PROPOSAL KIT

Mobile medical units

Spec language, budget range, compliance statements, warranty and the vendor packet list, for a grant application or a bid file.

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Prepared October 2026. The figures in this kit are planning figures; the firm number, schedule and written warranty come with HLE's proposal for your unit.

1. What this kit is for

Whoever supplies the floor plan, the spec and the budget to an application writes the spec the vehicle is later bid against. This kit gives you all three for mobile medical units, in words you can paste: the construction and systems language from HLE's spec page, the typical price range for recent HLE units of this type, the compliance statements a bid file asks for, the warranty terms, and the list of vendor documents.

Nothing in it names a brand or a builder. Every paragraph describes how HLE builds, written so any bidder can answer it and a vague answer is easy to see.

2. Spec language

2.1 Body construction

2.1.1 The body shall be built on a welded steel cage of 1.5 in square steel tube. All structural steel shall be powder-coated on every surface before the body is assembled. Insulation shall be closed-cell board cut to each frame cavity and glued in place; stuffed or spray-patched insulation shall not be accepted. The bidder shall state the tube section and when the coating is applied.

2.1.2 Cage tube shall be stitch-welded no more than 6 in apart and built on the chassis, not on a jig and lifted on. The roof tube shall be doubled and the rear wall X-braced. The skirt shall be welded to the cage as part of the structure, not a separate panel screwed on at the floor line. Door openings shall be framed in steel inside the cage.

2.1.3 Each sidewall shall be a single pressure-laminated panel from roofline to skirt, with no horizontal seam. Window openings shall be cut from the panel. The bidder shall state the number of pieces in each sidewall and the location of every seam.

2.1.4 The roof skin shall be a single piece bonded to the cage over a steel roof structure. Fiberglass-reinforced plastic (FRP) roof skins shall not be accepted. Every roof-mounted air conditioner, mast or antenna shall bolt to a steel plate welded into the roof structure. The bidder shall name the roof skin material and state where its seams fall.

2.1.5 The subfloor shall be a resin-infused composite that does not absorb water, laid over the cage and sealed at every seam and wheel well. Plywood subfloors shall not be accepted. Where the use calls for it, the floor covering shall be seamless medical-grade sheet vinyl coved up the wall. Wheel wells shall have welded backers.

2.2 Materials

2.2.1 Every structural steel component shall be sandblasted, chemically washed and powder-coated before assembly. Primer or paint on structural steel shall not be accepted. The bidder shall state the coating process and whether it covers every face of the steel.

2.2.2 Insulation shall fill the full depth of the frame tube, with no air gap behind the wall. The bidder shall state the insulation type and how it is fixed.

2.2.3 The sidewall inner layer shall not wick water. The subfloor shall be no less than 5/8 in thick, edge-encapsulated and sealed at every cross-member.

2.2.4 Cabinetry shall be solid hardwood with stainless hardware. Panels in wet areas (at sinks, refrigerators and wash-down floors) shall be resin-infused composite (PerformMAX 500 or equal), not plywood, with sealed edges. Particleboard shall not be used in any cabinet or panel. The bidder shall

name the cabinet material.

2.2.5 Wire pass-throughs in steel shall be fitted with grommets so no wire rides a raw edge.

2.3 Electrical

2.3.1 Wire harnesses shall be built to length in a harness shop, with marine-grade connectors on every exterior connection. Every circuit shall be labeled at both ends. Butt connectors and tap splices shall not be used. A panel drawing for the unit shall be delivered with the vehicle.

2.3.2 Each harness shall be laid out on a full-size board, with wire loom over printed wire. Every electrical connection shall receive corrosion protection, not only the battery posts.

2.3.3 The generator, shore-power connection and battery backup shall be sized for the real equipment load, with battery backup for refrigeration and IT where the unit carries them. The bidder shall state the generator capacity and the load it was sized for.

2.3.4 Wiring documentation shall be delivered with the vehicle for the fleet shop.

2.4 HVAC

2.4.1 HVAC shall be sized for the unit, the people and equipment inside it, and the climate it works in. Where equipment produces heat (imaging, electronics, network racks), the system shall be sized for the equipment heat load, with humidity control where the equipment maker requires it. The bidder shall state the capacity and the load it was sized for.

2.4.2 Every roof-mounted air conditioner shall bolt to a steel plate welded into the roof structure, not to the roof skin.

2.4.3 Insulation shall give full coverage of every wall, roof and floor cavity, with no condensation pockets.

2.5 Compliance and testing

2.5.1 The vehicle shall comply with all applicable Federal Motor Vehicle Safety Standards (FMVSS). The bidder shall supply a compliance statement with the bid.

2.5.2 Where the purchase requires it, the vehicle shall meet the ADA vehicle accessibility requirements of 49 CFR Part 38, and the bidder shall supply the statement.

2.5.3 Where the purchase requires it, the vehicle shall have completed FTA bus testing under 49 CFR Part 665 (Altoona), and the bidder shall supply the test report.

