



# **Retail Finance Rates for Sakai Equipment**

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

### **Effective through November 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	6.29%	6.55%	6.69%	6.81%
Payment Factor	0.04445	0.03067	0.02380	0.01971
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	6.20%	9.34%	12.35%	15.29%

# Full Payout, New Sakai Equipment Rates

#### 1% Dealer Participation Required, 0 Advance Payments

Term - Months	-	24	36	48	60
Customer Rate		5.29%	5.87%	6.17%	6.38%
Payment Factor		0.04400	0.03036	0.02356	0.01951
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	4.29%	5.18%	5.64%	5.96%
Payment Factor	0.04355	0.03005	0.02332	0.01931
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	3.28%	4.49%	5.12%	5.53%
Payment Factor	0.04310	0.02974	0.02308	0.01911
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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