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

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.



Frequently Asked Questions (FAQs)

Who is eligible for this program?

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 as well as fleet owners may apply.

How much grant funding is available?

The program provides up to \$30,000 towards the purchase of a more emission-efficient vehicle with a 2011 or newer model year engine (with SCR and DPF technology installed). 2011 or newer engines are found in model year 2012 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 \$30,000, 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 2011 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 and Philadelphia 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 Ports of Wilmington, Delaware and Philadelphia.

Can I apply for funding for more than one truck?

Yes. Applicants may apply for a maximum of three (3) replacement trucks.

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

No. Trucks being replaced as part of normal fleet expansion are ineligible.

What are the eligibility requirements for the old trucks?

- The model year of the old truck **engine** must be between 1997 and 2006 (truck MY 1998-2007).
- 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 one year, verified by date on title.
- The title must indicate “No Liens” or have a “Lien Release.”
- Trucks must be “street legal.” This means that the truck must be drive-able 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 or Philadelphia on a regular basis.

How can I prove regular port service?

Applicants must provide documentation that shows regular port service. This can be shown by providing copies of terminal/equipment interchange receipts, bills of lading, and/or trip tickets.

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.

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

Old trucks must have been owned at least one year before the truck is eligible for the program.

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

No. Old trucks must be operational and street legal on the day of scrappage.

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

- A copy (front and back) of the owner-operator or truck driver’s Transportation Worker Identification Card (TWIC).
- A copy of the owner-operator or truck driver’s license.
- Documentation that proves regular port service over the previous 12 months (i.e. copies of Terminal/Equipment Interchange Receipts, Bills of Lading, trip tickets, etc.).
- A copy of the truck title. 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).
- A copy of the vehicle registration. Registration must be up-to-date and not expired. Registrations that expire prior to acceptance in the program must be updated.
- A copy of both the primary liability (cargo) and non-trucking liability (bobtail) insurance must be provided. Insurance cards must be up-to-date and not expired.
- A photograph of the current truck with the license plate clearly legible.
- The signature of the applicant verifying that the information provided is true and that the truck to be replaced is currently operational.

I see that applicants are required to submit a DUNS number. What is a DUNS number?

A Data Universal Numbering System (DUNS) number is a unique, non-indicative 9-digit identifier that verifies the existence of a business entity globally. Dun & Bradstreet (D&B) assigns DUNS numbers for each physical location of a business. All U.S. Government contractors/grantees globally can receive a DUNS number at no charge and, under normal circumstances, within 24-72 business hours when using the D&B web form accessible at: <http://fedgov.dnb.com/webform>. If you have questions or experience problems with the web form, please call 866-705-5711 for assistance.

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.

After submitting a complete application, applicants will be asked to qualify for a vehicle loan of \$35,000 or more (the estimated remaining balance of a 2012 or newer replacement truck). This financial screening process helps ensure that you can secure a loan (and afford loan payments) should your application be approved for funding. To complete this process, you may a) select a lender of your choice (i.e. your own bank or a transportation financing company you have worked with in the past) to obtain a loan qualification letter, b) submit a bank statement if you plan to pay cash for the remaining balance, or c) work with one of the program's participating financial institutions. Written confirmation that you have qualified for a vehicle loan must be provided to program staff before being approved in the program.

Do I have to secure a loan with the financial institution who provided my financial screening (loan qualification)?

No. If approved for program funds, you will have the option of securing a loan with the financial institution that provided your loan qualification or another financial institution of your choosing. *It is the responsibility of each program applicant to find the best financing situation to meet his or her individual needs.*

Does qualifying for financing (a loan) guarantee me for program funds?

No. Qualifying for financing does not guarantee acceptance into the program. We have a limited amount of funding and will replace trucks on a first come, first served basis.

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 program approval or you risk making your truck ineligible for program funds.

How can I get an application?

Visit <https://efc.umd.edu//de-patruckreplacement.html> to download a copy of the application, or call 301-405-7371 to request an application.

Who do I contact for assistance?

For questions, please e-mail or call Medessa Burian at msburian@umd.edu or 301-405-7371.

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



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