

Chapter 15

MOBILE DENTISTRY

Mobile dentistry means that your dental equipment can be moved from place to place, in a bus, truck, trailer, airplane, boat, ship or some such transport. Portability and mobility are two different things. A portable dental unit is one, which you can fold up and carry in your hands to another location. A mobile dental unit is one that can be moved to another location, but probably not physically carried.

In this chapter we will discuss mobile dentistry in several types of vehicles. You will notice that a lot of the same principles apply to each one in design and function. Please understand this is only a broad overview of what is available and very general in its discussion.

Mobile Coach or Diesel Bus

There are as many designs available as you have imagination. You can go to the manufacturer and have one custom built from the ground up with your own specifications. You can take a standard floor plan and have it modified to suit your needs. Or, you can buy a good used coach and make your own design changes right at home. A number of years ago, we did the latter.

The size of your motor coach or bus, and your budget will be the limiting factors for the mobile clinic you design. It is fairly easy to spend \$1million on a custom-built vehicle. So first of all, decide what your budget will be. How much money do you have at your disposal for this project? Then, decide how much room you will need for the dental equipment and services that you intend to deliver. Will you need 12' x 8' wide, 24' x 8' wide, 36' x 8' wide or 50' x 8' wide?

It will be important to decide the parameters of services that you intend to render for patients. Just like we set the parameters of care for portable dentistry, you will have to establish your goals for the mobile dental clinic. Will you strive to do extractions, restorations, cleaning, endodontics, dentures, crown and bridge? Once you determine the parameters of service, then you can make an equipment list of what you need and how much room it will take to install the equipment. Many decisions must be made before designing and building a mobile clinic.

It is important to see if the structural design of your coach can accommodate the floor plan you want. Many standard walls and floors in motor homes and buses will not support dental equipment. Walls must be braced with extra support for x-ray units and the floors braced for the weight of a dental chair. Remember, when you are moving down the road, this equipment is bouncing up and down in the vehicle. The walls and floor must be able to support the added weight and stresses

of heavy equipment. Tie downs must be designed to hold your equipment in place in case of a sudden stop or sharp turn. An x-ray not properly braced can literally collapse the side of your coach or pull through the wall.

Know what the walls and floors are made of before you buy. Most are made of wood but some have metal ribbing. Make sure you can make the structural changes necessary for dental equipment before your purchase. Check the capacity of the suspension with all of the added weight in the coach. Consider dual axles over single axle suspension as well as length, size and where you will be using the vehicle. Standard wiring is not adequate for dental equipment. Codes may require conduit and a larger gauge of wire. Each unit should have a 20-amp breaker switch. X-ray units should be on their own designated circuit with a mechanical ground. The power cord leading to the coach from an outside source should be large enough to carry the entire coach. That source of electricity should be from a breaker panel, not a 110V plug in a receptacle. Have a competent electrician design your electrical distribution.

Plumbing can be one of the biggest headaches in a mobile coach. Design the plumbing to be hidden behind cabinets or under the floor, not across walkways. Use the proper Type-K hard copper required for dental equipment and have drain plugs in several places on your water lines. Since the water lines run under the floor, they are more subject to freezing in cold weather. The drain plugs under the floor will make it possible for you to open the sinks and drain the entire system of water. This can save you an expensive repair bill later if cold weather freezes an undrained line.

Most coaches are self-contained, having their own water tanks and sewage holding tanks. Coaches have a water hose connection on the outside to run a hose from a standard house faucet to the motor home. This enables you to leave the pressure on the waterlines in the coach. All the wastewater is collected in a sewage-holding tank under the chassis for proper disposal in a sanitary sewer. You must not dump this water along the side of the road. The holding tank is equipped with a long flexible hose to put the wastewater in a dump station or sanitary sewer. Remember, this water is contaminated with a wide variety of bacteria, so it must be disposed of properly.

Wheelchair access for a coach is difficult because they sit so high off the ground. In addition, the entry doors are smaller than standard doors and wheelchair access to the bathroom is impossible in a standard floor plan. Check to see that your dental chair and equipment will go through the entry door of the coach. It may be impossible to squeeze equipment through it.

It is important to plan your every detail well in advance, when considering a motor coach for a mobile dental clinic. Talk to others who have owned and operated them. Many universities and health departments have tried to develop ongoing

programs for rural low-income care with mobile clinics. Know well the initial cost involved and the ongoing overhead involved.

The amount of time it takes to move your clinic on site, set up, and pack again will surprise you. It is normally best to stay at one location as long as possible before moving to a new location. In other words, you must consider your productive time against down time to make your budget balance.

A commercial chauffeur's license and a commercial vehicle tag are required to operate the coach. If you have a church or non-profit organization funding the project, there are tax-exempt tags in most states. Insurance is high on mobile clinics and you will probably have a "special" exorbitant rate figured for you. I would look at these cost factors in advance of starting a mobile care clinic.

There are several pages of standard design examples for you to look at. These are not recommendations, but some reference to start from if you are considering a mobile clinic.

Trailer Clinics

Many things which were mentioned about mobile coaches, would also apply to trailers. Again the variety stretches as far as your imagination. In general, you will find that trailers are usually less expensive than motor coaches. You have much more flexibility when deciding on a floor plan because they can be longer and wider than coaches. It is possible to put two or ten trailers side by side and open them up into a large clinic. Companies will lease you a trailer, rent you a trailer, or build it to your specifications. You can lease a property with utilities without buying land to put it on. The outside can be landscaped to be as attractive as any permanent building. Insurance would be reasonable and taxes low also.

First, decide on your floor plan and function before anything else. Secondly, be aware of the structural design of floor and walls to hold your equipment. It may be necessary to pour footings if the trailer will be in one spot very long. This will permit supports to be placed under the floor joists around the perimeter of the trailer to level and support the frame. Thirdly, insulation in the walls, ceiling and floor are really important in trailer design. Underpinning to suit your needs and side skirts with insulation may be necessary in your environment to prevent freezing.

Have a competent electrician and plumber work with you to conform to the codes of your community. Your local dental supply dealer can give you the specifications necessary for your dental equipment and be sure to talk to others who have previously owned and worked in trailers. You can glean a wealth of knowledge and save lots of money by listening to their experience. I would consult many experienced individuals about mobile dentistry before I made the investment. The same would apply to a trailer used for a permanent clinic. Talk to those who have already had experience in this specialized area of mobile clinic design.

The example diagrams of trailer designs are not endorsements, but food for thought. Again, several universities and health departments have operated trailer clinics for years. They have a wealth of knowledge to share with you. Also consider the military mobile dental clinics.

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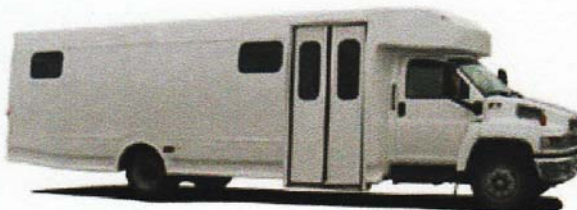
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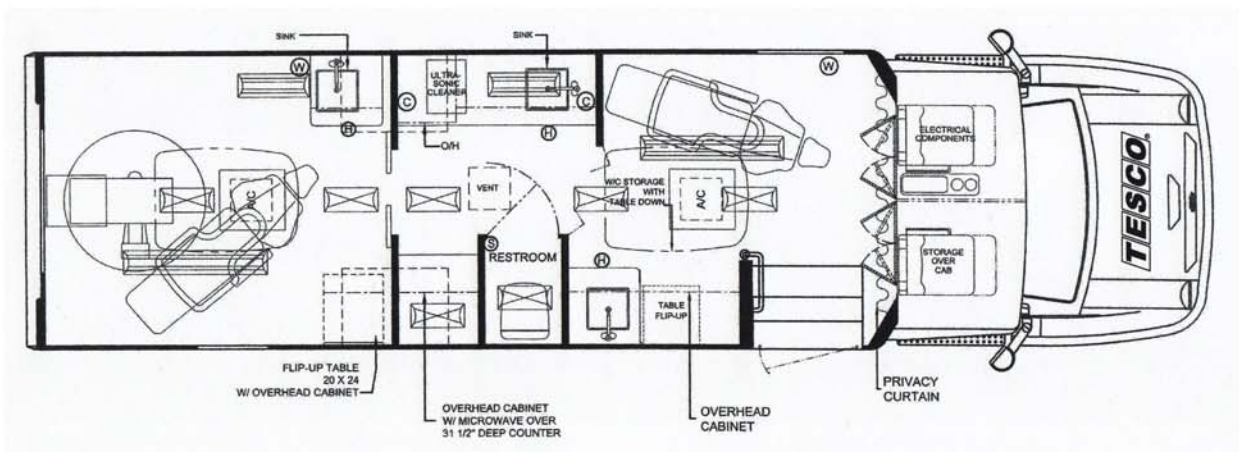
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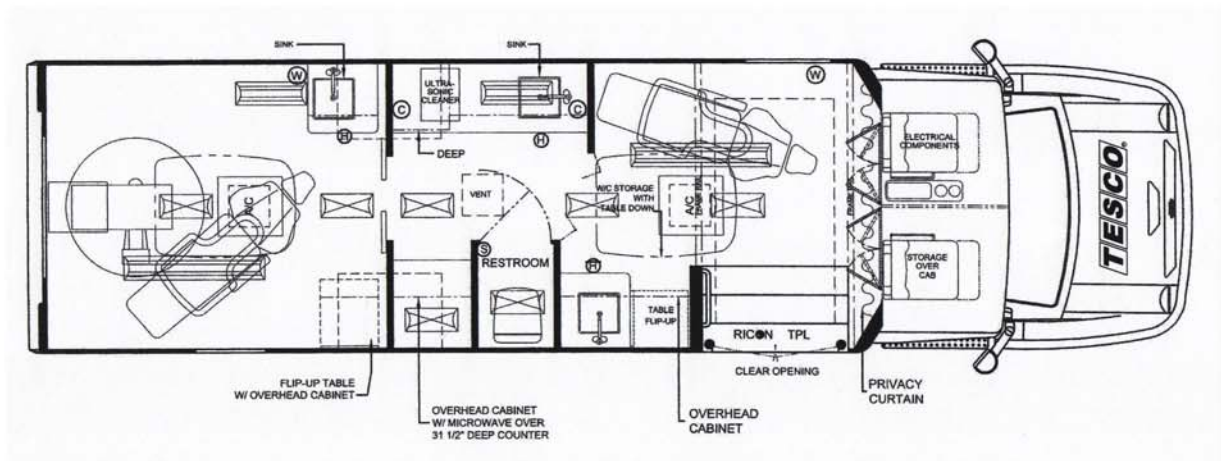




