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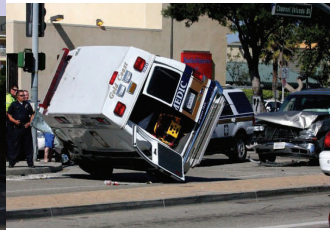
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**SOUTHERN EMERGENCY
& RESCUE VEHICLE SALES**

As we enter the 2011 model year things are still "up in the air." Manufacturers stocked up on chassis thinking everyone would want one to save money from the 2011 EPA changes and the ending era of the diesel Econoline. There was no rush, things are still mulling along.

More and more people are looking for economy after all the budget cuts. The Japanese have thought small for a while.

An import has to be driven 30 minutes to an hour before you can actually make an intelligent decision. The first 30 minutes is used figuring out where everything is and how it works. In the coming year you will have to make a decision of continuing on they way it was or making the change to something different.



The Sprinter product is just the beginning of a small chassis invasion. The one thing that you have to do is to keep an open mind.



DODGE 2011



BEFORE

ally built on a 102" CA. The Type III bodies built on a 158" WB chassis i.e. E-450's have a 100" CA and need a 102" CA on the Type I chassis. The extra 2" is for the gap between the cab and body. A 102" CA is available from Freightliner and International but no one else. Ford will not allow the F-450 thru F-650 108" to be shortened. Chevrolet does not have enough GVWR to even consider on the C-Series.

age option. The 2011 Dodge will run up to 87 MPH. The handling without air ride is great but the ride is not. The problem with the speed in the past was the tires were not rated for over 75 mph. The roll in the trucks came from issues with the Casters. Dodge now has a Technical Service Bulletin (TSB) out about it, see tips in keeping them running for the number. The roll has been corrected in 2011's. The truck is very well laid out. The Cummins Diesel is very quiet and peppy. After driving this SLT 5500 for 5 hours I was easily accustomed to its layout. The AM/FM/CD radio package included Satellite radio which was real nice. There are controls on the back of the steering wheel to control the radio which keeps the drivers hands on the wheel. On the front of the steering wheel there are buttons to control the digital message screen in the middle of the cluster. It offers a screen for Fuel Economy which shows mileage to empty, and miles per gallon.



AFTER

The Type I market has always been small, but with recent changes in the truck industry that may soon change. Many customers are looking for alternatives for the Econoline Type III's. Then there are the Medium Duty operators who have had their budgets cut and cannot afford the Freightliner and International chassis. The Type III's on a 138" WB (wheelbase) can easily be put on a standard 84" CA (Cab to Axle) Type I chassis. The 158" and the medium duties are a little different. In the past Medium Duties were usu-

ally built on a 102" CA. The Type III bodies built on a 158" WB chassis i.e. E-450's have a 100" CA and need a 102" CA on the Type I chassis. The extra 2" is for the gap between the cab and body. A 102" CA is available from Freightliner and International but no one else. Ford will not allow the F-450 thru F-650 108" to be shortened. Chevrolet does not have enough GVWR to even consider on the C-Series. Now this is where Dodge steps in. Dodge offers the 4500 and 5500 series with a 108" CA. The shortening of the chassis cost approximately \$750.00. In the past the 2009 and 2010 Dodge chassis would only run 74 MPH. The handling of these chassis were terrible at best. This may have led to the decision to slow it down so you could control it.

Things have changed in 2011. Dodge took to heart the complaints they received in the EMS market and the new Dodge has had a makeover. It now comes with an ambulance prep pack-



CURRENT USED UNITS



MANY MORE AVAILABLE
PLEASE CALL FOR INFO



EGR and Oil Coolers

Since the inception of the 6.0 liter diesel in the Ford models there has been nothing but discontent. Some services seem to have figured out how to keep their trucks on the road and many have not. We have listened to everyone and passed on tips that have worked. Recently we came across a company that may be a solution to the problem. Bullet Proof Diesel is the name of the company.

You need to go to their website (www.bulletproofdiesel.com) to get more detailed information. They build their own EGR valve and external oil coolers. Unfortunately the oil cooler for the Econoline version will not be out for another 45 to 60 days. One of our customers who has a very large fleet bought one of these and is currently using it.

Continued Page 3



FORD OEM EGR VALVE

CHASSIS STATUS

FORD— Gas burner vans are rolling off the production lines. There was an issue with the rear end supplier. There seem to be a lot of orders coming in with people wanting to try one. Unfortunately, not a lot of feed back. There are diesels left but they are moving fairly quickly. The 2010 diesels seem to have a lot of the kinks out that are associated with the older models. Ford announced a \$215.00 price increase for the Econolines and \$315 for the F series. They are also starting to offer the 5.8 V-8 engines in the vans now. The initial reviews for the 6.7 liter diesel in F series have been good. The engine is 25% more fuel efficient, more powerful and more torque. It is supposedly more quiet and has little to no smell. One issue is the placement of the urea tank. Ford was mounting it behind the cab on the passenger side on the first batch made which causes the loss of the of the battery compartment on the front right corner of the body. They did offer a \$300.00 fix which is now standard on the models coming out. Ward automotive magazine did a comparison of the Chevrolet, Dodge and

Ford diesels and said that they believed Ford was the best. Only the odometer will tell.