2.5.4 For a federally funded purchase, the bidder shall supply Buy America documentation.

2.5.5 Every unit shall be water-tested before delivery in a spray booth under full spray for no less than 15 minutes, with a person inside checking for leaks, followed immediately by a road test with a person inside checking again. The road test shall include hard braking and acceleration. A final inspection packet, signed off by each department, shall be delivered with the vehicle.

2.6 Warranty

2.6.1 The bidder shall warrant the body structure (cage and body) for no less than 5 years / 100,000 miles, the subfloor for no less than 7 years, and the conversion for no less than 3 years / 36,000 miles, or equivalent, and shall state each term in the bid. No term shall prorate or step down with age or mileage.

2.6.2 The bidder shall keep replacement parts available for no less than 2 years beyond the warranty period, and shall state any exclusions (for example corrosion from road chemicals) and any maintenance the warranty requires (for example roof reseal intervals).

2.6.3 The chassis and drivetrain carry the chassis maker's warranty. Installed equipment carries its maker's warranty; the bidder shall handle equipment warranty claims for the purchaser.

2.6.4 Warranty registration and the first service date shall be completed at delivery.

2.7 Documentation required with the bid

2.7.1 The bidder shall submit: (a) a floor plan drawing of the proposed unit; (b) a response to each paragraph of this specification naming the material, section or grade used; (c) a price with major equipment itemized and customer-furnished equipment on separate lines; (d) the compliance statements required above; (e) the delivery schedule, stated in days after the signed order, deposit and chassis.

2.7.2 The bidder shall include with the bid: (a) a certificate of good standing from its state of incorporation; (b) its vehicle manufacturer or converter license issued by the state where it builds, where that state licenses manufacturers or converters; (c) FMVSS certification for the completed vehicle; (d) a signed Buy America certificate where federal funds apply; (e) a current certificate of insurance; (f) references for comparable units delivered, with contacts; (g) the warranty terms in writing, as required in section 6.

2.7.3 At delivery the bidder shall supply the panel drawing, wiring documentation, the signed final inspection packet and warranty registration.

3. Budget range

$130,000 – $400,000

Typical range for recent HLE units, from the lowest sold to the highest quoted. Larger or more heavily equipped units run above it; your number comes with the proposal.

What moves the number

Driver	Choices
Platform and length	Ford Transit, Ram ProMaster or Mercedes-Benz Sprinter van · Ford E-350 / E-450, Chevrolet 4500 / 5500HD or Ford F-450 / F-550 cutaway · Ford F-650, Freightliner S2C, International MV607 or Ford F-53 / F-59 medium-duty · HLE-built 20' to 38' bumper-pull or gooseneck trailer
Exam rooms and stations	One exam room on a van, one or two on a cutaway, multi-room clinics on medium-duty; waiting and reception, provider workstation, restroom with holding tanks
Major equipment	Clinical sinks with hot water, medical-grade cabinetry, medical refrigeration, medical gas where required, lead lining for imaging, telehealth connectivity. HLE-supplied or customer-furnished; customer-furnished equipment is itemized separately.
Access and power	ADA wheelchair lift or ramp · generator sized for the real equipment load · shore power · battery backup for refrigeration and IT · HVAC sized for the climate

Customer-furnished equipment is itemized separately. Terms on HLE proposals: 50% deposit; standard delivery 3 to 6 months after the signed order, deposit and chassis.

4. Compliance statements

Requirement	HLE
FMVSS	Every HLE body is FMVSS compliant. A compliance statement is supplied with the bid.

Requirement	HLE
ADA, 49 CFR Part 38	Built to the ADA vehicle accessibility requirements of 49 CFR Part 38 when the purchase requires it.
FTA Altoona testing, 49 CFR Part 665	Bus testing under 49 CFR Part 665 when the purchase requires it; the test report is supplied.
Buy America	HLE signs the FTA Certificate of Compliance with Buy America Rolling Stock Requirements (49 U.S.C. 5323(j), 49 CFR 661.11) for each unit sold under an FTA-assisted contract.
FTA transit vehicle manufacturer (TVM)	HLE is on the FTA list of eligible transit vehicle manufacturers (TVMs), which makes it eligible to bid FTA-assisted transit vehicle contracts. FTA is issuing no TVM eligibility letters for FY2026 and points buyers to that list (FTA Office of Civil Rights to HLE, Feb 4, 2026). HLE is a TVM, not a certified DBE.
DBE Liaison Officer	Creasy McKinzie, through the main line, 574-343-2150.
ISO 9001	ISO 9001 certification in progress.

5. Warranty

The terms HLE's specialty-vehicle proposals quote. The written warranty for your unit comes with the proposal and governs.

