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## Sales Bulletin

HSB2020-09.25

### Key Weekly Dealer Updates

September 25, 2020

#### **NEW THIS WEEK**

##### ***HS1 Revision Update***

During the week of October 5, we will set up several online training sessions for the revised HS1. We will be shutting HS1 down starting on Friday, October 9 at 4PM (Eastern) until the morning of October 12 for HS1 revisions to be complete. Barring any unforeseen issues, everyone should have full access to the revised HS1 on the morning of October 12. There will be a separate bulletin coming out early next week with work instructions on the revised HS1 and information on dates and times of testing during the week of October 12.

##### ***Correctly Reverse Lockup on Seat Belts - Refresher***

I know this information has been sent out in a bulletin before; however, we wanted to send out a reminder in case you experience the seat belt lockup issue.

Below is an instructional video from IMMI on correcting what is known as "reverse lock" on seat belts. The video contains simple steps you can take to

quickly undo reverse lock.

The IMMI video may be viewed here: [Correcting Reverse Lock](#)  
(See bottom right after you click the link.)

### **PREVIOUS WEEKS**

#### ***CARES Act Funds Update - Production Slots - FULL for December Deliveries***

Over the last couple of weeks, HEV has seen increased activity and incoming orders from customers using CARES Act Funding. As of today, all available production slots to have units complete and delivered to your dealership by the end of December are full. We are still able to take orders for customers wanting to use CARES Act funds; however, those units will not be ready to deliver until January of 2021. If you have any questions or opportunities in regards to CARES Act funds, please reach out to me as we will help in any way we can.

#### ***HEV Demo Unit #18449***

This unit is available and could be used for CARES Act Funds. Current DNET is \$200,000. We are offering an allowance in the amount of \$3,965 so the end user may add the OEM extended warranty. HEV will start the module warranty for this unit once it is delivered to the customer. Additionally, we will give an allowance of up to \$5,000 on any module changes a potential customer may want. Please give me a call if you have anyone interested in this unit. Please refer to the lower section of this bulletin for chassis specs/prints, pictures, and mileage.

#### ***HEV Demo Unit #18941***

This unit is also available and could be used for CARES Act Funds. Today, we reduced the price of this unit to \$245,000, plus up to a \$5,000 allowance on any module changes a potential customer may want. Please give me a call if you have anyone interested in this unit. Please refer to the lower section of this bulletin for chassis spec/prints, pictures, and mileage.

Both units #18449 and #18941 would be very nice units for any department. Fully loaded units at these prices should certainly garner attention from end users.

#### ***Horton is Open for Business/COVID Update***

We have received some questions on this over the last couple of weeks. Horton

Emergency Vehicles (HEV) is fully open for business. Here is what needs to happen prior to your visit as well as what needs to happen when you arrive at HEV.

- Schedule your visit with Amy Durst with names prior to showing up at HEV.
- Answer two (2) questions in regards to COVID once you arrive at HEV.
  - Do you have any COVID like symptoms?
  - Have you knowingly been exposed to anyone with COVID?
- You will have your temperature checked once you enter the building.
  - If your temperature is normal, you will be allowed to proceed.
  - Any person with a temperature greater than 100.4 degrees will have to leave the facility.
- You will need to wear a mask during your entire stay at HEV.
- You will need to sanitize your hands once you enter the building.
- You will need to social distance during your stay at HEV.

### ***HCC - Coming to the End***

HCC will cease to exist on December 31, 2020. Your last HCC order needs to be into HEV by November 30, 2020. HEV will return the order to you by December 15, 2020 for you to final.

### ***HS1 Revision Update***

We are still on track to go live with the HS1 update no later than October 31, 2020. Testing has begun with the updated version and so far everything is going as planned. All testing will be complete by September 25. In the weeks to come, Jason will send out a bulletin with information on what the update will offer.

We will need to take HS1 offline on an upcoming weekend to perform the update. The update will begin at 5PM on Friday and the system will be back up and operational on Monday morning at 6AM. The update will happen either on Friday, October 16 or Friday, October 23.

Please note, if you have quotes in the system prior to the update, you will not lose that information. The quote will transfer over to the updated version.

### ***Intelliplex Electrical System Update***

The Intelliplex Electrical System will no longer be available as a selectable option in HS1. Components will continue to be available for parts, service and

warranty.

### ***Horton's 120 Volt AC System***

We will be removing 120 volt AC system option in HS1 until a time when the vendor is able to supply a proper product for this option.

### ***Small Line-X Sprayer***

We are excited to announce we have acquired a small Line-X sprayer. With this new piece of equipment, we can now run smaller batches as well as expand our color offerings. Not only can we offer black and grey, we are now able to offer yellow and red. These will become selectable options in HS1 once the update comes out in late October.

### ***International CV 2021MY Information***

Please click [here](#) to review a document from International in regards to changes on the 2021MY for the CV chassis.

### ***NHTSA Safe Car App***

This is a bit of a Public Service Announcement on vehicle safety. NHTSA just recently launched the SaferCar app for your mobile devices that allow you to stay informed on the safety status of anything vehicle related. The new app allows you to store the VIN of your car or cars, tires, child safety restraints, and vehicle equipment. The app will then continuously check for any outstanding recalls that may affect the vehicles or items that you have loaded. I encourage all of you to download the app and start being informed today. You can find more information on the app at:

<https://www.nhtsa.gov/safercar-app>

Please feel free to forward this link.

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

**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. (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 5/17/21. 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. 9: 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 - Steel Rims (POOL - In Stock)
- Qty. 1: 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)

- Qty. 1: 2020 Ford F550 - 4x4 - 193"WB - Gas - Aluminum Rims/Running Boards/Power Seats (POOL) - ETA 11/3 - Please click [here](#) for chassis specs. Please work with Spec Department for pricing.
- Qty. 1: 2020 Ford F550 - 4x4 - 193"WB - Gas - Traction Tire (POOL) - ETA 11/4 - Please click [here](#) for chassis spec. Please work with Spec Department for pricing.

**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.

- **#18449** - 2017 Ford F550 4x4, - 623 Module - Demo (2018 National Show Unit) - Complete - **Reduced price - NOW \$200,00.00 - Allowance for OEM Extended Warranty (\$3,965) and up to \$5,000 allowance for customer changes.** Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit. Unit currently as roughly 25,000 miles.
- **#18941** - 2019 Ford F550 4x4 - 623 Module - Demo (2019 National Show Unit) - Complete - **Reduced price AGAIN - NOW \$245,000. Also an allowance up to \$5,000 for customer changes.** Please click [here](#) for Specs and Prints. Please click [here](#) for pictures of this unit. Unit currently has roughly 9,000 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. (SOLD!!)

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 Chevrolet CC & CK 4500-6500HD Start-Up Information:**

2021 MY Order Bank Open: 7/30/2020 - OPEN

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 early November 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.

International CV chassis 2021MY production start date is 11/30/20.

**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](mailto:dave.marshall@hortonambulance.com).



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