



## Retail Finance Rates for Sakai Equipment

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

Effective through October 2020

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		2.62%	3.02%	3.27%	3.44%
Payment Factor		0.04281	0.02909	0.02226	0.01817
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		2.65%	4.46%	6.33%	8.17%

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

Term - Months		24	36	48	60
Customer Rate		1.64%	2.35%	2.77%	3.03%
Payment Factor		0.04238	0.02879	0.02203	0.01798
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		0.65%	1.67%	2.25%	2.62%
Payment Factor		0.04195	0.02850	0.02181	0.01780
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		0.00%	1.00%	1.74%	2.20%
Payment Factor		0.04167	0.02821	0.02158	0.01761
Dealer Subsidy		2.65%	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

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