
Ports of Wilmington, Philadelphia, and Virginia Dray Truck Replacement Program

This 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.



The Ports of Wilmington, Philadelphia, and Virginia Dray Truck Replacement Program provides up to \$35,000 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 **2015 or newer engine**. 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; Philadelphia, Pennsylvania; and Hampton Roads, Virginia.

Eligible Applicants

- Applicants must provide regular drayage truck services to either the Port of Wilmington, DE; Philadelphia, PA; Hampton Roads, Virginia; 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:
 - **Engine** model year must be 2009 or older (typically associated with truck model year 2010 or older)
 - 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 provided verifying the make, model, engine serial number, engine family name, and year of truck in question. Refer to "Application Requirements" for more details.
- 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. Refer to "Financial Readiness Considerations" for more details. (Note: *Certain financial circumstances may prohibit some applicants from participating in this program.*)

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.

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 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 \$35,000, whichever is less.
- After acceptance into the program, applicants must select a new truck with **(MY 2015 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 [online application](#) and provide an electronic signature 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), Philadelphia, or Virginia. Applicants must scan or photograph the following documents and upload them when prompted on the application. All supporting documentation (i.e. title, registration) must be in the owner’s name.

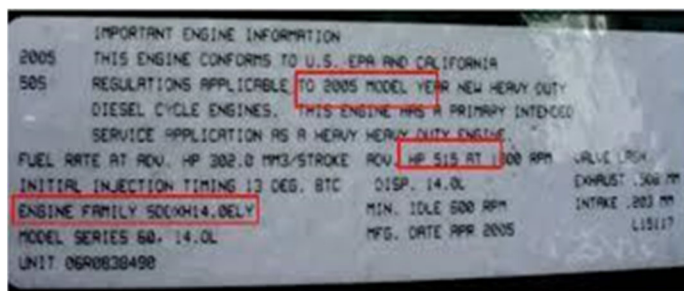
- ☐ **Truck title** – must show “NO LIENS” (or a lien release signed, dated and stamped by the lien company), truck model year 2010 or older, and indicate at least two years of ownership (according to date listed on the title).
- ☐ **Proof of vehicle registration** – registration must be current and not expired (*registrations that expire prior to acceptance in the program must be updated*).
- ☐ **Proof of insurance** – must show 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.*
- ☐ **Additional two-year ownership verification** – must provide additional validation of length of ownership to include two years of any of the following: insurance, registration, or other relevant documents.
- ☐ **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 Wilmington, DE; Philadelphia; Virginia; and/or an associated railyard. Acceptable documentation includes Terminal/Equipment Interchange Receipts (TIRs), Bills of Lading, and/or trip tickets demonstrating

at least five trips within the past month and each month for the prior three months. Please submit a separate file for each of the last 4 months, one for each month showing at least 5 trips each. All documents must consistently show either the truck license plate number or the driver's name. Handwritten documents will not be accepted.

- ❑ **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, truck door, or etched onto the truck chassis. The EPA Family Name/Number must be clearly visible (see example below). If the engine nameplate is missing, please upload a photo of the area where the engine plate was previously affixed.



Caterpillar Engine Example



Detroit Diesel Engine Example



Cummins Engine Example

- ❑ **Photograph of the VIN plate** – in general, permanently affixed to either the truck engine, truck door, or etched onto the truck chassis with the VIN clearly visible
- ❑ **Photographs of the truck** – to help ensure that the truck is currently operational and servicing the port, photos should be taken outside the port/terminal with both the license plate and cargo clearly visible (see example below). Ensure that your photos at the Port clearly show the truck and tag number. Add an additional photo zoomed out with the truck and license plate showing.



Truck outside the port with gate in background

Complete and Submit Application:

Please complete and submit the [online application](#). If you are having trouble with the application, please contact program staff below. A PDF version of the application is available on an as-needed basis.

Additional Documentation Required Upon Approval

If your application is approved, you will be required to provide the following additional documentation to MARAMA staff.

- ☐ If approved for the program, you will need to have your old truck scrapped. Photos of your old truck before and after scrappage and proper documentation must be submitted to MARAMA from the scrap company (IMPORTANT: *Only scrap your truck when a program staff member informs you to do so*).
- ☐ Once you select your new truck, MARAMA will work with your truck vendor to obtain photos and documents relating to your new truck purchase. You will be asked to fill out 2 more forms at that time.

Contact Program Staff

For questions about eligibility or the application process, please contact program staff as follows:

- **VA applicants:** Contact Jesse Carpentier at jcarpentier@marama.org or (443) 322-0318
- **PA and DE applicants:** Contact Medessa Burian at msburian@umd.edu or (301) 405-7371



ENVIRONMENTAL
FINANCE CENTER



MARAMA
Mid Atlantic Regional Air
Management Association, Inc.