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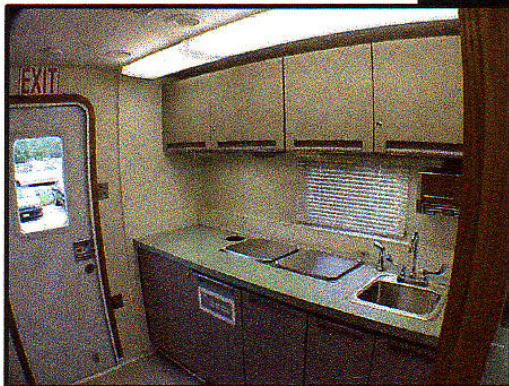
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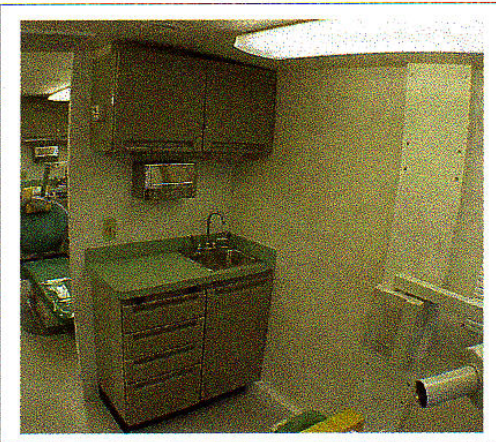
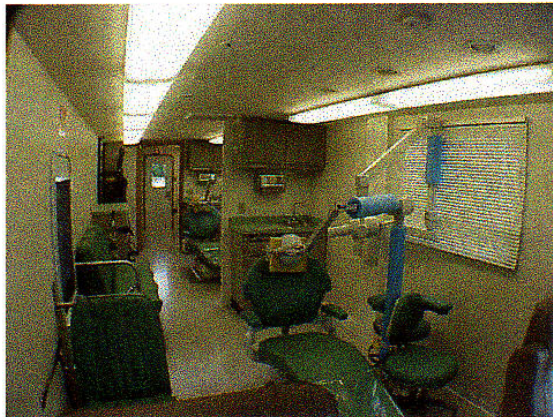
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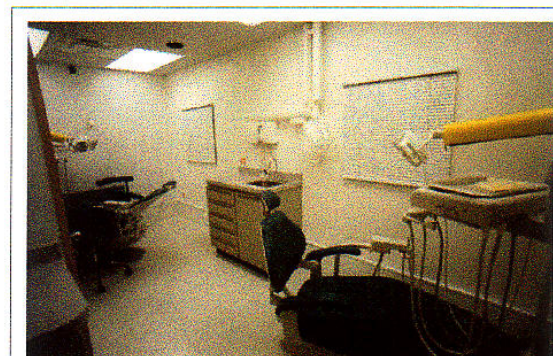
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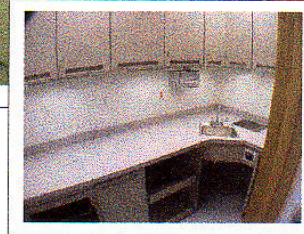
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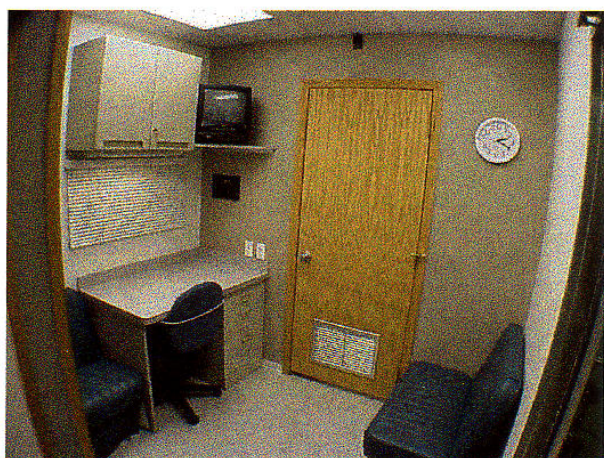
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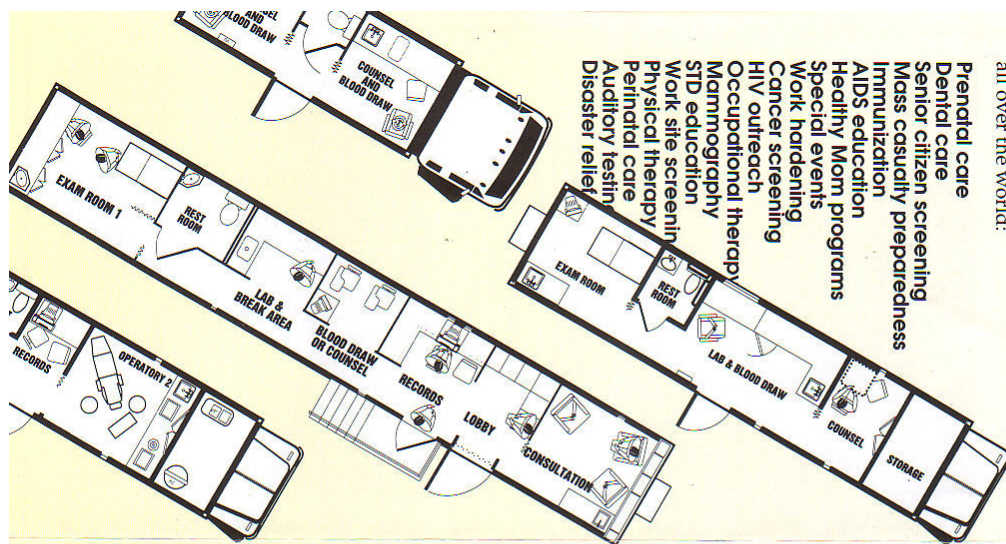
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Physical therapy
Perinatal care
Auditory testing
Disaster relief

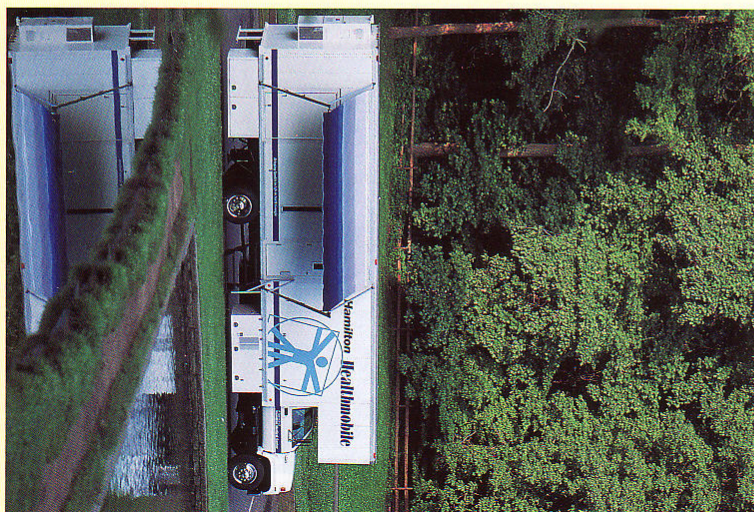


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We build 'em tough, from the ground up. And we have important quality benchmarks against which others can't measure up! Here are a few ...

1. Eight foot ceilings

Other mobile vehicles are made on recreational vehicle frames or bus bodies, which have low ceilings and curved walls. LifeLine units have tall ceilings, straight walls, and a professional appearance.

2. One piece roof

Our unique, solid roof is super-strong and never leaks. There are no lap-seams, no rivets, no holes of any kind. You stay dry for decades.

3. More storage space

With most other vehicles on the road, there's never enough room. But LifeLine clients have our exclusive front attic with more than 140 cu. ft. of extra storage! Other body frames just don't measure up.

4. Fully ducted heat and air

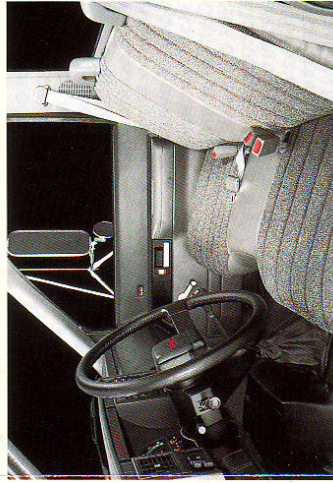
Your home and office have fully ducted air conditioning and heat delivered to each room, for proper air circulation. So does your LifeLine unit. It's professional in every way.

5. Service after the sale

Your mobile unit, backed by a full two-year unlimited mile GMC quality warranty, backed by a full two-year unlimited mile warranty. You don't get a better warranty from anyone. And after the warranty? You can get service on your vehicle from LifeLine, or any of 650 GMC service agents around the country and the world!

Every unit is Purpose Built[®] just for you.

You choose from 4 chassis models, with the interior laid out the way *you* want it. We don't make you wrestle with some cookie-cutter design that can't work for your program goals. You get what you want, when you want it.



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LifeLine Shelter Systems manufactures *low cost mobile medical and dental clinics* for neighborhood outreach. We have the right answer for your outreach program!

Drive for success!

LifeLine clients achieve success through community education and action. Read about LifeLine . . . then talk to some of our clients. They'll tell you how they've worked in their communities to *drive for success!*

Why go mobile?

In New Haven, Connecticut, a pregnant mother who used to have an hour-long, two bus transfer trip to the doctor can now merely walk across the street to the city's new mobile health clinic built by LifeLine. As the Mayor of New Haven's wife said when it opened, *"This is the best thing to happen in New Haven in a hundred years!"*

Mobile clinic units offer several distinct advantages over stationary clinics:

- ☐ Expensive equipment can be amortized over more patient locations to help cost justify an investment.
- ☐ Staff is more productive and staff costs are lower on a per-patient basis, since more patients can be seen with a mobile unit.
- ☐ Your costs are more predictable and controllable with the known costs of a mobile unit.
- ☐ Patients who otherwise might not seek care will visit a mobile unit near their home, especially those who are impoverished or elderly.
- ☐ Many patients see mobile unit care as specially designed for them, more tailored to their individual needs, and a valued community service.



Dimensions

[These dimensions are nominal, and may vary from these estimates]

EXTERIOR

- Overall height: 13 ft. 6 in.
- Overall length: 28 to 65 ft. *depending upon model chosen.*
- Overall width: 8 ft. 6 in.

REAR CABIN INTERIOR

- Ceiling: 8 ft. 0 in.
- Length: 20 - 51 ft.
- Width: 8 ft. 0 in.

TYPICAL ROOM DIMENSIONS

(Your design may differ in significant ways depending upon the model you choose.)

- Exam room: 8 x 9 ft.
- Rest room: 5 ft. 6 in. square
- Lobby: 8 x 10 ft.
- Consultation: 8 x 9 ft.
- Storage attic: 3' H x 4' D x 8' W

CHASSIS FACTS

(Your design may differ in significant ways depending upon the model you choose.)

