



## Retail Finance Rates for Sakai Equipment

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

### Effective through May 2022

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		3.97%	4.57%	4.91%	5.12%
Payment Factor		0.04341	0.02978	0.02299	0.01893
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		3.98%	6.65%	9.28%	11.83%

### Full Payout, New Sakai Equipment Rates 1% Dealer Participation Required, 0 Advance Payments

Term - Months		24	36	48	60
Customer Rate		2.98%	3.89%	4.39%	4.71%
Payment Factor		0.04297	0.02948	0.02276	0.01874
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		1.98%	3.22%	3.88%	4.29%
Payment Factor		0.04253	0.02918	0.02252	0.01855
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		0.98%	2.53%	3.35%	3.86%
Payment Factor		0.04210	0.02888	0.02229	0.01835
Dealer Subsidy		3.00%	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](mailto:equipment.finance@wellsfargo.com)**

### Account Managers

Bruce Nelson	480-887-5158	Yosef David	612-667-6356
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