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Sales Bulletin for Horton's Dealer Network.

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## Sales Bulletin

HSB2020-06.13

### Key Weekly Dealer Updates

June 13, 2020

#### **NEW THIS WEEK**

##### ***Zero RPM Article***

Earlier this week, we shared an article on our Facebook page - it contains some very good, and detailed, statistics from one of our customers, Leon County, Florida (Tallahassee). Please click [here](#) to review the article.

We thought this was worth calling out this article. It's difficult to find good statistics on this newer technology, so being able to have a point of reference like this is helpful.

Here is the link to the article as well:

<https://www.tallahassee.com/story/life/causes/2020/06/08/battery-program-saves-environment-ems-saves-lives/3153408001/>

##### ***CARES Act Follow Up - Dealer Deck for Customers***

Please click [here](#) to review a PowerPoint Deck that was created so you could share CARES Act information with your customers. Also, there will be a webinar in the days to come to review the attached deck.

##### ***Out of Office***

I will be out of the office on vacation on Thursday, June 18 and Friday, June 19.

**PREVIOUS WEEKS*****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***

Tom Stites is no longer with Horton. Mike Harper will be handling all proposal drawings. His email address is [mike.harper@hortonambulance.com](mailto: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.

***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 transportation related to COVID-19."

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. (Last week for this notification.)

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Flasher/Marker Lights. Please click [here](#) to see their announcement. (Last week for this notification.)

### ***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. (Last week for this notification.)

### **OTHER INFORMATION**

#### ***Lead Time Update***

Current production schedule: the next available production slot has a completion date during the week of 1/15/21. Our current lead time is 225 to 250 days.

#### ***Transactional Pipeline Report***

Change in request - Please submit your Transactional Pipeline Report to both Amy Durst ([amy.durst@hortonambulance.com](mailto: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](mailto: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

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

#### **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 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

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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

***Freightliner First Opens***

Freightliner is now slotting first openings late August 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.

**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>

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