- Base Model C7HO42 TopKick by General Motors Corporation.
- Air cleaner, dry type, Donaldson
- Dual wipers and washers.
- Halogen headlights.
- Heavy duty radiator
- Air conditioning, front cabin
- Alternator, 105 amp
- AM/FM stereo radio
- Battery - heavy duty Delco, 770 CCA
- Brakes, hydraulic power assisted split system, front/rear disc.
- Engine, gas, 366 cu.in., fuel injected
- Exhaust, single horizontal stainless steel.
- Frame - 80,000 psi yield strength hot rolled steel, reinforced
- Fuel tank, 50 gallons, left side.
- Glass - tinted Solar-Ray
- Mirrors - Outside, 7 in. x 16 in. with spots
- Paint color-white
- Seat - full width bench grey/black cloth
- Shock absorbers, rear, heavy duty
- Steering, power, hydraulic.
- Suspension, front, tapered leaf, & front axle
- Tires, Michelin low profile.
- Tow hooks, front
- Transmission temperature gauge
- Transmission, automatic 4 speed Allison AT54S
- Trim, interior, gray/black
- Wheels - 22.5 x 7.5 10-hole, Accuride DCT
- Wheels, deluxe chrome liners

Basic Specifications

Required Basic Specifications

Air conditioning.....	ducted fully-no roof top units
Alarm, burglar.....	front and rear
Awning.....	17 ft. min.
Driver compartment.....	separate from working area
Exam room.....	OB/GYN table with privacy curtain
Frame, main.....	110,000 psi
Generator.....	min. 15kw
Lighting, exterior security.....	two
Lighting, fluorescent.....	general illumination
Lighting, ultraviolet.....	two
Minimum inside ceiling height.....	8 ft. 0 in.
Minimum inside width.....	8 ft. 0 in.
Radio.....	AM/FM/CD
Rear cabin inside length.....	30 ft. inside
Refrigerator.....	nom. 4 cu. ft.-110 vac & 12 vdc
Restroom.....	min. 32 in. clear
Roof, rivets.....	none in cabin area
Roof.....	one piece, no lap seams
Smoke detectors.....	two
Stair wells inside unit.....	none
Stairs, portable folding.....	include
Television.....	VCR and monitor
Transmission.....	Automatic 4 speed
Water heat.....	in-line, continuous
Wheelchair lift.....	include
Computer.....	IBM compatible 486
Printer for computer.....	laser
Telephone.....	mobile cellular with ext. antenna
Otoscope/Ophthalmoscope.....	Welch Allyn wall mount
Sphygmomanometer.....	wall mount
Video, rear projection.....	Panasonic

RV's vs. LifeLine

Here are some of the principal differences between the construction techniques used by LifeLine and those used by RV or bus manufacturers.

- ☑ RV construction O.K. for occasional use, but will not hold up in commercial use.
- ☑ LifeLine unit doesn't use fiberglass and plastic foam to make walls.
- ☑ Full 8 foot high ceilings, for professional look and feel. No stooping or crouching to work.
- ☑ Straight and true walls, with maximum exam and consultation floor space.
- ☑ Rugged steel 110,000 psi yield strength truck frame.
- ☑ One piece leak-proof roof system with no rivets in cabin areas.
- ☑ Heavy hardwood sub-floor (over 1" thick) on top of steel I-beams under entire floor. (No cheap plywood subflooring.)
- ☑ No wheel wells in rear cabin area that interfere with floor planning.
- ☑ No step wells in rear cabin area to cause trips or to interfere with floor planning.
- ☑ Easy-care exterior with complete undercoating and corrosion painting.
- ☑ Automatic transmission for easy driving.
- ☑ Unit is 40 feet long, providing maximum working and storage space. As much useable interior room inside as we can get for a reasonable price.
- ☑ Dependable GMC engine, Allison transmission, and Eaton gear box.
- ☑ Power unit from General Motors, not some proprietary brand of engine.
- ☑ Service at any of 650 GMC dealers across America.
- ☑ Full GM-backed warranty service for at least two years and unlimited mileage.
- ☑ Special windows and doors, along with optional front and rear cabin alarm systems, help reduce chance of invasion.
- ☑ Professional furnishings that staff will enjoy and patients approve.
- ☑ When LifeLine unit arrives, rooms are ready to roll: no retrofitting.

Safety Features

- Adjustable driver's seat for maximizing posture and vision.
- Automatic transmission for ease of driving.
- 3 safety belts in front cabin with lap and shoulder restraints.
- Optional, belted chairs in rear cabin suitable for passengers.
- Safety belt reminder light on dash.
- Ergonomically designed side door handles.
- Electric warning horn.
- Back up lights.
- Smoke detectors.
- Tinted safety glass.
- Rugged 80,000 psi steel channel frame.
- Fire extinguisher.
- Turn signal system.
- Lane change indicator system.
- Hazard flasher system.
- Headlamps, with high and low beam.
- Parking lamps.
- Side marker lamps on front of vehicle.
- Side marker reflectors on rear cabin.
- Rear tail lamps.
- Rear brake lamps.
- Instrument panel lights.
- License plate lights.
- Windshield wipers, with low speed (intermittent) delay feature.
- Windshield washers.
- Outside rear view and side view mirrors.
- Spot (convex) mirrors to widen vision at the side and rear.
- Optional rear projection video for full rear viewing by driver while backing and turning.
- Passenger intercom system to speak with driver at all times.
- Sun visors.
- Window defoggers.
- Convenience center fuse panel.
- Full instrumentation, including gauges for fuel, battery/alternator, oil and coolant.
- Automatic transmission temperature gauge, with warning indicator.
- Engine tachometer.
- Warning lights for engine service, on-board computer monitored.
- Warning light for transmission, "*Do Not Shift*", which results in the on-board computer sensing a transmission problem, then choosing a gear to stay in so that you can drive the vehicle in that gear.
- Engine over-speed warning light.
- Engine road speed governor - 65 mph.
- Low coolant warning light.
- Brake system warning light when parking brake is on.
- Alarm light for "*Apply Parking Brake*" which alerts the driver that the vehicle might roll if brake is not engaged.
- Alarm light for "*Service Parking Brake*" to alert driver for brake malfunctions.
- Complete 200 page instruction manual with guides to every aspect of driving and operating the vehicle while moving or parking.

Ordering

Here is the general ordering process for the shortest delivery time:

- Choose a chassis length, either a 28' , 36' unit 40' or 48' long unit, which will give you 20, 26, 30 or 47' of unencumbered space. Shorter models have attic storage of about 165 cu. ft., and the front cabin for transporting up to three passengers.
- Provide initial deposit of \$1,000 to secure chassis.
LifeLine refines drawings and options list with you at your direction over the following two to three weeks, keeping you advised of cost changes all along the way.
- You send LifeLine your purchase order, signed contract, and deposit check for fifty percent of the purchase price.
- LifeLine builds out the unit to your specifications in approximately 12-14 weeks.
- Upon delivery and acceptance by you, the balance of the purchase price is paid to LifeLine at the time of delivery.

Shortening the Lead Time for Delivery

The longest lead time item is the GMC chassis, which is running about 10-14 weeks right now. Once we receive the chassis, we put the body frame on top of the rear frame, then finish out the interior of the unit. Total elapsed time is as short as 12 weeks, but can take as long as 20 weeks in extreme cases. An initial deposit of \$1,000 by you assures immediate entry into GM's ordering queue, and starts the time clock for delivery. The deposit is non-refundable, but may be applied to any order for up to 120 days after it is deposited.

Within three weeks after the initial deposit is received, we have to begin ordering the body frame and the major sub-assemblies like the generator and water tanks. Thus, our fifty percent deposit amount must be received by the start of Week Four, or the final delivery will be delayed for every working day the deposit is lagging. (The initial chassis deposit of \$1,000 is considered part of your fifty percent down payment.)

Common Questions

Here is a list of questions that may come your way, along with some facts and figures to help you to get an idea of the cost of operation:

How many miles will I travel a year?

Most mobile clinics get used about 5,000 to 15,000 miles a year: 10,000 is a good average. That's not much for a heavy-duty chassis like LifeLine's, but it's quite a strain on a recreational vehicle chassis that is meant only to go on vacations a couple of times a year.

How many miles per gallon will I get?

With the 6.0 liter gas engine, you should experience a fuel usage rate of about 3 to 5 miles per gallon, or a typical yearly gasoline usage of about 1,250 gallons. The CAT 3116 diesel engine gets about 7 miles per gallon. You have to add a small amount of money for fuel for the diesel generator. The generator unit will use about a half gallon of fuel for each hour it runs.

What will I spend on maintenance?

For the first 24 months (and unlimited miles) you'll only spend money on a couple of oil changes (about \$30 to \$50 each), lube jobs (another \$30 or so), and normal wear items like wiper blades. Your LifeLine warranty (through General Motors) covers engine, drive train, frame, corrosion, and more for a period of two full years!

Who maintains the vehicle?

The chassis can be maintained at any of thousands of medium-duty truck shops. We provide owners with a list of the 650 GMC dealers around the U.S., many of which service medium-duty chassis, and are only a few miles away from you. You do need to think through the normal care issues, though, such as who will wash the vehicle; who will be responsible for making sure about oil changes and checking the fluid levels; and who will be responsible for cleaning the floor of the clinic and dusting the furniture.

It's always best to have one person assigned to these duties, who can be held responsible for getting the checks made and organizing the clean-ups. Our experience is that when a group of people are responsible, rather than just one, then no one checks and no one cleans!

Where do I garage or park the vehicle at night?

Some users put in a concrete pad, with an electrical hook-up so that the unit can be plugged in and heated at night. If water is left in the pipes to the plumbing fixtures, you must protect the water from freezing, just like you do in your own house or office. The absolute *best* parking space is an

indoor, heated garage. (Some service stations will donate garage space for the clinic as a community service, if you get your service work done there.)

Will this vehicle meet tough environmental standards?

Your LifeLine mobile medical clinic chassis is manufactured by General Motors, so it will meet applicable emission standards (even California's strict standards) at no extra cost to you.

What about driver's licensing requirements?

With our easy-to-drive power steering and automatic transmission features, driving your new clinic is a snap! And because the LifeLine clinic is a two axle vehicle with a gross vehicle weight rating that is usually less than 26,000 lbs., and it is not involved in interstate commerce or hauling, you usually won't need a Commercial Drivers License. In some states, you'll need to get a class B or C license. And in some states, your current auto driver's license will do.

Are there working objectives for a clinic program?

Successful programs in mobile units aim at getting people access to services that already exist in the community. Your parent institutions probably already provide the services that you provide, but you are taking the information out to the public, educating them as to what exists, identifying needs and causes, and then connecting the patients to the institutions that can best help them.

Only *you* can formulate the measurable objectives of *your* program, but here are some other people's goals for their programs:

- ✓ Extend our educational health program to low income people in medically disadvantaged neighborhoods.
- ✓ Facilitate service to high risk areas with immunization and EPSDT services.
- ✓ Seek out pregnant women who are not receiving early and consistent prenatal care in order to reduce the number of low birthweight babies.
- ✓ Provide dental screening services to indigent underserved people in our area on a regular basis,

Common Questions

Page 2

directing patients who need complex services to appropriate centers.

- ✓ Maintain contact with program participants to follow up on base line data obtained in initial visits.
- ✓ Seek out senior citizens for skin screening and early diagnosis of skin problems.
- ✓ Provide a physical presence at special events for our organization.
- ✓ Gather groups of people with similar experiences for support and dialogue.
- ✓ Offer HIV and other STD screening, counselling and treatment on a scheduled basis.
- ✓ Provide mammography base line x-rays to at least 70 percent of the indigent female population over age 50 by 1995, with appropriate follow up x-rays on an annual or semi-annual basis for those women.
- ✓ Seek out the highest infant mortality census tracts in our area and target them for a reduction of low birth weight babies.

