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## 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.*

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## Frequently Asked Questions (FAQs)

### Who is eligible for this program?

Applicants must provide regular drayage truck services to either the Port of Wilmington, Delaware; Port of Philadelphia; Port of Virginia; or an associated railyard. Proof of port service is required to participate in the program. Independent owner-operators as well as fleet owners may apply.

### How much grant funding is available?

The program provides up to \$35,000 towards the purchase of a more emission-efficient vehicle with a **2015 or newer model year engine** (with SCR and DPF technology installed). 2015 or newer engines are typically found in model year 2016 or newer trucks. Awarded grant funds will cover up to, *but no more than*, 50% of the replacement truck purchase price, or a maximum of \$35,000, whichever is less.

### What kind of trucks can be purchased?

New trucks must be of the same vehicle class (Class 8) and horsepower as the old trucks being replaced. **Engines must be model year 2015 or newer** with SCR and DPF technology installed. A list of approved truck vendors will be supplied to each applicant after acceptance into the program. Applicants must purchase a new truck from a program-approved vendor.

### What is the purpose of this program?

The port communities of Wilmington, Delaware; Philadelphia, Pennsylvania; and Hampton Roads, Virginia face some of the most severe air quality problems in the nation. Ground transportation of goods is a significant source of emissions that cause smog and other harmful air pollutants linked to multiple health and environmental problems. The program is intended to reduce air pollution and greenhouse gases associated with the transport of goods to and from the participating ports.

### Can trucks be replaced as part of a scheduled fleet expansion?

No. The program requires early replacement; therefore, trucks being replaced as part of normal fleet expansion are ineligible. Truck replacements are eligible for funding on the condition that the replacement vehicle will continue to perform a similar function as the vehicle to be replaced. The replacement vehicle must also be of similar type and gross weight rating (or horsepower) as the vehicle being replaced.

## What are the eligibility requirements for the old trucks?

- The model year of the old truck **engine** can be up to 2009.
- Trucks must be class 8 vehicles with a GVWR of 33,001 pounds or more.
- Trucks must have been owned by the applicant for at least two years, verified by date on title.
- An additional two-years of ownership must be verified by providing any of the following: insurance, registration, or other relevant documents.
- The title must indicate “No Liens” or have a “Lien Release.”
- Trucks must be fully operational (able to start, move in all directions and have all necessary parts to be operational).
- Trucks must be “street legal.” This means that the truck must be drivable on the date it is scrapped and have a current registration and proof of insurance.
- Trucks must be currently used to transport cargo to/from the Port of Wilmington, Delaware; Philadelphia; or Virginia on a regular basis.
- Trucks must have at least three years of remaining life.
- Trucks must have accumulated at least 7,000 miles each year for the past two years.

## How can I prove regular 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, 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.

## How do I estimate the “remaining life” of my truck?

Eligible trucks must have at least three years of remaining life at the time of replacement. Remaining life is the owner’s estimate of the number of years until the truck would have been retired from service if it were not being upgraded or scrapped due to the grant funding. The remaining life estimate is the number of years of operation remaining even if the unit were to be rebuilt or sold to another fleet. The remaining life estimate depends on the current age and condition of the vehicle at the time of upgrade, as well as things like usage, maintenance and climate.

## Do I have to scrap my old truck?

Yes. If approved for program funds, old trucks must be scrapped. Any proceeds from the scrap metal will be applied toward the purchase of the new truck. Please remember that old trucks should only be scrapped after you have been instructed to do so by program staff. You will be provided detailed information on scrappage following approval for program funds.

## I just bought an old truck – can I replace it with a newer truck through this program?

Old trucks must have been owned by the applicant at least two years before being eligible for program funds.

### **My truck just broke down – can I replace it with a newer truck through this program?**

No. Old trucks must be operational (drivable) and street legal on the day of scrappage. The purpose of the program is to improve air quality in and around participating port communities. If your truck is not operational, it is not contributing to the air pollution and is, therefore, ineligible.

### **I read that only complete applications will be considered. What documentation is required for a complete application?**

- Truck title – must show “NO LIENS” (or a lien release signed, dated and stamped by the lien company), model year of truck with an engine up to 2009, 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, 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).
- Photograph of the VIN plate – in general, permanently affixed to the truck engine, 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 photo below).
- The signature of the applicant verifying that the information provided is true and that the truck to be replaced is currently operational.

### **How can I tell if I will qualify for financing for the remaining balance of the new truck?**

Approval for financing (a loan) is solely the decision of the financial institution that you choose to work with and is generally based upon your credit score and credit report (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. Please consider these questions before choosing to participate in this program.

- 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?

Answering yes to any or all of these questions may impact your chance of obtaining financing, but ultimately the 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.*

### **When should I buy my new truck?**

Program staff will contact you after you are accepted into the program. At this time, you will receive an acceptance packet with instructions for how to proceed with the purchase of your truck. **DO NOT purchase a new truck prior to official program approval** or you risk making your truck ineligible for program funds.

### **How can I get an application or other assistance?**

Please call or e-mail Medessa Burian at [msburian@umd.edu](mailto:msburian@umd.edu) or 301-807-8233 to request an application or ask questions about the application process. You may also visit <https://tinyurl.com/yrn4rnby> to download a copy of the application.

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

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