

# Virginia DERA Dray Truck Replacement Program Application

The Virginia DERA Dray Truck 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 and from the Port of Virginia.



## Eligible Applicants and Vehicles

- The Virginia DERA Dray Truck Replacement Program provides up to \$27,000 toward a down payment on a newer vehicle. The program allows owner-operators and fleet owners to purchase a more emission-efficient vehicle with a 2012 or newer engine (MY 2013 or newer truck). The program is intended to reduce air pollution and greenhouse gases associated with the transport of goods to and from the Port of Virginia.
- Carriers must provide drayage truck services to the Port of Virginia on a regular basis. Proof of port service is required to participate in this program and can be established via a Transportation Worker Identification Card (TWIC) and a Virginia Port ID.
- 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. Applicants can apply online at: <http://fedgov.dnb.com/webform>.
- Documentation must be sent with the application verifying the make, model, engine serial number, engine family number, and year of truck in question. Model year of **truck engine** must be between 1997 and 2006. Trucks must be Class 8 vehicles with a GVWR of 33,001 pounds or more.
- Applicants must have owned the truck for at least one year, according to the date on the title.
- New equipment must be purchased and old equipment scrapped only when advised to do so by a MARAMA staff member.

## General Requirements for Applications

- Complete applications must include the following:
  - A copy (front and back) of a Transportation Worker Identification Card (TWIC).
  - A copy (front and back) of a valid Virginia Port ID card.
  - A copy of the truck title. Model year of the truck **engine** must be 1997 to 2006 verified by title. (truck model year is usually 1 year newer than engine year)
  - A copy of the truck's current registration. Registration must be up-to-date and not expired.
  - A copy of the owner's driver's license.
  - Proof of insurance - both primary liability (cargo) and non-trucking liability (bobtail) insurance.
  - A photograph of the current truck with license plates clearly legible.
  - The signature of the applicant verifying that the information is true and that the truck to be replaced is **currently operational** and being used to transport cargo to and from the Port of Virginia.
- Type or print legibly all items except the signature in Section IV.
- Printed applications must be in black or blue ink.
- Make sure the owner's name is listed on all supporting documentation.
- **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.
- After acceptance into the program, **applicants must select a truck from a list of authorized truck dealers.** A proof of purchase in the form of a paid invoice for a MY 2012 or newer truck will be required.

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# Virginia DERA Dray Truck Replacement Program

## Funding Assistance Application Checklist & Submission Instructions

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### Application Check List (*\*Incomplete applications will not be considered.*)

1. \_\_\_\_\_ Provide a signed and completed application to the contact listed at the bottom of this page.
2. \_\_\_\_\_ Provide a copy (front and back) of the Owner Operator or Truck Driver's valid TWIC card.
3. \_\_\_\_\_ Provide a copy (front and back) of the Owner Operator or Truck Driver's valid Virginia Port ID.
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 vehicle to be replaced.
6. \_\_\_\_\_ Provide a copy of the current registration for the vehicle to be replaced. \*Registration must be up-to-date and not expired.
7. \_\_\_\_\_ Provide proof of insurance (both primary liability/cargo and non-trucking liability/bobtail insurance) for the truck to be replaced.
8. \_\_\_\_\_ Provide photograph of truck to be replaced with license plates clearly visible.

### Program Check List (after application is approved)

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 invoice for new truck (*only when a MARAMA staff member informs you to do so*).

### Complete and Submit Application to:

MARAMA  
Attention: Debbie Thomas, Virginia DERA Dray Truck Replacement Program  
8600 LaSalle Road, Suite 636  
Baltimore, MD 21286

By Fax: 443-901-1886

By E-mail: [dthomas@marama.org](mailto:dthomas@marama.org)

More information or questions, please call Debbie Thomas 443-322-0320 or visit our website at <http://dieselmidatlantic.org/>

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# Virginia DERA Dray Truck Replacement Program

## Funding Assistance Application: Financial Readiness Considerations

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### Financial Readiness Considerations

Enrolling in the Virginia DERA Dray Truck Replacement Program may take a considerable amount of your personal time and effort. The estimated time to complete all preliminary steps for the program is approximately 2 to 3 hours for paperwork and phone calls with program staff.

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 the 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 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 \$40,000 or more (the estimated amount needed to pay for the remaining cost of a MY 2013 or newer replacement vehicle). 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.

# Virginia DERA Dray Truck Replacement Program

## Funding Assistance Application

### I. COMPANY INFORMATION (Please type or print legibly.)

Which port(s) do you serve? Norfolk <input type="checkbox"/> Other (please list): _____		
Which Terminal(s) do you serve?		
Terminal Name(s):		
Are you an Independent Owner-Operator?		
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 page 1 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? <input type="checkbox"/> Yes <input type="checkbox"/> 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 (Please note that older vehicles 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:	
*Engine information including serial & family name/numbers are 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

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>*You must have owned your truck for at least <u>one year</u>, according to the date on your 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 Virginia 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 Virginia on a regular basis for the last two years? \_\_\_\_\_ (Yes or No)

Does your company have a replacement schedule for its fleet? Are trucks are 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.)

### 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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**Participating ports include the Port of Virginia**

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