How do I fund a mobile program?

Collaborative efforts are frequently successful at landing grant monies from various sources. Churches, banks, and civic groups are frequent contributors. Staff is many times made up of volunteer doctors and/or nurses who only work a few hours each month. If you wish, LifeLine will provide you with free audio-visual materials such as slides or overhead transparencies, for your fund-raising effort.

Here are some specific questions about the vehicle chassis and rear cabin amenities.

Is there cruise control?

No, but the option is available from for an additional \$187.00.

Is there air conditioning in the front cab?

Yes, in both cabins.

Is there AM/FM in the front cab?

Yes, a genuine GM Delco stereo.

Is there AM/FM in the rear cabin?

We will install AM/FM/CD with a separate tuner and ceiling speakers in the rear cabin at additional cost.

What is the head room and width of the clinic area?

We have a full 8 foot 1 inch ceiling (normal room height) and it is a full 8 foot 2 inches wide.

What is the actual sq. footage of the actual clinic area?

Space varies in each model, but in our 40 ft. unit, there is 240 sq. ft. of clinic area, and more than 2,000 cubic feet of work and storage space!

What is the wheel base of the unit?

Our 36 ft. unit is 261 inches, but wheelbase varies with the model.

What is the gross vehicle weight of the unit?

It is usually rated at 25,950 lbs. for unibody models. The trailer units by themselves weigh about 24-38,000 lbs.

What size generator is on the unit?

A Kohler 15 kilowatt American-made generator is used.

What size fuel tank is there for the generator? It is 18 gallons.

What size is the electrical service?

It is a 100 amp service.

Is there shore power capability?

Yes, we provide a receptacle and 50 foot cord.

What is the size of the air and heating unit?

The unit is fully ducted, providing 18,000 BTUh for heating and 23,000 BTUh for cooling. You get a complete air exchange every 1.7 minutes!

What size and how many batteries with the generator?

The generator uses the chassis battery for starting, and acts as the vehicle's own battery charging system while it runs!

Does the unit come with an exterior awning? We can supply a 15-17 foot wide vinyl acrylic, top-of-the-line awning.

What size are the clean and dirty water tanks?

They are each 100 gallons ... more than three times the size of most RV-type vehicles.

Common Questions

Page 3

What size is the water pump?

It is a Sure-Flo 8.3 gpm, 75 psi pump.

Does a hot water heater come with the unit?

Yes, it is an in-line instant heater located undercarriage.

What floor covering comes with the unit?

We usually install a commercial grade elastomer profiled tile, or our client's choice of commercial grade carpet. Our sub-floor is the key to long lasting coverings. We have a 1.5 inch thick wood sub-floor over 3 inch deep steel I-beams that will resist flexing and chipping for decades!

Does the unit include a microwave and refrigerator? What size are they?

These two items can be installed. The microwave is 400 watts and the refrigerator is a 2 cu. ft. undercounter model. (Larger units are available.)

Is there a security alert system?

The option is available for about \$750.

Is there a logo/graphic on the sides of the unit?

Yes, your organization name is included in up to three colors over about a 16 sq. ft. area.

Does our price include delivery?

Yes, to your office door.

What furnishings come inside the unit?

All items that are shown on our sketch are included. Full cabinetry, lighting, stacking chairs, toilet, lavs, and the huge attic storage area (an extra 120 cubic feet of space, absolutely free!)

How much cabinet space do we provide?

We will build out cabinetry (top and bottom) that you specify, and compute the cost for you.

Features & Options

Optional Amenities •

BASE MODEL VAN

- ✓ Air cleaner, dry Donaldson
- Air conditioning, front cabin
- ✓ Alternator, 105 amp
- AM/FM stereo radio
- ✓ Antifreeze protection to -40 degrees
- Ash tray, lighter
- ✓ Axle, rear, 17850 lb. Eaton single speed
- ✓ Batteries, heavy duty Delco, 700 amps
- Block heater, 1000 watt (for diesel)
- ✓ Bolted suspension
- ✓ Brake, hydraulic split system
- ✓ Bumper, standard painted argent silver
- Crew cab (add 3 weeks to delivery)
- ✓ Engine, gas, 6.0 liter, fuel injected
- Engine, CAT 3116 diesel-6.6 liter
- Engine, gas, 7.0 liter fuel injected
- ✓ Exhaust, single horizontal
- ✓ Frame - 80,000 psi yield strength steel, specially reinforced
- Frame, high strength for extended rear cabin
- ✓ Freight & delivery charges included
- ✓ Fuel tank, 50 gallons left side
- Fuel tank, 50 gallons right side
- ✓ Gear ratio: 1 speed 4.33; 2 speed 4.33/5.91
- Glass - tinted Solar-Ray
- Governor, 65 mph road speed
- Hubs, oil filled front
- Mirrors-Outside, 7in. x 16in. with spots
- ✓ Paint, color-white
- Pass-thru to front cabin (req 2 bucket seats)
- ✓ Seat - full width bench grey/black vinyl
- Seat, bucket, driver, mechanical suspension
- Seat, bucket, passenger, non-suspended
- Separator, fuel/water (for diesel)
- Shock absorbers, rear, heavy duty
- ✓ Stabilizer bar, front
- ✓ Steering, power

- ✓ Suspension, front, tapered leaf, & front axle
- ✓ Suspension, rear, 21000 lb multileaf
- ✓ Tachometer, engine alarm
- ✓ Tax, tire weight
- ✓ Tires, all season rib - 255/80R x 22.5G (14 ply)
- ✓ Tow hooks, front
- ✓ Transmission temperature gauge
- Transmission, automatic 4 speed Allison AT54S
- ✓ Transmission, manual 5 speed
- ✓ Trim, interior, gray/black vinyl
- ✓ Wheelbase, 261 in.-188 in. CA-281 in. CE
- ✓ Wheels - 22.5 x 7.5 10-hole, Accuride DCT
- ✓ Wheels, painted disc, gray
- Wipers - intermittent

REAR CABIN AMENITIES

- ✓ Nominal inside height - 8ft. 1in. inside
- ✓ Nominal inside width - 8ft. 0in.
- ✓ Door framing galvanized
- ✓ DuPont Imron paint
- ✓ Undercoat - entire body
- ✓ Logo & artwork, two sides, 3 color
- ✓ Stairs, portable folding
- ✓ Rooms built with 12 ga rolled steel studs
- ✓ Rear landing gear, manual
- ✓ Kortron wall system between studs
- ✓ Triple foam insulation by Dow
- ✓ Lighting fixtures
- ✓ Cellular telephone antenna & wiring
- ✓ Generator by Kohler-10 to 20 kw
- ✓ Water tanks & pumps
- ✓ Engine service availability - nationally

SPECIALIZED EQUIPMENT

- Audiology, sound proof room
- Audiometer - GSI-16 with sound field speakers

- Autoclave with 8x14 chamber - Aquaclave 20
- Awning, exterior acrylic - 17 lin. ft.
- Cabinets and countertops, lin. ft.
- Centrifuge - 6 place Clay Adams - 3,400 rpm
- Clean air room
- Curtain, privacy around exam table
- Desk, wall mount fold down, white
- Exam light #55-1697
- Exam light, deluxe can light by Ritter
- Exam light, wall mount deluxe halogen
- Exam lighted specula, disposable
- Exam table, powered, by Ritter (119)
- Exam table, powered, by Ritter (411)
- Exam table, powered, by Ritter (75)
- Exam table, Ritter with color choices - 107
- Eye chart, plastic wall-mount - 13-1240
- Front and rear cabin alarms
- Panic button to alarm in operatory A
- Lab safe light system
- Lavatories, stainless steel
- Lighting, scene lights, halogen
- Lighting, battery back up
- Microscope SBH6100 - 4/10/40/100x
- Microwave for break time
- Otoscope/Ophthalmoscope - Welch Alyn 97100
- Otoscope/Ophthalmoscope, wall mount with heads
- Radio, AM/FM/CD
- Refrigerator for samples
- Reflotron Plus blood test unit
- Scale - Detecto adult
- Scale, pediatric by Detecto-240
- Sphygmomanometer, wall mount with cuff holder
- Sputum induction room, under negative pressure
- Stool, doctors' with foot ring
- Toilet
- Towel dispenser, vanity mirror
- UV light with shield
- Video, rear view back up system
- Video, TV/VCR (13 in.)
- Water heater, undercounter
- Wheelchair lift, power up and down
- Wheelchair transit locks, pair
- X-ray film processor-Agfa Curex 60
- X-Ray, mammography, Acoma M-2000 computerized
- X-ray, Summit chest unit

DENTAL EQUIPMENT

- Royal 16 patient chair with 5-way control
- Royal 16P patient chair with 5-way control
- Royal doctor's stool RO4P
- Royal doctor's stool RO2
- Royal assistant's stool RA24
- Royal assistant's stool RA4P
- Proma dual cart 451-00 with chip air
- Proma Daray 700E Operating light, ceiling mount
- X-Ray by Siemens, Heliodent 59-67-633
- Sterilizer SES 2000
- Dentaply Cavitron 3000
- Curing Light, Caulk Max VLC
- Amalgamator, Vari-Mix III
- Compressor, Air Star 2-1
- Processor with Loader, Pero-Pro 90000
- WhisperVac 33034
- Universal X-Ray view box by Rinn
- Highspeed Fiberoptic handpiece systems by Quiet Air
- Midwest lowspeed handpiece pack by Shorty
- Ultrasonic cleaner-PA4

PHYSICAL THERAPY EQUIPMENT

- Traction table with digital control
- Whirlpool, mobile 22 gallon
- Hydrocollator for steam packs
- Colpak chilling unit
- Paraffin bath unit
- Shortwave diathermy unit
- Ultrasound/muscle stimulator
- Treatment plinth with undercounter cabinet
- Wall pulley system
- Shoulder wheel
- Exercise cycle
- Chair, high lounge patient model

Running Costs

LIFELINE
SHELTER SYSTEMS
1-800-678-LINE

[These estimates are by no means a guarantee of your costs, which may vary significantly from those below.]

ITEM BUDGETED	UNIT OF MEAS.	COST PER UNIT	ANNUAL EXPENSE
Gasoline for 6,000 mi. per year	4 mi/gal	\$1.15	\$1,725
Diesel fuel for generator, 1,800 hrs.	½ gal/hr	\$1.10	990
Water treatment and chemicals			300
Washing of vehicle	1/week	\$25.00	1,040
Interior cleaning / janitorial	1/week	\$30.00	1,560
Sewage disposal cost	1/week	\$25.00	1,040
Engine oil/lube maintenance	3/year	\$175.00	525
Generator oil change	1 ea. 100 hrs	\$25.00	450
Engine tune up / prev. maint.	1/year	\$200.00	200
Tire repair/replacement	1/year	\$400	400
Radiator flush, belt replacement	1/year	\$100	100
Emergency road service	2/year	\$150	300
Cellular phone rate	monthly	75	900
SUB-TOTAL			\$9,530
Daily parking fees			
Insurance			
Registration/licensing			
Miscellaneous supplies			
GRAND TOTAL			

Program Check List

Here are some brief check-list items for your program:

Establishing the target market for mobile health care.

