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# Ports of Wilmington and Philadelphia (DE-PA) Dray Truck Replacement Program Application



*The DE-PA Dray Truck Replacement Program provides funds to replace older vehicles with more emission-efficient engines with the goal of reducing air pollution and greenhouse gases associated with the transport of goods to/from participating ports.*

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The Ports of Wilmington and Philadelphia (DE-PA) Dray Truck Replacement Program provides up to \$30,000 toward the purchase of a newer, cleaner, Class 8 drayage truck. This voluntary program allows owner-operators and fleet owners to purchase a more emission-efficient vehicle with a **2014 or newer engine (MY 2015 or newer truck)**. The program is intended to reduce air pollution and greenhouse gases associated with the transport of goods to and from the Ports of Wilmington, Delaware and Philadelphia, Pennsylvania.

## Eligible Applicants

- Applicants must provide regular drayage truck services to either the Port of Wilmington, DE or Philadelphia, PA; or an associated railyard. Proof of port service is required.
- Independent owner-operators (IOOs) and fleet owners may apply.
- Applicants must currently own and operate the existing truck and must have owned and operated the truck for at least two years, according to the date on the title.
- Eligible trucks to be replaced must meet the following criteria:
  - Engines must be between 1997 and 2009 (truck MY 1998-2010).
  - Class 8 with a GVWR of 33,001 pounds or more.
  - Fully operational (able to start, move in all directions and have all necessary parts to be operational).
  - Street legal (registered and insured).
  - Used to regularly transport cargo to/from a participating port.
  - Have at least three years of remaining life.
  - Have accumulated at least 7,000 miles each year for the past two years.

Documentation must be sent with the application verifying the make, model, engine serial number, engine family name, and year of truck in question.

- Applicants must be in relatively good financial standing and be prepared to cover the remaining cost of the replacement truck before being approved for funding. (Note: *Certain financial circumstances may prohibit some applicants from participating in this program.*)

## Important Program Information

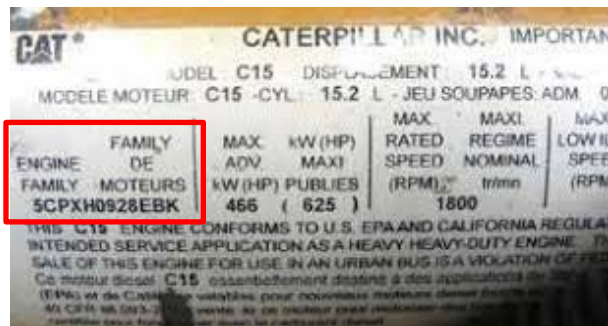
- **Completion of this application and submission of all supporting documentation does not guarantee grant funding under the DE-PA Dray Truck Replacement Program.**
- All completed applications will be considered on a first-come, first-serve basis. Only applications considered complete will move forward.
- Enrolling in this program may take a considerable amount of your personal time and effort. The estimated time to complete all preliminary steps is approximately 2 to 3 hours for paperwork and phone calls with program staff.
- The program requires early replacement; therefore, trucks being replaced as part of normal fleet expansion are not eligible.
- Any awarded grants will cover up to, *but no more than*, 50% of the replacement truck purchase price, or a maximum of \$30,000, whichever is less.
- After acceptance into the program, applicants must select a new truck with **(MY 2014 or newer engine)** from a list of **program-authorized truck dealers**.

- New equipment must be purchased and old equipment scrapped only when advised to do so by a MARAMA staff member. **Any new truck purchased or old truck scrapped prior to MARAMA approval is ineligible for grant funding.**

