportunities for new and existing customers. The experienced and talented team at New York Bus Sales has an excellent and enviable reputation in the Northeast, and we look forward to working with them and their valued customers.”

## **Appointments**

Along with the transaction, the following appointments are being announced.

Marlene Costanzo Denney is appointed Honorary President and will be an active member of the Advisory Board and Executive Committee. She will continue to be involved in strategic initiatives and events involving the NYBS team, its customers and the school bus industry.

Sean Finnerty is appointed President of NYBS and member of its Executive Committee.

John Johnston is appointed Vice-President, Service and Parts of NYBS and member of its Executive Committee.

Les Mauer is appointed Vice-President, Finance of NYBS and member of its Executive Committee.

“We are fully supportive of this transaction,” said Phil Horlock, President and CEO of Blue Bird Corporation. “Two of our best and most reputable market-leading dealer teams are combining forces to better serve our customers and to promote and expand the Blue Bird brand in the North East. We sincerely thank Marlene for her dedication to Blue Bird, where she has spent more than thirty years as a dealer. We are delighted that she will continue to be involved with the NYBS organization.”

## **Effective date**

The transaction will be effective on June 3, 2019.

*About New York Bus Sales:*

Family run for over 60 years, New York Bus Sales (NYBS) has dedicated full-service sales and maintenance facilities in Chittenango, Henrietta, Ravena and Middletown New York. NYBS offers the complete line of Blue Bird and Microbird by Girardin school and commercial buses along with comprehensive maintenance, repair and refurbishment services for many other types of vehicles. New York Bus Sales is a recognized leader in North America for its sales and support of Alternative Fueled products. To find out how New York Bus Sales can help you with your transportation needs, please call 1-800-962-5768, visit [www.newyorkbussales.com](http://www.newyorkbussales.com) or e-mail us at [info@newyorkbussales.com](mailto:info@newyorkbussales.com)

*About Girardin:*

Celebrating its 60<sup>th</sup> anniversary, The Girardin Family of Businesses, through its wholly owned subsidiaries A. Girardin inc., Girardin Ontario inc., and New York Bus Sales, is the Market Leading Blue Bird and MicroBird dealer for the Provinces of Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island, Newfoundland and Labrador and Upstate New York. Girardin has been a Blue Bird Dealer for over 50 years and is a Joint Venture partner with Blue Bird in Micro Bird Corporation which builds all Micro Bird by Girardin minibuses. Girardin is a Third Generation Family Business heavily invested and specialized in the school bus and commercial bus industry with investments and operations in Canada and the United States. For more information on Girardin, please visit: [www.girardinbluebird.com](http://www.girardinbluebird.com)

*About Blue Bird Corporation:*

Celebrating its 90<sup>th</sup> year in business, Blue Bird (Nasdaq: BLBD) is the leading independent designer and manufacturer of school buses, with more than 550,000 buses sold since its formation in 1927 and approximately 180,000 buses in operation today. Blue Bird's longevity and reputation in the school bus industry have made it an iconic American brand. Blue Bird distinguishes itself from its principal competitors by its singular focus on the design, engineering, manufacture and sale of school buses and related parts. As the only manufacturer of chassis and body production specifically designed for school bus applications, Blue Bird is recognized as an industry leader for school bus innovation, safety, product quality/reliability/durability, operating costs and drivability. In addition, Blue Bird is the market leader in alternative fuel applications with its propane-powered and compressed natural gas-powered school buses. Blue Bird manufactures school buses at two facilities in Fort Valley, Georgia. Its Micro Bird joint venture operates a manufacturing facility in Drummondville, Quebec, Canada. Service and after-market parts are distributed from Blue Bird's parts distribution center located in Delaware, Ohio. For more information on Blue Bird's complete line of buses, visit [www.blue-bird.com](http://www.blue-bird.com).