- Outlying areas with patients in rural areas.
- Urban dwelling patients without transportation.
- Other population groups.

Advantages of mobile health care.

- Increased patient perception of care.
- Increased utilization of dental services.
- Increased utilization of equipment.
- Maximizes staff productivity.
- Brings services to work sites, schools, and nursing homes.
- Staff enjoys the change to mobile service.
- Provides controlled prevention program.
- Services the needs of the underserved: medically indigent or Medicaid-eligible.
- Predictable costs for operation.
- Provides education to patients on-site.
- Elimination of cost of escorting patients to fixed clinic.
- Others.

Disadvantages of mobile units.

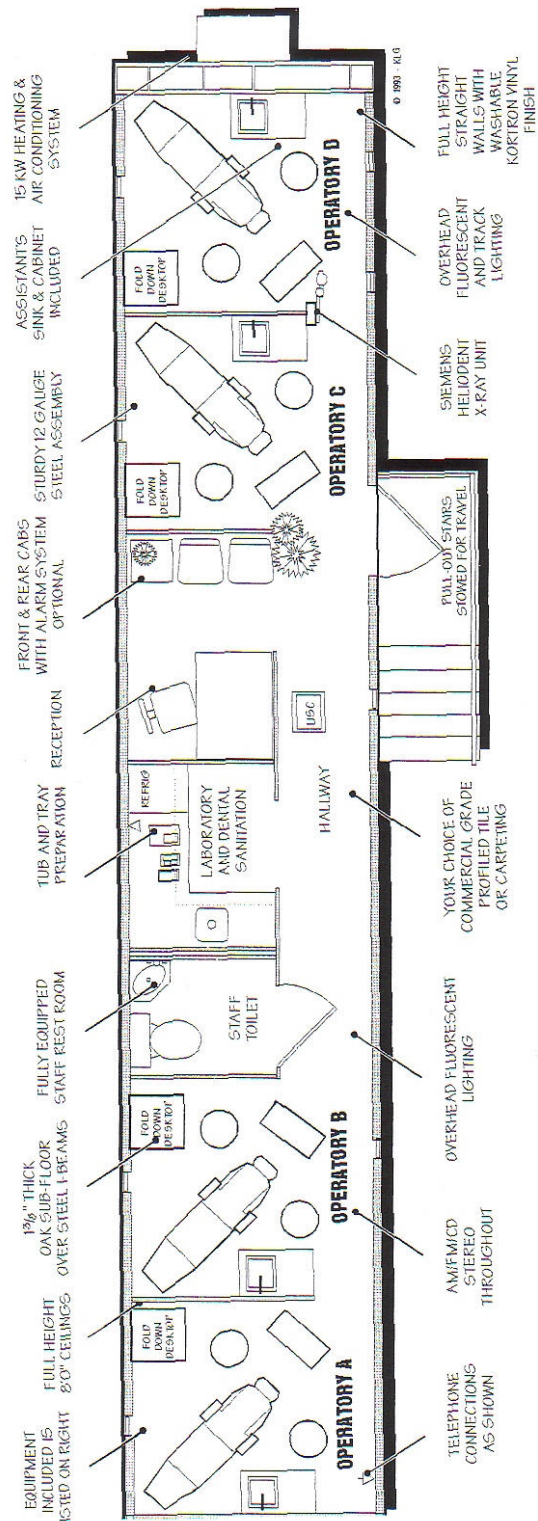
- Complex treatments are not feasible.
- Initial capital expenditure for mobile units.

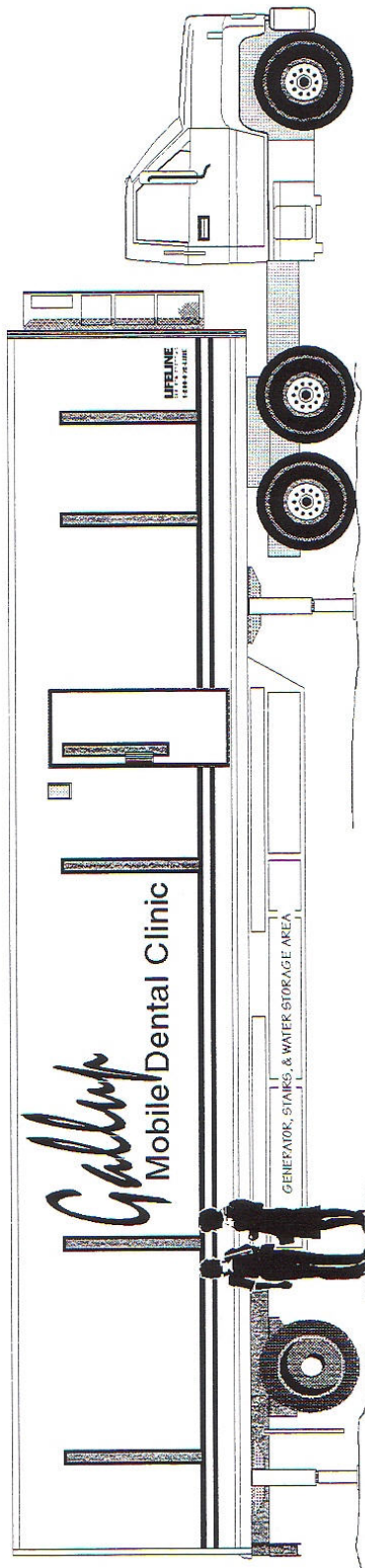
Capacities of the mobile unit.

- Vehicle size.
- Service capability (patients).
- Service capability (outreach).
- Driver training.
- Physical requirements of the exam rooms.
- Lobby size necessary.
- Rest room on board necessary?
- Equipment installed professionally?
- Equipment for sanitation work.
- Equipment for X-Ray.
- Is handicapped accessibility needed/desired?

Overview of a day.

- Schedule for the mobile unit.
- Establishing the written schedule for care.
- Appointment listings.
- Arrival at the site and mobile unit setup.
- Set up of the exam rooms.
- Treatment.
- Routine asepsis and log of sanitation performed.
- Records and or collections.



