Sales Bulletin for Horton's Dealer Network. View this email in your browser

Sales Bulletin

HSB2020-09.02

Key Weekly Dealer Updates

September 2, 2020

NEW THIS WEEK

2021 MY Ford F-Series Order Guide Released

We received the 2021 MY Ford F-Series Order Guide for F350/F450/F550/F600 chassis. Click here to review the document. Please pay close attention to page one (1) for major product changes.

Also, we have received 2021 MY pricing. We will update HS1 as soon as we are able. Please reach out to the Spec Department if you need 2021 MY pricing prior to seeing it in HS1.

Grove City Police Reports Multiple Car Break Ins

Grove City Police have reported an increase in car break-ins at local hotels. Please do not leave anything valuable in your vehicle when staying at one of the local hotels.

Labor Day - Monday, September 7, 2020

Office and Production will be closed on Monday, September 7 to observe Labor Day. Normal hours will resume on Tuesday, September 8.

Vacation Dates

I will be on vacation Thursday and Friday, September 3 and 4, as well as

PREVIOUS WEEKS

Update on CARES Act

The Department of Treasury published an update to the CARES Act guidance to clarify some of the points regarding what "expenses incurred by" means. They are now specifying that delivery of the goods/service must be made by December 31, 2020. Please click here to review the letter that was sent to all the Dealer Principals on Tuesday, August 11, 2020. We have also posted an update to our Facebook page.

Ambulance Crash Testing Document

Please click here to review a document that helps explain what SAE test methods were used for both exterior and interior testing since 2011. The document outlines the year the testing was performed and whether it dealt with any Change Notices for K-Certification.

HEPA Filter Update

The vendor who was scheduled to supply us with HEPA filters for our HVAC system informed us late last week they are behind on their schedule and are not sure when we will see the new filters.
As soon as we hear of a firm date on when we will receive the new filters, we will follow up with a bulletin.

State of Ohio Temporary Tag Change

The State of Ohio has changed their temporary tag and process. Amy Durst will reach out to each dealership to review the new process and find out how the dealership wants to handle this change. Starting very soon, the temporary tag registration will need to be signed from a representative at the dealership.

Dealer Portal Update

Our Dealer Sales Rep Training Material is now available on the Dealer Portal. Click on the "Dealer Download" folder and you will find a new folder called "Dealer Sales Rep Training Material". All the PowerPoint presentation that we review during our training is now in this folder as well as some other documents you will find useful. Please review when you have a moment and let us know your thoughts. (Last week for this notification.)

PIAA Fog Lights - New Option Available

PIAA fog light model #22-07206 is now available. This option will price will be $621. (Last week for this notification.)

OTHER INFORMATION

Lead Time Update

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 the 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. 10: 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 $99,118.00. (In Stock)
- Qty. 1: 2020 Chevrolet 4500HD - 4x2 - 189"WB / 108"CA - Diesel with Liquid Spring and 2nd AC Compressor - Please click here for chassis specs. Price $66,073.00 (In Stock)
- Qty. 2: 2020 Ford F550 - 4x4 - 193"WB - Diesel - Aluminum Rims (POOL - In Stock)
- Qty. 10: 2020 Ford F550 - 4x4 - 193"WB - Diesel - Steel Rims (POOL - In Stock)
- Qty. 11: 2020 Ford F550 - 4x4 - 193"WB - Diesel - Aluminum Rims (FLEET - In Stock)
- Qty. 2: 2020 Ford F550 - 4x4 - 193"WB - Diesel - Steel Rims (FLEET - In Stock)

Please note - Just like last year, if using a "FLEET" chassis, the "FLEET" chassis price is higher than "POOL" chassis price (FLEET is $1,821 higher than POOL) . "POOL" chassis are the select-able options in HS1. If a "FLEET" chassis is the choice for a customer's spec, the Spec Writer will need to know so the spec can be updated with the correct chassis and pricing.

Horton Open Units

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

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.
- **#19731** - 2021 Ford E450 - 553 Module - Estimated Completion Date is Wk of 12/7/20 - $147,860 (CG Tech, Change Notice 10, Crawl Through). Please click here for Specs and Prints.
- **#19802** - 2020 Ford F550 4x4 - 603 Module - Stock - Estimated Completion Date is Wk of 12/14/20 - $178,919 (Aluminum Rims, Grey Vinyl, CG Tech, Pass Through). Please click here for Specs and Prints.
- **#19803** - 2020 Ford F550 4x4 - 603 Module - Stock - Estimated Completion Date is Wk of 1/11/21 - $179,411 (Aluminum Rims, Blue Vinyl, CG Tech, Pass Through, Change Notice 10). Please click here for Specs and Prints.
- **#19804** - 2020 Ford F550 4x4 - 603 Module - Stock - Estimated Completion Date is Wk of 1/18/21 - $179,411 (Aluminum Rims, Burgundy Vinyl, CG Tech, Pass Through, Change Notice 10). 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 - CLOSED
2020 MY Last Production Date: 9/23/20
2021 MY Chevrolet G-Cutaway Start-Up Information:
2021 MY Order Bank Opens: 7/30/20 - OPEN
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 - CLOSED
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 - OPEN
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 - CLOSED
2020 MY Last Production Date: 11/27/20

2021 MY Production Start Date: 11/30/20

RAM Chassis Information

2020 MY RAM 4500/5500 Balance Out Information:
2020 MY Order Bank Closes: 8/5/20 - CLOSED
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 - CLOSED
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 - OPEN
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 for mid October 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

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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