



Retail Finance Rates for Sakai Equipment

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

Effective through October 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		5.97%	6.26%	6.41%	6.50%
Payment Factor		0.04431	0.03054	0.02367	0.01957
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		5.90%	8.96%	11.88%	14.67%

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

Term - Months		24	36	48	60
Customer Rate		4.97%	5.58%	5.89%	6.08%
Payment Factor		0.04386	0.03023	0.02344	0.01937
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		3.97%	4.90%	5.37%	5.65%
Payment Factor		0.04341	0.02992	0.02320	0.01917
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		2.96%	4.21%	4.84%	5.22%
Payment Factor		0.04296	0.02962	0.02296	0.01897
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

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