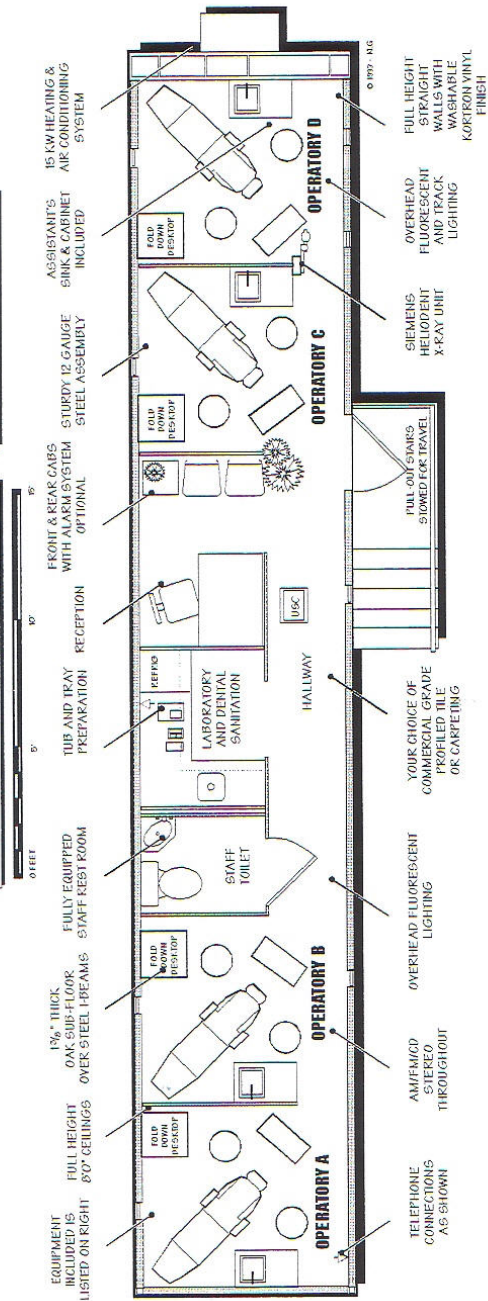


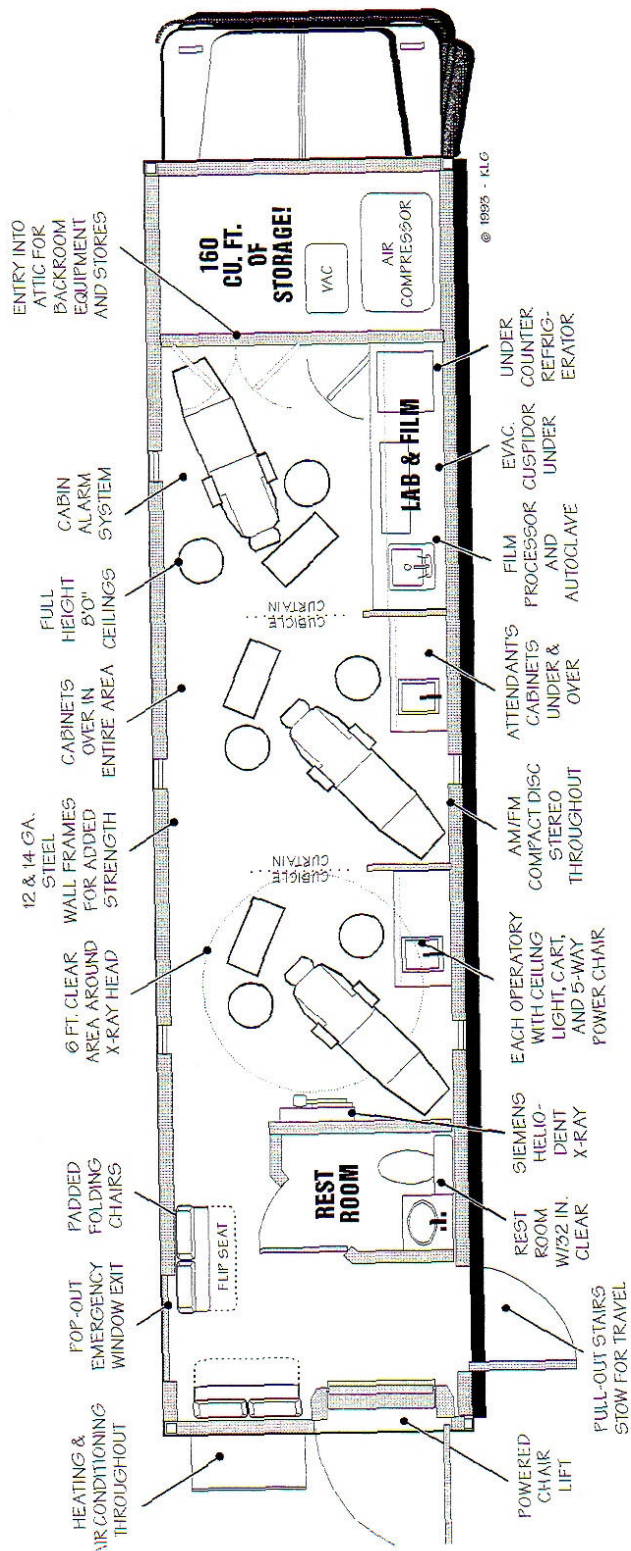
HIGH QUALITY CUSTOMIZED UNIT CONFORMS TO YOUR ORGANIZATION INCLUDED

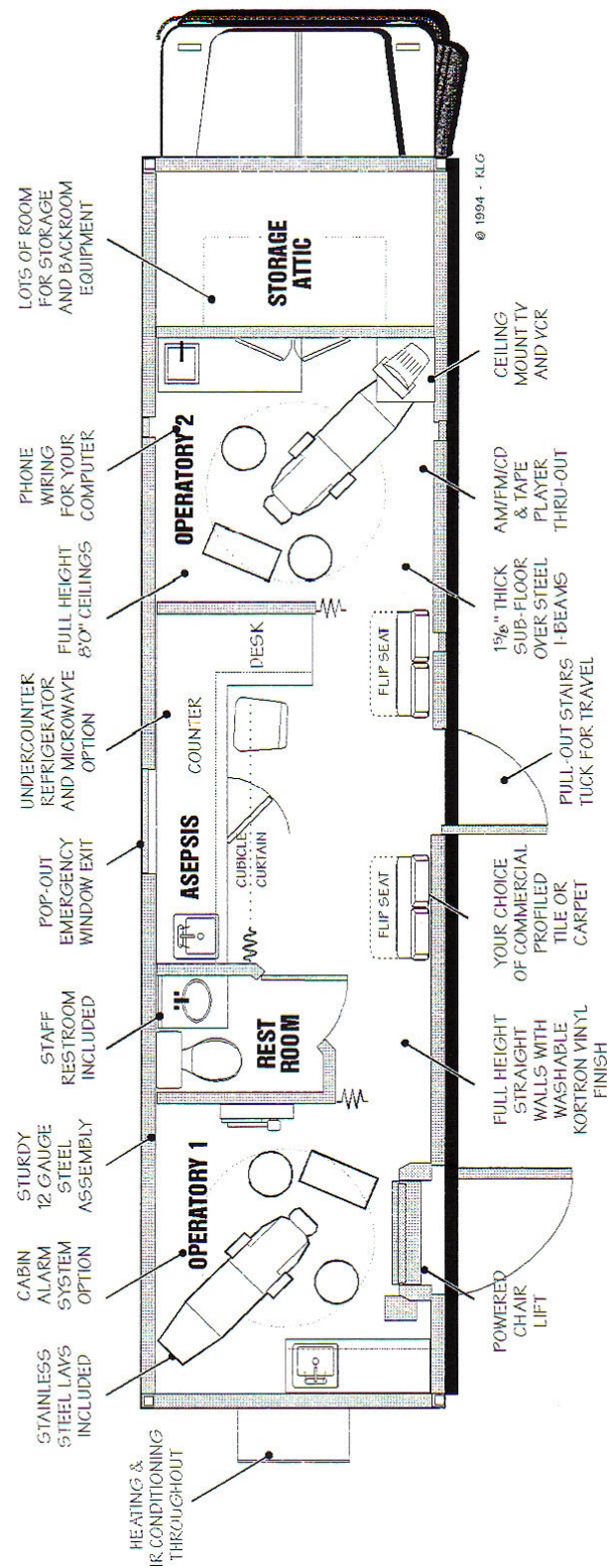
TWO SETS OF 1" ANGLE IRON RAIL FOR TEMPORARY OR PERMANENT INSTALLATION

THIS UNIT CAN BE OUTFITTED WITH DENTAL OR MEDICAL EQUIPMENT OF YOUR CHOICE.

A CONCEPT SKETCH FOR YOUR **LIFELINE** SHELTER SYSTEMS **MOBILE DENTAL CLINIC**











Home

Medical Coaches

Mobile Medical Coaches

History

Equipment

Our Team

Facilities

Mobile

Installation Services

Worldwide Representations

Customers

Service & Warranty

Engineering

Body Construction

Training

Mobile Unit

Shelving

Fluoride

Medical

Equipment

Infrastructure

Dental

Specialized

Mobile Medical Unit

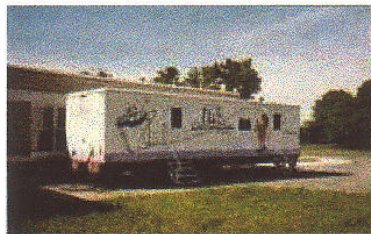
TV

Mobile Dental Unit

Medical Waste

Emergency

MOBILE DENTAL CLINICS



Mobile child care dental trailer for
Glens Falls Hospital, New York

From one-chair small vans to multiple-chair semi-trailers, **Medical Coaches** has built them all. Building a complex dental operator in a mobile unit takes special talent and experience. Equipment must be properly secured to be protected from road shock and vibration; water and air lines must not leak; wall-mounted

x-rays and lights must not fall off in-transit; on-board power generators cannot make too much noise and vibration; and equipment must be properly placed to insure there is adequate space for dentists and technicians to operate. Medical Coaches has done all of the above and more.



Spacious, state-of-the-art dental treatment room in the Glens Falls Hospital trailer

We can select designs from our hundreds of in-house drawings or custom design units for your particular needs. Please contact us for more details.



Fleet of mobile dental clinics purchased by the U.S. Navy for shipside dental service delivery

MOBILE DENTAL CLINICS

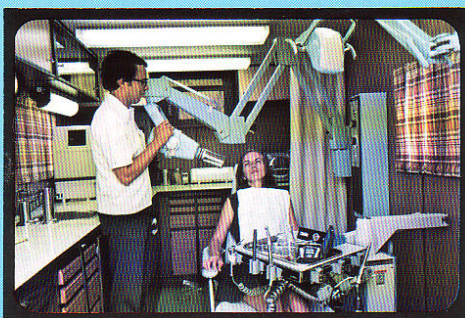
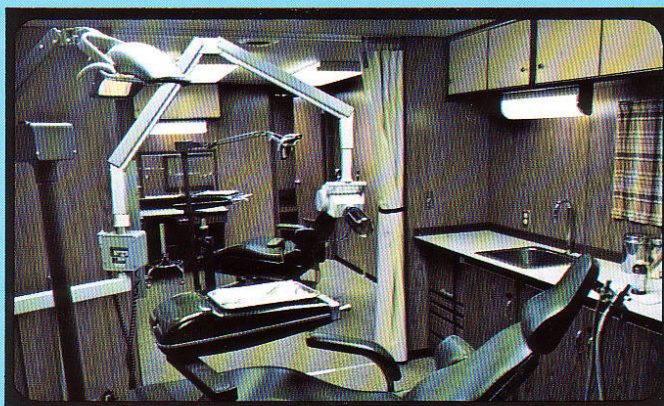
*Brings the dentist
directly to
the patient.*

MEDICOACH

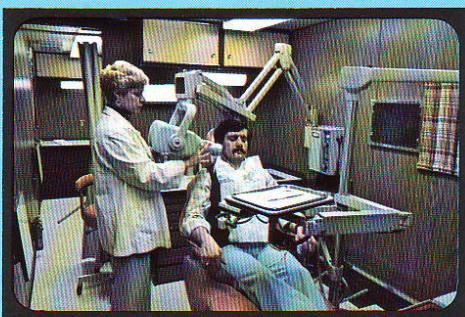
MEDICAL COACHES INC
ONEONTA, N.Y. 13820



"ELIZABETH CITY" 2-Chair Dental Trailer extends essential dental services into urban and rural area. Includes 2 full dental operator areas (with chairs, units, lights, cabinetry, air compressor, suction system, autoclave and sedation system), brushing area, dental X-ray and darkroom plus air conditioning/interior heating, plumbing system, etc.



"COMET" One-Chair Dental Clinic



"PENSACOLA" Two-Chair Dental Clinic

"JASON" One-Chair Dental Clinic

A compact, economical unit, the "JASON" is a completely self-contained, self-propelled van with transferable body. Includes installed generator, plumbing, air conditioning/heating. Dental equipment includes chair, unit handpieces, light stools, air compressor, cabinets, evacuator, autoclave, with optional dental X-ray processor and viewbox.



"SANTA FE" Two-Chair Dental Clinic

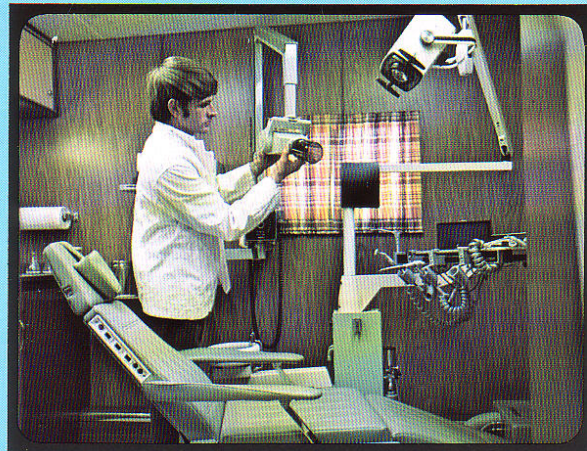
mounted on a tilt-cab and chassis. Designed to bring modern dental facilities wherever needed. Includes built-in 15 KW generator with provision for hook-up to local power sources where available, air conditioning, interior heating, plumbing system, with two fully equipped dental operatories. Many options available.

FW-1285-5M

MEDICOACH DENTAL CLINICS

AVAILABLE AS:

- * 1,2 or 3-chair units - dental operator & screening units
- * self-propelled van units - cutaway vans, two and four-wheel drive chassis-cabs, and large tilt-cabs and chassis
- * towed-trailer and semi-trailer units



"MOUNTAINEER" TWO-CHAIR TRAILER



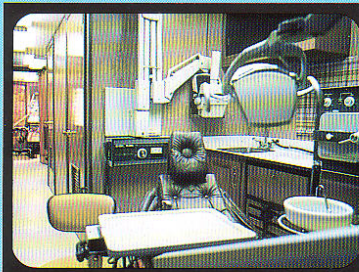
"CUTTER" TWO-CHAIR SEMI-TRAILER



"MOUNTAINEER" TWO-CHAIR TRAILER



"COMET" ONE-CHAIR VAN



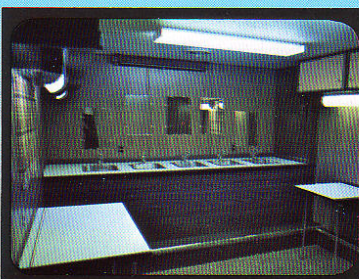
"CUTTER" TWO-CHAIR SEMI-TRAILER



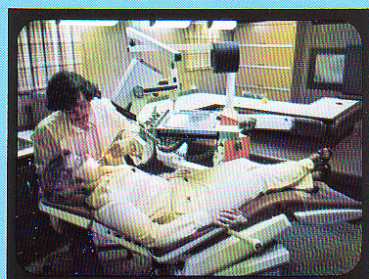
"PENSACOLA" TWO-CHAIR TILT-CAB



"DEVEREUX" Specially equipped for wheelchair-bound patients



"EAST BANK" Dental Screening Trailer with dental hygiene education area including sinks, overhead projection screen, hinged formica counters, storage closet, built-in desk.



