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

National average = 43%

Information provided by Diesel Technology Forum
Diesel Emissions Control System

Exhaust gases leave engine
Particulates (PM) trapped in diesel particulate filter
DEF injected into exhaust
NOx reduction in SCR Catalyst
Reduced volume of emissions leaves tailpipe. PM and NOx near zero levels.

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 manufacturer’s 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 ID (if you have one, please provide it here):

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, 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 # (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.

** Engine Information**

<table>
<thead>
<tr>
<th>Field</th>
<th>Information</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>
</tbody>
</table>

III. Operational Information

<table>
<thead>
<tr>
<th>Field</th>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does Your Odometer Work?</td>
<td></td>
</tr>
<tr>
<td>Yes</td>
<td></td>
</tr>
<tr>
<td>No</td>
<td></td>
</tr>
</tbody>
</table>

(Place a check here if this reading is an estimate.)

Current Odometer Reading: ____________

(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:

*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?

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 scrap age 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: ____________________________
Signature: _________________________
(Date: _________________________)
(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 2018 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 Golby, davgolby@arrowtruck.com
   Toll Free: (800) 327-7662 ext. 324, Direct Office: (908) 737-1114, Mobile: (908) 347-1443
   Truck Inventory: http://www.arrowtruck.com/docs/search.asp

2. Arrow Truck Sales – Maple Shade, NJ
   Jerry Lappas, jlappas@arrowtruck.com
   Toll Free: (877) 550-6600, Direct Office: (877) 550-6600, Mobile: (215) 287-2200
   Truck Inventory: http://www.arrowtruck.com/docs/search.asp

3. International Used Truck Centers – Philadelphia, PA
   Roberto Cabrera, roberto.cabrera@navistar.com
   Toll Free: (800) 382-0883, Office: (215) 935-2600, Mobile: (215) 765-7464
   Truck Inventory: http://www.internationaltruck.com/taftauc.html

4. Select Truck of the Mid-Atlantic – South Brunswick, NJ
   Tom Mackiew, tmackiew@coopelandsupply.com
   Office: (732) 967-6120
   Truck Inventory: http://www.commercial.campelsupply.com

5. Freightliner of Philadelphia – Levittown, PA
   Bob Creeth, bcreeth@pennfreightliner.com
   Toll Free: (800) 780-8567, Direct: (215) 946-4113
   Truck Inventory: http://www.pennfreightliner.com/used-trucks/

6. Liberty Kenworth – Swedesboro, NJ
   Ed Marisc, edm@liberthykenworth.com
   Office: (856) 581-0750, Mobile: (484) 354-6531
   Truck Inventory: https://www.coopelaw.com/product_category/used-trucks/

7. Bergay’s Truck Centers – 10 locations in PA, NJ, MD and DE
   Conshohocken, PA: Tom Precher, tprecher@bergay.com, Office: (610) 662-4705, Mobile: (215) 429-5554
   New Castle, DE: Ahmad Galou, agalou@bergay.com, Office: (302) 221-9712, Mobile: (302) 623-3877
   Truck Inventory: http://trucks.bergeytruckcenters.com/

8. North Jersey Freightliner Truck Center – Elmwood Park, NJ
   Ron Lopez, dilopez@njltruck.com (Ext: 796 and 799)
   Office: (973) 475-6202 ext. 156, Mobile: (201) 325-4450
   Truck Inventory: http://www.njnltruck.com/

9. ACE Truck Sales – Norristown, PA
   Dave Gill, dave@acetrucksales.com
   Office: (484) 420-4253
   Truck Inventory: http://acetrucksales.com/

10. Beltway Companies – Elkton, MD (20 miles from Wilmington, DE)
    Joseph lhart@beltwaycompanies.com
    Office: (410) 330-4500, Mobile: (410) 672-5400
    Truck Inventory: http://www.beltwaycomapny.com/pre-owned_list.asp

11. Baltimore International Used Truck Centers – Baltimore, MD
    John Kindley, john.kindley@beltwaycompanies.com
    Toll Free: 877-225-6820, Office: (410) 477-6277
    Truck Inventory: http://www.beltwaycompanies.com/customers.asp?pg=ezlinktiesused

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.

> PNC Commercial Finance
  John Hicks, program inside sales
  phicks@pncfinance.com, Office: (330) 213-1000

> Wheaton Financial Inc.
  Aimee Lackmich, President
  alackmich@wheatonfinancial.com, Office: (972) 722-6202 ext. 224
  *Please note that Aimee is on Pacific Standard Time.
Questions

Contact Information

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443-322-0320 dthomas@marama.org

Medessa Burian, University of Maryland EFC Assistant Director
http://efc.umd.edu/de-patruckreplacement.html (address to download the application and FAQ’s) 310-405-7371