



# **Retail Finance Rates for Sakai Equipment**

*Wells Fargo Equipment Finance | Construction Group* 2700 South Price Road (3rd Floor), Chandler, AZ 85286

Effective through July 2020

Fax Applications to: 877-248-6955 For Questions Please Call: 877-248-7007

# Full Payout, New Sakai Equipment Rates

#### No Dealer Participation Required, 0 Advance Payments

Term - Months	24	36	48	60
Customer Rate	2.62%	3.02%	3.27%	3.44%
Payment Factor	0.04281	0.02909	0.02226	0.01817
Dealer Subsidy	0.00%	0.00%	0.00%	0.00%

## Full Payout, New Sakai Equipment Rates (0% Program)

#### Dealer Participation Required & Varies Based on Term, 0 Advance Payments

Term - Months	24	36	48	60
Customer Rate	0.00%	0.00%	0.00%	0.00%
Payment Factor	0.04167	0.02778	0.02083	0.01667
Dealer Subsidy	2.65%	4.46%	6.33%	8.17%

#### Full Payout, New Sakai Equipment Rates

#### 1% Dealer Participation Required, 0 Advance Payments

Term - Months	24	36	48	60
Customer Rate	1.64%	2.35%	2.77%	3.03%
Payment Factor	0.04238	0.02879	0.02203	0.01798
Dealer Subsidy	1.00%	1.00%	1.00%	1.00%

# Full Payout, New Sakai Equipment Rates

2% Dealer Participation Required, 0 Advance Payments

Term - Months	24	36	48	60
Customer Rate	0.65%	1.67%	2.25%	2.62%
Payment Factor	0.04195	0.02850	0.02181	0.01780
Dealer Subsidy	2.00%	2.00%	2.00%	2.00%

#### Full Payout, New Sakai Equipment Rates

### 3% Dealer Participation Required (unless noted differently), 0 Advance Payments

Term - Months	24	36	48	60
Customer Rate	0.00%	1.00%	1.74%	2.20%
Payment Factor	0.04167	0.02821	0.02158	0.01761
Dealer Subsidy	2.65%	3.00%	3.00%	3.00%

Other Financing Structures available (initial skips, seasonal skips, leases and other) please contact your Wells Fargo Rep for a Custom Quote Program terms and rates are subject to change without notice and all subsidized rates & transactions are subject to the approval of Sakai. Eligible Equipment- New Sakai Heavy Equipment

Maximum subsidy limited to 120% of dealer invoice price and all requests must include and be submitted with the current machine hour meter reading

# Please fax applications to 1-877-248-6955 or Email equipment.finance@wellsfargo.com

# Account Managers

Bruce Nelson	480-887-5158	Yosef David	612-667-6356
Paul Cuison	469-299-7749	Chintan Patel	828-323-2213
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