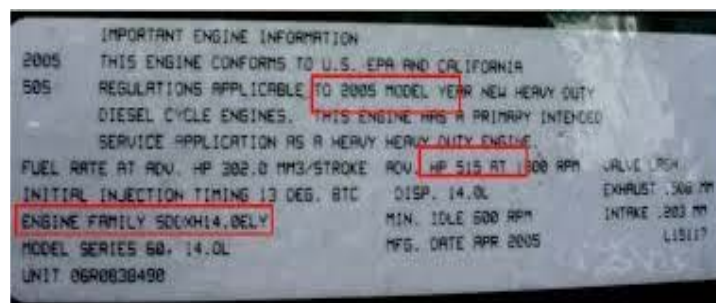
## Application Requirements

Applicants must complete ALL sections of the application and sign and date where prompted to verify that the information is true and that truck to be replaced is **currently operational** and being used to transport cargo to/from the Port of Wilmington (DE) or Philadelphia (PA). Please type or print legibly all items except the required signatures. Printed applications must be in black or blue ink. Applicants must provide copies of the following documentation. All supporting documentation (i.e. title, registration) must be in the owner's name.

- **Truck title** – must show “NO LIENS” (or a lien release signed, dated and stamped by the lien company), model year of truck (MY 1998 to 2010), and indicate at least two years of ownership (according to date listed on the title).
- **Proof of vehicle registration** – registration must be current and not expired (*registrations that expire prior to acceptance in the program must be updated*).
- **Proof of insurance** – must show two consecutive years of coverage for both primary liability (cargo) and non-trucking liability (bobtail) insurance. *Licensed motor carriers/fleet owners must also provide a list of all trucks insured under their policy.*
- **Driver's license** – copy of the truck driver's license.
- **Transportation Worker Identification Card** – front and back copy of the truck driver's TWIC.
- **Proof of port service** – applicants must provide documentation that shows regular port service to/from the Ports of Philadelphia; Wilmington, DE; and/or an associated railyard. Acceptable documentation includes Terminal/Equipment Interchange Receipts, Bills of Lading, and/or trip tickets. Documentation verifying *at least five trips within the past month and each month for the prior three months* is required.
- **Photograph of the fuel sticker(s)** – in general, located on the door of the truck.
- **Photograph of the engine nameplate** – in general, permanently affixed to the truck engine. The EPA Family Name/Number must be clearly visible (see photos below for examples).



Caterpillar Engine Example



Detroit Diesel Engine Example



*Cummins Engine Example*

- **Photograph of the VIN plate** – in general, permanently affixed to the truck engine, with the VIN clearly visible.
- **Photograph of the truck** – to help ensure that the truck is currently operational and servicing the port, the photo should be taken outside the port/terminal with both the license plate and cargo clearly visible (see photo below).



*Truck outside the port with gate in background*

- **Data Universal Numbering System (DUNS) number** – this is a unique identifier that verifies the existence of a business entity. All U.S. Government grantees can receive a DUNS number free of charge by applying online at: <http://fedgov.dnb.com/webform>. For assistance, please call 866-705-5711.

**Application Checklist** (*\*Incomplete applications will not be considered*)

1. \_\_\_\_\_ Signed and completed application to the contact listed at the bottom of this page.
2. \_\_\_\_\_ Copy of the DMV title for the truck to be replaced.
3. \_\_\_\_\_ Copy of the current registration for the truck to be replaced.
4. \_\_\_\_\_ Proof of insurance for the past two years (both primary liability/cargo and non-trucking liability/bobtail) for the truck to be replaced. Licensed motor carriers/fleet owners should also provide a list of all trucks insured under their policy.
5. \_\_\_\_\_ Copy of the truck driver's valid driver's license.
6. \_\_\_\_\_ Copy (front and back) of the truck driver's valid TWIC card.

7. \_\_\_\_\_ Copies of Terminal/Equipment Interchange Receipts, Bills of Lading, or other proof of regular port service (*at least five trips within the past month and each month for the prior three months*).
8. \_\_\_\_\_ Photo of fuel sticker(s) on door of truck.
9. \_\_\_\_\_ Photo of engine nameplate with EPA Family Name/Number clearly visible.
10. \_\_\_\_\_ Photo of VIN plate with VIN # clearly visible.
11. \_\_\_\_\_ Photo of truck to be replaced at the port with license plate and cargo clearly visible.
12. \_\_\_\_\_ DUNS number.

