

**Questions and Answers**  
**RFP 2011-010**  
**2004 Drayage Truck Replacement Program**

1. *The prices we have on the trucks did not include the sales tax or the GPS equipment. From reading the RFP it looks like they want trucks to include all sales taxes?*

All costs associated with the purchase of the trucks should be itemized and included in the costs analysis section of the bid.

2. *What if we only have access to trucks with FEL engines?*

The original emissions analysis done for this program (which led to the proposed grant award amount) was not based on FEL engines with higher emissions than the 2007 emissions standard.

If you only have access to FEL engines that are higher than the 2007 emissions standard, please submit the emissions details for the trucks that you are proposing to supply, and explain why FEL engines higher than the 2007 standard are being proposed. If possible submit the CARB Executive Order(s) for the truck engines. At its sole discretion, the Air District will consider if it will allow FEL engines greater than the 2007 emissions standard to be eligible for participation.

You may also submit a costs analyses, inventories, and truck specs for multiple truck/engine (FEL non-FEL) combinations.

3. *The RFP requires model year 2004 owners be able to document annual mileage greater than 20,000 miles per year, over the past two years. Please advise us on the ways in which local truckers will be allowed (or expected) to document mileage.*

Truck owners will be required to provide documentation such as maintenance records, or work logs that show odometer readings over the previous two years. The details of the documentation requirements for the project applications will be developed when the applications are created.

4. *RFP specifies trucks to be traded in as MY 2004 trucks in some places, and as engine year 2004 trucks in other places. Can you please confirm that ENGINE year 2004 trucks are those intended to be traded in through this program?*

Engine MY 2004 drayage trucks are the focus of this program.

5. *The RFP specifies the trucks to replace those turned in as engine year 2007 trucks. Does this actually mean 2007 or newer engine year trucks?*

Eligible replacement trucks are those that have engines that meet or exceed the 2007 emissions standards as described in the RFP. These engines and trucks could have model years newer than 2007.

6. *The RFP specifies that replacement trucks must have a minimum of 300,000 miles. Does this mean BAAQMD will reject vehicles with under 300,000 miles as replacement trucks?*

The mileage values specified in the RFP were intended to ensure there would be useful life left in the Replacement vehicles funded as part of the program. Replacement vehicles with less than 300,000 miles will be accepted.

7. *RFP specifies trade in value of trucks should be \$8,000 to \$15,000. Trucks come in many conditions and the market will be flooded with these trucks. Is BAAQMD flexible on the trade in value of these trucks to accommodate for vehicle condition and market factors?*

This price range for trade-in value was set to give truck owners an idea of what to expect when participating in this program. If this range cannot be met, please provide a proposed new range with your bid.

8. *RFP specifies a maximum fixed sales price of \$60,000 for replacement trucks with up to 600,000 miles, and maximum of \$52,000 for trucks with up to 800,000 miles. Is this price exclusive of taxes, transfer fees, financing and other acquisition costs that are part of the transfer but not part of the cost of the vehicle itself?*

The costs for the trucks should be detailed, and itemized to breakdown all of the costs associated with the purchase of the truck. The cost reflects that total cost of the vehicle, taxes, fees, etc.

9. *Does BAAQMD really need to know engine family number on old truck?*

Yes

10. *Will BAAQMD and the Port of Oakland allow owners of 2004 engine model trucks who have completed project applications through this grant to continue serving the Port of Oakland with those trucks until such time as they take receipt of their new vehicles under this program?*

Grant recipients will continue to be subject to the ARB drayage truck regulation compliance timeline. The drayage truck regulation is a state rule, and any modifications to the compliance schedule must be made by the CA Air Resources Board (ARB).

11. *The requirement to report on the whereabouts and use of the trade-in trucks for 10 years is an onerous one and will be a difficult one to fulfill. If a contractor can sell those vehicles to foreign*

*countries not bordering the United States, can the requirement to report on them for the next ten years be waived?*

An important component to realizing the emissions benefits of this program involves the engine MY 2004 trucks being sold out of state and remaining out of state for at least 10 years. If the contractor proposes an alternative method for ensuring the engine MY 2004 truck is removed from service, their proposal must include a detailed description of this methodology. At its sole discretion, the Air District may consider alternative proposals as long as they meet the intent of the original requirement.

