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Sales Bulletin for Horton's Dealer Network.

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Sales Bulletin

HSB2020-03.01

Key Weekly Dealer Updates

March 1, 2020

NEW THIS WEEK

EMS Today Show - Tampa, FL

This year's EMS Today show is Wednesday, March 4 through Friday, March 6 in Tampa, FL. I will be out of the office starting on Monday, March 2 through Friday, March 6 setting up and attending this show. Because of the show, there will be no weekly bulletin next week.

FDIC Show - Indianapolis, IN

This year's FDIC show is Thursday, April 23 through Saturday, April 25 in Indianapolis, IN. If you are planning to attend and need a badge, please notify me no later than Friday, April 10, so we can be sure to have you registered for the show.

Daylight Saving Time

Daylight saving time starts on next Sunday, March 8.



PREVIOUS WEEKS

COVID-19 Coronavirus Outbreak

We have been actively assessing the impact COVID-19 Coronavirus may have on acquiring some of the components our vendors receive from China or across Asia. Through discussion with one of our vendors, we have identified that our USB ports use a component that is manufactured in China and the vendor is having a difficult time finding a replacement component. We have a limited number of USB ports on hand and unsure if/when our current vendor will be able to supply more stock. We are in the process of identifying temporary replacement parts through alternate vendors that may be used should our vendor no longer be able to supply these components. We expect there will be other components identified as we go through parts analysis process. We will quickly address each potential parts issue as they occur so as to minimize or completely circumvent any delay in ambulance delivery.

Reduced Price on Demo Units

Please see below for updated reduced price on some of our demo units.

Freightliner First Openings Update

Freightliner has informed us there is a strong possibility that the first opening may move out 30+ days due to plant scheduling adjustments. By the end of this week, first openings could be in late May.

OEM Chassis 2020 MY Balance Out and 2021 MY Job #1 Update

Please see below for updated chassis information in regards to 2020 MY balance out and 2021 MY Job #1.

2019 Ford F-Series Stock Chassis Inventory Update

We are almost out of 2019 Ford F550 in-stock chassis. The remaining few chassis will not last long. Please consider getting your order in soon if you plan to use one of the remaining in-stock 2019 Ford F550 chassis.

OTHER INFORMATION***Lead Time Update***

Current production schedule: the next available production slot has a completion date during the week of 10/19/20. Our current lead time is 210 to 235 days.

Transactional Pipeline Report

Change in request - Please submit your Transactional Pipeline Report to both Amy Durst (amy.durst@hortonambulance.com) and myself by close of business each Wednesday; however, only if there have been changes made to the form since the last time you submitted it. For example if there have been changes to the decision date or if you won/lost the business.

Chassis Availability Update

Below is a list of available chassis we have on the ground that are not assigned to any customer. If you have any interest in any of these chassis, please email Lisa Yates at lisa.yates@hortonambulance.com or call her at (614) 539-8181, ext. 2346.

- Qty. 2: 2019 Ford F550 - 4x4 - 193"WB - Diesel - Standard Rims/Standard Radio (In Stock)
- Qty. 3: 2019 RAM 5500 - 4x2 - 192.5"WB - Diesel - Please click [here](#) for chassis specs. Chassis have MRU-Black tubular side step. Please click [here](#) for pictures of these chassis. Price \$54,731.00 (In Stock)

Horton Open Units

Available for immediate delivery. If you have any interest in any of these units, please contact me.

- **#18449** - 2017 Ford F550 4x4, - 623 Module - Demo (2018 National Show Unit) - Complete - **Reduced price - NOW \$200,00.00** - Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit. Unit currently as roughly 24,000 miles.

- **#18577** - 2018 Ford F550 4x4 - 457 Module - **Guardian** Demo - Complete - **Reduced price - NOW \$215,000.00**. Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit. Unit currently has roughly 8,000 miles.
- **#18941** - 2019 Ford F550 4x4 - 623 Module - Demo (2019 National Show Unit) - Complete - **Reduced price - NOW \$253,986**. Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit. Unit currently has roughly 8,000 miles on it.
- **#19147** - 2019 Ford F450 4x4 - 457 Module - Demo - Complete - Price \$180,224.00. Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit. Unit currently has 2,500 miles on it.
- **#19174** - 2019 Freightliner - 623 Module - Demo - Complete - Price \$231,086.00. Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit. Unit currently has 2,750 miles on it.
- **#286951** - 2018 Ford Leader Transit Unit - Stock - Complete - **Reduced price - NOW \$71,178.00** - Please click [here](#) for Spec and Prints. Please click [here](#) for pictures. Unit currently has 1,365 miles.
- **#19292** - 2019 Ford F550 4x4 - 603 Module - Stock - Complete - Price \$179,464 (Grey Vinyl, Aluminum Rims & Sync 3 Radio). Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit.
- **#19403** - 2019 Ford F550 4x4 - 603 Module - Stock - Estimated completion date is late January - Price \$179,797 (Burgundy Vinyl, Aluminum Rims and Sync 3 Radio). **Please note, this unit is CG Tech and Change Notice 10 Compliant.** Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit.
- **#19482** - 2019 Ford F550 4x4 - 603 Module- Stock - Estimated completion date is early to mid-April - Price \$179,797 (Black Vinyl, Aluminum Rims and Sync 3 Radio). **Please note, this unit is CG Tech and Change Notice 10 Compliant.** Please click [here](#) for Specs and Prints.
- **#19578** - 2019 Ford F550 4x4 - 603 Module - Stock - Estimated completion date is mid to late May - Price \$179,425 (Grey Vinyl, Aluminum Rims and Sync 3 Radio). **Please note, this unit is a CG Tech.** Please click [here](#) for Specs and Prints.
- **#17916** - 2017 Dodge 4500 4x2 - 457 Module - Dealer Demo - Complete - Please click [here](#) for Specs and Drawing. Please click [here](#) for pictures of this unit. Unit currently has 6,060 miles on it. Price is \$163,316.00. Please contact Braxton Peterson on his cell at (801) 440-4167 or email him bpeterson@pro-sales.com if you have any questions or interest in