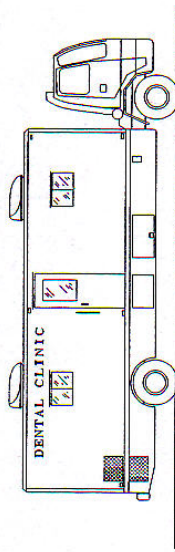
MEDICAL COACHES INCORPORATED

HEMLOCK ROAD, ONEONTA, N. Y. 13820
TELE. AC 607-432-1333 • TWX 510-241-8294

MEDICOACH



NORFOLK (USN)

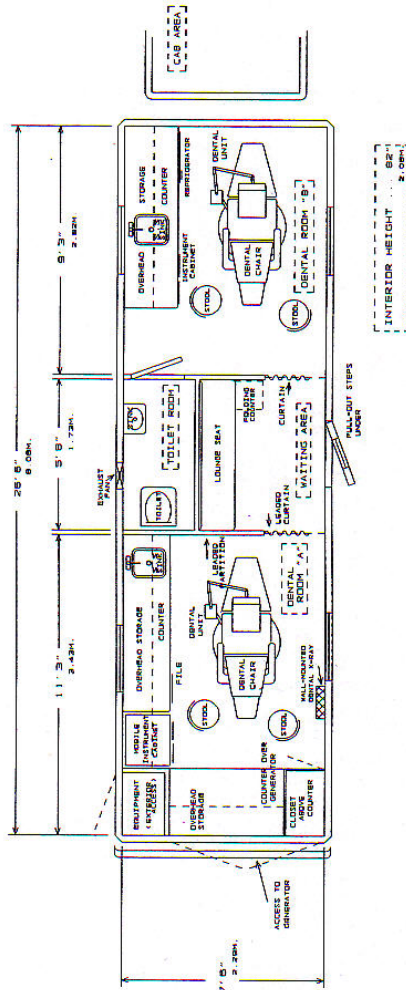


27-FOOT BODY MOUNTED ON A TILT-CAB CHASSIS

'NORFOLK'

(FOR UNITED STATES NAVY)

OVERALL LENGTH ... 35' 0"
OVERALL WIDTH ... 8' 0"
OVERALL HEIGHT ... 12' 8"

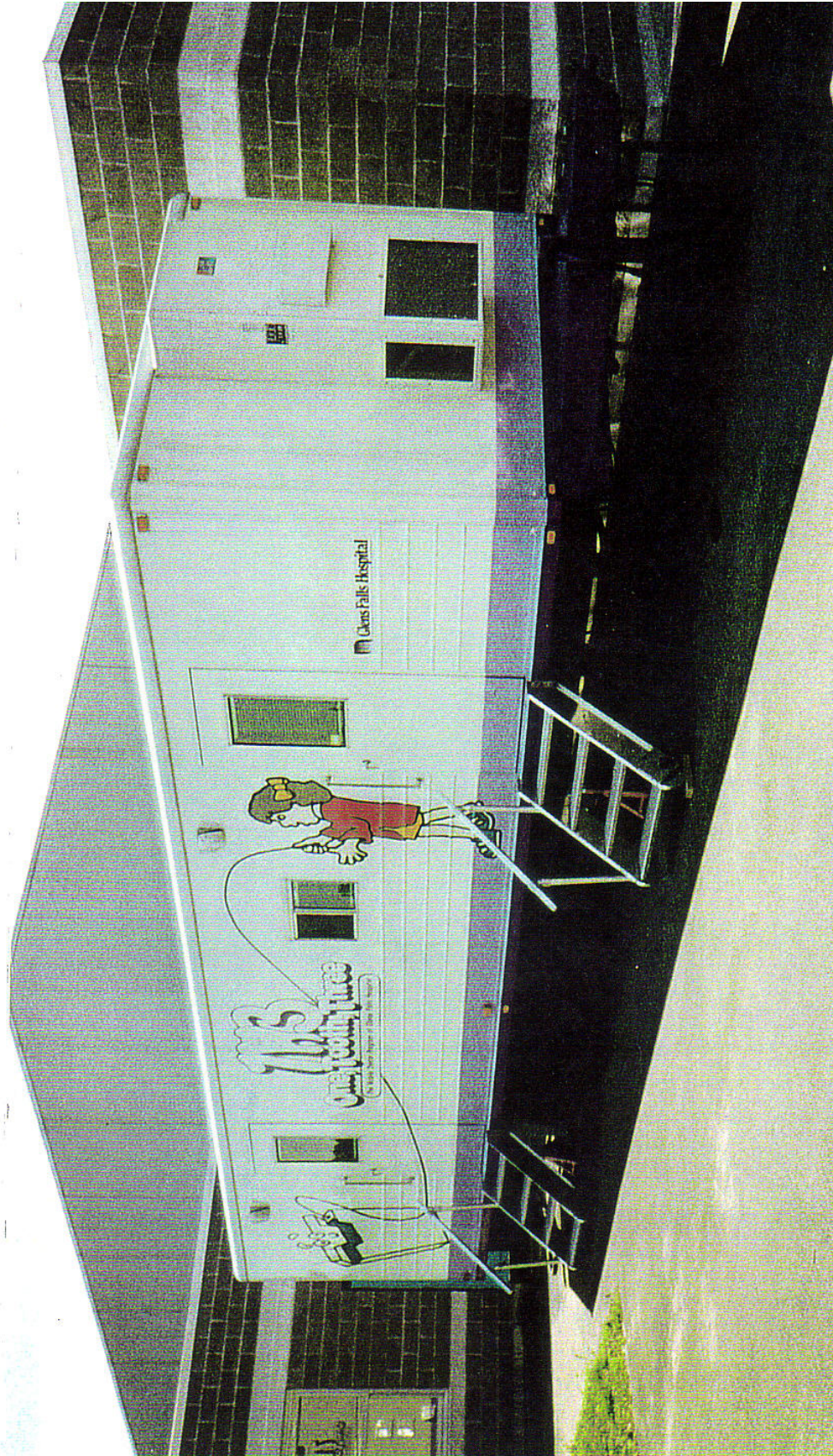


2-CHAIR DENTAL CLINIC

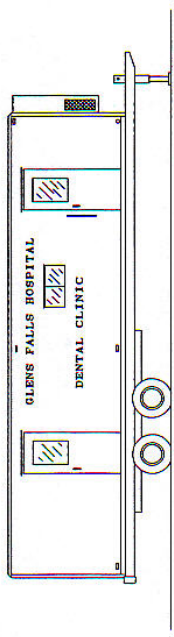
ISO 9001 CERTIFIED	MODEL IDENT NO	54409	MEDICAL COLCHES INC. DENTAL, REP. CO., S.A.
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"NORFOLK" 2-CHAIR DENTAL CLINIC			
DATE 18 DEC 1988			
DRAWN BY JLE			
US NAVY			
CHECKED BY JLE			
APPROVED BY JLE			
SCALE 1/4"=1' 0"			

REV.	DESCRIPTION	DATE
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SHEET 1 OF 1



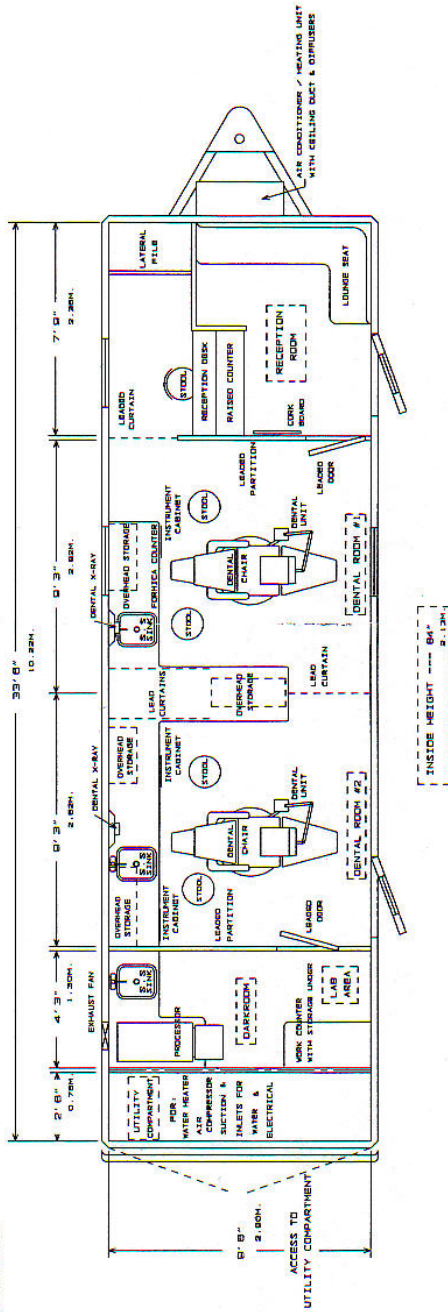
GLENS FALLS



34-FOOT LONG BY 10-FOOT WIDE TOWED TRAILER

'GLENS FALLS'