Part	HLE term	What to check on any proposal
Conversion	3 years / 36,000 miles	What the conversion covers by name: cabinetry, electrical, plumbing, HVAC install. Ask for the written terms, not the proposal line.
Structure (cage and body)	5 years / 100,000 miles	Whether the structure term is separate from the conversion term, and whether it covers the welds and the roof-to-wall joint.
Subfloor (Huber PerformMAX 500 panel)	7 years against rot and water damage	Whether the subfloor is covered against rot and water damage, and what inspection the term requires.
Other equipment	The equipment manufacturer's warranty	Who you call for each piece of equipment, and whether the builder handles the claim or you do.
Chassis	The chassis manufacturer's (OEM) warranty	Where the nearest chassis dealer is that will do warranty work on your unit.

- Nothing prorates or steps down with age or mileage.
- Replacement parts are available for at least 2 years beyond the warranty period.
- Corrosion from road chemicals is excluded.
- Vans and conversions: the roof is resealed every 12 months to keep the warranty.
- The two written documents are the conversion warranty (vans and conversions, 36 months / 36,000 miles) and the structural body warranty (HLE-built bodies, 5 years / 100,000 miles); an HLE-built specialty body carries both, a van upfit carries the conversion warranty. The 7-year subfloor term in each is for the Huber PerformMAX 500 panel HLE installs.
- Where the written warranty says "dealer", read HLE's warranty department for a unit bought direct from HLE: registration, claims and scheduling go through the main line or warranty@hleinc.net.

- Transport to the plant or a service center is the owner's cost, as the written warranty states. When warranty work can be done on site, HLE sends its field-service trailer to the unit at no charge.

6. Lead time

Standard delivery: 3 to 6 months after the signed order, deposit and chassis. Trailers: 3 to 4 months after the signed order, deposit and trailer.

7. Vendor packet

Document	What it is	Status
W-9	Current (2026), signed. Downloads right after the vendor-packet form at hleinc.net/buying/vendor-packet/ is sent (the link works for 72 hours).	Download after the form
Sourcewell partnership letter	Olathe Fleet (Olathe Ford Sales, Inc.) letter of October 15, 2026 confirming HLE as an authorized upfit partner under Sourcewell contracts 032824-OLA and 081325-OLA: eligible members buy without additional competitive bidding.	Download: hleinc.net/docs/HLE-Sourcewell-Partnership-Letter-Olathe-Fleet-2026-10-15.pdf
Buy America certificate	FTA Certificate of Compliance with Buy America Rolling Stock Requirements, signed per unit for FTA-assisted contracts; pre-award and post-delivery forms.	On file
FTA TVM eligibility	On the FTA list of eligible transit vehicle manufacturers; FTA issues no TVM letters for FY2026 and refers buyers to the list.	FTA list
Indiana certificates	Certificate of incorporation, certificate of good standing, retail merchant certificate, Indiana manufacturer and converter licenses.	On file
Capability statement	Company overview, registration IDs and NAICS codes. Being refreshed.	Being refreshed
References	Organizations HLE has built for, with contacts, supplied on request.	On request
Certificate of insurance (COI)	Issued for your organization by HLE's agent.	Current certificate on request

Registration

ID	Number
SAM.gov UEI	YD71T9U731B1
CAGE	9ANW5
DUNS	118440657
NAICS	336211 (primary); 323111, 336111, 336112, 336120, 336212, 336213, 336214
Indiana manufacturer license	2248559

8. How to use this in your application

1. **Describe the vehicle.** Use the spec language as the technical description in the application or the solicitation. Edit it to your program; every paragraph is written so any bidder can answer it.
2. **Budget justification.** Carry the budget range in section 3 as the vehicle line until you have a firm number. Ask HLE for the dimensioned sheet and a proposal in your organization's name; that proposal is the number to submit.
3. **Project timeline.** Standard delivery is 3 to 6 months after the signed order, deposit and chassis. Put the order date in your timeline working back from the date the unit has to be in service; chassis supply is the usual variable.
4. **Procurement.** If the award requires competitive procurement, the spec language goes into the solicitation as written. Spec paragraph 2.7.2 lists the documents any bidder submits with the bid; section 7 lists HLE's own.
5. **Cooperative purchasing.** Eligible Sourcewell members (government agencies, educational institutions and nonprofits) can buy without a separate solicitation: HLE is an authorized upfit partner of Olathe Fleet under Sourcewell contracts 032824-OLA and 081325-OLA (Olathe Fleet letter of October 15, 2026, in the vendor packet). HLE coordinates the purchase order with Olathe Fleet and submits a quote that references the Sourcewell contract; HLE builds the unit. Ask for the Sourcewell route with your proposal.
6. **Vendor file.** The W-9 and the Olathe Fleet Sourcewell letter download from hleinc.net/buying/vendor-packet/; the other vendor packet documents (section 7) are sent on request, and a current certificate of insurance is issued for your organization.
7. **Ask.** Call 574-343-2150, 7:30 to 4:30 Eastern, and ask for Tabatha, or request a proposal at hleinc.net/request/.