The Ports of Wilmington and Philadelphia (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.

Eligible Applicants
- Applicants must provide regular drayage truck services to either the Port of Wilmington, Delaware or Philadelphia. Proof of port service is required to participate in the program.
- 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:
  - Trucks must be Class 8 vehicles with a GVWR of 33,001 pounds or more.
  - Trucks must be currently operational (not sitting), street legal, and being used to 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 preapproved for a loan to cover the remaining cost of the new truck before being accepted into the program. (Note: Some financial circumstances will 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 that are 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.
- Applicants may only apply for a maximum of three (3) replacement trucks.
- 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 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:
  o Transportation Worker Identification Card (TWIC) – front and back copy of the truck driver’s TWIC;
  o Proof of port service – applicants must provide documentation (i.e. Terminal/Equipment Interchange Receipts, Bills of Lading, trip tickets, etc.) that shows regular port service;
  o Truck title – must show “NO LIENS” (or a lien release), verify the eligibility of truck (MY 1998 to 2007), and indicate at least one year of ownership (according to date listed on the title);
  o Proof of vehicle registration – registration must be current and not expired (registrations that expire prior to acceptance in the program must be updated);
  o Proof of insurance – both primary liability (cargo) and non-trucking liability (bobtail) insurance;
  o Driver’s license – copy of the owner-operator (or truck driver’s) license; and
  o A photograph of the truck with the license plate clearly legible.

*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.

• Applicants must prove financial readiness by qualifying for a vehicle loan to pay for the remaining balance of the new vehicle not covered by program funds. More specific details on financial readiness can be found on page 3.

Application Check List
*Incomplete applications will not be considered.

1. _____ Provide a signed and completed application to the contact listed on page 3.

2. _____ Provide a copy (front and back) of the Truck Driver’s valid TWIC card.

3. _____ Provide copies of Terminal/Equipment Interchange Receipts, Bills of Lading, or other proof of regular port service.

4. _____ Provide a copy of the Owner-Operator (or Truck Driver’s) valid driver’s license.

5. _____ Provide a copy of the DMV title for the truck to be replaced.

6. _____ Provide a copy of the current registration for the truck to be replaced.

7. _____ Provide proof of insurance (both primary liability/cargo and non-trucking liability/bobtail) for the truck to be replaced.

8. _____ Provide photograph of truck to be replaced with license plate clearly visible.
Program Check List (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:

The Environmental Finance Center
Attention: Medessa Burian, DE-PA Dray Truck Replacement Program
The University of Maryland
1213 Preinkert Field House, Bldg. 054
College Park, MD 20742

By E-mail: Medessa Burian at msburian@umd.edu
By Fax: 301-314-1973

For more information or questions, please call Medessa Burian at 301-405-7371 or visit our website at http://efc.umd.edu//de-patruckreplacement.html.

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 you will find 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 you choose to pursue participating in 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.

To be eligible for program funds, applicants must prove financial readiness by qualifying for a vehicle loan of at least $35,000 (the estimated amount needed to pay for the remaining cost of a MY 2012 or newer truck). If you feel that you meet the financial readiness considerations outlined above, more specific details on this process will be sent to you after we receive a complete program application.
I. COMPANY INFORMATION  (Please type or print legibly.)

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Which port(s) do you serve?</td>
<td>Wilmington, DE</td>
</tr>
<tr>
<td>Which Terminal(s) do you serve (list names)?</td>
<td></td>
</tr>
<tr>
<td>Are you an Independent Owner Operator or a Licensed Motor Carrier?</td>
<td></td>
</tr>
<tr>
<td>Company Name (if owner-operator, please list your company name):</td>
<td></td>
</tr>
<tr>
<td>Name of company you are leased to (if owner-operator):</td>
<td></td>
</tr>
<tr>
<td>Registered Owner (as listed on title):</td>
<td></td>
</tr>
<tr>
<td>EIN (Employer ID #):</td>
<td></td>
</tr>
<tr>
<td>DUNS # (please see p.1 for more information):</td>
<td></td>
</tr>
<tr>
<td>Authorized Representative (leave blank if same as registered owner):</td>
<td></td>
</tr>
<tr>
<td>Is your business classified and registered as a Minority Owned or Women Owned Small business?</td>
<td>Yes</td>
</tr>
<tr>
<td>Number of Employees (Independent Owner Operators will most likely be 1):</td>
<td></td>
</tr>
<tr>
<td>Name of Truck Driver (if other than owner):</td>
<td></td>
</tr>
<tr>
<td>Driver’s License # (of Owner-Operator or Truck Driver listed above):</td>
<td></td>
</tr>
<tr>
<td>Registered Owner Street Address:</td>
<td></td>
</tr>
<tr>
<td>City:</td>
<td>State:</td>
</tr>
<tr>
<td>Telephone:</td>
<td>Fax:</td>
</tr>
<tr>
<td>E-mail Address:</td>
<td></td>
</tr>
</tbody>
</table>

II. SCRAPPED VEHICLE INFORMATION

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

### Truck Information

<table>
<thead>
<tr>
<th>Field</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Truck Make</td>
<td></td>
</tr>
<tr>
<td>Truck Model</td>
<td></td>
</tr>
<tr>
<td>Truck Year</td>
<td></td>
</tr>
<tr>
<td>GVWR (lbs.)</td>
<td></td>
</tr>
<tr>
<td># of Axles</td>
<td></td>
</tr>
<tr>
<td>Vehicle ID Number (VIN):</td>
<td></td>
</tr>
<tr>
<td>Truck License Plate Number:</td>
<td></td>
</tr>
<tr>
<td>Licensing State:</td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Field</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engine Make &amp; Model:</td>
<td></td>
</tr>
<tr>
<td>Engine Model Year:</td>
<td></td>
</tr>
<tr>
<td>Engine Serial #:</td>
<td></td>
</tr>
<tr>
<td>Horsepower:</td>
<td></td>
</tr>
<tr>
<td>EPA Engine Family Name/Number</td>
<td></td>
</tr>
</tbody>
</table>

*Engine information including serial & 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.
## Operational Information

<table>
<thead>
<tr>
<th>Does Your Odometer Work?</th>
<th>Current Odometer Reading: __________________________</th>
</tr>
</thead>
<tbody>
<tr>
<td>____ Yes</td>
<td>(___ Place a check here if this reading is an estimate.)</td>
</tr>
<tr>
<td>____ No</td>
<td>(___ Place a check here if this odometer has rolled over and please indicate number of times): __________</td>
</tr>
</tbody>
</table>

| Date of Odometer Reading: __________ | Annual Miles Driven (in past year): __________ |

| # Years Truck Owned*: __________ |

*Applicants must have owned the truck for at least 1 year, according to the date on the title, to be eligible.*

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.

<table>
<thead>
<tr>
<th>Name:</th>
<th>Title:</th>
<th>Date:</th>
</tr>
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<tr>
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</tbody>
</table>

Signature: __________________________

(Note: Original signature required.)

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.