

Special points of interest:

- LATEST CHANGES
- SPRINTER
- WHELEN SALE

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LATEST CHANGE IN AMBULANCE CHASSIS

Our newsletter has brought you up to date on the ever evolving chassis situation. The changes happen fast as you will read.

FORD— As early as three weeks ago Ford announced the following to the pool accounts: The all time favorite 6.0 and 6.4 liter diesel engines will be manufactured through December 31, 2009. They will build all they can during their intermittent and random plant closings. They have been announcing random closings all year long; anywhere from one to three weeks at a time. Ford told its pool accounts they would not tote the note on excess chassis for stock. This means the pool accounts have to pay off their chassis in 60 days. Ford also announced the gas burners will be available for September 1 deliveries. The anticipated savings is now reduced to a \$4,000.00 savings. In addition, the GPC discounts have also been reduced by up to 2 thousand dollars.

This will vary as time goes by, it always does. There will be a 2 to 3 percent increase on the early 2010 models over 2009.

The good news is Ford revealed they will have a new diesel engine March 2010 for the “F” series only. This will be a 6.7 liter made in Turkey, which will have a urea system on it. At present time the urea tank is anticipated to be mounted on the right front frame rail behind the cab. This will interfere with either the side entrance or ALS compartment and is subject to change. Ford’s normal MO is to install the new diesels in the “F” series, and then the “E” series a year later. That means in 2011 customers who use the Econoline platform may have a possibility of another diesel chassis.

DODGE— As everyone knows Dodge did file bankruptcy. In the meantime, everything is on hold and production is shut down until July. It is going to come out a Dodge/Fiat joint

venture. The Sprinter line is actually a Daimler product that is contracted to Dodge. I believe this will revert back to Mercedes or Freightliner in the near future. This chassis is expensive but has the plus of 15 mpg for the van series. AEV has built their proto type for the Type III, but it will take some getting used to. You will see some pictures of the unfinished unit we have obtained. The Dodge 4500 cab chassis series is an alternative for Type I’s. The cons are it requires an air ride option(\$5,000.00) because of height and ride, its top speed is 75 mph or less. The air ride option and no governmental discounts make this an expensive option.

CHEVROLET— General Motors has also filed for bankruptcy. They have canceled all C-4500 and larger series. Since the last newsletter, they announced the

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SPRINTER

I recently had the opportunity to drive and learn more about the Sprinter product. This product is fairly more expensive than the other Type II products on the market, but comes with many advantages that may offset the initial cost. The first and foremost is that it will be the only Type II van that is diesel built after January 1, 2010. Ford will have a gas burner, which I expect to get 8 mpg at best. The Sprinter is getting 15 mpg consistent and this is confirmed by ambulance services that are operating them. The difference in fuel consump-

tion—driving 150,000 miles (which is average) the Sprinter will use 10,000 versus Ford’s 18,750 gallons of fuel. The only unknown is the cost. Gas used to be cheaper than diesel, but not today. This means if both were \$2.50 per gallon the Ford will cost \$21,875.00 more in fuel costs for the 150,000 miles. The Sprinter has a 300,000 mile life expectancy.

American Emergency Vehicle is the first ambulance manufacturer in the United States to be certified as a Sprinter Converter. Daimler engineers have

been at the plant regularly inspecting the conversion processes and has given their final approval. The good thing about this product, unlike the other manufacturers, is they will answer any questions that arise in the conversion process and give a definite answer to the issue. AEV is in the process of building a prototype modular product. This product will be something that EMS providers will have to adapt to. The configuration of the chassis requires many changes in the layout. Please call us if you would like to see this product.



AEV SPRINTER MOD



2004 MEDTEC 60,000 MILES



2002 HORTON 79,300 MILES



2003 AEV'S 140 TO 280 K MILES 4 TO PICK FROM



1996 ROAD RESCUE 60,000



1997 HORTON F-350 120,000 MILES



1998 ROAD RESCUE 64,000 MILES



USED AMBULANCES

With the current economy and the difficulty obtaining chassis that will run for more than a day, we are finding many people are turning to used units. Fortunately we have been able to find many late model 7.3 liter diesel ambulances with low miles. Many services that would have never thought about buying used units have enjoyed the ability to prevent the down time of the 6.0's by buying these units. With some TLC these units can be made to look brand new. The advantage is they cost less but receive the exact reimbursement rate as a brand new one.

They eliminate the grief as to when the dealership is going to do warranty work on your unit.

