



## Retail Finance Rates for Sakai Equipment

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

### Effective through April 2023

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		6.56%	6.50%	6.46%	6.43%
Payment Factor		0.04457	0.03065	0.02370	0.01953
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		6.45%	9.28%	11.97%	14.53%

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

Term - Months		24	36	48	60
Customer Rate		5.56%	5.82%	5.94%	6.01%
Payment Factor		0.04412	0.03034	0.02346	0.01934
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		4.55%	5.13%	5.42%	5.58%
Payment Factor		0.04367	0.03003	0.02322	0.01914
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		3.54%	4.44%	4.89%	5.15%
Payment Factor		0.04322	0.02972	0.02298	0.01894
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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