

- 1. Question: *We work closely with a used truck dealer in the state of California. Can we sell trucks to him with the verbiage that trucks must be sold outside of California and cannot return for 5 years?***

Response: The contractor selected for this program is responsible for making sure the trucks are sold out of state, even if they contract with a 3<sup>rd</sup> party to sell the trucks. The District would consider a proposal like this if the engine model year 2005/2006 trucks leave CA soon after the engine model year 2007 (or newer) truck is delivered. If proposing an alternative method for removing the trucks from the state, please include a detailed description of the proposal with your response to the RFP.

- 2. Question: *It is impossible for a dealer to control what an end user does after truck is sold. Therefore, if we sell a truck out of state and have written language on the invoice stating truck cannot come back into California for 5 years will that suffice your contract criteria for guaranteeing a truck stays out of state for 5 years?***

Response: The contractor selected for this program is responsible for making sure the engine model year 2005/2006 trucks are sold out of state, and will have to report on the location of the trucks for 5 years. The District will consider alternative approaches to this requirement, but a statement in the invoice that the truck not return does not remove the requirement to monitor the location of the truck for the 5 year period. The contractor could also increase the likelihood of the trucks staying out of CA by selling the vehicles to locations in the mid-west or east coast where they would operate on local service routes. If proposing an alternative method for removing the trucks from the state, please include a detailed description of the proposal with your response to the RFP.

- 3. Question: *The terms of your contract are unique. You limited the truck buyer to \$69,400? If buyer wants and can afford a MY 2010 engine but cost exceeds \$69,400 then he can't buy a cleaner engine. Is this accurate? Why is there a dollar limit?***

Response: The costs listed in the contract were developed for trucks with engines meeting the 2007 emissions standards. If an applicant wants to purchase a more expensive truck certified to the 2010 emissions standard they can do so, but the grant award amount would not change.

- 4. Question: *If prospect with MY 2005 and 2006 engine comes in and truck is worth less than \$15,000 do we have a right to reject the deal?***

Response: The figures listed in the RFP are our expected trade-in values, but we understand that the trade-in value will vary from truck-to-truck based on the condition of the vehicle. If a truck comes in that is in extremely poor condition and not worth \$15,000 the contractor could offer the truck owner a lower amount or reject the deal. We would request that the contractor inform the Air District of cases where the trade-in value comes in below the \$15,000 limit.