The brands, options, and models will vary. Some of these units can just have the stripes repainted and immediately be put into service. Any and all modifications that you want to match your fleet can be done here, prior to delivery. We pride ourselves on our used units. All units go through a thorough inspection and a PM process. If we have no records then all fluids and filters are changed. This includes fuel, oil, transmission, and rear end. All brakes

are inspected and anything under 50% wear are replaced. If any defects or problems are found in the unit during this inspection process they are repaired prior to delivery.

This may be an option that you have been missing. If you would like to look into this option please feel free to contact us. Remember, the down side of this option is it is subject to availability and is on a first come first serve basis. These units are available to be shipped worldwide. We also have access to companies that will finance these.

LATEST CHANGE IN AMBULANCE CHASSIS CONTINUED

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cancellation of all orders for the G-4500 series because of the closure of the gas tank manufacturer. There are no 2009 G-4500 series left. Supposedly the 2010 series will start building in August. They also announced the lowering of weight certifications of the Van series for 2010. This reclassification means this chassis cannot be used for Type II ambulances. This includes the gasoline or diesel version. There are no 2009 models left which means no more Chevrolet Type II's. This product will probably be recertified at some point in time. Also, GM will probably increase their 2010 model by 3 percent.

INTERNATIONAL— Navistar is the only engine manufacturer that has decided to use

exhaust gas recirculation (EGR) technology in lieu of the selective catalytic reduction (SCR). Navistar will get rid of its smaller engines and concentrate on the larger engines using EGR process. This process cools exhaust gas and recirculates it back into the combustion chamber. This process reduces the nitrogen oxide emissions (NOx) levels. The problem with this process, as seen on the Ford diesel made by Navistar, EGR failures are routine and expensive to repair. This is caused by carbon build up that can be reduced by adding Cetane to your fuel. International chassis have been running about \$25,000.00 more than the Chevrolet 4500's. This may have been a clue to Chevrolet as to why they were losing money on these trucks. International I am sure will have a moderate increase for its early

model year chassis.

DIESEL ENGINES AFTER

JANUARY 1 - All bets are off as to the cost of the Urea based diesel engines manufactured after January 1st 2010. Cost of the required changes have been reported by many news sources as increasing the average diesel by \$4,500.00. This price will probably drop some after the exact production costs are figured, but you can beat this increase by ordering now.

The current 2009 inventory is going fast. The Chevrolet G-4500 series gone, C-4500 a few left, Ford E-350's currently available, E-450's, F-350's gone, Sprinters 20 left

If you want to save money and not end up being a beta test for the first model year, **order now!**



TIPS TO KEEP THEM GOING

FORD: Every day we talk to customers who tell us horror stories about their 6.0. We have consistently listened to everyone and the ones that are having the least problems are doing the following:

- 1.) Changing oil every 200 hours or 5,000 miles or every 6 months whichever comes first. Use a synthetic oil. Amzoil makes one as well as Shell Rimula. They have to meet or exceed Fords specification WSS-M2C171-E or API Service CJ-4 or CJ-4/SM 15-W40.
- 2.) Use Ford fuel and oil filters.
- 3.) Use Cetane booster routinely.
- 4.) Reduce idle time.
- 5.) Enforce checking fluids daily by staff at the beginning of each shift.

Chevrolet: The Chevrolet has been the answer for many customers. We have found that most are having good luck. Consistently we have heard that there are front end problems after 20,000 miles. Rule of thumb is if you have a Chevrolet get its front end aligned/checked at about 20,000 miles. If you do not, expect to buy new tires.

A few other things that have come up recently: If you apply your parking brake and your ambulance starts racing away with no load on, check your batteries and alternators. With the dual alternators and batteries if one is bad it will cause havoc with the system. Make sure when checking these that you isolate one from the other. Failure to do so will cause false readings as the good will compensate for the bad. We recommend that if you change one alternator

you should change both. Typically, the good one has been carrying the load for a while. The failure rate for the second is high in the short term and there is no reason for the extra down time.

