



# Financial Choice\$ Solutions for Your Lifetime

## Growing Green

### Have a Green Christmas from Hudson Bay Credit Union



**H**udson Bay Credit Union is pleased to share with you what we've done this year to "Grow Green". This project became very rewarding and we wish to share some of our successes with the community and our members.

We started a Growing Green committee with the intent of promoting and encouraging the principles of "Reducing, Reusing and Recycling" within our office and the community.

**Reducing** – We place individual hand towels in employee washrooms reducing the amount of paper towels used. No more Styrofoam! Glass plates, cups and glasses were donated for the staff room. Staff became more conscious of their paper use and are now printing and photocopying double-sided. A major clean up in the office produced an abundance of binders, pens, and file folders, which contributed to a sharp decrease in stationery expenses. Outside the credit union, we offered incentives to those bringing glass plates to the Stewart Hawke Community Pancake Breakfast rather than using paper plates. This was very successful and we thank the community and Stewart Hawke for their support!

**Reusing** – We cut and distributed scrap paper for use as note paper. Member Melita Poley crochets shopping bags out of the plastic store bags (see photo). We purchased some of these and are using them in promotions - encouraging others to recycle.

**Recycling** – All newspaper, flyers, cardboard, shredded paper and bottles are placed in bins and recycled. We partnered with the local high school and assisted them with recycling plastic shopping bags. Bins



have been set up in the community and those placing bags in the bins were entered in a weekly draw for an environmental shopping bag. Recycling containers for bottles and cans have also been set up in the community, with proceeds donated to charity, recreation or community organizations.

**Heritage Days Parade** – We placed first in the Commercial division with our parade float constructed entirely with recycled products. "Re"ta, our tire lady, graced the



front of the float with a decorative hat and jewelry made from recycled products. We constructed a mini credit union with walls built from plastic pop bottles and a roof shingled in tin cans. The skirt of the float was made entirely from plastic bags. Decorated golf carts and clowns accompanied the float along the parade route and distributed jar grippers (made from 100% post consumer recycled tires) as well as candy for the children.



Hudson Bay Credit Union looks forward to continuing our "growing green" project, and welcomes any ideas or suggestions others are willing to share. The opportunities are endless! ■



## Lending Solutions

### Is 0% Financing Really 0%?


I recently had the opportunity to go car shopping with friends. After browsing through numerous car lots, our friends expressed interest in a 2008 Saturn. A salesman was “Johnny on the spot” and **really** tweaked their interest when he offered them 0% financing. Unbeknownst to him, this also tweaked my interest (being a lender at Hudson Bay Credit Union) and I decided to put this to the test.

As our friends were lured into the office to discuss the deal and the financing options, I discreetly advised them that our credit union had a loan program for new vehicles (a fixed rate of prime + 1.49%). At that time, the rate would have been 5.74% (currently 5.49%). I also advised them to ask what would happen if they did not finance with the dealer. These were the scenarios they were provided:

0% Financing	Dealer Finance	Credit Union CU Down the Road Program
Amt. Financed - \$27,165.39	Amt. Financed - \$23,185.39	Amt. Financed - \$23,155.39
Interest Cost - 0% - 0.00	Int.Cost (7.65%) - \$5,857.13	Int.Cost (5.74%) - \$3,573.91
Total Bal. Due - \$27,165.39	Total Bal. Due - \$29,042.52	Total Bal. Due - \$26,729.30
156 biweekly pmnts - \$174.14	156 biweekly pmnts - \$186.17	130 biweekly pmnts - \$205.61

Now if you are one of those shoppers who is more concerned about what your payment is going to be, which scenario looks the most attractive? Why the \$174.14 biweekly, of course! Did you notice what they have actually done to sell you on the 0%? There are a few things to note. One being the fact that if you don't take the 0% financing, the cost of the vehicle decreases by as much as \$4,010. Finally, while they provided scenarios based on a six year amortization for the 0% and the dealer financing, the third scenario provided was amortized over five years. **Of course, the payments are higher! However, the total balance due is \$436.09 less!**

It didn't take me long to send an email to the office (isn't technology wonderful?) and request the same scenario over six yrs. Yes, we could only guarantee the rate for five years, but your low rate is fixed for the first five years while your principal balance is the highest. Now, here is the real clincher:

Credit Union CU Down the Road Program	and today's rates:	
Amt. Financed - \$23,155.39	Amt. Financed - \$23,155.39	
Int.Cost (5.74%) - \$4,241.08	Int.Cost (5.49%) - \$4,046.91	
Total Bal. Due - \$27,396.47	Total Bal. Due - \$27,202.30	
130 biweekly pmnts - \$175.62	156 biweekly pmnts - \$174.37	

So, what's the big deal? 0% still saves me \$36.91. Have you considered your Patronage Dividend? Let's compare 2007, when the Patronage Dividend was equal to 4.3% of your loan interest.

12 mos. Interest - \$1,238.19	12 mos. Interest - \$1,183.65
Pat. Dividend (4.3%) - \$53.24	Pat. Dividend (4.3%) - \$50.90

And this is only for the 1st year. What about years two through six? In the past 53 years, Hudson Bay Credit Union has paid back over \$2.685 million in patronage rebates. If you received only 4.3% of the total interest paid – you would receive a total rebate of \$174.02. Hmm.. things are looking better, eh?

Now have you considered loan fees? What is the dealer going to charge you for writing the loan? I have seen fees ranging from \$70 to \$100. Currently, Hudson Bay Credit Union only charges you our cost of writing the loan. (Six years on a new vehicle, one borrower = \$63.45) Another saving!

*My suggestion....support your local Credit Union! We will provide you with our best interest rate, great member service and would love to finance your new vehicle purchase! Remember, we also give back to our members and to our community! ■*

## It's not too late



The game is in full swing and the competition is fierce. But it's not too late for you to take the lead in the Stock Market Challenge at [stockstar.ca](http://stockstar.ca) and claim your share of \$150,000 in prizes.

Hudson Bay Credit Union's online brokerage partner, Credential Direct, and the National Post invite you to compete against 23,000 other traders from across the country. You'll get \$100,000 in fantasy cash to trade with in real-time on North American markets.

It's a great way to test the online trading waters and is proof positive, despite a bear market, there's money to be made — even if it's just play money.

At the end of October, a 65 year old retired insurance sales manager, whose Stock Star name is 'RisingStar' was leading in the Trader category (players who make 25 or more trades during the entire game) with a portfolio valued at almost \$800,000 after just six weeks of game play. Impressive, isn't it? In the Investor category (players who make less than 25 trades) the leader was 'Lexiwins' with a portfolio valued at around \$375,000 — also absolutely amazing.

Contest closes January 16, 2009, so there's still plenty of time to enter the game and build a winning portfolio. Winners announced in February. Good luck and may the best Stock Stars win!

### Play the game at [StockStar.ca](http://StockStar.ca).

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