

SAKAI

MASTERS OF COMPACTION

Sakai has partnered with BOKF Commercial Finance to offer inventory finance programs that provide you with cost effective, alternative finance sources for your product purchases. **Interest free periods will be 180 days. All subsidized periods will require Sakai and BOKF approval.**



Dealer Credit Application Procedures

- Inventory Finance Dealer Application
- Last three years business financials
- Year-to-date interim financials
- Personal financial statement of the stockholders
- Articles of Incorporation and Operating Agreement

Dealer Program Benefits

- Scheduled Pay Programs
 - Interest Free for 180 Days Std
 - 100% advance on equipment purchases
 - Better cash flow management
 - Rental benefits
 - Custom finance solutions
- *Roll off terms up to 60 months

BOKF REGIONAL SALES MANAGERS:

Mid-Atlantic/ Northeast *Jim Hess*

TEL: (252) 802-1787

Email: jhess@bokf.com

South *Darren Grahl*

TEL: (214) 932-3017 - **TEAM LEADER**

Email: dgrahsl@bokf.com

Central *Dan Walker*

TEL: (214) 620-7413

Email: daniel.walker@bokf.com

West *Brian Hunter*

TEL: (925) 956-9799

Email: brian.hunter@bokf.com



SAKAI



MASTERS OF COMPACTION

Program with BOKF Commercial Finance Highlights

- *No interest and no principal during interest free period...*
- *No curtailments during free period...*
- *Roll off finance options up to a total of months...*
- *All machines can be rented during the interest free and roll-off periods...*

Ask your Sakai rep today to take advantage of this special offering!

SAKAI

MASTERS OF COMPACTION

Sakai Program with BOKF Commercial Finance Frequently Asked Questions

Q: What is my advantage in using BOKF versus open account?

A: *Sakai is subsidizing the program for you, during an agreed period with no payments no interest versus the open account net 30 terms.*

Q: How do I place orders with Paramount on my BOKF account?

A: *The process for placing orders remains the same. Your orders will go through Sakai and be placed on the BOKF floor plan account. Please note on your purchase order "To be financed by BOKF".*

Q: When do I make payments to BOKF?

A: *Pay as unit is sold.*

Q: What happens if the unit goes past the agreed subsidized days with BOKF?

A: *Units can be rolled over to a competitive interest rate bearing facility for up to five years from date of invoice with a curtailment schedule.*

Q: Can the units be rented?

A: *Yes.*

Q: Will BOKF do an inventory inspection?

A: *BOKF reserves the right to perform inventory audits at their discretion.*

Q: Is there an online system that I can logon to for a review of my account?

A: *Yes*

Q: Who do I call if I have a problem with my account or questions in establishing an account?

A: *For any problems or questions regarding your account or setting up an account, please contact:*

John Conner

SVP of Business Development

jconner@bokf.com

Tel: 480-455-9376





SAKAI



MASTERS OF COMPACTION

Program with BOKF Commercial Finance Checklist

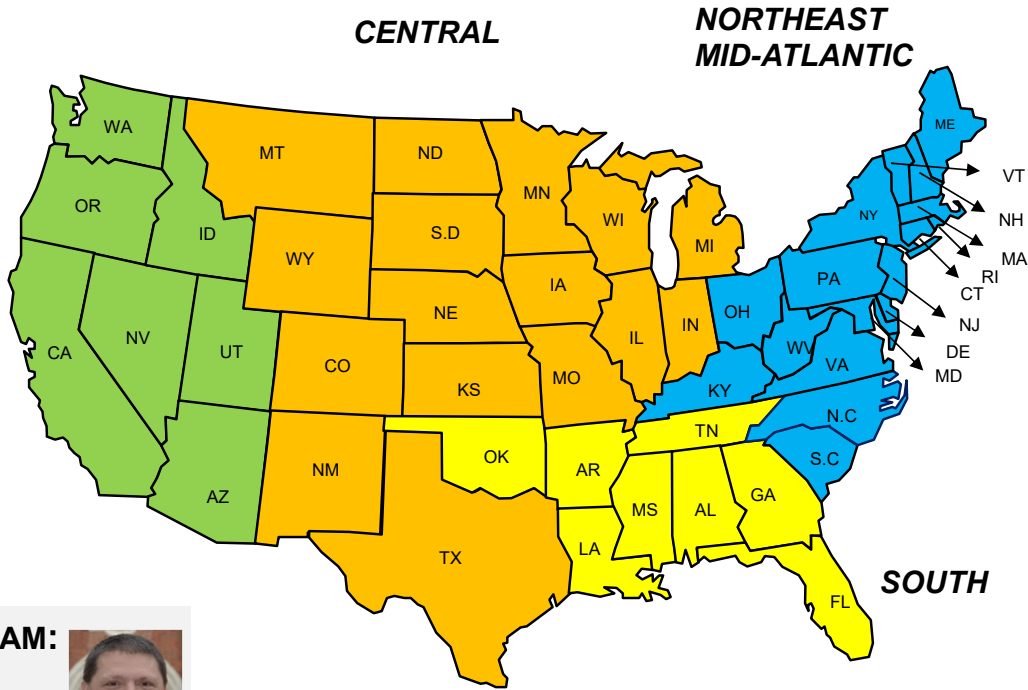
- *Completed Application – Signed and Dated*
- *Intent to Apply – BOK Form*
- *Articles of Incorporation and Operating Agreement*
- *3 years Financials Statements*
- *Interim Financials (Balance Sheet and P&L)*
- *Personal Financial Statement*
- *Current AP & AR Aging – If Credit Line request is greater than \$1Million*

Vendor Finance – Sales Coverage

Alaska

WEST

Hawaii



VENDOR TEAM:

John Conner
 TEL: 480-455-9376
 Email: jconner@bokf.com



REGIONAL SALES:

NORTHEAST / MID-ATLANTIC:

Jim Hess
 TEL: (252) 802-1787
 Email: jhess@bokf.com



SOUTH:

Darren GrahsI - TEAM LEADER
 TEL: (214) 932-3071
 Email: dgrahsl@bokf.com



CENTRAL:

Dan Walker
 TEL: (214) 346-3949
 Email: daniel.walker@bokf.com



WEST:

Brian Hunter
 TEL: (925) 956-9799
 Email: brian.hunter@bokf.com



OPS TEAM:

Pat Smith
 TEL: 214.987.8850
 Email: patricksmith@bokf.com