AIR CONDITIONING: Now that the heat is upon us so is the season for air conditioning problems. Even though people profess to be experts, many services sub out their air conditioning work to outside shops. Most ambulances on the road today operate off one compressor with two evaporators, one in the front (oem) and one in the rear. These evaporators have either expansion vales or orifice tubes. When a compressor fails it usually sends metal particles throughout the system. If the shop fails to pull the rear unit and flush the hoses and fails to change the orifice tube or expansion valve, you are in for double the cost and problems. The failure to do so will cause reduced cooling as the rear unit will be clogged and result in the metal going back through your new compressor and condenser re-contaminating it. Another thing that is less palatable is a compressor failure means you must change the condenser also. With the inception of 134 A Freon came changes in the design of condensers. The diameter of the tubing was reduced and it is impossible to flush it out 100 percent. When doing an AC job go back with new components. Rebuilt will give you nothing but frustration. It may cost more on the front end but it will save on the down time.

During our remounting process we find units that have a thick felt covering over the evaporators from dust and lint picked up over the years. We recommend that

during a PM prior to summer you inspect this. This collection will definitely reduce air flow and affect the cooling capability. AC units that are floor mounted are especially affected, such as the Horton brand.

Recently we were notified that units using the Dometic 110v basement style will have to find an alternative as they have discontinued this model. We have found a substitute at a substantially higher price. This would affect Frazier and some Excellence units or other generator configured units.

DIESEL FUEL: We recently had one provider tell us they were experiencing a lot of injector problems after the low sulphur diesel fuel came out. They solved this by adding transmission fluid to the fuel tank. I believe he said 4 quarts every oil change. Another mechanic said he fills the fuel filter up with it whenever he changes it or the unit runs out of fuel. He said that it picks up faster and starts the unit quicker. There will be a little smoke till it clears out. Make sure you check this out with your mechanic prior to doing this. These are tips that we have picked up from other services. We have not tried these and have no proof this will work or is beneficial.

NEW ABBREVIATIONS FOR THE FUTURE

SCR – Selective Catalytic Reduction abbreviations and how the system works.

EGR – Exhaust Gas Reduction

DEF – Diesel Exhaust Fluid

NOx – Nitrogen Oxide

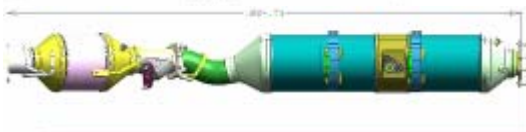
Source: **EPA** – Environmental Protection Agency

Please see our web site for more information about these

WWW.AMBULANCESOLUTIONS.COM



2007 Exhaust System for Chevrolet 6.6 L Duramax



2010 SCR Exhaust System for Chevrolet 6.6 L Duramax 22.8” Longer 250 lbs heavier and \$4,500.00 more expensive.



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 CLINTON, LA 70722
 Phone: 800-468-5473
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 E-mail: RREMOUNT@BELLSOUTH.NET

Sprinter Demo Needs a Home

We have a 2008 Sprinter Type II that needs a home. This unit has been our demo for the last few months but we need to have it put into service. It is solid white with the following options: 4500 series light bar, 20 amp shoreline, curbside O2, led marker lights, 900 series super LED's on side, net at head of squad bench, 2 6 point seat belt harness on squad bench.

This unit would be a great out of town and transfer unit. It gets 15 plus mpg. Sprinter claims you only have to change oil every 10,000 miles even with idling. This would be a great savings over a Ford unit.



fob Clinton, LA
\$69,200.00

Ambulance Parts Dot Com

WHELEN STIMULUS PACKAGE— To help everyone update their older units we are offering a special for 20 days. This offer will apply to all Whelen products from June 20th to July 10th 2009. It will cover all Whelen products with a discount of 35% off of M.S.R.P. Whelen is the leader in emergency lighting and most emergency vehicles have one or more of their products. We have listed some of their more popular items that have recently come out. Save money by updating your units to LED's. Lights are brighter, pull less amperage, and carry a great warranty. This will reduce downtime and maintenance cost in the future.

All orders must be prepaid unless you have an approved credit with terms of Net 10 days. Invoice will be submitted upon order. .

TO RECEIVE THIS DISCOUNT YOU MUST USE PROMO CODE AP7109 ON ALL PO'S



SA-315 100 WATT SIREN SPEAKER

MSRP—\$253.00
SALE—\$164.45



WHELEN 8" LED INTERIOR DOME LIGHT HI/LO NO EXTERNAL FAN

MSRP —\$299.00
SALE—\$194.35



TIR 3 LED LIGHT R/A/B

MSRP—\$88.00
SALE—\$57.20



HOWLER SIREN

MSRP—\$685.00
SALE—\$445.25



WHELEN 295SLA1 SIREN 17 SIREN TONES

MSRP—\$409.00
SALE—\$265.85