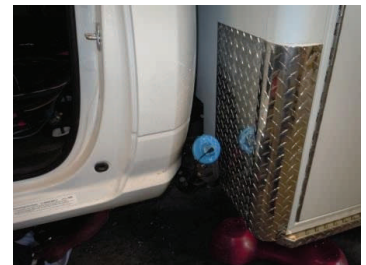
CHEVROLET— Chevrolet in its typical governmental stall plan has postponed once again the rerating of its van chassis (Type II). The current van does not have enough unloaded vehicle weight rating (UVWR). This means the converter of the ambulance package must recertify the chassis to Federal Motor Vehicle Safety Standards (FMVSS) if it is converted to an ambulance. The ambulance conversion weighs more than Chevrolet allows. If a Chevrolet van is involved in a wreck this could become a sticky situation if someone sues. Only 2 ambulance manufacturers are building on a Chevrolet van. Make sure they have plenty of product liability before buying.

The new C-3500 cab chassis now boosts a 13,000 GVWR. This allows for small body Type I's to be built on this chassis.

There is a note of caution. Chevrolet is now installing 2 EGR valves on its engines. This is a change from last year. They also changed the core to a smaller one which may present problems

in the future.

DODGE— The new Dodge Ram is out. 87 MPH top end. The DEF tank is under cab driver side and the filler fits between cab and body.



SPRINTER— Mercedes is now setting up additional dealers to service the Sprinter line. This should improve service availability.

INTERNATIONAL— Terra Star is now available to order. Unfortunately there is no air ride for it until spring of 2011. It must have this for load height and ride comfort. The Kelderman air ride option will probably add an additional \$7,000 to the \$49,000.00 price tag. A serious note to consider is this chassis does not come equipped with air bags.



Dodge 2011, Continued from Page 1

It also has a screen that includes coolant temp, oil pressure, transmission temp, the percentage of DEF left and engine hours.

There is an additional screen for "messages" in the display area. Receiving one during the trip might not have been a good thing. The key is a little different and must be expensive to replace. It is all plastic and has the button for panic, lock and unlock. The manual seats are cloth and fairly comfortable. They have a lot of adjustment for small or large personnel. The 5500 will require two additional aftermarket add on's. One is running boards because of the high ground clearance. The other is a serious air ride system. The ride home on our "lovely" Louisiana roads was painful to say the least. Understand there was no body or weight on the rear axle, but to meet load height requirements an air ride has to be installed.

This is one of the first 2011's out and the changes made by Dodge seem to be good but definitely has converters scratching their heads!!

This is the first year an ambulance prep package is available. The Dodge dealer had no idea that AC port taps were supplied by Dodge. The AC suppliers had no idea that Dodge finally changed the thread type on the ports to match the fittings that were on the market. The one thing I can tell you is the Dodge body builder department has been responsive to our questions. We did run into one issue that we had to work out and that was wiring in the Horn/Siren switch.



Dodge has made modifications to the electrical system and the result is 2 hot wires going to each horn. Whelen's Technical support

suggestion was to disconnect one horn and just use a single horn. The result of that was a true truck sounding like a sheep. That was quickly ruled out and a solution was found. Dodge, like Ford F series, has the AC compressor activation going through its processor.

Both Dodge and Ford recommend that the rear unit not be tied in electrically to its compressor. This means the AC on the front activates the compressor and has to be on for the rear to blow cold. EMTs do not like getting hot so the chances are the front will be on anyway. Tying into this system leaves the converter on the hook should there be any processor failures. They do not come cheap.

The Cummins Diesel is quiet and performs well. Depending on the speed and driving habits the best mpg was 14 on the way home.

Dodge's mirrors were a little different. When the unit was picked up at the dealer the mirrors were thought to be too small as they can roll inward and lay down. Or if you have a wide body or load they can be stood up. They were electric and seemed to give good rear-view coverage.

EGR AND OIL COOLERS, CONTINUED FROM PAGE 2

LIFETIME WARRANTY BULLETPROOF DIESEL EGR COOLER



Their comment was that it is definitely better built than Ford's and that time will tell. At least you get a warranty.

The biggest problem with the 6.0 diesel engine is all related to oil cooling. Everything that normally fails is all tied to oil. Injectors, EGR, and Turbos are all connected to the oil system. The way the current oil cooler works is like a stacked wafer. There is a layer that is water cooled over a layer that is oil, over and over. This layer is very thin and the channels can clog easily. Mixing different type antifreeze, trash in the water and sediments can easily plug a layer. When this happens the oil temperature rises. The hotter the oil the less lubricating and cooling capabilities which will result in some type of failure. By the time you realize there is a problem the damage is done.