12. *The RFP specifies that BAAQMD may pay Contractor up to 45 days after its verification that the project has been completed, including final invoice submitted. Does BAAQMD expect the contractor to in essence make a loan of over \$2 million, waiting for BAAQMD to make payment? This puts any contractor in a tight financial position.*

Grant payments will be made on a reimbursement basis. The contractor will be expected to work out the terms of delivery and payment with its truck supplier(s).

13. *The RFP asks the contractor to verify annual miles traveled by the trade-in truck to be at least 20,000/year for the past two years. Will BAAQMD accept a letter confirming these miles traveled from the owner or the owner's licensed motor carrier to verify this travel?*

Mileage documentation should be in the form of maintenance records, work logs, or other documentation that shows odometer readings over a 2 year period. A letter stating the mileage operated would not meet the requirement.

14. *Page 7 of the RFP lists May/June of 2012 as time of delivery of replacement trucks and payments made by the Air District. Page 8 asks for replacement trucks to be able to be delivered by March 2012. Can you please clarify which of these time periods is correct?*

The Air District expects trucks to be delivered in March 2012, but realizes the tight schedule may push this schedule to May/ June. Please submit the estimated delivery dates for the Replacement vehicles as part of the proposal.

15. *In different parts of the RFP, a drayage truck is defined as a class 8 vehicle with GVWR of 30,000 lbs or greater and in other areas, 30,001 lbs or greater. Is the intent here actually that the vehicle be 30,001 lbs or greater?*

Class 8 trucks w/ GVWR of 33,001 lbs or greater are eligible for funding.

16. *In 2014, vehicles with engine model year 2004 will not be allowed to operate in California without a diesel particulate filter, which, by that time will in all likelihood cost more than the truck. If a truck is sold to an owner in a state not adjacent to CA, for an application that is local*

*or regional and does not include travel to California, will the Air District waive the reporting requirement as the reporting burden is so great and the likelihood of the vehicle returning to California so small?*

An important component to realizing the emissions benefits of this program involves the engine MY 2004 trucks being sold out of state and remaining out of state for at least 10 years. At its discretion, the Air District may consider alternative proposals as long as they meet the intent of the original requirement. The Air District will not waive this requirement.

*17. Must trade-in vehicles be identified by VIN by Dec. 30, 2011?*

According to the tentative proposed timeline for the program, all project applications for funding must be completed, and submitted by truck owners by December 30, 2011. The schedule for application acceptance is subject to change.

*18. The RFP specifies a list of eligible truck owner participants in the program that will be provided to contractor. What kind of contact information is available? Phone? Email? Mailing address? Anything else?*

The Air District will assist the contractor with outreach. Some of the truck owner contact information may be considered confidential, in which case the outreach would have to be conducted through the Air District.

*19. Is the District looking for 1 contractor or multiple contractors to administer this program?*

The Air District is looking for at least one contractor to administer the program. If for some reason the demand for the program cannot be met by one contractor, multiple contractors may be selected.

*20. If a trucker has already purchased a replacement truck, are they eligible for funding?*

No, truck owners cannot order the replacement truck until they have a fully-executed contract/Grant Agreement with the Air District for the project. Funding will not be awarded retroactively.

*21. Given that the RFP specifies delivery of replacement trucks in 2012, after the deadline by which 2004 engine trucks are out of compliance with ARB Truck and Bus rule regulations for ports, what provisions or allowances will be made for program participants? Will they under certain circumstances be allowed to continue driving in ports and rail yards for a time after the Jan 1, 2012 deadline?*

Grant recipients will continue to be subject to the ARB drayage truck regulation compliance timeline. The drayage truck regulation is a state rule, and any modifications to the compliance schedule must be made by the CA Air Resources Board (ARB).

*22. Can we setup a meeting with District staff to discuss the details of the RFP and potential modifications to the document and requirements?*

As stated in the RFP document, the deadline for questions on the RFP was 3:00 pm on 11/22/11. District staff will respond to all questions received by this deadline. Due to the 11/28/11 RFP closing date, and in order to maintain a fair and equitable process, District staff will not be meeting with individuals to discuss the details of the RFP until the RFP submittal and evaluation process has concluded.