



## Retail Finance Rates for Sakai Equipment

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

### Effective through December 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](mailto:equipment.finance@wellsfargo.com)**

#### Account Managers

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