Their website has some real good information and some detailed pictures of the interior of the oil coolers. It looks as though they started out serving the 4x4 industry. They are currently expanding their product line to take care of the Econoline series. When I talked to their representative we discussed Chevrolet's upcoming EGR valves issues.

They stated they are willing to try to come up with a fix for those also. Once someone sends them one that failed they will see if it can be rebuilt.

The solution to the 6.0 liter diesel is expensive, but the cost of not using it in downtime alone will outweigh the additional cost. In the future there will be a lot of trade-ins coming in. Without a solution to the current problems they will have little to no value. In the used market the first questions asked is, "does it have a 6.0?" Then the standard "thanks but I am not interested".

The cost of the EGR valve replacement is \$350 for the square type and \$450 for the round with a core charge of \$75 to \$100.00. I would highly encourage you to call them prior to purchasing one and discussing any reservations that you may have. Once the oil cooler comes out we will let you know. We will probably start stocking these items in the near future.



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AMBULANCE PARTS DOT COM, LLC

Our Whelen special was a very big hit. We will try to have this more often as many of you participated in it. There has been a change in this website, originally it was for credit cards only. Now governmental and non-profit organizations that have filled out a credit application and been approved can charge their website purchases on our open account program. Remember our open account program requires payments in Net 10 days. If you want to be able to enjoy the ease of buying off the website please contact Ashton Allen in our office to get this arranged. We are continually adding new products and buying items factory direct to offer the lowest pricing available. If you need something that you do not find on the website please do not hesitate to contact us we probably have it or access to it. Another thing we have is used parts. We have noticed that Ford has made many parts obsolete and they are no longer available. If it goes on an Econoline, chances are we have it.

This publication is available electronically at no charge. We welcome all feedback, questions or comments. If you have received this newsletter and do not want to receive any more please send us an email and we will remove your name from our list. If you have additional personnel or friends that would like to be added please email your address and we will add them for the next mail out.



Hi Dome Bulbs
\$4.99



Low Dome Bulbs
\$.99



Dome Light Lenses
\$13.25

TIPS TO KEEP THEM GOING

FORD- We have also had a couple of 1999 F-350's that were fuel starved and putting out codes for the ICP. This continued after we changed fuel pump, ICP, and filters. When we dropped the tank we found that the pick up had disintegrated and the screens inside the sending unit were clogged. This goes back to the old Katrina days when we found the screens in the sending unit clogged routinely. We attributed this to the aviation fuel that was dispersed washing the tank.

Another E-Series issue we ran across recently is overdrive switch failure. One unit would not go into overdrive while on the other, the switch would not work. In both cases we found the wire in the shifter broke. Evidently Ford knows this as the replacement part is only \$35.00.

Air Conditioning— Over the last few weeks AC has been the hot topic. It is very important to make sure how much Freon is put into the system. We have noticed that altitude definitely has an effect on the amount installed. Units with external condensers installed at the AEV plant in the mountains usually need a 1/2 pound

more Freon than recommended to work at the bottom of the mountain. Too much or too little Freon will cause the AC to blow warm. If your unit blows cold at idle but stops when on the road, chances are it is low and the low pressure switch is cutting it off. Typical pressures should be low side 40 to 45 psi and high side 180-200 psi. These are subjective to air flow across condensers. Most external condensers are hooked up to double condense. These means that the front AC should turn on the external condenser. Most external condensers have two blower motors, make sure they are working. These blowers can be pullers or pushers, it is very important to determine this when replacing one. The fans we carry can be changed by turning the blade over prior to installation. If you have a compressor failure you should always replace the compressor with a new OEM. Rebuilds have a high failure rate. With the new small tube 134 condensers there is really no way to blow them out, this will also have to be changed. One issue we find over and over is many repair shops fail to understand

that the rear unit has to be pulled and the lines blown out prior to installing a new compressor. The block expansion valve or orifice tube will also have to be changed on the rear unit also. It is very important that the correct one is used. They are not all the same. Orifice tubes are color coded and the block valves are BTU rated. While the back is pulled apart you should also check and clean the evaporator coils. We found that most local automotive stores do not carry the right block valves used on the rear units. This will cause poor cooling in the rear. Remember an EMT will shut a unit down due to lack of AC. Recently we were informed of a back order situation on dryers and front condensers from Motorcraft.

SPRINTERS - When changing brake pads on a Sprinter there are your typical choices. OEM or aftermarket parts, take note. The pads have a brake sensor for each wheel. When the pads wear down and the light comes on the driver can prevent the worn out pads from destroying the rotor if he notifies the shop. These sensors need to be replaced every brake job. They are available from Mercedes for about \$7.00 per wheel. The OEM sensor will not work on aftermarket pads. The aftermarket sensor is not near the quality of the OEM sensor and melts.