



# Retail Finance Rates for Sakai Equipment

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

### **Effective through November 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, O Advance Payments

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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

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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**

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