

The DE & PA Truck Replacement Program at the Ports of Delaware & Philadelphia



The logo for MARAMA (Mid-Atlantic Regional Air Management Association, Inc.) features the acronym "MARAMA" in a large, white, serif font. To its right, the full name "Mid-Atlantic Regional Air Management Association, Inc." is written in a smaller, white, sans-serif font. The background of the logo is a blue gradient with a faint map of the Mid-Atlantic region.

MARAMA

Mid-Atlantic Regional Air
Management Association, Inc.

Today's presentation –

- Background
- How the program works
- How to qualify for funding

Grant Funding for this program comes from the Diesel Emission Reduction Act (DERA) of 2018 and 2019 the US Environmental Protection Agency

Presentation by Debbie Thomas
MARAMA Diesel Program Manager

Truck Programs in the Wilmington and Philadelphia Ports

- MARAMA has managed 5 DERA truck replacement programs at the Ports of Wilmington & Philadelphia between the years 2010-2019
- Why Dray Trucks? –
 - Oldest diesel trucks on the road
 - Older diesel trucks produce greater amounts of emissions like NOx and PM
 - Dray trucks serve the port where emissions and pollution levels are high

DE-PA Dray Truck Replacement Program

Why Replace Your truck?

- Eventually old trucks will need to be replaced so take advantage of the program now
- Better fuel economy
- Reduces harmful emissions of PM and NOx from diesel engine exhaust
- Reduces risk of asthma and heart attacks
- Healthier for the truck owner who works around diesel exhaust every day

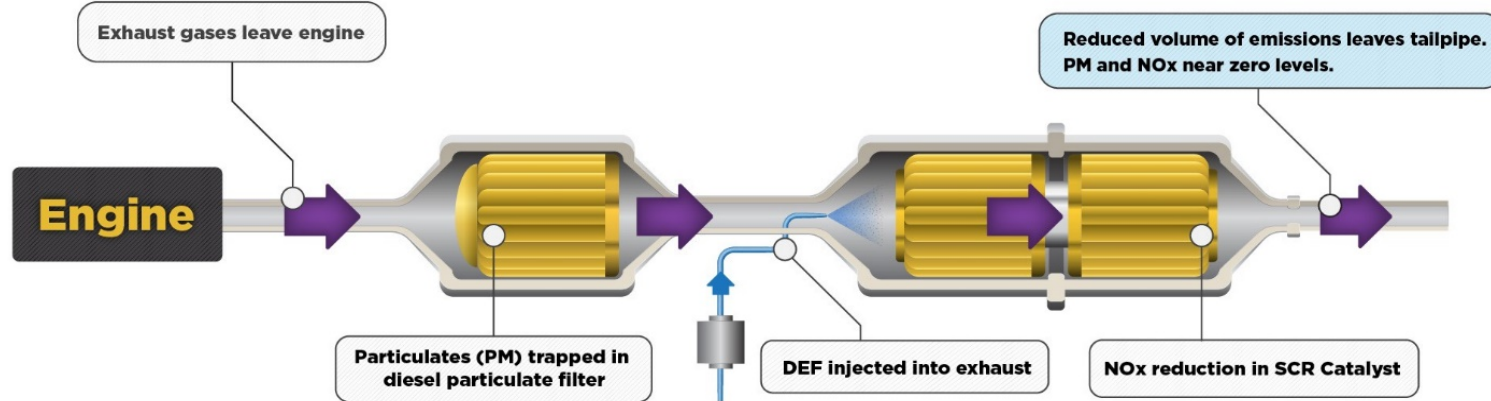
| MARAMA Region | |
|---------------------------------|----------------------|
| Share of New Tech Diesel Trucks | State |
| 41.2% | New Jersey |
| 45.5% | D.C. |
| 39.4% | Delaware |
| 35.1% | West Virginia |
| 46.6% | Maryland |
| 34.3% | Virginia |
| 47.6% | Pennsylvania |
| 38.6% | North Carolina |
| 41.9% | MARAMA Region |

National average = 43%

Information provided by **Diesel Technology Forum**

DPF and SCR Emissions Equipment

Diesel Emissions Control System



This schematic shows how Selective Catalytic Reduction (SCR) with a Diesel Particulate Filter (DPF) System works. Untreated exhaust gas passes from the engine into a DPF that traps over 95 percent of particulate matter or soot. The exhaust moves into a mixing chamber where the exhaust gas is dosed with a precise spray of diesel exhaust fluid (DEF) reacts with oxides of nitrogen (NOx) on a special catalyst and converts these gases into nitrogen dioxide and water vapor. The system reduces PM and NOx and other emissions to near zero levels.

*Schematic is not representative of all manufacturers' approach to achieve near zero emissions.

How does the program work? - Overview



- Fill out a complete program application with attachments
- Application is submitted for review and approved by MARAMA – applicants are given 45 days to complete the process from truck purchase to scrapping
- Select a new vehicle with an engine model year required 2013 or newer from a qualified truck vendor
- Old truck is scrapped by an authorized program scrap company - owner keeps the scrap funds



- MARAMA provides up to \$30,000 towards the truck down payment of engine model year 2013 (\$30K or half the truck price whichever is lower)

Meeting Program Requirements- How to qualify?

