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Sales Bulletin for Horton's Dealer Network.

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Sales Bulletin

HSB2020-06.05

Key Weekly Dealer Updates

June 5, 2020

NEW THIS WEEK

REV Financing

Please click [here](#) to see the new leasing flyer for REV Financing. We are currently working on a PowerPoint and a short video that will be coming soon to share with you that you can use for your customers on REV Financing.

Spec Office Personal Update - Designer Change

Tim Stites is no longer with Horton. Mike Harper will be handling all proposal drawings. His email address is mike.harper@hortonambulance.com.

Dealer Interest Saving - June

Attached is a letter in regards to interest on prepayment of units. Please click [here](#) to review a full copy of this letter.

PREVIOUS WEEKS

COVID-19 & Outreach to Native American Communities

The Coronavirus Aid, and Economic Security (CARES) Act provide critical relief for Native American communities to address the Covid-19 pandemic, including over \$500 million in direct appropriations to Indian Affairs Indian Health Services (IHS) and an unprecedented \$8 billion for Tribal Nations. As a reminder, the CARES Act allows funds to be used for "emergency medical

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In addition, the HUD Office of Native American Programs is encouraging the use of existing FY 2020 Indian Housing Plan Grants (IHPG) to help address COVID-19 without getting prior approval to reprogram the funds. The waiver allows IHBG recipients to expend IHBG FY 2020 funds on IHBG activities that meet the eligible purposes of the CARES Act (to prevent, prepare for, and respond to COVID-19), without first having to amend their FY 2020 IHP. This is being done to expedite the availability of funds during his critical time.

If there are tribal communities within your Area of Responsibility (AOR), this would be a good time to reach out and see if they need additional ambulances to support their efforts in the battle against COVID-19, using some of the supplemental funding that is currently available.

In addition, please click [here](#) to review payments to states and eligible units of local government through the CARES Act.

Feel free to reach out to me if you have any questions.

Federal Signal Discontinued MicroPulse Flasher/Marker Lights

In an email from Federal Signal, they have decided to discontinued MicroPulse Flasher/Marker Lights. Please click [here](#) to see their announcement.

Spec Office Personal Update

Nicholas Evan's role has changed. He is no longer in the Spec Office and has been moved to an operation role. Please contact either Kevin Westfall or Brandon Deagle if you were waiting on anything from Nicholas.

Freightliner Chassis Production Update

Freightliner truck plants continue to struggle with parts shortages, and as a result, the US plants will be closed next week to help give suppliers time to get parts to their plants so they can run production. (Last week for this notification.)

2020 National Show Truck (#19313) Digital (Video) Information

During our Dealer Principal call today, we reviewed a new document showing what digital items are available for our 2020 National Show Truck (#19313), as well as other videos that are in our library that go in more detail of our Horton features and HOPS. Please click [here](#) to review the 2020 National Show Truck Digital Information. If you have any questions after reviewing the document and the videos, please don't hesitate to reach out to me to discuss your questions. (Last week for this notification.)

International CV & Chevrolet HD Cab Steps

ground, very similar to the Ford F-550 chassis cab step height. (Last week for this notification.)



New Infectious Control Option

Please click [here](#) to review EvergreenUV ADU-136 UV-C Air & Surface Disinfection Lamp. SR price to installed this in the rear closeout \$1,623.00. (Last week for this notification.)

New Seat Belt Buckles in Squad Bench Riser

Below are pictures of the old and new style seat belt buckles for the squad bench riser. As you can see, when the sleeves are on no one will be able to tell the difference between the old and new buckles. With the sleeves off, you can see the old one uses seat belt material where the new one uses a rigid metal material. This new buckle will help prevent the seat belt from falling over on the squad bench riser. As soon as inventory of the old seat belt buckle is depleted, the new seat belt buckle will be installed. (Last week for this notification.)

Old Style

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New Style



New Proposal Drawing Information Sheet

Please click [here](#) to review the new Proposal Drawing Information Sheet that will need to be filled out when requesting proposal drawing. The document will be on the Dealer Portal in the Sales Download file. If you have any questions in regards to this new documents, please reach out to either Kevin Westfall or Brandon Deagle. (Last week for this notification.)

Dealer/Customer Supplied Parts Reminder

Just a reminder, all Dealer/Customer Supplied Parts must be at Horton prior to unit starting in production. We are currently spending a fair amount of time reaching out to dealerships to get dealer/customer supply in to us after the unit has started production. Being that the backlog is locked for the next several weeks, this should give all of you enough time to get the part to us prior to the unit starting in production. (Last week for this notification.)

OTHER INFORMATION

Lead Time Update

Current production schedule: the next available production slot has a

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. 4: 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.
- **#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.

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 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

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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 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 Balance Out Information:

2020 MY Order Bank Closes: 8/6/20

2020 MY Last Production Date: 10/11/20

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 Balance Out Information:

2021 MY Order Bank Closes: 10/5/20

2021 MY Last Production Date: 12/23/20

2022 MY Ford E-Series Start-Up Information:

2022 MY Order Bank Open: TBD

2022 MY Production Start Date: 1/4/21

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

2020 MY Order Bank Closes: 8/14/20

2020 MY Last Production Date: 10/23/20

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 Balance Out Information:

2021 MY Order Bank Closes: 10/5/20

2021 MY Last Production Date: 12/23/20

2022 MY Ford F650 Medium Duty Start-Up Information:

2021 MY Order Bank Open: TBD

2022 MY Production Start Date: 1/4/21

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

2021 MY Freightliner Balance Out Information:

2021 MY Order Bank Closes: TBD

2021 MY Last Production Date: 12/18/2020

2022 MY Freightliner Start-Up Information:

2022 MY Order Bank Open: TBD

2022 MY Production Start Date: TBD

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.

2021 MY International Balance Out Information:

2021 MY Order Bank Closes: 9/5/20

2021 MY Last Production Date: 12/23/2020

2022 MY International Start-Up Information:

2022 MY Order Bank Open: TBD

2022 MY Production Start Date: TBD

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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