



Retail Finance Rates for Sakai Equipment

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

Effective through August 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		4.78%	5.22%	5.51%	5.68%
Payment Factor		0.04377	0.03007	0.02326	0.01919
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		4.77%	7.54%	10.33%	13.00%

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

Term - Months		24	36	48	60
Customer Rate		3.79%	4.54%	4.99%	5.26%
Payment Factor		0.04333	0.02976	0.02302	0.01899
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		2.79%	3.86%	4.47%	4.84%
Payment Factor		0.04289	0.02946	0.02279	0.01880
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		1.79%	3.17%	3.94%	4.41%
Payment Factor		0.04245	0.02916	0.02255	0.01860
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

Account Managers

Bruce Nelson	480-887-5158
Paul Cuison	469-299-7749
Andy Rikli	480-887-5159
Yosef David	612-667-6356