### Program Checklist (after application is approved for funding)

1. \_\_\_\_\_ Photos of your old truck before and after scrappage and proper documentation from a scrap company (*only when a MARAMA staff member informs you to do so*).
2. \_\_\_\_\_ DMV title AND paid invoice for new truck (*only when a MARAMA staff member informs you to do so*).

### Complete and Submit Application to:

**By Email only:** Medessa Burian at [msburian@umd.edu](mailto:msburian@umd.edu)

For more information or questions, please call Medessa Burian at 301-807-8233, or visit our website at <https://tinyurl.com/yrn4rnby>.

### Financial Readiness Considerations

Once your application to the truck program is approved, obtaining financing (a loan) in order to purchase a new truck will also involve hours of your time. Approval for financing is solely done by financial institutions and is generally based upon your credit report and credit score. A credit report is a record of your credit history. Other factors may be reviewed by the financial institution before financing is approved. Below is a list of questions that are commonly asked by financial institutions when reviewing financing applications. We are not asking you to supply this information to program, but please consider these questions before choosing to apply for truck replacement.

- ***Have you had a bankruptcy within the last 4 years?***
- ***Do you have a foreclosure or lien in your recent financial history?***
- ***Do you have an open federal tax lien?***
- ***Do you have a prior repossession in your past?***
- ***Is your credit score below 600?***
- ***Do you consistently pay bills late?***

Please note that answering “yes” to any or all of these questions may impact your chance of obtaining financing, but ultimately that decision is up to the financing institutions. *It is the responsibility of each program applicant to find the best financing situation to meet his or her individual needs.* Please contact program staff if you have questions about the financing process.

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# DE-PA Dray Truck Replacement Program

## Funding Assistance Application

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### I. COMPANY INFORMATION (Please type or print legibly.)

Which port(s) do you serve? Wilmington, DE ____ Philadelphia, PA ____		
Which Terminal(s) do you serve (list names)?		
Are you an Independent Owner Operator or a Licensed Motor Carrier?		
Company Name (if owner-operator, please list your company name):		
Name of company you are leased to (if applicable):		
Registered Owner (as listed on title):		
EIN (Employer ID #):		
DUNS # (please see p.3 for more information):		
Authorized Representative (leave blank if same as registered owner):		
Is your business classified and registered as a Minority Owned or Women Owned Small business? __ Yes __ No (If yes, please provide your certification number: _____)		
Number of Employees (Independent Owner Operators will most likely be 1):		
Name of Truck Driver (if other than owner):		
Driver's License # (of Owner-Operator or Truck Driver listed above):		
Registered Owner Street Address:		
City:	State:	Zip Code:
Telephone:	Fax:	
E-mail Address:		

## II. VEHICLE INFORMATION and ELIGIBILITY STATEMENT

\*Trucks will be scrapped according to MARAMA requirements and EPA acceptable means of disposal.

### Truck Information

Vehicle make:	Engine make:
Vehicle model:	Engine model:
Vehicle model year:	Engine model year:
Vehicle ID # (VIN):	Engine horsepower:
Odometer reading:	Engine ID or serial number:
GVWR class:	EPA Engine Family Name/Number:
Vehicle registration state and number:	Licensing state and license plate number:
<p><i>*Engine information including serial &amp; family name/number is either stamped or found on a metal tag on the engine. If you have questions about locating this information, please call program staff or refer to "Locating the EPA Engine Family Name and Engine Specifications" document on the website.</i></p>	

### Eligibility Statement

I do hereby certify that the following statements are true regarding the vehicle/engine/equipment identified above (Please read and initial next to each item.):

1. \_\_\_\_\_ The existing vehicle is fully operational.
2. \_\_\_\_\_ I have owned and operated the vehicle during the two years prior to upgrade.
3. \_\_\_\_\_ The existing vehicle has at least three years of remaining life at the time of upgrade. Remaining life is the truck owner's estimate of the number of years until the vehicle would have been retired from service if the vehicle were not being upgraded or scrapped because of the grant funding.
4. \_\_\_\_\_ The existing highway vehicle has accumulated at least 7,000 miles/year during the two years prior to upgrade.

