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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 **2013 or newer engine (MY 2014 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, Delaware or Philadelphia, Pennsylvania; or an associated railyard. Proof of port service is required for participation.
- Independent owner-operators (IOOs) and fleet owners may apply.
- Applicants must have owned the truck for at least one year, according to the date on the title.
- Eligible trucks to be replaced must meet the following criteria:
  - Truck engines must be between 1997 and 2009 (truck MY 1998-2010).
  - Trucks must be Class 8 vehicles with a GVWR of 33,001 pounds or more.
  - Trucks must be currently operational (not sitting), street legal (registered and insured), and used to regularly transport cargo to/from a participating port.

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

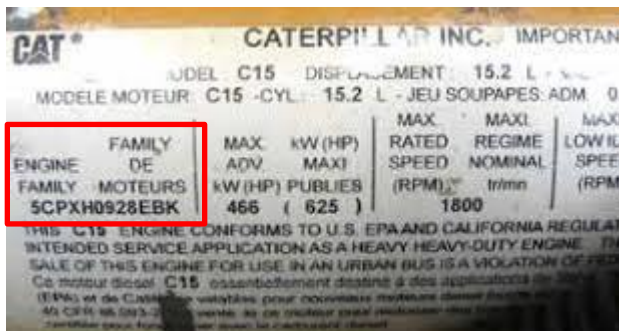
- Applicants must be in relatively good financial standing and be prepared to cover the remaining cost of the replacement truck before being approved for funding. (Note: *Certain financial circumstances may prohibit some applicants from participating in this program.*)

## Important Program Information

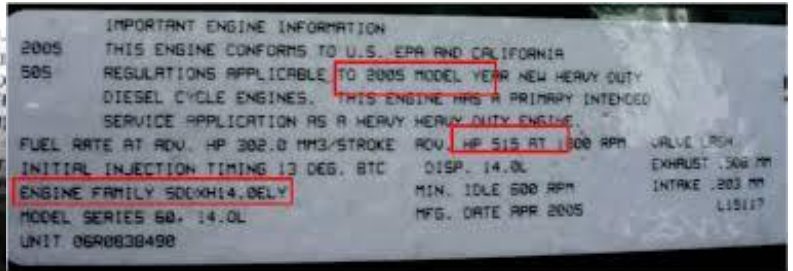
- **Completion of this application and submission of all supporting documentation does not guarantee grant funding under the DE-PA Dray Truck Replacement Program.**
- All completed applications will be considered on a first-come, first-serve basis. Only applications considered complete will move forward.
- 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 (**engine MY 2013 or newer**) 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 an application and provide copies of the following documentation:
  - Truck title – must show “NO LIENS” (or a lien release), model year of truck (MY 1998 to 2010), and indicate at least one year 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 – both primary liability (cargo) and non-trucking liability (bobtail) insurance.
  - 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**.
  - A photograph of the fuel stickers (in general, located on the door of the truck).
  - A 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

- A photograph of the VIN plate (in general, permanently affixed to the truck engine) with the VIN # clearly visible.
- A 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 on page 3 for an example).**



*\*Please note that all supporting documentation (i.e. title, registration) must be in the owner's name.*

- Applicants must submit a 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.
- Applicants must complete the Notice of Obligations (Section III) and sign and date the application (Section IV) verifying 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).
- Type or print legibly all items except the signature in Section IV.
- Printed applications must be in black or blue ink.

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

1. \_\_\_\_\_ Provide a signed and completed application to the contact listed on page 4.
2. \_\_\_\_\_ Provide a copy of the DMV title for the truck to be replaced.
3. \_\_\_\_\_ Provide a copy of the current registration for the truck to be replaced.
4. \_\_\_\_\_ Provide proof of insurance (both primary liability/cargo and non-trucking liability/bobtail) for the truck to be replaced.
5. \_\_\_\_\_ Provide a copy of the truck driver's valid driver's license.
6. \_\_\_\_\_ Provide a copy (front and back) of the truck driver's valid TWIC card.
7. \_\_\_\_\_ Provide copies of Terminal/Equipment Interchange Receipts, Bills of Lading, or other proof of regular port service (see Application Requirements on page 2).
8. \_\_\_\_\_ Provide photo of fuel stickers on door of truck.
9. \_\_\_\_\_ Provide photo of engine nameplate with EPA Family Name/Number clearly visible.
10. \_\_\_\_\_ Provide photo of VIN plate with VIN # clearly visible.
11. \_\_\_\_\_ Provide photograph of truck to be replaced at the port with license plate and cargo clearly visible.

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

1. \_\_\_\_\_ Provide pictures 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. \_\_\_\_\_ Provide both DMV title AND paid invoice for new truck (*only when a MARAMA staff member informs you to do so*).

### Complete and Submit Application to:

**Only By Email:** Submit application to Debbie Thomas at [dthomas@marama.org](mailto:dthomas@marama.org)

For more information or questions, please call Debbie Thomas at 443 322 0320 or [dthomas@marama.org](mailto:dthomas@marama.org) or visit our website at <https://dieselmidadatlantic.org>

### 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 to the DE-PA Dray Truck 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?***

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.

# DE-PA Dray Truck Replacement Program

## Funding Assistance Application

### 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 owner-operator):		
Registered Owner (as listed on title):		
EIN (Employer ID #):		
DUNS # (please see p.2 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. SCRAPPED VEHICLE INFORMATION

\*Old trucks must be scrapped according to MARAMA requirements and EPA acceptable means of disposal.

#### Truck Information

Truck Make:	Truck Model:	
Truck Year:	GVWR (lbs.):	# of Axles:
Vehicle ID Number (VIN):		
Truck License Plate Number:	Licensing State:	

#### Engine Information\* (THIS INFORMATION IS VERY IMPORTANT!)

Engine Make & Model:	Engine Model Year:
Engine Serial #:	Horsepower:
EPA Engine Family Name/Number:	
<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>	

### Operational Information

Does Your Odometer Work?  <input type="checkbox"/> Yes <input type="checkbox"/> No	Current Odometer Reading: _____  ( <input type="checkbox"/> Place a check here if this reading is an estimate.) ( <input type="checkbox"/> Place a check here if this odometer has rolled over and please indicate number of times): _____
Date of Odometer Reading: _____	Annual Miles Driven (in past year): _____
# Years Truck Owned*: _____  <i>*Applicants must have owned the truck for at least <u>1 year</u>, 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.

### III. 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.

### IV. 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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