- The applicant must own the old vehicle for at least 1 year – free of liens
- Ownership of at least one-year according to the date on the title
- Vehicle must be currently registered and insured
- Vehicle must be class 8 truck
- Truck engine must be between 1997 to 2009 to qualify
- Proof of regular drayage service to the Port of Wilmington or Philadelphia – minimum of 5 trips per month & preceding 3 months – Railyards are included as well
- Truck must be operational
- Replacement truck must be engine year 2013, or newer

Requirements continued.....

- Current fuel stickers
- Possession of TWIC card
- Current drivers license
- Photos of the truck at the port
- Photos of truck engine proving the engine year
- Photos of the engine nameplate showing the EPA engine family number
- Current EIN number
- A Data Universal Numbering System (DUNS) number



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 & 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? ___ Yes ___ No | Current Odometer Reading: _____ (___ Place a check here if this reading is an estimate.) (___ 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 1 year, 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.)

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.



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



Vendor-Lender List

Approved Truck Vendors

After receiving a certificate of acceptance into the DE-PA Dray Truck Replacement Program, please contact any of the following approved vendors to locate a 2013 or newer truck of your choice.

Please ask for the listed salespersons as they are familiar with the rules and terms of the program.

- 1. Arrow Truck Sales – Elizabeth, NJ**
Dave Colby, dcolby@arrowtruck.com
Toll Free: (800) 827-7692 ext.224, Direct Office: (908) 787-1114, Mobile: (908) 347-1448
Truck Inventory: <http://www.arrowtruck.com/Docs/search.aspx>
- 2. Arrow Truck Sales – Maple Shade, NJ**
Jerry Ispan, jiaspan@arrowtruck.com
Toll Free: (800) 530-6094, Direct Office: (856) 414-0100, Mobile: (215) 287-2239
Truck Inventory: <http://www.arrowtruck.com/Docs/search.aspx>
- 3. International Used Truck Centers – Philadelphia, PA**
Roberto Cabrera, Roberto.Cabrera@navistar.com
Toll Free: (800) 882-0883, Office: (215) 335-2690, Mobile: (856) 745-7464
Truck Inventory: <http://www.philadelphiautc.com/default.htm>
- 4. Select Truck of the Mid-Atlantic- South Brunswick, NJ**
Tom Blackwell, Tblackwell@campbellsupply.com
Office: (732) 907-6130
Truck Inventory: <http://www.commercial.campbellsupply.com>
- 5. Freightliner of Philadelphia – Levittown, PA**
Bob Creech, bcreech@pennfreightliner.com
Toll Free: (866) 788-8587, Direct: (215) 946-4313
Truck Inventory: <http://www.pennfreightliner.com/used-trucks/>
- 6. Liberty Kenworth – Swedesboro, NJ**
Ed Mancuso, edm@libertykenworth.com
Office: (856) 803-1730, Mobile: (484) 354-6581
Truck Inventory: https://www.coopskw.com/product_category/used-trucks/
- 7. Bergey's Truck Centers – 10 locations in PA, NJ, MD and DE**
Conshohocken, PA: Tom Procher, tprocher@bergeys.com, Office: (610) 862-4705, Mobile: (215) 429-3554
New Castle, DE: Ahmed Casoura, acacoura@bergeys.com, Office: (302) 221-6712, Mobile: (302) 983-3877
Truck Inventory: <http://trucks.bergeystruckcenters.com/>

- 8. North Jersey Freightliner Truck Center – Elmwood Park, NJ**
Gus Lopez, glopez@njtruck.com (See [Tabla Española](#))
Office: (973) 478-8802 ext. 156, Mobile: (201) 233-4495
Truck Inventory: <https://www.njtruck.com/>
- 9. ACE Truck Sales – Norristown, PA**
Dave Gilady, dave@AcetruckSales.com
Office: (908) 820-4343
Truck Inventory: <https://acetrucksales.com/>
- 10. Beltway Companies – Elkton, MD (20 miles from Wilmington, DE)**
Steven Dietrich, Steven.Dietrich@beltwaycompanies.com
Office: (410) 620-4300, Mobile: (410) 622-8498
Truck Inventory: http://www.beltwaycompanies.com/pre_owned_list.asp
- 11. Baltimore International Used Truck Centers – Baltimore, MD**
John Kindley, john.kindley@beltwaycompanies.com
Toll Free: 877-235-8929, Office: (410) 477-6977
Truck Inventory: <http://www.beltwaycompanies.com/custompage.asp?pg=BaltimoreUsed>

Participating Lenders

If you do not wish to pursue financing through an approved truck vendor, please work with a lender of your choice or one of the lending institutions below to secure a loan for the remaining cost of your truck. It is the program applicant's responsibility to find the best financing situation to meet his or her individual needs.

- **Engs Commercial Finance**
John Hess, Program Inside Sales
JHess@engsfinance.com, Office: (331) 215-1003
- **Wheaten Financial Inc.**
Aimee McChurch, President*
aimee@wheatenfinancial.com, Office: (949) 722-6830 ext. 224
*Please note that Aimee is on Pacific Standard Time.



Questions

Contact Information

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<http://efc.umd.edu/de-patruckreplacement.html> (address to download the application and

FAQ's) 310-405-7371