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Sales Bulletin

HSB2020-07.17

Key Weekly Dealer Updates

July 17, 2020

NEW THIS WEEK

ET3 Model for CMS Reimbursement to Ambulance Service Providers

Some of you may already know this, but there is a program website for reimbursement to ambulance service providers from Medicare/Medicaid for Ambulance Service Providers, dubbed "ET3" which will be implemented this fall for select applicants. Below is the link to the 5-year program.

<https://innovation.cms.gov/>

Emergency Triage, Treat, and Transport (ET3) is a voluntary, five-year payment model that will provide greater flexibility to ambulance care teams to address emergency health care needs of Medicare Fee-for-Service (FFS) beneficiaries following a 911 call. Under the ET3 model, the Centers for Medicare & Medicaid Service (CMS) will pay participating ambulance suppliers and provider to 1) transport an individual to a hospital emergency department (ED) or other destination covered under the regulations, 2) transport to an alternative destination partner (such as a primary care doctor's office or an

urgent car clinic), 3) provide treatment in place with a qualified health care partner, either on the scene or connected using telehealth.

This model will allow beneficiaries to access the most appropriate emergency services at the right time and place. The model will also encourage local governments, their designees, or other entities that operate or have authority over one or more 911 dispatches to promote successful model implementation by establishing a medical triage line for low-acuity 911 calls. As a result, the ET3 model aims to improve quality and lower costs by reducing avoidable transports to the ED and unnecessary hospitalizations following transports.

Please click [here](#) to review approved selected applicants.

Essex Industries to discontinue the Ambulance Liquid Oxygen System

Please click [here](#) to review the notification we received from Essex Industries on their announcement on their decision to discontinue the Ambulance Liquid Spring Oxygen System.

Stock Units Available

Please see below for new stock units coming soon.

PREVIOUS WEEKS

New Dealer Sales Rep Training Available

The next training class for dealer sales reps will be scheduled for Tuesday, August 4, from 8AM to 4PM in the McDowell Main Conference Room, pending State of Ohio doesn't change the stance on visitors coming in from out of state. There are eight (8) training slots available for this class. Please RSVP to my email (dave.marshall@hortonambulance.com) if you would like to participate.

KKK-A-1822F - Change Notice 13 Document now Available

Please click [here](#) to review the Change Notice 13 document to the Star-Of-Life KKK-A-1822F Specification.

Dealer Interest Saving - July

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

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://nasemsso.org/about/state-agencies/>
- National Association of Counties: <https://www.naco.org/covid19> & <https://www.naco.org/covid19/coronavirus-relief-fund>

(Last week for this notification)

Liquid Spring - Updated Documents

Please click the following links below for updated information in regards to the 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.

(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 2/15/21. Our current lead time is 200 to 225 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)
- Qty. 18: 2020 Ford F550 - 4x4 - 193"WB - Diesel - Aluminum Rims (In Stock)
- Qty. 6: 2020 Ford F550 - 4x4 - 193"WB - Diesel - Steel Rims (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.
- **#19645** - 2020 Ford F550 4x4 - 603 Module - Stock - Estimation Completion Date is Week of 8/24/20 - \$180,236 (Aluminum Rims, Grey Vinyl, CG Tech, Crawl Through). Please click [here](#) to for Specs and Prints.
- **#19646** - 2020 Ford F550 4x4 - 603 Module - Stock - Estimation Completion Date is Week of 9/21/20 - \$179,201 (Aluminum Rims,

Burgundy Vinyl, Change Notice 10, CG Tech, Pass Through). Please click [here](#) for Specs and Prints.

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: 7/23/20

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

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

2020 MY Order Bank Closes: 8/12/20

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 early September 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>

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



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