Vehicle owner's name and address: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

\_\_\_\_\_  
 Vehicle Owner (Signature)

\_\_\_\_\_  
 Date



### III. OPERATIONAL and LIEN INFORMATION

#### Operational Information

Does Your Odometer Work?  <input type="checkbox"/> Yes <input type="checkbox"/> No	Current Odometer Reading: _____ <input type="checkbox"/> Check here if this reading is an estimate. <input type="checkbox"/> Check here if odometer has rolled over and please indicate number of times: _____
Date of Odometer Reading: _____	Annual Miles Driven (in past year): _____ Annual Miles Driven (in previous year): _____  <i>*Trucks must have been driven a minimum of 7,000 miles each year for the past two years.</i>
# Years Truck Owned*: _____	<i>*Applicants must have owned the truck for at least 2 years, according to the date on the title, to be eligible.</i>

Is your truck *currently* in operation, or is it sitting? \_\_\_\_\_

What is the average number of hours (per day) that your truck spends idling (engine running but truck not moving)? \_\_\_\_\_ Hours per Day

Over the past two years, what is the average number of trips made (per week) to a Wilmington, DE or Philadelphia marine terminal? \_\_\_\_\_ Trips per Week

Over the past two years, what is the average number of days (per week) that you have driven this truck for work? \_\_\_\_\_ Days per Week

What type of cargo do you typically haul (check all that apply)?  
Containers \_\_\_\_/ Non-Container \_\_\_\_\_. If Non-Container, please specify: \_\_\_\_\_

Has the truck been used to transport cargo to and from Port of Wilmington, DE or Philadelphia marine terminals on a regular basis for the past year? \_\_\_\_\_ (Yes or No)

Does your company have a replacement schedule for its fleet? In other words, are trucks routinely replaced after a certain number of years? \_\_\_\_\_ (Yes\* or No)

*\*If yes, please explain:* \_\_\_\_\_

#### Lien Information

This vehicle being replaced is free and clear of all liens (Yes or No\*): \_\_\_\_\_

*\*If you answered "No," you agree to pay off all indebtedness, receive lien releases and deliver a clear certificate of title free of any and all liens as a condition to delivery of your old truck for scrappage and receipt of grant funds for a replacement truck.*

*(Note: Lien releases must have a handwritten signature and be stamped and dated by the lien company. If the lien release lacks a stamp, please provide a letter from the creditor showing release of the debt.)*

## IV. NOTICE OF OBLIGATIONS

I do hereby certify the following (please read and initial next to each item):

1. \_\_\_\_\_ That I have reviewed and understand the application, including this Notice of Obligations, and that all of the information I have submitted is true and correct.
2. \_\_\_\_\_ That I will not submit any other applications for funding of this same truck(s) under this program.
3. \_\_\_\_\_ That Program funds were not used to previously upgrade the equipment identified in this application.
4. \_\_\_\_\_ That I will make the old truck available for pre-award inspections and destruction and make the new truck available for inspection after the award is made.
5. \_\_\_\_\_ That neither the truck owner nor the truck has any outstanding violations at the port(s) at which I serve.
6. \_\_\_\_\_ That I have already paid or otherwise settled all outstanding violations against the old truck. (Applicants with outstanding violations at the time of the application will be ineligible for funding during the current round of solicitations but may reapply in subsequent solicitation periods.)
7. \_\_\_\_\_ That the truck is not being replaced as part of a scheduled or routine fleet expansion.
8. \_\_\_\_\_ That I will not purchase new equipment or scrap my old vehicle until instructed to do so by MARAMA. I understand that any new truck purchased or old truck scrapped prior to program approval will make me ineligible for grant funding.

## V. COMPANY COMMITMENT

**The applicant for funding assistance must sign this document.**

I certify that I am the authorized representative of the company applying for the funding and that the information provided herein is true, accurate and complete to the best of my knowledge and belief.	
Name: _____	
Title: _____	Date: _____
Signature: _____ (Note: Original signature required.)	

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**A special thanks to our funding partner – the U.S. Environmental Protection Agency**

Participating ports include the Port of Wilmington, Delaware and the Port of Philadelphia.

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