this unit. **PLEASE NOTE: Braxton is open to painting this unit any single color (no metallic) if it will help close the deal since the unit is currently painted red. The unit is currently at Horton and we would work with Braxton on painting the unit at our facility to help close any possible deal.**

Please don't hesitate to get with me if you have any questions or want to discuss any of these Demo/Stock units.

Chevrolet Chassis Information

2020 MY Chevrolet G-Cutaway Start-Up Information:

2020 MY Order Bank Open: 6/20/19

2020 MY Production Start Date: 8/19/19

2020 MY Chevrolet G-Cutaway Balance Out Information:

2020 MY Order Bank Closes: 3/5/20

2020 MY Last Production Date: 8/14/20

2021 MY Chevrolet G-Cutaway Start-Up Information:

2021 MY Order Bank Opens: 6/18/20

2021 MY Production Start Date: 8/17/20

2020 MY Chevrolet CC & CK 3500 Start-Up Information:

2020 MY Order Bank Open: Mid-July 2019

2020 MY Production Start Date: January 2020

2020 MY Chevrolet CC & CK 3500 Balance Out Information:

2020 MY Order Bank Closes: 3/5/20

2020 MY Last Production Date: 7/31/20

2021 MY Chevrolet CC & CK 3500 Start-Up Information:

2021 MY Order Bank Opens: 5/21/20

2021 MY Production Start Date: 8/30/20

2020 MY Chevrolet CC & CK 4500-6500HD Start-Up Information:

2020 MY Order Bank Open: 5/23/19

2020 MY Production Start Date: 9/3/19

2020 MY Chevrolet CC & CK 4500-6500HD Balance Out Information:

2020 MY Order Bank Closes: 6/25/20

2020 MY Last Production Date: 11/30/20

2021 MY Chevrolet CC & CK 4500-6500HD Start-Up Information:

2021 MY Order Bank Open: 7/30/2020

2021 MY Production Start Date: 11/30/20

RAM Chassis Information**2020 MY RAM 4500/5500 Start-Up Information:**

2020 MY Order Bank Open: Open

2020 MY Production Start Date:

2020 MY RAM 4500/5500 Balance Out Information:

2020 MY Order Bank Closes: 8/6/20

2020 MY Last Production Date: 9/4/20

2021 MY RAM 4500/5500 Start-Up Information:

2021 MY Order Bank Open: 9/4/20

2021 MY Production Start Date: 10/12/20

Ford Chassis Information**2021 MY Ford E-Series Start-Up Information:**

2021 MY Order Bank Open: 10/4/19

2021 MY Production Start Date: 1/2/20

2021 MY Ford E-Series Balance Out Information:

2021 MY Order Bank Closes: 10/5/20

2021 MY Last Production Date: 12/23/20

2020 MY Ford F350-F550 Super Duty Start-Up Information:

2020 MY Order Bank Open: 8/14/19

2020 MY Production Start Date: 11/4/19

2020 MY Ford F350-F550 Super Duty Balance Out Information:

2020 MY Order Bank Closes: 8/14/20

2020 MY Last Production Date: 10/22/20

2021 MY Ford F350-F550 Super Duty Start-Up Information:

2021 MY Order Bank Opens: 8/17/20

2021 My Production Start Date: 10/26/20

2021 MY Ford F650 Medium Duty Start-Up Information:

2021 MY Order Bank Open: 9/16/19

2021 MY Production Start Date: 1/2/20

Freightliner First Opens

Freightliner is now slotting first openings in mid to end of April for chassis start.

Please note, pending on certain options, it could take an additional 60 to 90 days before the chassis can actually start in production.

International 2021 Model Year Production

International MV chassis 2021MY production start date will be 1/2/20.

International CV chassis 2020MY production start date was 11/19/19.

Horton Online Store

The store is open each month from the 1st through the 21st. All merchandise orders placed during the ordering window will be delivered the first week of the following month.

Order here: <https://www.promoplace.com/artina/stores/HEVapparel>

If you have any questions, please contact Dave Marshall at
dave.marshall@hortonambulance.com.



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