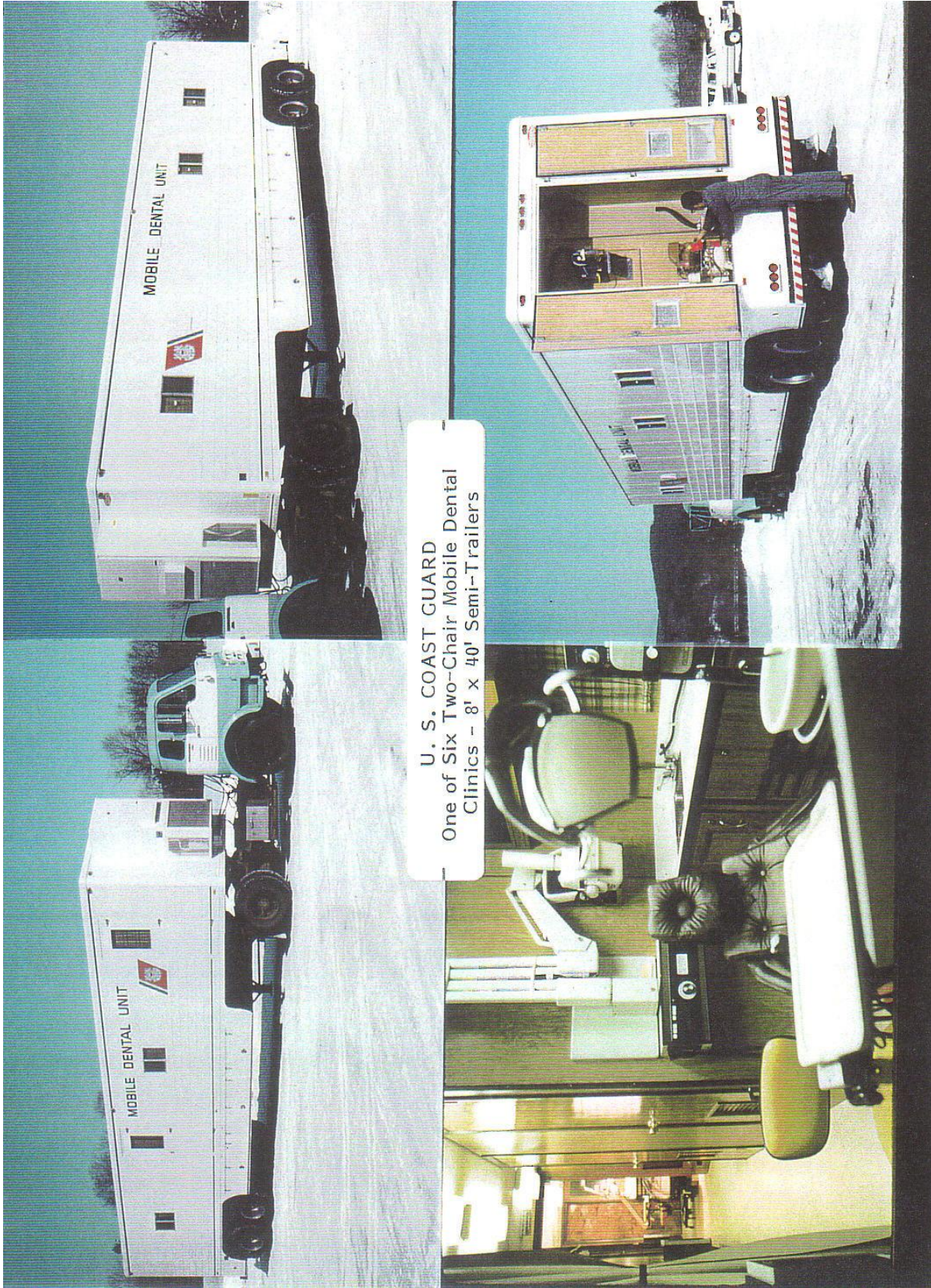
OVERALL LENGTH ... 36' 6"
OVERALL WIDTH ... 10' 0"
OVERALL HEIGHT ... 11' 2"



INSIDE HEIGHT ... 8' 4"

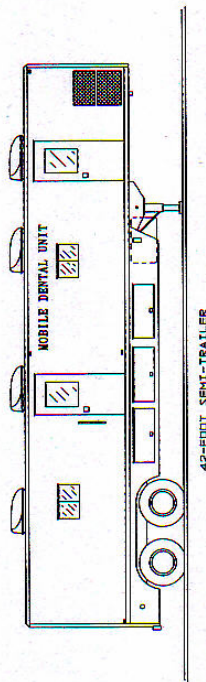
2-CHAIR DENTAL TRAILER

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GLENS FALLS		
2-CHAIR DENTAL TRAILER		
DATE 2 AUG 1989		
DRAWN BY AIC		
CHECKED BY JMS		
APPROVED BY JMS		
SCALE 1/4"=1'-0"		
393		

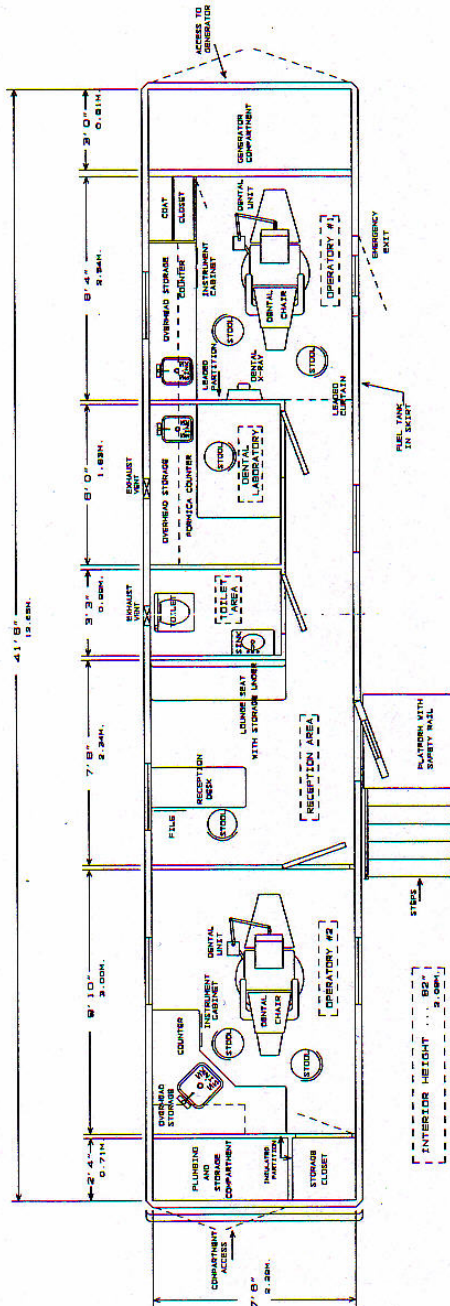


U. S. COAST GUARD
One of Six Two-Chair Mobile Dental
Clinics - 8' x 40' Semi-Trailers

MT. WHITNEY



OVERALL LENGTH ... 42' 0"
OVERALL WIDTH ... 8' 0"
OVERALL HEIGHT ... 12' 6"



2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY

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REV.	DESCRIPTION	DATE
1	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	1/24/82
2	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
3	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
4	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
5	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
6	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
7	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
8	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
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11	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
12	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
13	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
14	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
15	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
16	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
17	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
18	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
19	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
20	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
21	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
22	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
23	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
24	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
25	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
26	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
27	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
28	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
29	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
30	2-CHAIR DENTAL TRAILER WITH DENTAL LABORATORY	3/25/82
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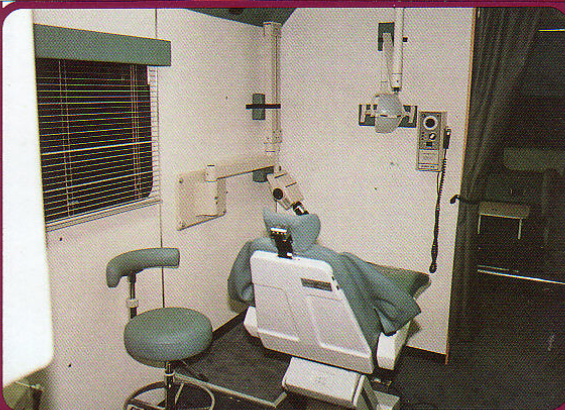
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Mobile Dental Vehicles



A Dental One mobile clinic can provide you with a fully functional dental office specifically designed to meet your specific needs. Whether your application includes community dentistry, corporate dental programs, community outreach or any number of other dental applications. Dental 1 provides the mobility and flexibility to better meet the needs of your patients and clients.

As a leader in the design and manufacture of mobile dental clinics, we have perfected Dental 1 for a variety of clinical and outreach applications. Choose from our basic floorplans or design your own specific lay out.



Dental 1 G30



Dental 1 G35



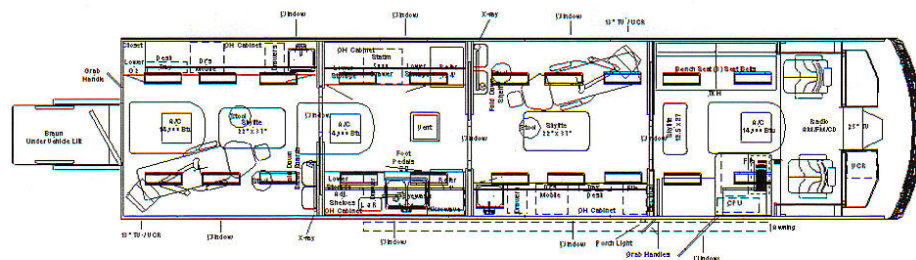
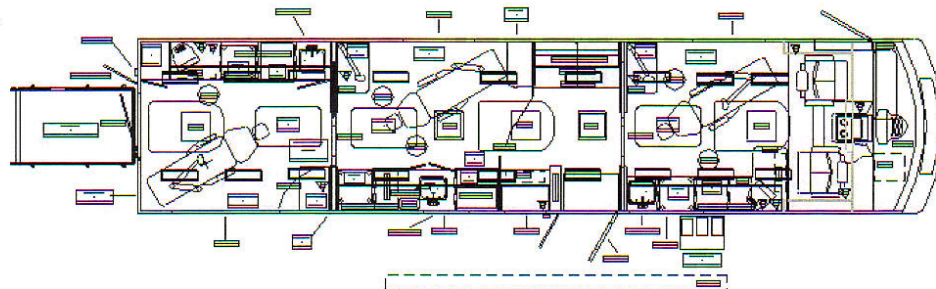
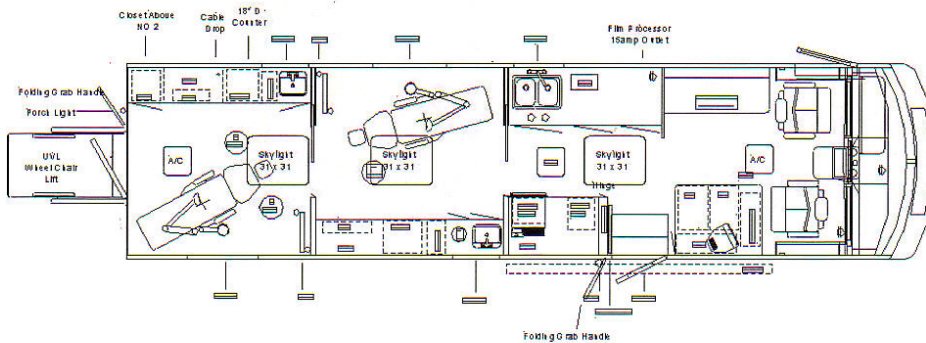
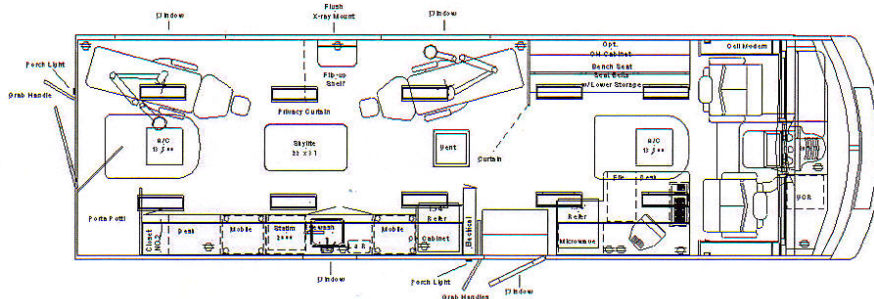
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Dental 1 mobile clinics are available in three model lengths with floorplans that can be customized to fit your specific requirements. Use the floorplans on the reverse side as a helpful reference. The key to our success has been providing customers like you with exactly what you need to fit your specific application. We won't be satisfied until you have the Dental 1 mobile clinic that perfectly suits your needs.

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