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Sales Bulletin for Horton's Dealer Network.

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Sales Bulletin

HSB2020-06.28

Key Weekly Dealer Updates

June 28, 2020

NEW THIS WEEK

CARES Act Funding Contacts - Follow Up from Conference Call

From our dealer decks that we have provided over the last couple of weeks, below are contacts information.

In all cases, the states are allocated the federal funding and will be required to adhere to overarching guidelines from federal agencies, however, **grant decisions will be made at the state/local level.**

Below are links to various state contacts & information on funding and grants availability/processes:

- FEMA Contacts, by state: <https://www.fema.gov/media-library/assets/documents/28689>
- Health and Human Services (HHS) regional offices: <https://www.hhs.gov/about/agencies/regional-offices/index.html>
- National Association of State EMS Officials (NASEMSO): <https://nasemso.org/about/state-agencies/>
- National Association of Counties: <https://www.naco.org/covid19> & <https://www.naco.org/covid19/coronavirus-relief-fund>

Liquid Spring product.

- Please click [here](#) to review the Liquid Spring Quick Operation Guide.
- Please click [here](#) to review the Liquid Spring Calibration Process Guide.
- Please click [here](#) to review the Liquid Spring Disable High Ride Height Guide.

Fourth of July - Observation

Office and Production will be closed on Friday, July 3 in observation of Independence Day. Normal hours will resume on Monday, July 6, 2020.

Out of Office

I will be out of the office on vacation on Friday, July 10 and Monday, July 13. There could be a delay in replying to your email and phone calls during this time. There will be no Weekly Bulletin on Friday, July 10.

PREVIOUS WEEKS

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.

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. (Last week for this notification.)

Spec Office Personal Update - Designer Change

week for this notification.)

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. (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) 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)
- Qty. 1: 2020 Freightliner M2 - 4 Door Cab - 4x2 - 222"WB / 107"CA - Diesel - Please click [here](#) for chassis spec. Price \$99,119.00. (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: 9/23/20

2021 MY Chevrolet G-Cutaway Start-Up Information:

2021 MY Order Bank Opens: 7/30/20

2021 MY Production Start Date: 9/23/20

2020 MY Chevrolet CC & CK 3500 Balance Out Information:

2020 MY Order Bank Closes: 3/5/20

2020 MY Last Production Date: 9/25/20

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

2021 MY Order Bank Opens: 6/4/20

2021 MY Production Start Date: 9/28/20

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

2020 MY Order Bank Closes: 6/25/20

2020 MY Last Production Date: 11/27/20

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: 10/12/20

2022 MY Production Start Date: 1/4/21

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2020 MY Last Production Date: 11/1/20

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

2021 MY Order Bank Opens: 8/17/20

2021 My Production Start Date: 11/2/20

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: 10/12/20

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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