



Retail Finance Rates for Sakai Equipment

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

Effective through August 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 never before retail sold. Maximum subsidy limited to 120% of dealer invoice price

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
Andy Rikli	480-887-5159		
Christi Bortkun	480-887-5157		

©2014 Wells Fargo Bank, N.A. All rights reserved. All transactions are subject to credit approval. Some restrictions may apply. Wells Fargo Equipment Finance is the trade name for certain equipment leasing and finance businesses of Wells Fargo Bank, N.A. and its subsidiaries. Equipment financing transactions are provided in Canada by Wells Fargo Equipment Finance Company. Wells Fargo Equipment Finance Company is associated with Wells Fargo & Company, a company that is not regulated as a financial institution, a bank holding company or an insurance company in Canada.